

**PAGES  
MISSING**

# CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada  
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, AUGUST 30, 1918

No. 35



## RATS AND MATCHES CAUSE BIG FOOD LOSS

WINDSOR GROCERY DESTROYED—STOCK VALUED AT \$15,000.

(Special Despatch to The Globe.)  
Windsor, July 2—More than \$15,000 worth of foodstuffs were destroyed by fire this morning when the grocery store of W. J. Cherney on Ouellette avenue was burned out. Starting at the rear of the basement, the fire had gained considerable headway when a patrolman turned in an alarm. Hindered by thick smoke and gases, the firemen worked two hours before the flames were got under control. The second story of the building, which is occupied by barristers and a business college, was damaged to the extent of \$5,000. The total loss is placed at close to \$25,000. Rats gnawing at matches are blamed for the fire.

## EVERY RAT IS AN ENEMY

In the grocery stores of CANADA, rats eat and destroy enough food to maintain an army.

Rats cause fires, spread disease. Waste marks the trail of the loathsome rat.

To rout the rat—stop providing shelter for him. Build him out, with Concrete foundations, walls, floors, walks. No rat can gnaw through Concrete.

Heed the insistent call of Economy and Conservation—

### BUILD OF CONCRETE— AND ROUT THE RAT

Write for free copies of our booklets—which tell you how to build walls, floors and walks of Concrete.

**Canada Cement Company, Limited**

1 HERALD BUILDING, MONTREAL

Sales Offices at Montreal, Toronto,  
Winnipeg, Calgary



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





## Stock Standard Lines

WHEN you stock O-Cedar Polish and O-Cedar Polish Mops you have a line which sells steadily all year 'round. You can depend on the O-Cedar Profit. You know that no matter how business in general may be, O-Cedar Polish and O-Cedar Polish Mops are always in steady demand.

## Extensively Advertised

O-CEDAR is known all over Canada—and women readily recognize the O-Cedar Trade-Mark. They accept it as they would accept the Sterling Mark on a piece of silver—they know it stands for quality in the highest degree.

Advertised in daily newspapers, magazines and street cars—O-Cedar Products practically sell themselves. Women, realizing how much O-Cedar Mops and O-Cedar Polish lighten their daily tasks, need only the occasional O-Cedar reminder which you can easily give them by placing the O-Cedar Products in a prominent place in your store or window.

Order from your Wholesaler.

**CHANNELL CHEMICAL COMPANY, LIMITED**  
TORONTO, ONTARIO

# BEANS, RICE, PEANUTS, WALNUTS ORANGES AND OTHER ORIENTAL PRODUCTS

*DIRECT IMPORTERS AND EXPORTERS  
FROM AND TO THE ORIENT*

## FUJITA & CO., LTD.

Head Office: KOBE, JAPAN.

Branches: VANCOUVER, B.C.

SEATTLE, YOKOHAMA, TIENTSIN, NATE AND TSINTOW

*Western Distributors:*

## W. H. ESCOTT CO., LTD.

WINNIPEG

CALGARY, EDMONTON, REGINA, SASKATOON, FORT WILLIAM

*The Milk  
That Cuts  
The Cost  
of Cooking*



*“Hotel”  
“Tall”  
“Family”  
“Small”*

### You Serve When You Conserve

But when you save, save wisely. Recommend to your customers to purchase Evaporated Milk—St. Charles Brand—a milk which has been reduced in Vacuo to a creamy consistency, which has butter fat contents in excess of Government requirements for Evaporated Milk.

The use of “Sterilized” Milk is a waste of tin plate, since there is more actual milk in a family size (12 oz.) tin of Evaporated than in a tall tin (16 oz.) of Sterilized natural milk.

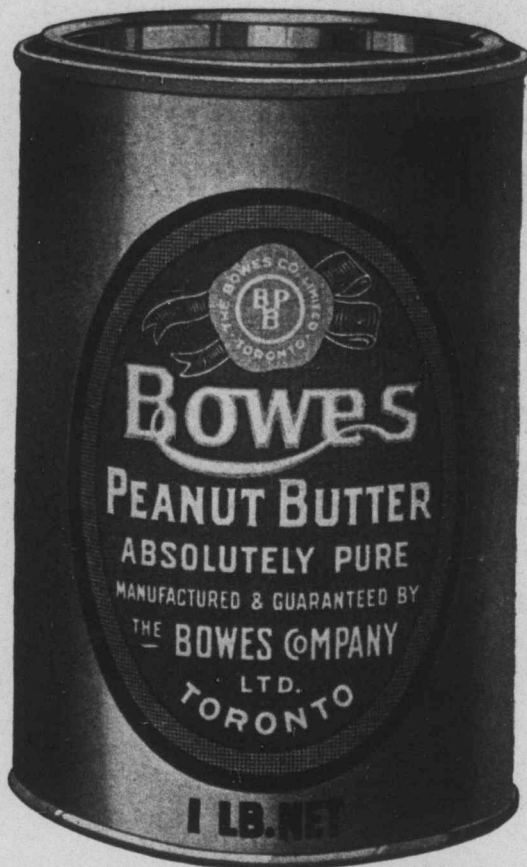
*When you explain this economic situation to your customers you benefit them, and lend assistance to the conservation of tin plate.*

**Borden Milk  
Co., Limited  
Montreal**

# *Bordens* Evaporated Milk

**Branch:  
Arcade Bldg.,  
Vancouver, B.C.**





## SALES INSURANCE

Here's the kind of insurance that every retail man should invest in. And the only policy needed is good buying judgment. It doesn't cost you anything to take out this policy, but it certainly costs you considerable money if you don't use it.

As far as Peanut Butter is concerned, you are indeed well insured against slow sales if you buy BOWES' PEANUT BUTTER—the most popular brand in Canada to-day.

ORDER FROM YOUR JOBBER OR DIRECT

**THE BOWES CO., LIMITED**

70-76 FRONT STREET EAST

TORONTO

## Sell A SUPPLY—Not A SAMPLE



Simcoe Brand Baked Beans are so widely known and so well liked, that usually a suggestion is all that's necessary to change your customers' order from "a can" to a *Case*.

**SIMCOE BRAND BAKED BEANS**  
(with Tomato Sauce)

is a staple article of diet on which there are no restrictions. It sells to all classes, at all seasons. Rich, nutritious, delicious. Good hot or cold—no trouble to serve. Should be stocked now by every grocer and by every good housewife.



"The Seal of Quality"

**Dominion Canners, Limited**

**- Hamilton, Ontario**

# Corn Products Exhibit



**Diamond C Brands**

Every Grocer visiting the Canadian National Exhibition should be interested in

**Corn Flour**  
and  
**Corn Meal**

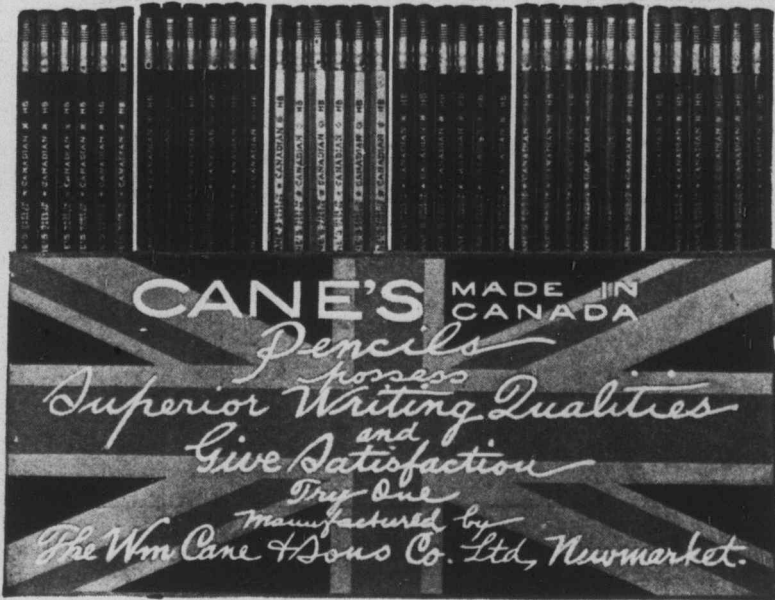
W. G. Patrick & Co., Limited, are showing the above Brands in their exhibit in *The Patriotic Food Show Building* and invite all the trade to call and see these lines which are manufactured from the Highest Grade American Corn by

**G. COPELAND & SONS**

**Midland and Penetang, Ont.**

**HEAD OFFICE, MIDLAND**





## Extra Sales without Extra Labor

Put a counter display stand of CANE'S PENCILS—like the one here illustrated—before your customers and watch how quickly the pencils will sell.

This display stand is a good looker. It's a sales maker—it will sell the pencils for you without any further effort on your part.

Note how they stick up in a way that is certain to get quick attention. Each pencil retails at 5c each, leaving you a generous profit. And—

Cane's Pencils are Made-in-Canada—the only Canadian-Made Pencils on the market.

**The Wm. Cane & Sons Company, Limited**  
NEWMARKET, ONTARIO



## Whittemore's Shoe Polishes

Quality Variety



For a Big Seller

**BOSTONIAN CREAM** — The ideal cleaner for kid and calf. You'll need a good stock of brown for brown glazed kid and mahogany calf —also the cordo-tan for cordovan leather. Then there's the white BOSTONIAN for all colors of glazed Russia calf, vici or dongola kid or patent leather—also light and dark gray, and any other color or shade.

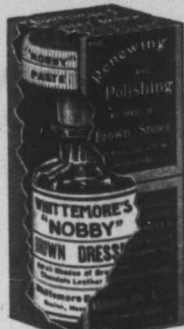
And Here's the Paste

**NOBBY BROWN PASTE**—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it—you'll repeat on it.

For red or oxblood there's the same size package of **PEERLESS OXBLOOD PASTE**.



RUSSET—2 Sizes



BROWN—2 Sizes



WHITE—2 Sizes



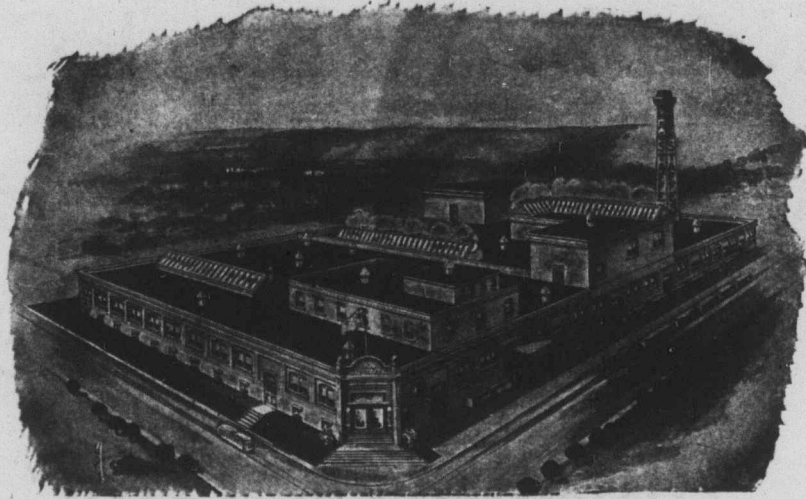
RED—2 Sizes



BLACK—2 Sizes

Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.

# WAGSTAFFE'S 1918 PACK JAM



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



Strawberry  
Raspberry  
Black Currant  
Plum  
Peach  
Apricot



All Ready for Delivery.

**WAGSTAFFE, Limited**  
Hamilton, Canada



# E. D. SMITH'S

Pure Raspberry, Black Currant  
Gooseberry, Apricot, Peach,  
Plum, Cherry and  
Blueberry Jams

1918 Pack

The goodness of these E.D.S. lines  
is a sure guarantee of pleased cus-  
tomers and more sales.

Place your order now with any of  
the Agents listed here.

**E. D. Smith and Son**  
Limited

**WINONA, ONT.**

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

# CLARK'S SPAGHETTI



With  
Tomato  
Sauce and  
Cheese



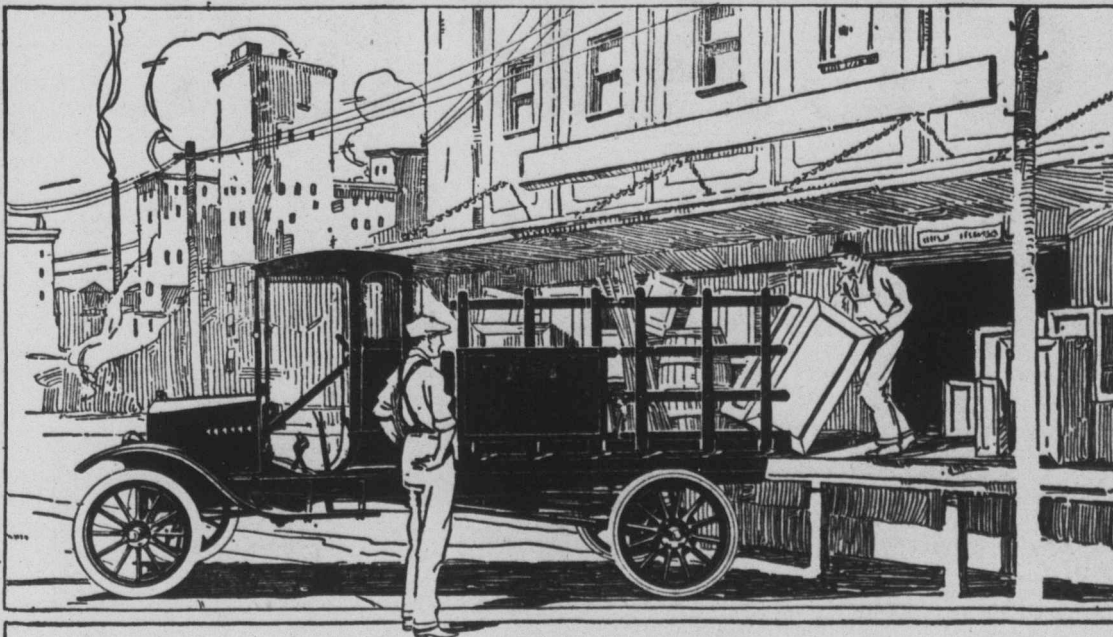
You will find, Mr. Grocer, to be a HIGH-  
GRADE DELICACY and a Popular Seller.  
It is prepared from the very finest ingredients,  
is perfectly cooked, deliciously flavored, and a  
highly nourishing dish. Show it to your  
customers and watch results.

*Clark's*

**W. CLARK, Ltd., Montreal**

CANADA FOOD BOARD LICENSE No. 14-216





## “When Can You Deliver?”

**T**HAT'S the customer's first question, usually. How do you answer him?

Your goods may be superior, your clerks may be courteous, your store attractive, but, after all, unless your deliveries are prompt and dependable, your customers will be disappointed and trade elsewhere next time. Do you realize how many people judge a store by its deliveries?

Is your delivery system on a par with the rest of your business? Does it draw new trade or lose customers for you? Are your horses as suitable for you as they were at one time? If not, why do you persist in being a little behind the times, when a Ford One Ton Truck would be more in line with your other business standards?

Perhaps your deliveries cost you too much. If you are using motor trucks, they may be too heavy for your line of business and therefore too expensive. The Ford Truck uses less fuel when handling a full load than some trucks use running empty.

The Ford One Ton Truck is a money saver, so why not modernize this department of your business at once?

*All prices subject to war tax charges, except trucks and chassis*

**Ford**

THE UNIVERSAL CAR

Runabout -	\$660
Touring -	690
Coupe -	875
Sedan -	1,075
Chassis -	625

F.O.B. Ford, Ont.

**Ford Motor Company of Canada,  
Limited**

**Ford - - - Ontario**

# Put your product in good company by letting us push it in the Western Field

We represent some of the best Canadian, American and British products and the service we give is second to none.

Quite recently we added another important line to our family—the well known DRUMMER DYES, Dolly Cream and Dolly Tints. We are going to push this line into the front rank of Western “Best Sellers”—we can do the same for your product.

**Further proof of the service we give and character of the lines we represent may be judged from the following list of clients:**

**Pugsley, Dingman & Co., Ltd.,  
Toronto, Ont.**

Comfort Soap, Dingman's Electric Soap,  
Dingman's Ideal Blue, Comfort Blue,  
Comfort Lye and Tip Top Soap Chips.

**John Taylor & Co., Ltd.,  
Toronto, Ont.**

Taylor's Borax Soap, Borax Soap Powder,  
Infants' Delight Soap, Toilet Soaps,  
and Perfumes.

**Shurly & Derrett, Ltd.,  
Toronto, Ont.**

Twines, Clothes Lines, Tennis Nets, Cotton  
and Jute Rope.

**Torbitt & Castleman Co.,  
Louisville, Ky.**

Molasses.

**Quaker Candy Co., Toronto.**

Quaker Molasses Kisses.

**Kerr Bros., Toronto, Ont.**

Kerr's Butterscotch.

**Bradshaws, Ltd., Toronto.**

Wax Paper.

**Jireh Food Co., Maitland, Ont.**

Jireh Food and Gluten Flour.

**Peter McNutt & Son, Malpeque,  
P.E.I.**

Gold Medal Brand Lobsters and Canned  
Boneless Chicken.

**Jas. Epps & Co., Ltd., London, Eng.**

Cocoa and Chocolates.

**Wm. Symington & Co., Ltd.,  
Market Harboro, Eng.**

Pea Flour, Custard Powder and Dry  
Soups.

**Wm. Edge & Sons, Ltd.,  
Bolton, Eng.**

Dolly Cream, Dolly Tints and Drummer  
Dyes.

**The New Imperial, Quebec.**

Egg Powder.

We would like to hear from you. Send us a few particulars about your product. Ask us to tell you all about our organization — its reputation, financial standing, and its facilities that guarantee success.

## F. D. COCKBURN COMPANY

Grocery Brokers and Manufacturers Agents

149 NOTRE DAME AVE., E.

WINNIPEG



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

### SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

### There's big money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

### Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

## A. M. Maclure & Co.

MALTESE CROSS BUILDING  
WINNIPEG

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

## DIRECTORY

## C. & J. JONES

WINNIPEG - VANCOUVER

*Wholesale Commission Brokers  
and Importers*

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

205 CURRY BUILDING  
WINNIPEG

## Winnipeg Warehousing Co.

Winnipeg

Prompt and Efficient  
SERVICE

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

WAREHOUSING  
DISTRIBUTING  
STORAGE

## C. H. GRANT CO.

Wholesale Commission Brokers and  
Manufacturers' Agents

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

## D. J. MacLeod

*Brokers and Manufacturers' Agents*  
EDMONTON, ALTA.

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

## WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage  
Storage  
Distri-  
bution

# Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## ONTARIO

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

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

## To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

We shall be glad to furnish you with other rates upon application.

**Canadian Grocer**  
143-153 University Ave.  
TORONTO

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

**W. F. ELLIOT**  
Importer & Manufacturers' Agent  
(Cor. Leith and Hardisty Sts.)  
FORT WILLIAM, ONT.  
Established 1909.

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

## Baker's Cocoa and Chocolate



REGISTERED  
TRADE-MARK

MAKE AND  
KEEP GOOD  
CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

**WALTER BAKER & CO. Limited**  
Montreal, Can. Dorchester, Mass.  
Established 1780  
Canada Food Board License No. 11-690

## LOGGIE, SONS & CO.

Merchandise Brokers and  
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

"We cover Canada 3 times a year."

Foy Bldg., 32 Front Street W  
TORONTO . . . ONTARIO

## On Spot

Tapioca and Sago

Both Singapore and Penang. Lowest price.

**W. H. MILLMAN & SONS**  
Wholesale Grocery Importers  
TORONTO

SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS

# EL ROI-TAN PERFECT CIGAR

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**QUEBEC**

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

**J. R. GENEST**  
CORN and CORN PRODUCTS—PEAS  
*Grain, Flour and Feed—Wholesale only  
Grocers Specialties*  
BOARD OF TRADE BUILDING, MONTREAL

KINDLY MENTION THIS  
PAPER WHEN WRITING  
ADVERTISERS

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

When answering  
Advertisements please mention  
Canadian Grocer

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

**MARITIME PROVINCES**

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

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

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



IT'S THE REAL MACKAY

Are you  
selling  
**MacKay's  
Pearl  
Barley Flour?**

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

For flavoring soups and gravies it is without any equal whatever. Dr. McGill, the Dominion Chemical Analyst at Ottawa, recommends MacKay's very strongly. Consumer advertising is boosting the demand. Get your share now. Order from your wholesaler or direct from

**John MacKay Co., Limited**  
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada



It Has a  
Real Food  
Value

This, coupled with its delightful Concord Flavor, has made Marsh's the favorite Grape Juice of people who know.

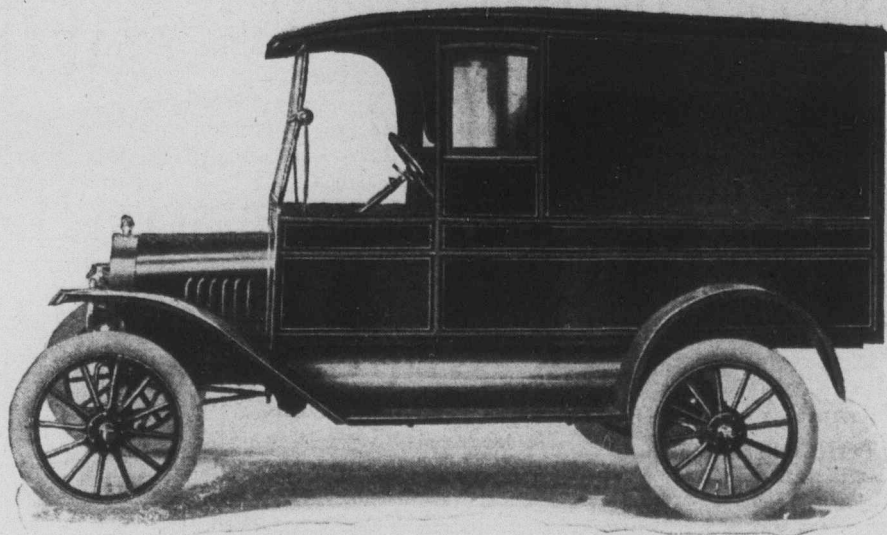
**The Marsh Grape  
Juice Company**  
Niagara Falls, Ontario

Agents:

MacLaren Imperial  
Cheese Co., Ltd.,  
Ontario.

Rose & Laflamme, Ltd.,  
Montreal, Que.





Style No. 4. This Beautiful Body \$138.00

## Babcock Commercial Bodies

Every merchant delivers goods in as handsome style as he can afford. It is mighty good advertising. A swell looking delivery body reflects credit and makes for popularity.

### Will You Be Our Agent?

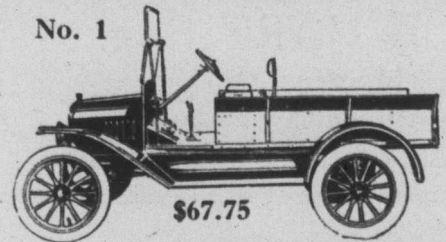
Write for Illustrated Folder  
Prices and Terms

Good Looks is not the only good argument for the Babcock Body—not by any means.

**Steel Construction** — ribbed, angled and bolted with steel, makes all Babcock Bodies rigid, durable, economical.

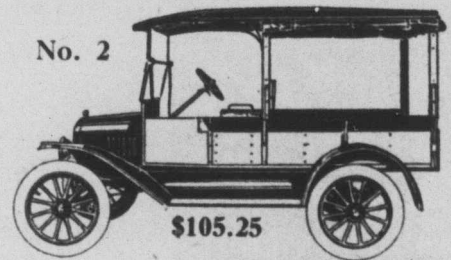
**Interchangeable — Standardized** — Any of the four styles are interchangeable with very little trouble; bolts and brass and all parts fit exactly. Made “standardized” to fit any make of car. Name your Chassis when ordering.

No. 1



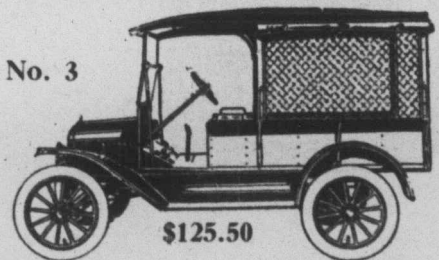
\$67.75

No. 2



\$105.25

No. 3



\$125.50

## CARRIAGE FACTORIES, LIMITED

Head Offices: Excelsior Life Bldg., TORONTO

Sales Offices: Montreal, Toronto, Winnipeg

Hot Weather is here  
and now is the time to buy

**WANDER'S**

**CHLORINATED LIME**

Destroys  
Odors  
Kills  
Germs  
Bleaches  
Used in  
Cantonments  
and  
Hospitals



Endorsed  
by  
Health  
Authorities  
and  
Always  
a good  
seller  
wherever  
pushed

Sell **WANDER'S**

Chlorinated Lime and Pure Lye; most profitable brand on the market. A sure repeater, and is well advertised, which will prevent the goods from becoming stale and worthless.

Order a supply of **WANDER** from your jobber

**S. Wander & Sons Chemical Co., Inc.**  
Main Office and Factory  
ALBANY New York

It moves quickly—  
because it satisfies



A stock of Babbitt's Cleanser will never collect dust on your shelves because—the demand is there.

Housewives know Babbitt's and they buy it regularly because of the excellent service it always renders.

Valuable Premiums for Trade Marks.

Agents:

**WM. H. DUNN, Limited, Montreal**  
**DUNN-HORTOP, Limited, Toronto**

# KING GEORGE'S NAVY

CHEWING  
TOBACCO

## A Fine Satisfying Chew

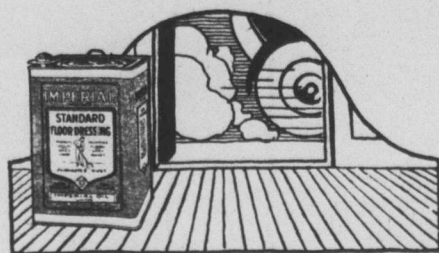
Proof that King George's Navy Chewing Tobacco meets with the approval of the men is evidenced by the regular repeats which follow first sales. You will like how King George's Navy sells and you will like the wide profit margin also.

Ask your wholesaler  
for a supply.



**Rock City Tobacco Co., Ltd.**





## LAYING THE DUST

**90** % of the ever-present atmospheric dust in your store can be captured and held.

### STANDARD Floor Dressing

does this and more in your store. It keeps the goods on the shelves cleaner and fresher looking, and adds a note of tidiness and brightness to the whole store.

It definitely lays the dust because it is a sanitary, non-evaporating, wood preserving product. A gallon will take care of 500-700 square feet of surface, and one application will last for several months if the accumulating dust and dirt are swept regularly with a stiff brush or broom. Easily and quickly applied with an ordinary sprayer.

Sold in one and four gallon cans and in barrels and half barrels.

**IMPERIAL OIL LIMITED**

BRANCHES IN ALL CITIES

# SPECIAL NOTICE

In connection with our exhibit at the Toronto Exhibition, we will issue coupons good for five cents (5c) when presented to the retail grocer in part payment of a can of "Seal Brand Coffee."

Please help us to help you sell more "SEAL BRAND" by redeeming the coupons promptly and sending them to us, when we will remit or place their value to the credit of your account.

## CHASE & SANBORN

Montreal, Que.

# DO NOT MISS

calling on us at our Booth in the Manufacturers' Building at the

## Toronto Exhibition

We have arranged for the regular attendance of Miss Warner, our Chemist and Food Expert, who has just returned from an extended visit with the United States food authorities.

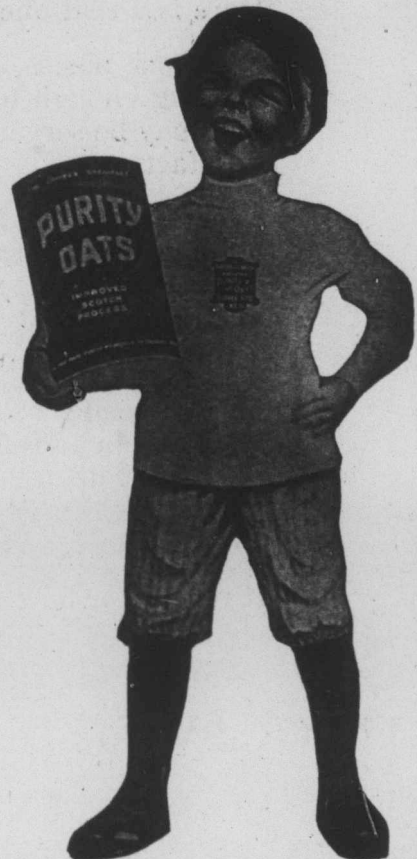
Miss Warner will be prepared to give information on the use of substitutes for wheat flour. Grocers should be able to get valuable pointers from her.

# PURITY OATS

used in cooking in place of wheat flour will enable us to send more flour overseas.

## Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.



The Purity Kid

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





## Everybody is Hungry but Who Wants to Wash Dishes

How many nice outings are spoiled by the drudgery that accompanies the serving of the food?

Quite a lot, but more are spoiled by poor, measly, makeshift picnic sets.

Here is a real one—Mapleware.

Forty-one pieces, all made from wood. Every dish strong enough and big enough to carry any and all cooked foods or raw foods that may be served. Hot and cold foods can be served with equal satisfaction.

Every dish in the Mapleware set is made from selected hardwood. Mapleware is durable, it is almost impervious; you can cut a piece of meat or a piece of juicy pie without going through the bottom of the dish.

You make a nice profit selling Mapleware. It sells other picnic lines you may have in stock. It pleases your patron. Here are the items in a Mapleware Lunch Set: 6 large dinner plates, 2 long platters, 2 deep vegetable dishes, 6 handy side dishes, 6 salt and pepper dishes, 12 maple spoons or spreaders, 1 wood fibre table cover 48 x 60, and 6 wood fibre napkins.

It retails for 35 cents.

*Ask your jobber or*

**The Oval Wood Dish Co., Inc.**

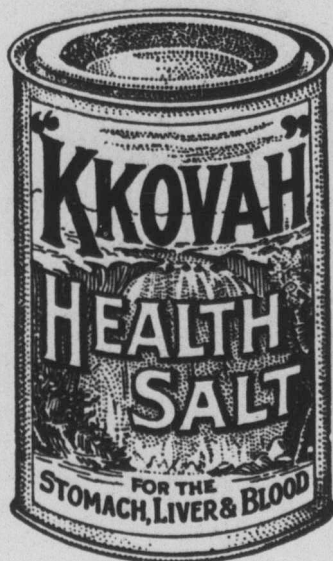
Manufacturers

Tupper Lake, N.Y.

**Victoria Paper & Twine Co.**

Distributors

Toronto, Montreal, Halifax



They'll enhance  
your reputation

The quality of these two products

**KKOVAH  
CUSTARD**

AND

**KKOVAH  
Health SALT**



is the sort of quality that it pays to recommend — the quality that secures the dealer the increased good-will and confidence of his trade. Are you supplied?

Sole Agents for Canada:

**MACLURE & LANGLEY, LIMITED**

WINNIPEG

::

TORONTO

::

MONTREAL



## Judge Vinegars by Results

The prime object of Vinegar is to add FLAVOR to the foods upon which it is used.

All Vinegars are sour, but it requires long months of careful aging to give

**AVICO**  
QUALITY FIRST VINEGARS

that smooth mellowness which lends palatability to salads, etc.

Sealed Packages only filled and guaranteed by

**THE ACME VINEGAR CO., LTD.**

MAKERS OF VINEGARS IN BOND

WINNIPEG - CANADA



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



# MALTBRU BEER

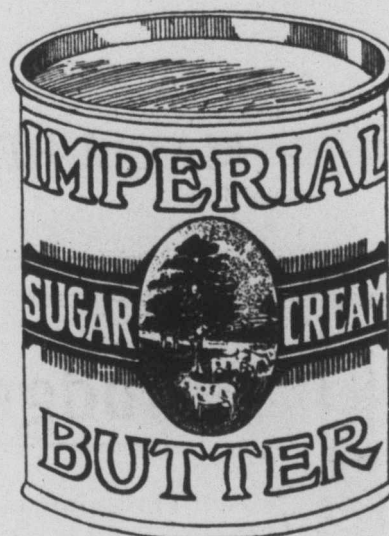
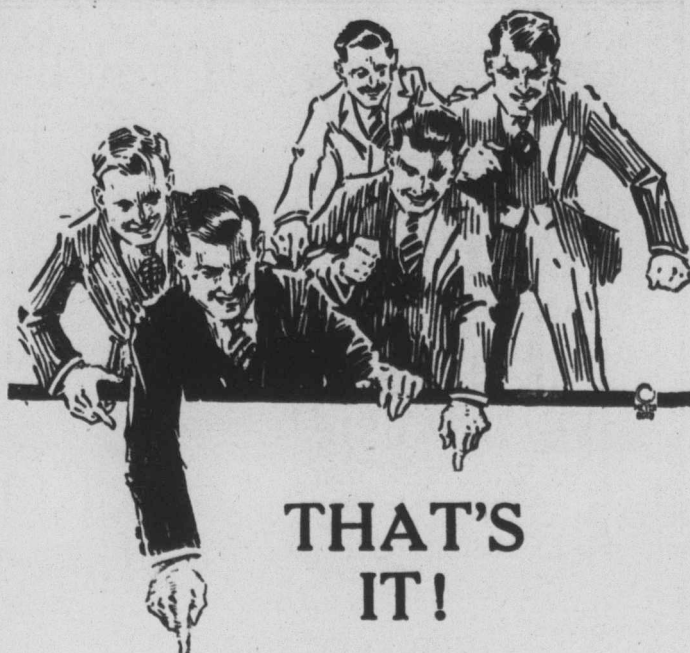
*The last word in  
Temperance Beer*



Maltbru is nutritive, pure through pasteurization and sterilization, wholesome and thoroughly refreshing. A sure thirst-chaser. Ask for it at restaurants, grocers, confectioners, hotels and all places where first-class beverages are sold.

Brewed and bottled by

**Blackwoods Ltd.**  
WINNIPEG



## Charbonneau's Imperial Sugar Cream Butter

—A highly delicious and wholesome product combining tip-top quality and moderate price.

Grocers who show it regularly in their displays are assured of lively selling and quick repeats.

Send your order to

**Charbonneau, Limited**

Manufacturers of Biscuits  
Confectionery, Syrup Refiners

330 Nicolet Street

Montreal



License 6-227

*Economical and Wholesome—*



Canned on the seashore, right where the fish are caught. Scrupulously clean—*full weight*—every particle eatable.

Hand out “Thistle Brand Haddies” with your *best* recommendation and *guarantee*. They satisfy.

*Sole Agents:*

Arthur P. Tippet & Co., Montreal



**FRENCH GLYCERINE**  
in 3 oz. Bottles  
(A SELF POLISHER)

# Packard's Shoe Polishes!

*Three excellent lines for the Grocery Trade*

Made from first-class ingredients, these Packard Polishes are justly popular and sell readily wherever displayed.

A Packard shine is a lasting shine. Sell Packard Polishes to your customers and win their increased goodwill.



**WHITE "O"**  
in Cakes  
No. 3 in Cardboard box  
No. 5 in Metal box



**BLACK-"O"** A Combination of  
**BROWN-"O"** Liquid and Paste  
and **TAN-"O"**

Our prices give you a good margin. Send for latest list.

**L. H. Packard & Co., Ltd.**

Manufacturer of Quality Shoe Polishes

**MONTREAL**

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





Interior of the L. C. Teeple store, of Lethbridge, Alberta; showing the attractive display fixtures and separate table displays.

## Ask Teeple What He Thinks of the Walker Bin Equipment Shown

which has cost its owner 50c. per day used, including interest, since installed in 1909.

Any live Grocer will agree that to do otherwise is neither good business nor patriotic under present conditions.

The Committee appointed by Grocers' Association to report at the August meeting, reported as follows:

"From actual results shown by Grocers in Ontario towns and cities, as well as in Eastern and Western Canada, we can only report in favor of the use of **Walker Bin** equipment wherever possible, being the one sure way of reducing our overhead expense or cost of doing business. It also reduces or does away with the help problem entirely. We have the owner of a Walker Bin store in one of smaller industrial centres say three of a staff run \$1,000.00 per week, while another live Grocer with a number of branch stores, all equipped with **Walker Bin** fixtures, finds it possible for the two lady clerks in charge of each branch to turn over as high as \$500.00 in one day." Now, these results would be absolutely out of the question in former days with old-style drawers, boxes and shelves, good for most anything, but nothing in particular, and the saving in time, labour and even goods is so marked that we would recommend every grocer to get busy now, at once, and equip to meet the Empire's need by saving of **FOOD—MEN—MONEY.**

Write us for particulars. You have thought it over but have not acted. Do it now. Send floor plan for sketches and catalog showing styles for complete outfit.

**The Walker Bin and Store Fixture Co., Limited**  
KITCHENER, ONTARIO

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



because  
 it chiefly consists  
 of ASSAM teas—  
 the world's richest  
 and strongest teas.

**WETHEY'S**

**Orange  
 Marmalade**

**excels  
 all others**



**Jars like this**  
 are ideal for preserving  
 and pickling

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

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

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

**The Toronto Pottery Co., Ltd.**

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



## THE NEW APPETISER

*Delicious Flavour*



*Delicate Aroma*

# SAVORA

# SAVORA

There is nothing finer to be had in the way of Mixed Mustard than Savora—the extra delicious appetizer made with the famous Colman's D.S.F. Mustard.

Savora is put up in neat glass jars and packed in cases of 2 dozen 35c size; 4 dozen 25c size.

Savora gives zest and piquancy to all meats and salads. Housewives buy it regularly after a first trial.

## MAGOR, SON and COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL



Make these  
All-Canadian Milk Products  
your leaders



Sell the Milk Products that you know are O.K.—the Milk Products that are Made-in-Canada.

Malcolm Milk Products are made up to a standard beyond which there is no better.

The strictest surveillance is always exercised in every part of their manufacture from the selecting of the best needs down to the sealing of the cans.

That's why you can recommend the Malcolm lines. They're good and they always satisfy.

Freight prepaid up to 50c per 100 lbs. in Ontario, Quebec and the Maritimes. 5-case lots or more delivered to any point in these sections.

## THE MALCOLM CONDENSING CO., LTD.

St. George, Ontario

*The All-Canadian Condensed Milk Company*

# CANADIAN GROCER

Vol. XXXII.

TORONTO, AUGUST 30, 1918

No. 35

## Stock Turns Twelve Times A Year

Getting Customers Into One's Store, Then Satisfying Them—Carrying Books and Magazines—Bon-bons and Candy for the Children—Value of Location Considerable—Selling Plain and Fancy Cakes

**T**HE Oxford Provision Company of Notre Dame de Grace, a suburb of Montreal turns its stock twelve times a year. This is an interesting fact and in speaking recently with its manager and owner, R. Beaulieu, some splendid features were brought out.

"I usually have one or two specials for each day," he stated. "In advertising them I use large sheets of cream-colored paper taken from the roll of store wrapping paper and on these we point in plain figures what we are offering and place the announcements in the windows right against the glass. They are easily observed from either side of the street. By following out this plan those passing are almost sure to be attracted by some of the offerings."

Mr. Beaulieu's plan seems to be well taken. In any case it has worked well

and has been used with good results for some time. There is nothing like making these announcements frequently and keeping them fresh, and this is a feature of the store's policy.

Summing this point up Mr. Beaulieu said: "One of my objects is to get customers into my store. After that it is, of course, necessary to satisfy them."

### The Value of a Good Stock

In these days of close and sharp competition it is ever essential that the merchant who would secure a good portion of an available trade carry a well bought and complete stock. In the Oxford Provision Company's store this is evident as one enters. The grocery section is filled with a fine array of shelf goods and it is conceded that the first impression gained by the prospective

customer is likely to last. With this fact the representative of CANADIAN GROCER was impressed, namely, that one might purchase nearly any staple article or specialty that would be found in the down-town store.

It would be well to say here, however, that Mr. Beaulieu aims to stock as carefully as possible. This is good business, for the frequency with which stock can be turned is one of the deciding factors in conducting a successful business enterprise.

As an end to enlisting the interest of the customer good display is essential and here we find it. Note the neat arrangement as brought out in the accompanying photographs. There is no crowding—ample room for many customers and for the clerks to serve them. Of added benefit is the fine wall case



The grocery department of the Oxford Provision Co., Montreal. In the rear is seen one part of the provision department that is one of the biggest drawing cards of the store. An illustrated article dealing with this business appears in the provision department of this issue.



on the grocery side for while it is an ornament to the store its value to the salesman in keeping stock neat and attractive is large. The amount of work required of store help in these times is such that every convenience possible toward conserving energy is a real asset.

#### The Value of Location

Mr. Beaulieu has realized the value of location. Until a few weeks ago he occupied the corner store of the large block in which he now is located. He moved. The reason for this is one surrounded with some interest. The neighborhood is a residential one and it is populated by a well-to-do class of people. Seeing this the various banks of Montreal established branches of their respective institutions here and within probably less than a third of a mile of this store no fewer than five of these bank branches are to be found. The reason for the recent move to the adjoining store in the same block was to permit the renting of the corner location to another competing bank, which will soon be opened. Additional business from this advantage will very probably result.

The feature of these banks as of value to the storekeeper is that they cater very largely to a feminine class of patrons. In many cases this brings the women right past the Oxford Provision Co.'s store. Display in the plate glass windows attracts them and with a considerable traffic on this, the main thoroughfare, the opportunity to increase the number of customers is one to be taken the best advantage of.

#### Some Odd Inducements

The unusual sometimes has much of value. Thus, Mr. Beaulieu has taken advantage of two or three things that many a merchant would overlook. During the recent campaign for registration of all males and females in Canada arrangements were made to open a booth for the convenience of customers and residents of Notre Dame de Grace in this store. It was located so as to meet conveniently the need of a great many living here.

Another feature just installed is that of a small public telephone booth. Little space is necessary for this, and the small compartment near the front of the store adds to the neatness of the store equipment and as well affords one of the public conveniences demanded in modern community life.

The third feature that indicates an ingenious decision on the part of the management is that of accepting payment of gas and light bills for the company distributing these conveniences to the residents of this section. Arrangements were completed with the service company and as the work is handled by the cash girl at her small enclosure near the store entrance the extra work is done without cost. The commission paid Mr. Beaulieu, while not large, is such as to make it worth while, especially when the advantage of getting the people in is considered.

#### A Miniature Bookstore Too

"A woman comes into a grocer's store to buy her eatables, and of course anything she may need. For instance she may make her purchases of groceries and still be interested in a cook book, a novel or a magazine. We have them in our stationery department." In this way Mr. Beaulieu drew the writer's attention to one of the aids to increasing business he has recently adopted and it bids fair to become a success. The large population in this district at least gives the nucleus of a considerable patronage for books, magazines and other specialties.

In this department also are carried bonbons and special candy for the small children of which there are many. And it pays to know their little wants and cater to them thoughtfully.

#### Cigars, School Books, Pencils

It will be observed that this store not only carries tobacco and cigars, but that they are well displayed. Especially is this so in the matter of cigars. Display of this line is very necessary and to the success in selling this line wise display may be assigned as the chief factor in the cigar turnover which is increasing. It is not necessary to carry a large stock, but a few well-known and popular brands will make an assortment complete enough for the average grocer to begin with.

With several schools near at hand and thus seeing the request there would be for school books, pens, pencils, etc., Mr. Beaulieu selected a small stock of these and as the demand improves this department will be enlarged.

#### Double-Checking Cashier's Office

When purchases are made the serving clerk totals the amount and rings the same up in a cash register. The slip thrown out is taken by the customer and handed to the cashier, whose desk is neatly placed close to the entrance of

the store. She thus has a tab on all parties entering and leaving. The slips handed the customer are here presented and the amount paid over at this desk, thus making a check on all sales. Being built up on all four sides this small compartment is comfortable and drafts are kept out.

Advantage was taken of a small space that could not be used to better advantage above the wall case at the rear of the store to provide an office for the manager. This is neat, near at hand, comfortable and enables a survey of the store to be secured at all times. A small stairway leads to it direct from the store.

#### Expansion Is Expected

While the store has a very complete fresh and cured meat department this is not dealt with here, but reference to it is made in a special article which will appear in the produce section of CANADIAN GROCER. A glance at the photograph reveals the fact that fruits and vegetables form a very important part of the display, and this means that a good trade is maintained for both fruits and vegetables. These are displayed to good advantage and very often sell themselves through such display.

"How much of this plain and fancy cake do you sell?" was asked. Mr. Beaulieu replied that the turnover in this section was about \$30 per week. "The profits are good, too. We sell cake by the pound and also a line of fancy biscuits, buns, etc. These are made by a special baker who supplies us as we require them."

While Mr. Beaulieu claims that his present turnover will run around \$100,000 per year in all departments, he expects that he can increase this threefold in the present premises. With a growing section surrounding and a good class of well-to-do residents it would seem that his hopes are well founded.

## Modified Sugar Rates Help Distant Refiners Maritime and Pacific Refineries Felt Withdrawal of Special Commodity Rate Discriminates Against Them—New Rate Will Equalize Conditions

THE recently increased freight rates resulted so disastrously to the refiners on both seaboard, that a modification of the sugar rate has been made to meet the difficulty. When the 25 per cent. increase in rates became effective it was claimed by some refiners that it would be impossible for them to remain in business in competition with the more centrally located refineries unless some modification of these conditions were permitted.

Under the new regulations the Special Commodity Tariff under which it has been accustomed to ship sugar in the past was cancelled and sugar went into the fifth class plus the 25 per cent. advance. The Maritime and Pacific refin-

ers felt that this change discriminated against them in a very serious manner and they protested vigorously. As a result the Railway Commission permitted certain changes to practically restore the specialty commodity rate as far as Montreal which puts the Maritime refineries more on an even basis with the other refiners.

Sir Henry Drayton in summing up the case stated:

"The position to-day, therefore, is that while the new rate preserves to Montreal its natural geographical advantages on the manufactured article to which it is entitled, the natural geographical advantage on the raw material which Halifax and St. John normally enjoy is taken

away from them as a result of war conditions."

The equalized sugar rate has been withdrawn for the time being and in its place has come another rate based formerly on the new freight regulations but now modified by these changes that have been permitted. The changed regulations are as follows as regards refined sugar in car lots:

The new tariff reduces the St. John-Montreal rate 10 cents, making it 32 cents; the Halifax rate is reduced by 11 cents, making that rate 33 cents.

To destinations in Canada west of Montreal—The fifth-class rates current

from Montreal, with the addition of 14½ cents per 100 pounds from St. John, and 15½ cents from Halifax.

From Vancouver, B. C.—(a) To Regina, Lanigan, Humboldt and Melfort, Saskatchewan, the rail-lake-and-rail fifth-class rates contemporaneously in effect from Montreal to the same points. (b) To Winnipeg, the percentage of the fifth class rate from Vancouver to Winnipeg equivalent to the ratio of the commodity rate from Vancouver to Regina to the fifth-class rate from Vancouver to Regina.

The new rates come into force from St. John and Halifax on September 12, and from Vancouver on Sept. 23.

to carry itself along; low prices are the surest method of starting the onion going—get together with the growers now.

#### NEW TRADING COMPANY IN MONTREAL

The Republic Trading Company of New York has opened a Canadian branch at 101 St. Nicholas Building, Montreal, with C. J. A. Wood as representative.

In conversation with Mr. Wood, CANADIAN GROCER was informed that the company purposes conducting a business in buying and selling. This would follow the policy of the parent house in the United States, and many classes of goods will be dealt in. Their business is conducted through representatives located in different parts of the world, and many of the mills and factories of the United States, said Mr. Wood, used their organization in placing their lines upon the market. Through its connection the company claims to have many lines of merchandise of offer from time to time that are frequently difficult to procure.

At present stocks are not carried here but if conditions warrant this, they may be later. Other offices will probably be opened in time.

## Start the Onion Moving Into Consumption

### Opportunities Exist For Developing Trade in This Vegetable— May be Used Without Meats—Low Prices Best Means For Stimulating Demand

**A**LREADY home grown onions are being offered by the various retailers to their customers; but are the customers buying them—and if not, why?

It would appear that last year's unfortunate experiences with onions might serve as a check on dealers' disposition to handle these this year. However the retail merchant who is in touch with the grower might do a little missionary work to stimulate the demand.

As a whole, the onion may be looked upon as a very satisfactory vegetable. The tendency in the past has been to use this only when cooking meats, but it does not need to be looked upon as a garnish for meat only. This is a point which dealers might emphasize to encourage the use of this vegetable.

However, it cannot be overlooked that the consuming public has drifted away from this line to some extent and the unsatisfactory conditions developing in handling this product last year were not a result of hoarding undue quantities—it was because there was no demand.

This year the crop in Canada promises well—there should be a good production—get the people interested in this line, start it moving with low prices, and the question of supply and demand will largely regulate values once consumption is directed towards the onion. That is where dealer and grower can get together. Point out to the grower that unless he is willing to start these off at a low figure the peoples' interest cannot be secured—once their taste has been whetted the grower will reap the benefit in greater returns.

It is unlikely any Spanish onions will cross the Atlantic to Canadian and United States ports this year. This should mean a good sale for the local article, and as United States growers will have a heavier domestic demand to take care of imported onions of all kinds are likely to be in light supply.

Conditions favor the local growers this year as never before, but some

means of creating a demand must be found or the onions will not be consumed. Low prices are the surest method of developing a market and a little concerted action will work wonders. Start the onion moving and keep it moving, create a demand and it will be strong enough

## Britain Buys Salmon Pack

### It is Understood That the Proposed Purchase Includes a Large Proportion of the Pack of Better Grades—Domestic Demand Will Have to be Satisfied With Cheaper Grades

**T**HE trade was considerably upset by an announcement coming from Ottawa stating that Sir Thomas White, Minister of Finance, had arranged for the British authorities to purchase this year's pack of British Columbia salmon. It was felt at first that this action had been taken at the instigation of the Canada Food Board and the feeling amongst the trade was that provision would be made for the domestic demand. However, it has developed that this action was taken by the War Purchasing Commission and there is a possibility that the domestic trade will have to be satisfied with the cheaper grades of fish if they get any at all.

Reports to hand indicate that the British purchase includes Sockeyes, Red Springs, Cohoes and Pinks. It is also indicated that the purchase is being made for civilian use and not for the army. If this is the case the feeling amongst the trade is that the cheaper grades of fish might be easily exported and the best grades which have always found favor with the domestic trade allowed to remain.

The first reports received locally came from the shippers in B. C. The railroads then advised the buyers that they had been instructed to accept no more shipments for domestic consumption. There

are many angles from which the situation may be viewed, one of these being that the Government may want to take care of the export business before handling any of the domestic trade. This might explain the reason for their instructions to the railways.

The situation undoubtedly has its serious side but it is just possible that the Government is going to shut down on any products which have been plentiful in the past. It is becoming increasingly evident that war needs must be met and trade as a result will suffer to that extent. The Government, as a usual thing, is no respecter of persons when it is a case of allied war needs or domestic requirements. This being the case the plea of the man who has built up a business only to have it taken away from him by Government regulations, is not likely to avail very much. As one jobber expressed himself, "The situation undoubtedly has its serious side but people certainly do not need salmon. By that I mean that they can get along without same and if it is to be a factor in supplying the needs of our allies there are none of us who will put up any serious objection. All we wish is to feel sure that the needs of the Allies are to be satisfied."



# 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, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

### OFFICES

CANADA—Montreal, Southam Bldg., 123 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 783, Old South Bldg.; Telephone Main 1024.

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

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

PUBLISHED EVERY FRIDAY

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

Vol. XXXII. TORONTO, AUGUST 30, 1918 No. 35

### EDITORIAL BRIEFS

AMONG the causes for thanksgiving in the United States might be noted the embargo upon the importation of garlic.

\* \* \*

A PRESS despatch states that we are destined to pay 50 cents for a hair cut. Makes it look as though the billygoat beard would be coming back into favor.

\* \* \*

AN American consular report from New Zealand states that importations of brandy, gin, rum, whisky and wine have increased roughly fifty per cent. in the last year. New Zealand is apparently one of the few wet spots of the earth that wants to be wetter.

### LOTTERIES

A MERCHANT of Brandon, Ont. has been committed for trial for conducting a lottery, contrary to the provisions of the criminal code. The merchant in question had exposed in his window a number of what were termed "Grab Packets," and had, according to the evidence, advertised goods of various values, some as high as \$25, and that they were being sold at 50 cents each. It was further stated defendant had been warned by the police to desist from the practice and had refused.

The counsel for the defendant remarked that it seemed strange to him that this was the first time a case of the kind had been brought before the courts when according to reports it was quite a common practice.

There is something strange in the fact that there

have been many instances of this kind of thing but few prosecutions. It is a case, however, where any infringement is likely to bring the merchant into difficulties. And quite aside from the moral aspect of the case it's a risk not worth taking. Besides that it is bad merchandizing. Nobody profits by this "pig in a poke" kind of trading and no one is satisfied. If it is necessary to force the sale of goods advertise them. It is better to pay money for advertising than to give a \$25 article for 50 cents.

### THE MAIL ORDER CATALOGUE

UNDER the caption "Trading With Toronto," the Peterborough, Ont., *Review* again points the moral that the best way to meet the mail order competition is to fight advertising with advertising. We reprint the editorial herewith, trusting that it may make an impression on some merchants:

"Several dray loads of the trade catalogues of a well-known department store in Toronto have just been delivered in Peterborough. The post office is cluttered up with these volumes, every one of which weighs over a pound, and the letter carriers are weighted down with them on their rounds. The rural mail deliverers, too, are finding their duties somewhat more than doubled for a few days in the work of distribution, as a large percentage of these catalogues go to the country.

Every such catalogue so received is a dead loss to the city as it will divert money to Toronto, money that would be better invested at home. And the pity of it is that anything listed in the catalogue can be secured in Peterborough on terms just as advantageous as those offered by the department store. It is the advertising that draws the custom to the larger centre, and the tide can be turned by the home merchants making the same free use of printer's ink."

### TAKE NO CHANCES!

RETAILERS may be well advised in view of conditions that may develop in some sections of Canada owing to crop shortages to take a firm stand in the matter of collections. It is possibly good business to do this at any time. In some parts of the West conditions may develop which will cause a tightening up on the part of the banks and wholesales and of course this will immediately affect the retailers. Already in some sections the banks have discontinued their usual line of credits and this is bound to have its effect on the wholesale and retail trade. The crop situation in some parts of the West is regarded as very serious and many farmers will have little money to spare when their harvesting is finished and provision made for next year's seeding. While there may be some improvement in the present situation it is just as well to be prepared in case conditions get even worse.

## Current Events in Photograph

### THE TANK GARAGE

Out on the Western Front the Tank is almost as familiar an object as is the automobile at home. Here is a photo of a gathering of various breeds of these modern monsters, being washed down just as though it were a peaceable Ford. On the left is seen one of the larger varieties of tanks, while on the right is one of the whippet tanks the grey hounds of the tank world, that are reputed to be able to turn faster than a man. These are the tanks that have played such an important part in the recent advances.



## Wonderful New City is Rising From Halifax Ruins

Millions of Dollars Being Expended on New Buildings and Huge Terminals and Shipbuilding Plant—Maritime Provinces Never More Prosperous

**"H**ALIFAX is the busiest city in Canada to-day," said Mr. T. M. Kinsman, of the MacLean staff, on his return from a two months tour of the Maritime Provinces. "The government is spending \$30,000,000 on new terminals, millions are being spent to replace the homes and buildings that were blown away and \$6,000,000 is being expended on new shipyards. The new Halifax that is rising among the ruins of the old will be a more modern and better city in every way."

Mr. Kinsman found business conditions excellent all through the Maritimes. The crops have been good this year and the manufacturers, always hustlers, have been working to capacity, their output being only limited by scarcity of help. All are most optimistic regarding the future not only of their own provinces but of the Dominion.

There are no people more hospitable than the residents of Nova Scotia, New Brunswick and Quebec. Their hospitality has been shown liberally in the way they looked after the sufferers in the Halifax catastrophe, and in the way they are looking after the returned soldiers.

#### Generous Response

"It was good to see the prompt and generous response from all over Canada and the United States and England to

those who had lost everything in Halifax," said Mr. Kinsman. "Clothing came in in such quantities that it cannot all be used. Furniture and all sorts of necessities poured in in carloads. There are warehouses packed to capacity with furniture that will be provided for those requiring it as soon as their homes are rebuilt. This work is being done most systematically. The devastated area is being cleaned up and levelled as quickly as possible. In the meantime the people are living in portable houses. The new districts will be laid out by expert town planners and they will make a prettier city than the old one was. The authorities are ascertaining what kind of a home a man lived in before the explosion. They intend to provide him with a better one than he had before and one fitted to his position. It was good to see the way the business men of Halifax dropped everything and took hold of the problems of helping the sufferers. They did everything they could and with the help from outside accomplished wonders. The residents of Halifax have a warm spot in their hearts for the Americans who sent them such generous aid so promptly. The British government sent \$25,000,000. Large sums of money came in from cities and towns all over Canada and the United States. This is being expended in the best pos-

sible manner in looking after the needy and in rebuilding the city.

#### Prosperity Everywhere

Out in the country districts and in the various cities and towns in the Maritimes Mr. Kinsman found the same prosperity. In the fishing town of St. George he says there were so many autos that the council found it necessary to pass a by-law prohibiting autos from running on the main street on Saturday evenings as they were hindering business, there were so many. The population of St. George is only 1,200. Many of the farmers in the district Mr. Kinsman says have an auto for everyday use and a better car for driving around on Sundays.

Mr. Kinsman thinks there is room for a closer relationship between Ontario and the Maritimes. While Ontario firms are doing a good business there he thinks that a lot of trade that is at present going to the United States might be kept at home if steps were taken to bring about closer interprovincial trading.

While the people are keenly interested in the doings of the Hun submarines which have been busy off the coast Mr. Kinsman states that there is an entire absence of fear. The fact that the war has been brought home so close to them arouses an attitude of interest rather than one of fear.

The building of wooden ships is proceeding at many points along the coast and all are placed in commission as quickly as possible. The recent sinking of fishing boats and other small craft will have the effect of reducing the exports of fish temporarily but beyond that is of no account.



**Enemies at Large**

There has been a lot of comment in the city of Halifax over the fact that a large number of Austrians, Germans, and other alien enemies are allowed to be at large. With so much war activity in the port and so many ships coming and going many people do not think it advisable to allow these people so much liberty.

The factories of the Maritimes have doubled and trebled their capacity since the war and many of the manufacturers feel that when the struggle is over they will be able to maintain or even increase

their present rate of production. With this object in view they are already laying plans for building up export trade which will take care of their output. There is some small activity on the part of the government toward helping this movement, but it is the opinion of many manufacturers that a great deal more is necessary and that now is the time to get busy so that they can take advantage of all chances as quickly as fighting ceases and shipping conditions are re-adjusted. Many firms feel that the government should lead in this important work.

year in many parts of Ontario, and thus to relieve the demand on wheat mills are being prepared under the direction of the Canada Food Board for milling such mixed grains. Fall wheat was partly winter-killed in certain districts in Ontario, and it was found necessary to re-seed the land with barley. As a result many farmers will have mixed barley and wheat, which cannot easily be separated commercially except at undue cost. It is the intention of the Canada Food Board to standardize the flour manufactured from these grains, and to give it official recognition as a substitute for wheat flour. The aggregate production of these mixed grains is estimated at about 1,000,000 bushels.

**U.S. Railroad Board Sets Weights of Car Loads**

**Definite Car Load Weights For Most Food Commodities—  
Canada Interested in That—Many of These Products  
Are Imported Into Canada**

**T**HE United States railroad situation has just issued an order dealing with the loading of cars. To obviate the tendency of shippers to send car lots forward under minimum weights, the department has set a standard of weight for cars of different commodities. This regulation is of moment to the Canadian trade in that many of the commodities referred to are imported into Canada from the United States and consequently these conditions apply to such importers. The regulations are as follows:

**BULLETIN No. 41**

To railroads:

We are quoting below revised rule 9 of the United States Food Administration's rules and regulations governing the importation, manufacture, storage and distribution of food commodities and feeds for domestic trade by persons subject to license:

Rule 9. All carload shipments of the following commodities shall be made in car lots of not less than the amount prescribed below unless a different minimum is authorized by special written permission of the United States Food Administration, provided, however, that when cars of lower carrying capacity are used the maximum load which the car will carry may be used without such permission.

	Pounds
Canned peas, meats, tomatoes, tomato soup, tomato catsup or other tomato products, beans, corn, salmon and tuna	60,000
Canned sardines	45,000
Evaporated milk and condensed milk	45,000
Exception: Milk in barrels may be loaded to floor space capacity, barrels on end.	
Powdered milk	40,000
Dried beans and peas	60,000
Dried apples, peaches, prunes and raisins	60,000
Flour (wheat, barley, corn, rye and rice)	60,000
Green coffee	60,000
Syrup (corn, glucose, sugar, molasses), except in barrels or in tank cars	60,000
Syrup (corn, glucose, sugar, molasses) in barrels—four space barrels on end.	
Cornmeal, corn grits, hominy, oatmeal, rolled oats	60,000
Cornstarch	60,000
Exception: Starch in barrels shall be loaded to capacity in tiers on end.	
Cottonseed meal, cottonseed cake, peanut cake, soya bean meal, soya bean cake, cocoanut or copra meal, cocoanut or copra cake	60,000
Peanuts in hulls, car capacity.	
Linseed meal, linseed cake	60,000
Cotton seed, car capacity.	
Cotton seed, peanut, soya bean, copra and palm kernel oil, in tank cars, car capacity.	
Rice	60,000

Sugar	60,000
Fresh meat:	
Apr. 1 to Sept. 30	22,000
Remainder of year	24,000
Mixed carloads fresh meat, with other packing house products:	
Apr. 1 to Sept. 30	24,000
Remainder of year	26,000
Cured beef, cured pork, cured mutton, lard and lard substitutes, straight or mixed	30,000
Frozen beef	30,000

NOTE.—These trade units not to apply on so-called peddler car, on which minimum weights and regulations prescribed by the carriers will govern. They, however, will apply on car of this character when handled through branch houses for local distribution or for reshipment.

Butter	24,000
Eggs and dressed poultry:	
June 1 to Sept. 15	20,000
Remainder of year	24,000
Mixed carloads of butter, eggs and poultry:	
June 1 to Sept. 15	20,000
Remainder of year	24,000
Cheese	30,000
Feeding stuffs	60,000

EXCEPTION.—If a car will not hold 60,000 pounds it shall be loaded to its full visible capacity. In loading molasses feeds in warm weather an air space not to exceed 3 feet from top row of sacks to roof of car at lowest point may be allowed to insure against heating of food.

Wheat, corn, oats, rye, barley, car capacity.

Oranges and lemons, straight or mixed carloads, in ventilator or refrigerator cars, from California and Arizona, 7 boxes wide, 2 boxes high, boxes on end full length of car.

EXCEPTION.—Lemons shipped in collapsible tank cars with bunkers open may be loaded 6 boxes wide instead of 7 boxes wide.

Oranges, lemons, limes and grapefruit, straight or mixed carloads, in ventilator or refrigerator cars, from Florida, 360 boxes.

Watermelons:  
Averaging 25 pounds or less, 5 tiers high.

Averaging more than 25 pounds, 4 tiers high.

All perishable foodstuffs (fresh and frozen fish, fresh fruits and vegetables) not specifically provided for above, to be loaded as heavily as will permit transportation without damage to commodity shipped.

**McBRIDES LTD. OPENS MOOSE JAW BRANCH**

McBride's Ltd. have closed their Regina branch and have opened another in Moose Jaw.

**MIXED GRAINS MAY BE USED AS SUBSTITUTES**

In order to save for human consumption the large amount of wheat and barley which have been grown together this

**PREDICT BUMPER U. S. RICE CROP**

According to reports received by the Southern Rice Growers' Association at Beaumont, Tex., this year's rice crop is in good condition and promises a considerably larger yield than last year, due partly to an increase of the acreage. One interesting feature of the situation is the big showing which California is beginning to make as a rice-producing State. The total acreage planted to the grain in the United States this season is in excess of 1,000,000 acres, which is the largest in the history of the industry.

**U. S. GOVERNMENT TAKES LARGE PART OF CANNED GOODS PACK FOR ARMY AND NAVY**

The United States army and navy are making large demands on the prospective canned supplies of the country. According to an authorized statement just issued, the following is the percentage of each variety of canned goods that will be requisitioned for Government use:

Salmon—60 per cent. in the following proportion: 50 per cent. of the total pack of all grades and sizes in No. 1 tall Reds, Medium Reds or Pinks; 9 per cent. of the total pack of all grades and sizes in No. 1 tall Chums; 1 per cent. of the total pack of all grades and sizes in halves and pounds flat Sockeyes, making a total of 60 per cent. of the entire estimated pack of salmon which will be needed for the requirements of the army and the navy and the Allies.

String Beans—25 per cent. of the total pack, to be taken in fancy and extra standard grades only.

Peas—25 per cent. of the total pack, to be taken in fancy and standard grades.

Corn—25 per cent. of the total pack, the army taking fancy and extra standard only, and the navy standard only.

Tomatoes—33 1/3 per cent. of the total pack, standard grade only.

Lightning, which struck the large frame barn and stables of Thos. Dunn, butcher, Willow street, Paris, resulted in the total destruction of the property. Two horses were burned to death. Several tons of hay, a number of rigs, harness, and other contents were also burned. The loss will be considerably over \$1,000, with little insurance.

# CURRENT NEWS OF THE WEEK

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

## Maritime

The grain, feed and grocery business of Ira Black Kierstead, 157 Marsh road, St. John, has been taken over by Joseph S. Cosman, who has been associated with Mr. Kierstead for the last sixteen years.

N. C. Scott, who conducts a grocery business in the north end of St. John, has been bereaved by the sudden death of his two daughters, Mrs. Warren Ogilvie of Truro, N.S., and Mrs. (Dr.) Fenwick C. Bonell of St. John, who were killed in an automobile accident near New Glasgow, N.S.

Mark Bredin, representing the Canada Food Board, and H. E. Trent, secretary of the Ontario Master Bakers' Association, have completed a tour of the Maritime Provinces during which they visited St. John, Fredericton and Moncton, N.B., Charlottetown, P. E. I., Halifax, and Sydney, N.S. The purpose of their visits was to assist the bakers in familiarizing themselves with the new regulations and to advise them how to secure the best results in the way of better bread which would be in conformity with the law. A supervisor has been appointed in each locality to see that the regulations are observed.

## Quebec

Joseph Demers, grocer, New Liverpool, Quebec, is dead.

The Dionne Sausage Co., Montreal, have dissolved partnership.

Cote & Lapointe, sausage makers, Montreal, have dissolved partnership, J. S. Cote continuing the business.

The Montreal Abattoirs Limited, Montreal, have suffered loss by fire.

Cecil T. Gordon, Montreal representative of Dominion Cannery, Ltd., is out of town for several days.

John Duncan and Co., wholesale tea importers, are opening a branch in Manitoba with offices in Winnipeg under the supervision of J. T. Cox. Mr. Cox is former Montreal jobber and broker. The opening of this office gives the Duncan Company another link in its Canadian distribution system.

Montreal has suffered frequently of late from fires and some of these have been of very serious proportions. Early this week three fires occurred within a short period in the same district, one of them reported as a storehouse of the Ogilvie Flour Mills Co. Another in the premises of the Montreal Abattoirs Co. was serious enough to cause \$30,000 damage, and on Tuesday the bakery of J. A. Brosseau, Ltd., was destroyed with an estimated loss of \$100,000, many horses being burned in this fire. The circumstances surrounding most of these fires are very suspicious.



Among the recent casualties appears the name of Captain Roy Bailey, M.C., who is reported killed in action. Prior to his enlistment Capt. Bailey was connected with the William Davies Company, Toronto.

He enlisted in the 95th Battalion in December, 1915, obtaining a commission as Lieutenant. He went overseas with this battalion in the spring of 1916.

He was wounded at Vimy Ridge and a second time last February. He won his promotion on the field and was awarded the Military Cross for conspicuous gallantry.

Lieut. A. G. Bell, Toronto, has been reported wounded. Before going overseas he was connected with Gunns Limited, Toronto.

Lieut. J. J. Kavanaugh, M.C., Montreal, has been reported killed in action. He went overseas as a private in the 24th Battalion, and returned to Canada to take a commission in the Irish Rangers. He was awarded the Military Cross in May last for conspicuous gallantry and devotion to duty. Before going overseas he was connected with the staff of the Imperial Tobacco Company.

George Vale Weldon, who formerly conducted a grocery business in St. John has been officially reported to have died in France. Private Weldon, who was twenty-seven years of age, enlisted with the New Brunswick Kilties and was transferred in England to a machine gun corps.

William Marshall Rowley, recently reported wounded in the head and arm, was employed with T. Collins & Co., St. John, wholesale grocers, before enlisting.

Harold J. Bowes, who was with King & McDonald, wholesale grocers, St. John, before enlisting in an artillery unit, has been reported severely wounded in the left arm.

Gunner L. Walter Hogg has officially been reported as killed in action on August 8th. He enlisted in March last year, training at Kingston and Petawawa camps, going overseas and to France with the 8th Army Brigade.

He was the only son of George H. Hogg, Picton, Ont., treasurer of Hogg and Lyttle, Ltd., with which firm he also was connected.

## Ontario

D. Brown, Toronto, has sold out.

A. Munday, grocer, Hamilton, is selling out.

Jos. Cunningham, general store, Glammis, is dead.

Alexander Brown, Toronto, has sold out to Wm. Doone.

Geo. Keys, London, has been succeeded by G. R. Cobban.

The Langstaff Mercantile Company, general store, of Emo, has become a limited company.

A. Legault, grocer, North Cobalt, suffered fire loss recently. The loss is partially covered by insurance.

Chris Nicholas, Toronto, has been succeeded by Max Mendelson.

Adolphe Legault, butcher, North Cobalt, has suffered loss by fire.

Armstrong & Beatty, butchers, Toronto, have dissolved partnership.

W. Poranski & Co., grocers and meats, Keewatin, has been succeeded by J. Hertz.

Geo. W. McCullough has purchased the grocery stock of T. H. Shields & Co., Brampton, and will open a grocery and provision business in the Robinson & Stork store, Brampton.

A new wholesale and retail butchering and grocer concern has been incorporated in Ontario under the name The Reliable Butchers and Grocers Company Limited. The company is capitalized at forty thousand dollars. The head office is to be in Toronto.

O. B. Henry of Drayton purchased the business, stock and store of Brocklebanks Ltd., Arthur, Ont. Mr. Henry has at present a large business in Drayton, where it is understood he will continue to make his home although he will devote a large portion of his time and personal attention to his Arthur store.

## Western

James Lee, Brandon, has moved to Minga, Man.

Sam Kelsey, Edmonton, Alta., has sold out.

G. R. Russell, Hoey, Sask., has been succeeded by J. G. Poulin.

Maroutz & Fingold, Wroxton, Sask., have dissolved partnership.

I. Israel, Winnipeg, has sold his business to Abraham Rykess.

Price & Co., general store, Lavenham, Man., has sold to E. Henry.

Clark Bros., Consul, Sask., have removed to Lloydminster, Sask.

O. T. Brandley, butcher, New Dayton, Alta., has discontinued business.

Angott Bros., general store, Morse, Sask., have dissolved partnership.

F. Bopp, general store, Prelude, Sask., has sold his stock to J. A. Robertson.



A. F. Caldwell, butcher, Vantage, Sask., has been succeeded by C. J. Stillman.

Frank Cancilla, fruits and groceries, East Kildonan, Man., has been burnt out.

Miller Bros., butchers, Bladworth, Sask., have been succeeded by W. H. Robinson.

H. Carpenter, butcher, Fillmore, Sask., has been succeeded by James Robinson.

M. A. McCormick, general store, Fairmount, Sask., has been succeeded by McEvans Bros. Ltd.

Clark Bros., general store, Consul, Sask., has been removed to Lloydminster.

Brewster & Menzies, grocers, St. James, Man., have dissolved partnership.

The Berton Trading Co., Berton, Man., has been succeeded by the Berton Trading Co. Ltd.

The Glenwood Grocery, Grand Vital, Man., has been succeeded by W. J. Campbellford.

It is reported that the P. Burns killing and packing plant will be entirely completed and in full working operation by the middle of September at Prince Albert, Sask.

#### CALGARY STORES CLOSE AT 9 P.M. SATURDAYS

After a good deal of disagreement as to the closing hour for Saturday night, the merchants have finally come pretty well to an agreement and the closing hour which has been set at 9 p.m. for Saturday nights will be generally observed.

#### TILLSONBURG, ONT., ELEVATOR DESTROYED BY FIRE

A carload of corn, a car of salt and unknown quantities of food were destroyed when the elevator of Fred Kicksee, Tillsonburg, was burned to the ground between 9 and 10 Monday night. Three feet only separated the elevator from the Michigan Central freight sheds, but owing to prompt action on the part of the firemen these were saved.

Mr. Kicksee has been out of town, so it has been impossible to estimate the loss. It is known to be partially covered by insurance, however.

#### WESTERN STORE MOVES TO LARGER QUARTERS

The Rupert Table Supply Co. (J. C. Gavigan) of Prince Rupert, B.C., are moving into much larger premises on Sixth Street, the business centre of Prince Rupert since the city was incorporated. A butcher meat and fresh fish department are being added, and the fruit and vegetable display space is being doubled. Accommodation is also being provided in basement premises for a separate order-filling department. Another delivery auto is being added to the store's equipment. For the past year the firm has been a company, with J. C. Gavigan, its original founder, now in

partnership with Dick Arnott, formerly of Edgett's of Vancouver, and well known on the Pacific Coast in business circles for the past fifteen years.

#### MONTREAL BISCUIT COMPANY WILL SHORTLY REOPEN BUSINESS

The Montreal Biscuit Company which was destroyed by fire some little time ago will shortly be in operation again, and ready to meet the demands of their trade. The manager of the company states that the old plant was so completely wiped out that nothing of any value apparently remains. They have, however, purchased the plant of the Mooney Biscuit Company, which has been in course of liquidation during the past couple of years, and are at present having that plant thoroughly overhauled and modernized. They hope that within a few weeks time they will again be able to begin operation.



W. R. HARPER

Of the Harper, Presnall Cigar Co., Ltd., Hamilton, who is in Winnipeg en route to the Coast. Mr. Harper will visit all branch houses of Mason & Hickey, their representatives, and will be away about a month.

#### MARITIME FISH PRICES HIGH

Comparison of fish prices in St. John and Upper Canadian centres aroused considerable comment among consumers in the New Brunswick seaport, when the average prices were quoted at ten cents per pound in Montreal by the Canada Food Board, as compared with an average of fifteen cents in St. John.

The answer was furnished by a local dealer who pointed out that the lower prices were for fish sold uncleaned, with the head, tails, fins and sounds all intact. This was a cheaper service, but he did not think it would be a better one. The number of people, he said, who knew how to clean fish was small, and the number of those who cared for the task was smaller still.

The arrangement by which the Government pays a portion of the express charges on fish to inland points also

contributes to the lower prices in comparison with the seaboard prices, as the prices in St. John, for instance, are regulated more or less by the fresh fish imported from Canso on which the freight is almost the same as from Canso to Montreal.

An investigation of the situation was made by Dr. Kierstead, representative of the Food Board, and he came to the conclusion that the fish supply in St. John is as cheap in price and better in point of service than in any other city in the Dominion.

A retail fish dealer informed the CANADIAN GROCER that it had been found impossible to build up a business in the cheaper varieties of fish which now are finding favor in other centres as a substitute for the higher priced varieties. The dealers, he said, would be quite willing to supply their customers with dog fish, whiting, flounders, eels and other varieties if the latter would consent to purchase them. His conclusion was that, a community which long had been accustomed to a generous supply of the finest quality of fish at moderate prices, would not take so kindly to the cheaper varieties as would other communities.

The adoption of the "cash and carry" system in the fish business is advocated by Dr. Kierstead for those who wish to secure their fish at lower prices, and he has drawn to the attention of the dealers the advantages which would accrue to them under this method, even if their prices were reduced considerably below the present figures.

In order to prevent the haphazard methods of handling such a perishable commodity as fresh fish, with overstocking at some times and a too scant supply at others, Dr. Kierstead suggests that the number of licensed retailers should be limited in proportion to the population.

The city of Moncton also has been devoting some attention to the price of fish and a consumers' league has been organized with the object of securing a more adequate supply at lower prices.

#### DEPTH BOMBS LIMIT MARITIME SARDINE PACK

The run of sardines in the Bay of Fundy has been unusually light this year and the canning plants are having a poor season. The use of depth bombs in the warfare against submarines is credited with having frightened the fish away. This year an unusually large sum of money has been invested in weirs and unless the fall run is much better than the earlier part of the season, the returns in many cases will not be proportionate to the investment.

Hake and codfish, usually caught in big quantities in these waters, have been scarce along the coast this year.

Alexander D. Fraser, Son and Co., St. James street, Montreal, have been appointed agents for Crosse and Blackwell, Ltd. Their territory will be that of all Canada with the exception of British Columbia and the Maritime Provinces.

# Enquiry Department

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

### STAMPS ON PATENT MEDICINES

Will you kindly inform me as to the value of stamps to be affixed to patent medicines.

J. T. POMERLEAU,  
Donnelly, Alta.

Answer—On proprietary or patent medicines and perfumery, on each bottle or package of a retail value of 25 cents or less, one cent, and for every additional 25c value or fraction thereof one cent.

\* \* \*

### MANUFACTURERS OF SUBSTITUTE FLOUR

Please forward us names and addresses of Eastern millers manufacturing wheat flour substitutes. Minneapolis millers securing the North-west business—Canadian millers should have this trade.

MUTUAL PURCHASING CO.,  
Winnipeg.

Answer—The following firms are manufacturers of wheat substitutes: The Campbell Flour Mills Co., Toronto; Chisholm Milling Co., Toronto; Morrow & Co., Toronto; White Swan Spices & Cereal Company, Toronto; Western Canada Flour Mills Co., Toronto; Canada Cereal & Flour Mills Co.; Quaker Oats Co., Peterborough, Ont.; McLeod Milling Co., Stratford, Ont.; Canada Starch Co., Brantford, Ont.; Canada Spice & Grocery Co., London, Ont.; H.-O. Company, Hamilton, Ont.; Niagara Flour & Cereal Co., Toronto; Mount Royal Milling & Manufacturing Co., Montreal (rice and rice flours a specialty); G. Copeland & Sons, Midland, Ont.

\* \* \*

### THE BEST BOOKKEEPING SYSTEM

What is the best bookkeeping system in the market to-day, suitable for taking care of a general store business with not more than two clerks and about 350 customers with a running account?

FRANK A. K. WALKER,  
Sheffield Mills, N.S.

Answer—This is a very difficult question to answer, as the relative merit of the system depends to a great extent on the type of business.

Probably the best is the Harvard System. A booklet outlining this system is pub-

lished by the Bureau of Business Research, Retail Grocers Section, Harvard University, Cambridge, Mass. This system errs if anything on the side of too great completeness, which tends to make it somewhat complex for the comparatively small store.

There is a good book on the subject by Charles A. Sweetland, "Department Store Accounts." The book is a handbook of retail accounting methods, and includes what is claimed to be the best simple account system for the small retailer. The book costs \$1.50 and may be procured from the MacLean Publishing Company, Technical Book Department, 153 University Ave., Toronto. The Harvard system will be supplied free on application at the address given above.

\* \* \*

### A BOOK ABOUT COFFEE

Could you give me information as to where I could get a book telling me all about coffee?

H. J. S., Toronto.

Answer—The best book on the subject is "Coffee: Its History and Classification." Price \$2.00. This book may be obtained at the Technical Book Department, MacLean Publishing Company, 153 University Ave., Toronto.

\* \* \*

### CANADA FOOD BOARD ORDER

Canada Food Board Order No. 50, Subsection 3(b) says "Every person in Canada east of, but not including Port Arthur, who bakes for private consumption, bread rolls, pastry, etc., shall use not less than one pound of sub. to ffour pounds flour.

Order No. 55 says (sub. 6): Bakers are urged to prepare for the use of 20 per cent. substitutes.

Mail and Empire, Aug. 21, says, under heading of "Must obey rule re substitutes."

Regulations now in force not only require the purchase of at least one pound to every four, but also the use in private households of at least 10 per cent. of substitutes in baking. Kindly advise what is correct and if Mail and Empire is wrong,

why the dailies are allowed to mislead the public.

W. A. McMURRAY,  
Gilmour, Ont.

Answer—The confusion has arisen over changes that have been necessitated by the fact that enough substitute flours were not available to meet the requirements of the board.

Subsection 3(b) referred to has been "deferred" under clause 1 of order 55 "until such time as the board shall decide."

The Mail and Empire was apparently right in its contention. Section (d) of order 50 modified by section 2 of order 55 makes the proportion of one pound of substitute in four pounds of flour operative for the whole of Canada. Section 2 subsection (b) provides that "every person who bakes for private consumption, bread, rolls, pastry or any other product in which white or standard flour is used shall, in making the same, use not less than one pound of substitutes to every nine pounds of white or standard wheat flour."

To epitomize the matter retailers must sell one pound of substitute with every four pounds of white or standard flour, to be raised to one pound of substitute in two pounds of white or standard flours when the Food Board believe that conditions justify the change.

Both baking organizations and private individuals doing their own baking must use one pound of substitute with every nine pounds of white or standard flour, while the Order 55 gives notice that it may soon be made compulsory to use two pounds of substitute with every nine pounds of white or standard flour.

\* \* \*

### NO LICENSE NEEDED

Can a party working in a large dry goods store make up a large order for honey among her fellow employees and order in her own name, and distribute it on arrival without a license?

Answer—As this is merely an arrangement among friends and does not involve making a profit, there is no reason why a license should be required.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....191...

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

Name .....

Address .....



# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**T**HE announcement that the War Purchasing Commission had arranged to take over the entire pack (or at least a very large portion of it) for the British Government came as a great surprise to the trade last week. The railways have been instructed to accept no shipments destined to domestic users, and no further orders are being accepted by the packers until the complete terms of the purchase are made known.

A modification of the freight rate ruling on sugars has been made which will enable far Eastern refiners to compete in local markets. No relief to sugar situation generally is yet apparent, though it is hoped some easing away may result in another two or three weeks, when heavy preserving season is over.

**MONTREAL**—Price changes this week are numerous and important, including advances on resin, buckwheat flour, brooms, corks, baked beans, shoe dressings and glucose. The latter advance is likely to make for higher prices on corn syrup. Gelatine, too, is very firm, and an advance would not come as a surprise in the immediate future.

Tea is moving among the jobbers still, but there is not much request from the retail trade as yet. Stocks will probably be reduced to the fine point before there is much rebuying for the coming winter.

The flour situation is unchanged, and sales are made with the usual amounts of substitutes which are required to be taken.

Sugar is being sent forward by some in limited lots, one jobber stating that to his country customers the limit is four bags, two of granulated and one each of light and one of dark yellow. Raisins are scarce and likely to be so, as are also figs.

The week in grocery markets has been one of usual seasonable interest, but beyond this not a great deal has happened to change the outlook.

**TORONTO**—Important price changes have been made during the week, which practically altogether provide for advances. Canned meats, such as corn beef, chipped beef, jellied veal, potted ham, potted chicken and potted tongue are revised to higher levels. Matches have also undergone another change, an advance ranging from 15c to 25c per case.

New prices have been named on honey. These show a substantial increase over opening prices last year, and the range at present is very wide. Reports as to the crop vary considerably, some

dealers intimating that production will be very light, while others again indicate that supplies will be very good.

Canning factories are busily engaged in packing tomatoes, and this week it is expected operations will be in full swing. Reports from all sources point to the probability of much lower prices for the new pack, and a figure not exceeding 20c per tin to the consumer is looked for.

It is reported that British Government purchase of salmon pack includes all the better grades, such as sockeyes, red springs, cohoes and pinks. This will only leave the cheaper lines for domestic consumption, if any are available at all. Details of the purchase are not available as yet, but are expected almost any time.

A stronger feeling in cereals is noticeable. Corn products have advanced 25c in some quarters, and rolled oats are very firm. The demand on all lines continues in good volume.

**WINNIPEG**—There was a good demand for dried fruits all week. Prunes are scarce and prices high on account of wholesalers undergoing considerable difficulty in obtaining them from the South, a special permit being required for their shipment. On account of these delays prices on spot stocks have advanced and are expected to go still higher in the near future.

Canned raspberries are now on the market at price about 40 per cent. higher than last year. The high price is sure to reduce sales considerably. No definite price has been quoted on canned tomatoes, but indications are that a large quantity of good quality tomatoes will be placed on the market at \$4.40 per case of 2 dozen.

The trade is at sea at the present moment on account of the War Trade Board commandeering all this season's salmon pack. The railways have been notified not to move any more for domestic trade. This move will completely cut off all the trade's season supplies. The order applied to all red and pink salmon. There is, however, the feeling among jobbers that the board will allow certain quantities to be released under permit, but at present trade in this commodity is stagnated, waiting for such a move by the board. Prices on salmon are very high at the present time.

The market has been rather quiet all week on beans, and a gradual decline in price from now on is predicted by jobbers.

# QUEBEC MARKETS

**M**ONTREAL, August 28.—Montreal markets are not very active. It is still possible to say that there is quite a considerable movement of seasonable lines and the season will soon arrive when there will be a general regaining of any lost ground. Many are using, to a greater extent than ever, green vegetables and fruits, and as a consequence these lines are active.

## Corks, Baked Beans Up; Brooms Go Up

**Montreal.**  
**CORKS, BEANS, BROOMS.**—Advances were made in the price of corks. This applies to the beer bottle size only and the new prices are 47 to 55c per gross, whereas the old was 35 to 40c. The larger size of baked beans are advanced 5c per dozen to meet the increased freight. Brooms are now being sold at the following prices on the four string line: No. 21, \$9.25; No. 22, \$10; No. 24, \$10.75, and No. 25 \$11.50.

## Shoe Dressings; Rosin and Buckwheat Flour Up

**Montreal.**  
**SHOE DRESSING, ROSIN.**—Advances have been made in the quotations on Packard's shoe dressings. This applies as well to the paste as to the liquid lines and approximates from 10 to 15 per cent. Rosin also is much higher. This is worth now for "G" 6c per pound and registers an advance in one quarter from 3 3/4c. For white the advance is to 6 1/4c per pound from 4c, and these are gross weight prices. Buckwheat flour is higher to \$8, this meaning an increase of 75c per sack.

## Still Some Old Flour; New Expected in Month

**Montreal.**  
**FLOUR AND FEEDS.**—Little change is made in the situation. There is still some old standard flour to be had but there are millers who state that the accumulative orders they have are ample to absorb all the stock they hold. In view of this some of the substitute flours are moving less actively than they would were more standard flour available. It is expected that new wheat flour will be milled within the next month, although some millers do not anticipate a great deal of milling before October 1. Interest centres around the decision as to whether milling operations may be curtailed in Canada this fall, and the announcement looked for will relieve the milling fraternity when it comes. Feeds are active, of course, and a good demand exists for gluten feed, corn and oil cake meal. The latter is selling at \$62 f.o.b. Cardinal, and \$2 per ton less f.o.b. Fort William.

### War Standard, Graham and Whole

Wheat Flours—	
Car lots (on track).....	10 95
Car lots (delivered). Bakers.....	11 05
Small lots (delivered).....	11 15
Bran, per ton.....	35 00
Shorts.....	40 00

Crushed oats.....	61 00	70 00
Barley meal.....	67 00	72 00
Barley chop.....	67 00	72 00
Gluten feed (23% protein).....	60 00	
Feed oats, per bushel.....	1 10	

## Cereal Sales Steady; Corn Flour is Active

**Montreal.**  
**CEREALS.**—The position of cereals is quite unchanged for the week, and a fair amount of trade, season considered, is being transacted. A good sale for corn flour is reported and the other substitute flours are saleable in good volume if the standard flour is available. The latter is becoming rather scarce in some quarters, although it is generally felt that there will be enough to meet the new crop. Rolled oats are selling in fair volume and the tone is steady and the quotations unchanged.

Cornmeal, Pure Gold.....		7 00
Cornmeal (Gold Dust) .. 6 25	6 60	
Cornmeal (bolted).....	4 25	4 50
Barley, pearl.....	7 50	8 75
Barley, pot, 98 lbs.....	6 00	6 75
Barley flour, 98 lbs.....	6 25	6 75
Buckwheat flour, 98 lbs.....		7 25
Corn flour, 98 lbs.....	5 80	6 00
Corn flour (standard).....		5 45
Rice flour.....	8 75	9 00
Oat flour.....		6 00
Hominy grits, 98 lbs.....	6 75	8 00
Hominy, pearl, 98 lbs.....	7 50	8 25
Oatmeal (standard-granulated and fine).....	6 50	6 60
Peas, Canadian, boiling, bush.....	5 00	5 50
Split peas.....	9 50	11 25
Rolled oats, 90-lb. bags.. 5 20	5 40	5 50
Rolled oats (family pack), case.....	5 70	5 80
Rolled oats (small size), case.....	2 05	2 10
Rolled wheat (100-lb. bbls.).....		6 75
Rye flour (Can.), 98 lbs.....	7 25	7 50
Do. (American), 98 lbs.....		6 85
Self-raising flour—		
3-lb. pkgs., doz.....		2 85
6-lb. pkgs., doz.....		5 60

## Better Honey Prospect Should Reduce Prices

**Montreal.**  
**HONEY AND MAPLE PRODUCTS.**—There is not a great deal doing as yet in honey, but the demand will become better and the item more interesting in the immediate future. Reports indicate that the yield will be much better than earlier survey of the situation revealed. This should result in a more favorable price basis being reached. The position on maple sugar and syrup is steady and the undertone very firm. Prices are now nominal, as quantities are limited and those wishing supplies have to pay the price for what they require.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal. 1 90		2 00
Syrup, 5-gal. tins, per gal.....		1 85
8 1/2-lb. tins.....	1 35	1 45
Sugar, in blocks, per lb.....	0 21	0 22
Honey—		
Comb (fancy).....		0 25
Comb (No. 1).....		0 23
In tins (60 lb.).....		0 22

## Sugar Refiners Not Able To Maintain Steady Run

**Montreal.**  
**SUGAR.**—The refined sugar situation is without radical change. It is safe to say that there is no improvement and

in view of the restrictions on supplies to the refineries it is possible to operate only part of the time. Shipments of raw sugar have been about as they were last week, and every refiner has to adjust his operations to the amount of raws allocated by the sugar committee. Some say that the recent shipments of San Domingan sugar are but a drop in the bucket while others believe that if some supplies can be brought in from there it will materially help. The freight rate question is apparently settled by the recent ruling from Ottawa but refiners feel that there will be a subsequent order making the position somewhat different. In any case the new rates will not at present affect the quotations here but this will be worked out in due course very probably when the new freight rates apply on September 12 for St. John and Halifax, and on September 23 for Vancouver.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.....	9 10
Acadia Sugar Refinery, extra granulated.....	9 10
St. Lawrence Sugar Refinery.....	9 10
Canada Sugar Refinery.....	8 75
Dominion Sugar Co., Ltd., crystal granulated.....	9 10
Special icing, barrels.....	9 30-9 40
Icing (25-lb. boxes).....	9 60-9 80
Icing (50-lb. boxes).....	9 50-9 60
Diamond icing.....	9 10
Yellow, No. 1.....	8 80-8 90
Yellow, No. 2 (or Golden).....	8 60-8 70
Yellow, No. 3.....	8 50-8 60
Powdered, barrels.....	9 20-9 30
Paris lumps, barrels.....	9 85-10 20
Paris lumps (50-lb. boxes).....	9 65
Paris lumps (25-lb. boxes).....	9 85
Crystal diamonds, barrels.....	9 85
Crystal diamonds (boxes 100 lbs.).....	10 10
Cut loaf (50-lb. boxes).....	10-20-10 50
Cut loaf (25-lb. boxes).....	10 40-10 70

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

## New Pack Tomatoes In; Prices To Be Less

**Montreal.**  
**CANNED GOODS.**—Prices are expected to be lower on new season canned tomatoes. Some of the new crop has already found its way to this market and the prices will be available in the near future but are not yet named. The movement of canned vegetables will probably be early this year, and there are other lines that should sell on a favorable price basis, for many householders have canned their own requirements this season and will not be in the market for supplies as in former years. There is some apprehension regarding the proposal upon the part of the Allied Purchasing Board to take the new pack of best grades of salmon. This point is still under advisement, it is understood. Some movement is still reported. New jams and fruits are on the market and prices are high.

Salmon Sockeye—	
"Clover Leaf," 1/2-lb. flats.....	2 45
Sovereign, 1-lb. flats.....	4 50
Do., 1/2-lb. flats.....	2 30
1 lb. flats.....	4 62 1/2
1 lb. talls, cases 4 doz., per doz.....	4 50
1/2 flats, cases 8 doz., per doz.....	1 50
Chums, 1-lb. talls.....	2 10
Pinks, 1-lb. talls.....	2 60
Cohoes, 1-lb. talls.....	3 40
Red Springs, 1-lb. talls.....	2 70
Red Springs, 1/2 lb.....	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.....	2 25



Canadian sardines (case) .....	6 75	7 00
Norwegian sardines, per case of 100 "1/4s" .....		20 00
Lobsters, 1/2-lb. tins, doz. ....	3 60	3 65
<b>Canned Vegetables and Fruits—</b>		
Asparagus (Amer.) mammoth green, doz. ....	4 00	
Tomatoes, 1s .....	1 25	
Tomatoes, 3s .....	2 50	2 75
Tomatoes, U.S. pack (2s).....	1 90	2 12 1/2
Tomatoes, 2 1/2s .....	2 40	2 60
Peas, standards .....	1 75	
Peas, early June .....	1 90	
Beans, golden wax .....	1 85	1 90
Beans, Refugees .....	1 85	1 90
Corn, 2s, doz. ....	2 35	2 40
Spinach (U.S.), 3s .....	3 00	
Do., (U.S.), gallons .....	10 00	
Corn (on cob, gal. cans), doz. ....	8 50	
Red raspberries, 2s .....	4 00	
Simcoes .....	2 75	
Red cherries, 2s .....	2 60	2 90
Strawberries, 2s .....	3 00	
Strawberries, 1918 pack (2s)....	4 00	
Rhubarb, 2 1/2s .....	2 60	
Blueberries, 2s, doz. ....	1 85	
Blueberries, gallons .....	7 00	
Pumpkins, 2 1/2s .....	1 60	1 70
Pumpkins, 3s .....	1 75	
Pumpkins (gallon), doz. ....	6 00	
Potatoes, Can. Sweet, 2 1/2-lb. tins	2 10	
Potatoes, Cal. Sweet, 2-lb. tins ..	2 75	
Carrots, sliced, 2s .....	1 45	
Apples (gallons) .....	5 00	
Peaches, 2s (heavy syrup) .....	2 00	2 40
Pears, 3s (heavy syrup) .....	2 45	
Pineapples, 1 1/2s .....	2 25	
Pineapples, 2s .....	3 10	
Pineapples (grated), 2s .....	2 90	
Greengage plums (light syrup) ..	1 90	
Lombard plums (heavy syrup) .....	1 70	

*Little New in Rice  
With Prices Holding*

**Montreal.**

RICE.—There is not a great deal of movement in rice in this market. Some have fairly good stocks while others again are not supplied with even average requirements. Ordinarily new crop rice is appearing about this time of the year but this being an abnormal season there is not much movement yet. Considering the needs, and in view of the fact that there will not be a heavy movement for some weeks, there is enough stock to go around. The undertone is steady and quite firm.

Rice, fancy .....	9 75	10 25
Ice Drips—Japan .....		11 25
Carolina .....	12 50	15 00
"Texas," per 100 lbs. ....	9 50	9 50
Siam, No. 2 .....	9 50	9 75
Siam (fancy) .....	10 25	11 00
Rangoon "B" .....	9 50	9 75
Rangoon CC .....	9 25	9 50
Mandarin .....		10 00
Special pickling .....		9 50
Tapioca, per lb. (seed).....	0 15	0 16
Tapioca (Pearl) .....	0 15	0 16

*Nuts Are In Very  
Good Demand*

**Montreal.**

NUTS.—With further regulation of the trade, it is very likely that there will be a steady and increasingly large sale for nuts during the coming weeks and months. Supplies of peanuts are ample and some jobbers are in the possession of fair stocks of other lines. There is no question, however, that walnuts, filberts and almonds are scarce enough and most lines will be high in price.

Almonds (Tara), per lb. ....	0 24	0 30
Almonds (shelled) .....	0 50	0 55

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

*Choice Apricots Less;  
Figs and Raisins Scarce*

**Montreal.**

DRIED FRUITS.—A more favorable price is obtainable on dried apricots, one jobber having reduced his prices 3c per pound to 25c. Evaporated apples are also a little easier, these being obtainable as low as 18c. Raisin stocks are light, and it looks as though there would be a limited supply of these. The same condition is applicable to figs, and some are sold out of these at the present time. There is not a great deal of movement at the present time, fresh fruits being most abundant now and in favor with the consumer.

**Apricots—**

Choice .....	0 25	
Slabs .....	0 23	
Fancy .....	0 30	
Apples (evaporated) .....	0 18	0 20
<b>(Fancy)—</b>		
Faced .....	0 19	
Choice .....	0 17	
12 oz., per pkg. ....	0 16	
Pears .....	0 16	
<b>Drained Peels (old)—</b>		
Citron .....		
Lemon .....	0 27 1/2	0 32
Orange .....	0 28 1/2	0 34
<b>Drained Peels (new)—</b>		
Lemon .....	0 40	0 41
Orange .....	0 42	0 43
Citron .....	0 47	0 48

**Raisins—**

Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscats, loose, 2-crown .....	0 10 1/2	0 11
Muscats, loose, 3-crown, lb. ....	0 12	
Muscats, 4-crown, lb. ....	0 12 1/2	
Cal. seedless, 16 oz. ....	0 14	
Cal. seedless (new) .....	0 16	0 16 1/2
Fancy seeded, 16 oz. pkgs. ....	0 13	
Choice seeded, 16 oz. pkgs. ....	0 12 1/2	
Valencias, selected .....	0 10 1/2	
Valencias, 4-crown layers .....	0 11 1/2	
Currants, old .....	0 24	0 29
Do., new .....	0 32	
Dates, Excelsior, per case .....	6 84	7 02
Do., Dromedary .....	7 92	
Figs (new), 100 to case .....	11 00	
Figs (layer), 10-lb. boxes .....	1 90	2 75
Figs, Spanish (mats) .....	0 12	
Figs, Portuguese (mats) .....	0 13	
<b>Figs, Fancy Cal. White (Choice)—</b>		
Pkgs. 16 oz. (10 pkgs.) .....	1 75	
Pkgs. 10 oz. (12 pkgs.) .....	1 45	
Pkgs. 8 oz. (20 pkgs.) .....	2 00	2 60
Pkgs. 6 oz. (50 pkgs.) .....	3 60	4 75
Pkgs. 4 oz. (70 pkgs.) .....	3 70	5 00
<b>Prunes—</b>		
30-40 .....	0 19	0 19 1/2
California, 40-50s .....	0 18	
25-lb. cases, 50-60s .....	0 17	
60-70s .....	0 15 1/2	0 16 1/2
70-80s .....	0 13	0 15 1/2
80-90s .....	0 11 1/2	0 14
90-100s .....	0 11	0 12 1/2
Oregon, 30-40s .....	0 15 1/2	0 18 1/2
40-50s .....	0 15 1/2	0 18 1/2
50-60s .....	0 12 1/2	0 15 1/2

*Steady Demand For  
Syrup; Prices May Go Up*

**Montreal.**

SYRUPS AND MOLASSES.—There is much activity in corn and cane syrups, and it is probable that there may be a further advance in the price for corn syrups following an advance made last week for glucose. This advanced 50c per 100 pounds, and the direct result is a firming on syrup prices. The trade is selling this in many cases since molasses is so high, and a great deal is used in the larger bakeries. Molasses is firm and steady, with supplies rather small, in consideration of the demand from this province in particular.

**Corn Syrup—**

Barrels, about 700 lbs. ....	0 07 1/2
Half bbls. or quarter bbls., 1/4c per lb. over bbls	
Kegs .....	0 07 3/4
2-lb. tins, 2 doz. in case, case .....	4 80
5-lb. tins, 1 doz. in case, case .....	5 40
10-lb. tins, 1/2 doz. in case, case .....	5 10
20-lb. tins, 1/4 doz. in case, case .....	\$ 05
2-gal. 25-lb. pails, each .....	2 25
3-gal. 38 1/2-lb. pails, each .....	3 40
5-gal. 65-lb. pails, each .....	5 50

**Cane Syrup (Crystal Diamond)—**

2-lb. tins, 2 doz. in case, per case .....	6 00
Barrels, per 100 lbs. ....	8 75
Half barrels, per 100 lbs. ....	9 00

**Barbadoes Molasses—**

	<b>Island of Montreal</b>
Puncheons .....	1 03
Barrels .....	1 06
Half barrels .....	1 07

For outside territories prices range about 3c lower.

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

*Crop Japanese Beans  
Late; May Be Lower*

**Montreal.**

BEANS.—While there is still little movement of beans the time is approaching when there will be a change, and this will mean a larger sale for the jobbers and the grocer. There is reason to look for a large crop of good beans in Quebec. If Ontario does well also it would seem that the prices this fall ought to be lower. The fact that the Japanese crop is one month late does not necessarily mean that it will be any less, in fact the reports from there at this time are such as to indicate a splendid harvest. The most serious possibility is probably that of frost. Viewing the whole position it bids fair to be more favorable than that of one year ago.

**Beans—**

Canadian, hand-picked, bush... ..	8 25	8 40
Ontario, new crop, 3 to 4 lbs. ....	8 50	9 00
British Columbia .....		9 00
Brown Beans .....		7 50
Canadian, 4-5 lb. pickers .....	7 75	8 00
Japanese .....	8 25	8 40
Yellow Eyes .....	8 00	8 50
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb. ....	0 19	0 20
Kidney beans .....	8 00	8 50
Peas, white soup, per bushel....	4 50	5 00
Peas, split, new crop, bag 98 lbs. ....	9 50	10 50
Barley (pot), per bag 98 lbs. ....		6 50
Barley, pearl, per bag 98 lbs. ....	7 50	8 25

*Larger Sale For Spice  
During September*

**Montreal.**

SPICES.—There will doubtless be

more activity in spice markets during the coming month. Orders by mail and otherwise have been of a routine nature but quantities asked for are generally confined. The same steady and firm undertone still exists and there is reason to look for a firming market on such lines as are imported via the Atlantic. As far as the immediate situation is concerned there is no change of price on any item.

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

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

*Coffee Steady And Firm  
And Supplies Ample*

**Montreal.**  
COFFEE AND COCOA.—There is nothing which might be interpreted to mark an early change in the position on coffee. At least there is a steady demand, and while the undertone is a firm one and prices well maintained, importers feel that any change of price which might come about would be confined to a readjustment to cover added cost of import. There is reason to look for an ample supply for the demands of the Canadian trade also. As far as cocoa is concerned there is not any new interest excepting that surrounding the possibility of imports being curtailed. Stocks at present are fully large enough to take care of the trade requirements.

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

Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 30	0 26

*With Java Teas Deflected  
Prices Tend To Firm*

**Montreal.**  
TEAS.—The markets are in an interesting state. The importer of teas has been securing supplies right along and the various grades of Japan teas available have been coming forward in very good style. The interesting news of the last few days, however, is that of the raising of the Australian embargo against the import of foreign teas. This

will now permit Java teas to find their way into that market and the deflection of these teas will tend, if anything, to firm the position here. The fact that Canada has been one of the few points to which teas from Java could be shipped has been favorable to prices on these grades holding easier than they otherwise would have done. As an indication of the large amount of Java teas that found their way to the North American continent, it is of interest to note the figures for 1917 and 1918. Thus, in 1917 about 2,000,000 pounds of Java teas were imported into the States and for the present year the tonnage was 28,000,000 pounds. Ceylon tea imports increased 15,000,000 pounds also. The whole undertone is still very firm. It is thought that stocks in retailers' hands will be quite reduced before buying is general again.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55

Japan Teas—		
Choice	0 65	0 70
Early picking	0 53	0 58

Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

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

*Lots of Sweet Corn;  
Tomatoes Higher Again*

**Montreal.**  
VEGETABLES.—There has been a good deal of corn on the market recently and favorable prices are now obtainable. The week has brought out a reaction on tomato prices and these are selling as high as \$1.60 per box this week. Oyster plant is being offered at 50c per dozen. Celery is becoming freer and a large variety of the hardier vegetables is now to be had at better prices than have obtained for some time.

Beans, new string (20-lb. bag)	1 00	1 00
Beets, new, bag	1 00	1 00
Cauliflower (Montreal), doz.	0 75	1 00
Corn (sweet), doz.	0 15	0 20
Carrots, bag	1 00	1 00
Carrot (new), doz.	0 30	0 30
Celery (Montreal), Doz.	0 75	0 75
Cucumbers (Montreal), doz.	0 25	0 25
Egg Plant, basket	1 50	1 50
Lettuce, curly (doz.)	0 30	0 30
Lettuce (Montreal), head	0 50	0 50
Leeks	1 50	1 50
Mint	0 20	0 20
Mushrooms, lb.	0 90	0 90

Onions, spring, doz.	0 85	0 85
Onions, American (100 lbs.)	6 00	6 00
Oyster Plant	0 50	0 50
Parsnips, new, bag	1 50	1 50
Parsnips, new (doz.)	0 25	0 25
Parsley (Canadian)	0 20	0 20
Potatoes, Montreal new (80-lb. bag)	1 25	1 25
Potatoes (New Brunswick), bag.	1 65	1 65
Pumpkins (doz.)	2 00	2 00
Romane	0 50	0 50
Rhubarb, doz.	0 25	0 35
Spinach, box	0 75	0 75
Squash (Huber), doz.	2 00	2 00
Turnips, new, per bag	1 25	1 25
Tomatoes (hothouse), lb.	0 15	0 15
Tomatoes, Montreal (box)	1 60	1 60
Vegetable Marrow (doz.)	1 00	1 00
Watercress (Can.)	0 40	0 40

*Apples Take Tumble;  
Bananas Quoted \$4.50*

**Montreal.**  
FRUITS.—There is interest for those wishing to buy fruits in the occasional announcement of a decline in price. Thus, with early apples down to \$4.50 per barrel for best grade Duchess and Yellow Transparent, and second grade at \$3.50, the position is much better. Bananas, too, are lower and quoted at \$4.50 per bunch. Watermelons are no more for the present season. Cantaloupes and Montreal melons are active and the prices firm. Oranges still are scarce and the quotations high. Cherries and gooseberries are off for this season.

**Apples—**

American (bask.) Duchess or Yellow transparent	4 50	4 50
Do. (in bbls.), No. 1	3 50	3 50
Do. (in bbls.), No. 2	3 00	3 00
Apricots (Cal.) box	4 50	4 50
Bananas (fancy large), bunch.	3 00	3 00
Blueberries, Saguenay (box of 18 quarts)	6 50	6 50
Canataloupes (45 size), crate	3 00	3 00
Do. (15 size), crate	7 25	8 50
Cocoanuts, sack	4 00	4 00
Grapes (California fancy) 4 bask.	3 25	3 75
Grape fruit (fancy Jamaicas)	5 00	5 00
Grape fruit (fancy Porto Ricos) 80, 96, 112	4 75	4 75
Grape fruit (fancy Porto Ricos) 54, 46	8 00	9 00
Lemons (fancy new Messina)	7 00	7 00
Lemons (choice)	14 00	14 00
Melons, Montreal, Musk (basket of 12)	2 25	2 25
Melons (musk), crate of 10-12	8 00	8 00
Lemons (California seedless)	10 50	10 50
Oranges, Valencia lates	10 00	10 00
Oranges, California navels	4 00	5 00
Oranges (bitter)	1 25	1 25
Plums (Cal.), basket	6 00	6 00
Pineapples, Cuban (crate)	6 00	6 00
Pineapples, Florida	4 50	4 50
Pears, Cal., eating, small box	1 25	1 25
Perches, basket	0 25	0 25
Raspberries (imported), qt.		

ONTARIO MARKETS

**TORONTO, August 28.**—Many important changes have been put into effect during the week, all of which provide for advances. Among the lines to advance are such lines as corn beef, chipped beef, potted ham, potted chicken, and two or three lines of soups. Matches have also advanced, averaging from 15 to 25c per case. Local fruits are now coming along freely and plums promise a very good crop. Business from country points is reported as very good, while city trade is still somewhat limited.

*Railway Freight Rates  
Modified; Sugar Scarce*

**Toronto.**  
SUGAR.—A modification of the railway freight rates which were recently put into effect on sugar has been effected. This will mean that all refiners will be in a position to quote on the local market in as far as their supplies are equal to demands.

There is no relief from the shortage apparent as yet, though the opinion has been expressed that after September 15



some improvement in stock may be looked for. The reason advanced for this possible condition is that jam manufacturers will have had their requirements looked after by that time, and sugar which has been going to them will be diverted to the regular channels of trade.

The restrictions placed on the sale of sugar for consumption in the United States have so reduced the demand that it is estimated refiners now have a stock approximating 100,000 tons. This the refiners will be compelled to carry at their own expense until the demand is large enough to allow them to dispose of their stock.

It is indicated that no more icing or powdered sugars are to be made by the refiners in Canada.

Atlantic, extra granulated .....	9 39
St. Lawrence, extra granulated .....	9 39
Acadia Sugar Refinery, extra granulated ..	9 39
Can. Sugar Refinery, extra granulated ..	9 04
Dom. Sugar Refinery, extra granulated ..	9 09

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

### Matches Make Advance 15-25c; Canned Meats Up

**Toronto.** MATCHES, MEATS.—A further advance in the price of matches has been made, the Silent Parlor 500s, Golden Tip and Buffalo going up 25c per case, and the Home Brand and Silent Parlor 200s advancing 15c a case. Higher prices have also been reached on oyster shells, which are being quoted at \$1.15 per bag. Different lines manufactured by Clarke are also up, the following items representing the general trend of these lines: Corn beef, 24 1/2s, \$4.90 per doz.; chipped beef, 24 1/2s tin, \$2.45; beef steak and onions, 24 1/2s, tins \$2.95; jellied veal, 24 1/2s, tins \$3.25; potted ham, potted chicken, and potted tongue, 48 1/4s, glass \$2.45; Clarke's tomato soup in tins, \$1.65 per doz.; chicken and mock turtle soup, in tins, \$1.45; W. Baker's Diamond Sweet Chocolate at 28c per pound; Cottam's Canary Comfort at \$4.50 per case of 30 to a case at \$3.00 per case, are all higher priced.

### Syrups Hold Firm; Molasses Unchanged

**Toronto.** MOLASSES, SYRUPS.—The new prices named on corn syrups last week have held at unchanged levels. A very good demand is reported and business generally represents a very satisfactory total.

Imported lines of molasses are very hard to get and whereas in some quarters stocks are reported light, others again report very fair quantities available. Prices remain high and unchanged.

<b>Corn Syrups—</b>		
Barrels, per lb. ....	0 07 1/4	
Cases, 2-lb. tins, 2 doz. in case	4 80	5 30
Cases, 5-lb. tins, 1 doz. in case	5 40	5 90
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.		
<b>Cane Syrups—</b>		
Barrels and half barrels, lb...	0 08 3/4	0 09
Cases, 2-lb. tins, 2 doz. in case		6 00
<b>Molasses—</b>		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, 1/2 bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		3 50
Tins, 3-lb., baking grade, case of 2 doz.		4 60
Tins, 5-lb., baking grade, case of 1 doz.		3 90
Tins, 10-lb., baking grade, case of 1/2 doz.		3 75
West Indies, 1 1/2, 48s.		6 80

### Salmon Pack For British Govt.; Tomatoes Easier

**Toronto.** CANNED GOODS.—The news reaching the trade that the War Trade Board of Canada had arranged the purchase of the B. C. salmon pack for the British authorities came as a bolt from the blue to the trade here. There was a tendency for two or three days to discount the effect this might have, but latest advices would indicate that the outlook for the trade here is rather serious. Full details as to the effect this may have on the trade are not yet available. It is unknown just what percentage of the pack may be taken and until definite information is available the tendency is to refrain from any expression of opinion. It looks very much as though the British authorities want to take the entire pack of Sockeyes, Red Springs, Cohoes and Pinks. That would mean that only the cheaper grades of fish would be available for the domestic trade.

Canning factories are already engaged in putting up tomatoes and expect to be in full operation this week. A splendid pack is looked for and the price to-day at the factory has declined to around \$2.00 per dozen. If expectations as to production are fulfilled it is intimated that considerably lower prices may be looked for. Tomatoes should reach the consumer this year for not more than 20c per tin. Prices issued on Brunswick sardines during the week show this line being quoted at \$7.00 and the Jutland sardines are being quoted at \$9.25.

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

<b>Salmon—</b>		
Sockeye, 1s. doz.	4 80	4 50
Sockeye, 1/2s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60

Do., 1/2s. doz.	1 35	1 50
Cohoes, 1/2-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s. dozen	2 30	2 35
Lobsters, 1/2-lb., doz.	3 25	3 40
<b>Canned Vegetables—</b>		
Beets, 3s	1 50	2 30
Tomatoes, 2 1/2s	2 50	2 75
Peas, standard	1 40	1 95
Peas, early June	1 95	2 22 1/2
Beans, golden wax, doz.	1 85	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2 1/2s	1 80	2 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 55
Do., 10s, doz.	7 55	7 57 1/2
Succotash, No. 1, doz.	2 00	2 25
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s		1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	2 25	2 35
<b>Preserved Fruits, Pint Sealers—</b>		
Peaches, pint sealers, doz.	3 40	3 45
<b>Jams—</b>		
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 95	0 98
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 95	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10

### Shipment of Dates Reaches City; Prices Steady

**Toronto.** DRIED FRUITS.—A carload of dates has reached the city during the week and jobbers generally may be expected to be in a much better position on that account. A very good demand for all lines of dried fruit is in evidence and wholesalers generally are quite satisfied with the amount of business passing. Thompson seedless raisins are being quoted at 14 to 14 1/2c per pound.

Apples, evaporated, Ontario	0 19
Do., da., Nova Scotia	0 17
Apricots, unpitted	0 16 1/2
Do., fancy, 25s	0 20
Do., choice, 25s	0 25
Do., standard, 25s	0 24
<b>Candied Peels, American—</b>	
Lemon	0 43 1/2
Orange	0 45 1/2
Citron	0 53
<b>Currants—</b>	
Grecian, per lb.	0 26
Australians, lb.	0 30
<b>Dates—</b>	
Excelsior, kgs., 3 doz. in case	6 50
Dromedary dates, 3 doz. in case	7 50
<b>Figs—</b>	
Taps, lb.	
Malagas, lb.	
Comadre figs, mats, lb.	0 13
Cal., 8 oz. pkgs, 20s, case	1 80
Cal., 10 oz., 12s, case	1 40
<b>Prunes—</b>	
30-40s, per lb., 25's, faced	0 18
40-50s, per lb., 25's, faced	0 17
50-60s, per lb., 25's, faced	0 16
60-70s, per lb., 25's, faced	0 14
70-80s, per lb., 25's, faced	0 13
80-90s, per lb., 25's, unfaced	0 12 1/2
90-100s, per lb., 25's, faced	0 12
<b>Peaches—</b>	
Standard, 25-lb. box	0 15 1/2
Choice, 25-lb. boxes	0 18 1/2
Fancy, 25-lb. boxes	0 22
Practically peeled, 25-lb. boxes	0 22
Extra fancy	0 23
<b>Raisins—</b>	
California bleached, lb.	0 14
Valencia, Cal.	0 10 1/2
Valencia, Spanish	0 13 1/2
Seeded, fancy, 1-lb. packets	0 12 1/2
Seedless, 12-oz. packets	0 11
Seedless, 16-oz. packets	0 14
Seedless, bakers, Thompsons, 50s	0 15

### Tea Trade Continues To Show Improved Demand

**Toronto.**  
TEAS.—There is little new or exciting in the tea situation during the week. Interest continues to be manifest, this showing itself in an increased demand. The movement is by no means heavy as yet but the tendency is towards replenishing stocks for the fall trade.

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

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

### Higher Insurance Rates May Affect Price of Coffee

**Toronto.**  
COFFEE.—The coffee situation remains unchanged. Insurance rates on coffee have jumped owing to the activities of the submarine on the Atlantic Coast and this may have some bearing on prices locally. As yet there has been no change and it may be some little time before this increased cost is effective here.

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

### Little More Interest In Spice Movement

**Toronto.**  
SPICES.—A somewhat better demand is in evidence for all lines of spices but this is not yet apparent in a very large movement. It is not expected that there will be a very heavy sale before another two or three weeks. Prices during the week have held at unchanged levels. The outlook on many lines continues uncertain and an advance all along the line is freely hinted at.

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs—sage, thyme, parsley,		
mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Mace	0 00	1 10
Peppers, white	0 48	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	0 60	0 55
Do., 64s	0 38	0 45
Mustard seed, whole	0 65	0 75
Celery seed, whole	0 65	0 75
Coriander, whole	0 25	0 28

Caraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	1 00	1 10
American high test	2 00	2 00
2-oz. packages, doz.	3 50	3 50
4-oz. packages, doz.	6 75	6 85
8 oz. tins, doz.	0 21	0 21
Tartarine, barrels, lb.	0 23	0 23
Do., kegs, lb.	0 25	0 25
Do., pails, lb.	0 90	0 90
Do., 4 oz., doz.	1 75	1 75
Do., 8 oz., doz.	3 25	3 25
Do., 16 oz., doz.		

### Higher Prices Seems Outlook For All Nuts

**Toronto.**  
NUTS.—Practically all lines of nuts advanced one cent per pound in New York early in the week and this shows the feeling of the market generally. The outlook continues the same for almonds, prices being likely to reach very high levels for this fall's trade. No relief is yet in sight in regard to getting shipments of walnuts from France and those coming from California may be a factor in relieving what may develop as a serious shortage. The general feeling, however, is that the fall and Christmas trade will be taken care of from stock on hand and in transit.

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenoble, lb.	0 19	0 22
Walnuts, Manchurian, lb.	0 19	0 22
Filberts, lb.	0 24	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 15	0 17
Brazil nuts, lb.	7 50	7 50
Cocoanuts, 100s		
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz.	0 18	0 18
Brazil nuts, lb.	0 75	0 75

### New Crop Beans Looking Favorable

**Toronto.**  
BEANS.—Prospects for new crop beans are very favorable and there is no reason to believe that prices will range any higher than at present. A factor which may unset this and which must always be taken into consideration is the possibility of the Government placing large orders for canned beans. If they do this it may absorb any surplus from the crop and tend towards a higher level of prices.

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

### Demand Along Good Lines For All Rices

**Toronto.**  
RICES.—Stocks of rice are reported in very good shape and the outlook is that business will be very good on these lines. A very good demand is in evidence even to-day and jobbers are able to take care of orders coming to hand. Prices remain very firm although unchanged at levels shown herewith.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50

Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu	13 00	13 00
Do., Mujin, No. 1	12 00	12 00
Do., Pakling	11 50	11 50
Tapioca, per lb.	0 14	0 15
White Sago	0 14	0 16

### Package Goods Hold Firm, Unchanged

**Toronto.**  
PACKAGE GOODS.—There have been no further developments in package goods as far as prices are concerned for the week. Starch is sold at higher levels than recorded last week, whereas cereals show an unchanged level.

LAUNDRY STARCHES		
Canada Laundry Starch, 40-lb. box	0 09	0 09
No. 1 White or Blue Starch, 3-lb. cartons, 48-lb. box	0 10	0 10
Kegs, No. 1, White Starch, 100 lbs.	0 10	0 10
Edwardsburg Silver Gloss, 1-lb. chromo pkgs., 30-lb. boxes	0 11	0 11
Silver Gloss Starch, in 6-lb. tin canisters, 48-lb. boxes	0 13	0 13
Kegs Silver Gloss, large crystals, 100 lbs.	0 11	0 11
Celluloid Starch, boxes contain 45 pkgs., per case	4 60	4 60

CULINARY STARCH		
Benson's Celebrated Prepared Corn, 1 lb. pkgs., 40-lb. boxes	0 11	0 11

Rolled oats continues to move forward quite freely and corn flakes are also in very good demand. The range of prices shows no change.

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 80
Rolled oats, round, regular case	2 05	2 10
Rolled oats, square, 20s	5 60	5 85
Shredded wheat, case	4 25	4 25
Cornstarch, No 1, pound cartons	0 11	0 11
Do., No. 2, pound cartons	0 10	0 10
Laundry starch, in 1-lb. cartons	0 10	0 11
Do., in 6-lb. tins	0 13	0 13
Do., in 6-lb. boxes	0 13	0 13
Do., in 100-lb. kegs	0 11	0 11

### New Prices Named On Honey; Higher

**Toronto.**  
HONEY, MAPLE SYRUP.—New prices have been named on honey and these represent a considerable advance over opening quotations last year. Clover honey in sixty pound tins is being quoted at from 24 to 28c per pound. In five and ten pound tins prices range from 24½ to 30c. No. 1 comb honey is quoted at from \$3.75 to \$4.25 per dozen, while the No. 2 is quoted at \$3.00 per dozen. Estimates as to production still continue to vary. Some sources indicate that the outlook is for a very short crop; others again indicate that honey will be in very good supply. It is possible that the high price may curtail the demand to some extent, but this is a factor which cannot be gauged accurately even yet. There is nothing new to report in the situation as it respects maple syrup.

Honey—		
Clover, 5 and 10-lb. tins	0 24	0 30
60-lb. tins	0 24	0 28
Buckwheat, 60-lb. tins	3 75	4 25
Comb, No. 1, fancy, doz.	3 00	3 00
Do., No. 2, doz.		
Jars, 7-oz., doz.		
Do., 10-oz., doz.		
Do., 12-oz., doz.		

(Continued on page 40.)



# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C., Aug. 27.—The rice situation here is getting very acute, something like famine conditions prevailing at present. It is the general impression that this shortage is having an effect on potato sales. Certainly they are moving well at \$34 a ton. Fresh eggs are bringing 65 cents a dozen, and there are not enough to fill orders. smoked meats are very firm. Cheese, other than British Columbia has advanced to 25½c. Oranges are firm at \$9.50 to \$10. The demand for sugar is considerably heavier, people are evidently putting up more plums, peaches, and pears than they did of berries.

### VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs. ....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots .....	10 85 10 95
Rice, Siam, No. 1, per ton .....	1 85 1 90
Do., Siam, No. 2 .....	1 90 1 95
Rice, China, 44 lb. mats, No. 1 ..	1 75 1 89
Do., No. 2 .....	2 10 2 15
Do., Japanese .....	0 09 0 15
Beans, Japanese, per lb. ....	0 14½ 0 15
Beans, B.C., white .....	34 00
Potatoes, per ton .....	0 02½ 0 32½
Do., new, per lb. ....	0 29½ 0 52
Lard, pure, in 400-lb. tierces, lb. ....	0 25½ 0 33
Lard, compound .....	0 65
Butter, fresh made creamery, lb. ....	9 50 10 00
Cheese, Canadian .....	10 00
Margarine .....	11 00 13 00
Eggs, new-laid, in cartons, doz. ....	7 50 9 00
Oranges, box .....	
Lemons .....	
Salmon—	
Sockeye, halves, flat case ....	16 50
Tall, case .....	14 00
Pinks, case .....	8 25 10 25
Cohoos .....	11 00 13 00
Chums .....	7 50 9 00

## Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., Aug. 27.—Raw and cooked hams have advanced this week one cent; side bacon half a cent a pound. New season's pack raspberries are quoted \$8.50 to \$8.75 for 2s; strawberry, 2s, \$8.50; pitted red cherries, 2s, \$6.40. Tomatoes, 2½s, new stock, are quoted to arrive at \$4.10 to \$4.50. Spot stocks are quoted at \$5.15. Standard peas, 2s, are offering \$3.35 to \$3.60. There are no quotations on Sockeye salmon. Sani Flush has jumped to \$3.25 a doz.; Palmolive soap to \$16 a gross. Matches and Wilson's fly pads also show slight advances.

### CALGARY:

Bears, small, lb. ....	0 09 0 11
Flour, 98s, per bbl. ....	10 35

Molasses, extra fancy, gal. ....	1 15
Rolled oats, 80s .....	5 00
Rice, Siam, cwt. ....	9 50 11 00
Rice, Japan .....	11 50 12 60
Rice, China, per mat, No. 1 .....	5 10
Do., No. 2 .....	4 70
Tapioca, lb. ....	0 15
Sago, lb. ....	0 13
Sugar, pure cane, granulated, cwt. ....	10 85
Cheese, No. 1, Ontario, large .....	0 26
Butter, creamery, lb. ....	0 49
Do., dairy, lb. ....	0 35 0 40
Lard, pure, 3s, per case .....	18 30
Eggs, new-laid, case .....	13 00 13 50
Candied peel, lemon, lb. ....	0 36
Tomatoes, 2½s, stand. case, spot .....	5 15
Do., to arrive .....	4 10 4 50
Corn, 2s, standard case .....	5 60 5 90
Do., new .....	3 35 3 60
Peas, 2s, standard case .....	3 60
Apples, gals., Ontario, case .....	2 20 2 85
Strawberries, 2s, Ontario, case ..	7 50 8 10
Do., new pack .....	8 50
Raspberries, 2s, Ontario, case ..	8 50 8 75
Do., new pack .....	6 40
Cherries, 2s, red, pitted .....	0 21
Apples, evaporated, 50s, lb. ....	0 26 0 29
Apricots, evaporated, lb. ....	0 16 0 19
Peaches, evaporated, lb. ....	4 75
Peaches, 2s, Ontario, case .....	9 00 10 25
Salmon, pink, tall, case .....	
Salmon, Sockeye, tall, case .....	
Do., halves .....	45 00
Potatoes, per ton .....	9 75
Oranges, Valencias, case .....	11 50
Lemons, case .....	

### CATALOGUES AND BOOKLETS

The 1918 edition of the "Mercantile Year Book and Directory of Exporters" has been issued. This work, edited by Walter Lindley-Jones, F.R.G.L., is of value to export houses who are looking for further development of overseas trade. The features include a list of importers abroad; the goods imported and names and addresses of the European representatives of the importing houses. The publishers' address is 16, St. Helens Place, London, E.C.

### AN ALL-DAY SMOKE

A unique souvenir has been sent out by the B. M. Henderson Brokerage, Limited, Edmonton, Alta., to commemorate the completion of their first year in business. It is a big cigar, eight inches long and four inches in circumference. The label reads: "Baby Brokers, one year old to-day, Aug. 16, 1918."

### TORONTO GENERAL MARKETS

(Continued from page 39)

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

### Local Supplies Fruit

#### Easier; Grapes Decline

Toronto. FRUITS.—Local supplies are coming along quite freely; this might apply specially to plums which promise a very good crop. Prices show a decline from

those ruling last week and very good quantities are expected from now on. Very good quantities of imported pears, peaches and grapes are also coming to hand and the demand continues along very satisfactory lines. Imported apples continue to arrive in fair quantities and the early local apples are fairly plentiful at reduced figures. There is no change in the orange situation, supplies being comparatively light and prices high. It is hinted from primary points that another advance of 50c per case may be put into effect. Bananas are in light supply and prices rule fairly high. Malaga grapes still continue to come and the quality so far is only fair; prices show a decline to \$3.25 per crate.

Apples—		
Early, 6-qt. basket .....	0 20	0 25
Do., 11-qt. basket .....	0 25	0 75
Do., bb's. ....	4 00	4 50
Do., Cal. Gravensteins, case .....	3 75	4 00
Bananas, per lb. ....	0 06	0 06½
Blueberries, per 11-qt. basket .....	1 75	2 25
Grapes, Cal., Malagas, crate .....		3 25
Oranges—		
Valencias—		
126s .....		9 00
150s, 176s .....	9 50	10 00
200s, 216s, 250s .....	10 00	10 50
324s, 360s .....	8 50	9 00
324s, 360s .....	8 50	9 50
Lemons, Cal., case .....	8 00	9 50
Do., Verdilla .....		9 00
Peaches, Can., 6-qt. basket .....	0 75	1 00
Do., Cal., Elbertas, box .....	2 00	2 25
Lawton Berries, box .....	0 25	0 28
Pears, Cal., Bartlett .....	4 00	4 25
Do., early Can., basket .....	0 75	0 85
Plums, early, Can., basket .....	0 40	0 65
Can., 11-qt. basket .....	0 50	0 75
Do., California, box .....	2 75	3 00

### Cabbages Are Higher; Potatoes Still High

Toronto.

VEGETABLES.—A scarcity has developed in cabbage with the result that prices have advanced. Canteloupes are coming along in much better quantity and quality and prices are ranging from 75c to \$1.25 per basket. Corn is also being offered in very good quantities and prices remain about the same at 20 to 25c per dozen. Potatoes are held at a comparatively high level, this being attributed to the fact that farmers are busy with their other crops and will not take the time to dig potatoes. Tomatoes are being firmly held at around 50c. per basket but an improvement in the supply available may result in a little lower level being reached.

Beets, Can., doz. ....	0 15	0 25
Cabbage, Can., case .....	1 40	2 50
Do., do., doz. ....	0 75	0 90
Cantaloupes—		
Do., Can., 11-qt. basket .....	0 50	0 75
Do., Can., 16-qt. basket .....	0 60	1 25
Carrots, basket .....		0 35
Corn, doz. ....	0 20	0 25
Cucumbers, Can., basket .....	0 25	0 40
Egg Plant, basket .....	0 60	0 75
Gherkins .....	0 50	0 85
Lettuce, crate .....	1 00	1 50

(Continued on page 45)

# PRODUCE AND PROVISIONS

## Sells \$1,000 Worth of Meat Weekly

The Oxford Provision Co. of 5593 Sherbrooke Street W., Montreal, Sell as Much Meat as Groceries—How This is Bought and Kept in Prime Condition—Business Expected to Expand—Every Advantage Afforded Customer

IT is rather remarkable to be able to sell an amount of fresh and cooked meat equal to the store's turnover in groceries. Such is the experience of the Oxford Provision Company, located at 560 Sherbrooke Street West, Notre Dame de Grace, a suburb of Montreal. Many who handle fresh meat in connection with groceries will be interested to know the methods adopted and what has attributed to this success as attained during the past season or two.

### One Meat Invoice \$550

A staff representative of CANADIAN GROCER stepped into the store one morning recently and met R. Beaulieu, the manager and owner. It was shortly

after ten o'clock and about the time of day when supplies were replenished for the later trade during the week.

"Here," said Mr. Beaulieu, "is an invoice for a portion of the fresh meat that we shall require this week." And so saying the bill was shown the writer and totalled about \$550.

"That represents a lot of meat, Mr. Beaulieu, and will last you a long time, surely?"

"Well, it is a large amount, but this will be just about half of what we require during the course of a week's business. I figure that we average around \$1,000 worth of business in our meat department each week. This covers the

sales of fresh and cured meats, of course, and of other specialties carried in this department."

### Fish, Poultry and Specialties

Of course the Oxford Provision Co. carries a good stock of meat of the various qualities and comprising what a well-ordered butcher shop would carry these days. But in addition it handles much fish, poultry, eggs, butter and canned meats. This is one of the features of the department—that of carrying a full line so that the customer may be given what is desired with little or no delay.

Fish are carried in a separate case, specially constructed for this purpose and in which ample space permits a quantity



A glimpse in the provision department of the Oxford Produce Co., Montreal, showing modern refrigerator equipment, scales, etc. Note also the magazine section at the front of the store that has proved an effective item of business. Candy and cigars are also selling lines.



of crushed ice to be placed under, around and over the fish. It thus is kept in prime condition and away from the meats without danger of tainting.

**How Meats Are Kept**

One thing is very essential in the warmer season especially, where a dealer is keeping meat for sale, and that is to have such arrangements made as will ensure the stock to always be in absolutely the best condition, and which the housewife is particular about. It means that there must be plenty of ice to retain the low temperature necessary, and here this is amply provided for.

"That new refrigerator is one which I recently installed, in fact I have had it in just about two weeks. It is one of those I had seen advertised in CANADIAN GROCER and although it has been in use just this short time I am sure the investment I made in it will be a good one and will really save me money. It is a large one and will be big enough to carry all the meat I need even if the business expand, which it will do."

**Displays Attract—Telephone Service**

Referring to the accompanying photograph, the general attractiveness of the meat department is at once apparent. The large sign is neat and so delicately tinted in its lettering.

The counters are neat and of convenient height. They are of tile design in front and on top and have the cleanly appearance so desirable. There are two of these and the placing of two modern sets of scales—one on either counter—simplifies the work of the sales staff and makes prompt serving possible. A neat meat block of the newest pattern is placed at one end of each counter.

For use in the colder seasons the space beneath the sign and just back of these counters has been arranged to carry a large amount of full quarters of beef, pork, mutton, veal, etc. But in the hot weather the stock is carried in the large refrigerator so well shown in the photograph.

Neatness of display is attained by care of the selling staff and the arrangement of the canned meats and specialties belonging to this department is one which helps greatly.

Since a great portion of the business coming to the store is done over the telephone there are several of these placed conveniently that there may be little delay in receiving calls and taking the customer's order. This investment in several phones is a good one.

**Fine Fruit and Vegetable Display**

The arrangement shown in the photograph accompanying indicates how well the management makes use of the space between the counters to display vegetables and fruits. The centre of this space contains a table which is the centre for the higher part of the display and the fruit and vegetables arranged from this down to the floor in a gradual "step" fashion affords a neat showing of all the lines carried for sale. In this way the customer sees at a glance what she wants and the sale is made almost without assistance from the salesmen.

Fruits and vegetables are, in season, bought from the farmers who come to market and these are brought to the store in the store's own auto delivery truck. Being fresh and sound they appeal to the customer and are delivered in the best of condition.

**EGG HOLDINGS LIGHT IN U. S. Government Reports for August Show Heavy Decline from Last Year's Holdings Will Affect Canadian Trade**

The United States Government's report of eggs and poultry in holding August 1 shows a continued decrease over the holdings of last year. While the decrease for July over that of the previous year showed a decline of only 58,408 cases of eggs, the August report shows a most marked change in that situation, the decline totalling 351,529 cases.

The Associated Warehouse storage report shows no variation from these conditions there being a decline of 281,000 cases recorded in this report.

The actual figures are given herewith:

UNITED STATES GOVERNMENT REPORT, AUGUST 1.		
<b>EGGS</b>		
August 1st, 1918—481 storages....	6,514,852 c/s	
August 1st, 1918—447 storages....	6,486,571 c/s	
August 1st, 1917—447 storages....	6,838,100 c/s	
Decrease .....	351,529 c/s	
July 1st, 1918—462 storages.....	6,501,850 c/s	
July 1st, 1917—462 storages.....	6,560,268 c/s	
Decrease .....	58,408 c/s	
UNITED STATES ASSOCIATED WAREHOUSE STORAGE REPORT, AUGUST 1.		
August 1st, 1918 .....	3,513,000 c/s	
August 1st, 1917 .....	3,794,000 c/s	
Decrease .....	281,000 c/s	

This is partially due to a materially increased demand.

Between March 1 and July 1 this year in the three markets of New York, Chicago and Boston 6,069,089 cases of eggs were received. Last year during this time those markets received 5,843,065 cases. About the same quantities were in storage in these cities on July 1 this year as on that date a year ago. The consumers in New York, Chicago and Boston used 457,434 more cases of eggs in the four months than they used in 1917, an increase of about 17 per cent.

The change that has occurred in the eating habits in these three cities may not be a very exact index of what has happened in the average American household, but it is safe to assume that eggs now hold most of the stock in the well-known ham and egg partnership.

In the case of poultry conditions are not materially different. The United States Government report shows here also a marked decline.

POULTRY		
August 1st, 1918—277 storages..	18,896,878 lbs.	
August 1st, 1918—222 storages..	7,314,765 lbs.	
August 1st, 1917—222 storages..	27,759,781 lbs.	
Decrease .....	20,445,016 lbs.	

These are conditions that will have a material effect on Canadian trade conditions, as not unnaturally conditions and prices here are more or less deter-

mined by the larger markets across the line.

**NEWFOUNDLAND DEVELOPS FISH STORAGE**

It transpires that interests in Newfoundland have been developing cold storage for fish on a large scale. A plant is being erected at St. John's by the Reid-Newfoundland Company and this, it is stated, will be capable of storing no less than 20,000,000 pounds of fish. In addition to other facilities it will be capable of freezing 250,000 pounds of fish daily. Through the additional provision of other and smaller cold storage plants elsewhere, the catch of fish from bays and inlets will be taken care of until shipment can be made to other points in the United States and Canada. The scheme will also provide for a steady supply of the necessary bait.

**SUBMARINE DEPREDATIONS AFFECT FISHERIES**

**Deep Sea Fishers Most Effectuated—No Likelihood of Any Great Limitation of Trade as a Result, But Price Will Be Affected**

The recent activity of the submarine and the depredations of the converted, captured fishing boat off the Nova Scotia coast has caused much stir in fishing circles.

"These depredations have been carried out among what is known as the Quero and Middle Ground shipping fleets. To what extent damage has been done it is difficult to say. The fleets affected are engaged in a class of fishing which will more directly interfere with the export business as applying to dried salt fish," said A. H. Brittain, president Canadian Fisheries Association, to CANADIAN GROCER.

"Will there be any considerable effect on the regular trade of the retail fish man?" was asked.

"No, not to any great extent, I think," replied Mr. Brittain. "And, while a little unrest may follow, this will be of a temporary nature."

A similar view to that expressed above is taken by J. A. Paulhus, 2nd Vice-President of the Canadian Fisheries Association. "My candid opinion is that there will be no great effect upon the fishing on the east coast as far as the supply here is concerned. At the same time I am quite certain that it will be the basis for a raising of prices and reporting a scarcity," said Mr. Paulhus. "There is a great deal of fishing in the small inlets, bays, etc., and the submarines will not affect this fishing to any great extent. Naturally, the larger boats that are fishing further out will not ply as freely as before."

The general opinion as expressed by some of the larger wholesalers in Montreal would indicate that, while the outlook is somewhat uncertain, there is not sufficient cause for undue alarm.

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**A**N advance in fowl has been made during the week aggregating from two to three cents per pound. This is shown both in prices paid by dealers and prices quoted to the retail trade. Ducklings have declined from three to five cents in prices to the trade. Supplies are none too plentiful and are quickly absorbed under influence of good demand.

Prices in some lines of fish show a stiffer tendency, cod, salmon, whitefish and finnan haddie all showing a higher level of quotations for the week. Supplies from the Eastern coast show a falling off due to submarine activity, and all lines available are moving forward to consumers freely.

Live hogs reached a level of \$19.50 per cwt., fed and watered, towards the end of last week, and are maintained on this basis, with tendencies towards a steady situation all this week. Dressed meats are firmly held on an unchanged basis, with demand reported as showing some improvement.

Egg production continues on the increase, and quality is also improving. Prices have held firm and unchanged, with the exception of carton eggs, which are up 1c per dozen in some quarters.

Butter is steady, with tendency a little weak. Margarine is selling quite freely. Lard and shortening are firm under influence of improved demand. Prices on all these lines hold unchanged.

## Live Hogs Decline; Meats Steady

**Montreal.**  
**PROVISIONS.**—There is something of an easier tone to the market here in live hogs. Good medium hogs sold this week at \$20 to \$20.25, and some of the lower grades sold down to \$18. The general weakness reported from other outside points did not reach here to the same extent, and the decline of 25c per 100 pounds was not nearly so much as some points recorded. Dressed hogs are a little easier in sympathy with the live price basis. As there still is a considerable period in which many will be holidaying the demand for all cured and smoked meats still is active at maintained prices.

<b>Hogs, Dressed—</b>		
Abattoir killed, small	29 50	29 75
Do., heavy, 225-275 lbs.	26 50	27 00
Hogs, live	20 00	20 25
<b>Hams—</b>		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
<b>Backs—</b>		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
<b>Bacon—</b>		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots.	0 29	0 29½
Long clear bacon, small lots.	0 29½	0 30
Fat backs, lb.	0 29½	0 30
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
<b>Barrel Pork—</b>		
Canadian short cut (bbl.)	\$58 00	
Clear fat backs (bbl.)	60 00	
Short cut clear pork (bbl.)	58 00	
Heavy mess pork (bbl.)	55 00	
Bean pork (bbl.)	54 00	

## Lard Undertone Easy At Recent Revisions

**Montreal.**  
**LARD.**—There is not much trading in lard, and this is about the same condition as has prevailed in recent weeks. It is very apparent that hot weather has come to mean a quiet time for lard. Under this condition the tone is a quiet and an easy one, with offerings fully large enough to meet the requirements of the trade.

<b>Lard, pure—</b>	
Tierces, 400 lbs., per lb.	0 31
Tubs, 60 lbs.	0 31½
Pails	0 31¾
Bricks, 1 lb., per lb.	0 33

## Shortening Shares Quiet Demand With Lard

**Montreal.**  
**SHORTENING.**—There is practically no change in the situation and sales for shortening are on much the same basis as for lard. There is no change of price and the undertone is somewhat easy.

<b>Shortening—</b>	
Tierces, 400 lbs., per lb.	0 25¾
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 26¼
Bricks, 1 lb., per lb.	0 27½

## Steady Movement Of Margarine; Unchanged

**Montreal.**  
**MARGARINE.**—There will be a very good movement of margarine once the weather improves, so think many of the jobbers. There has been more activity, as a matter of fact, for some weeks past, and a gradual improvement in this respect will manifest itself as the fall season approaches. No changes of price

have been made from the following, although it is probable that a firmer position may be attained ere long.

<b>Margarine—</b>			
Prints, according to quality, lb.	0 29½	0 31½	0 32
Bulk, according to quality, lb.	0 28½	0 30½	0 31

## Butter Probably Will Hold; Receipts Less

**Montreal.**  
**BUTTER.**—It is felt by many that the prices of butter will be maintained for some time to come. There is not a great deal of movement at the present time, but the offerings are somewhat less than they were and the relative receipts show a falling off from last year, for the past week. Comparing receipts for the season to date with those of last year the position is different. This reveals the increase of more than 50,000 packages in favor of 1918. Prices are holding firm and without change. From 42¼ to 42½c has been quoted f.o.b. country points.

<b>Butter—</b>	
Creamery prints (fresh made)	0 46
Creamery solids (fresh made)	0 45
Dairy prints, choice	0 38 0 40
Dairy, in tubs, choice	0 37

## Holding of Cheese in Country Affects Receipts

**Montreal.**  
**CHEESE.**—There is less movement of cheese than has obtained for many weeks. This is very probably caused by the producers in the country holding out for a better price than the buyers are willing to pay. At one point a large number of cheese were offered but only a small proportion sold, the factory wanting one-eighth cent more than was offered. Receipts for the past week show a falling off of 21,082 boxes from the previous week's record and the position as regards receipts for the season of 1918 show that 10,537 fewer boxes were received than for the same period of 1917.

<b>Cheese—</b>	
Large, per lb.	0 23½
Twins, per lb.	0 24
Triplets, per lb.	0 24
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

## Supplies of Eggs Will be Ample; Prices Steady

**Montreal.**  
**EGGS.**—There is interest in the fact that the Dairy Produce Commission is now asking for quotations on eggs for shipment overseas in the late fall. The market here is steady and there will be enough eggs, one of the largest jobbers thinks, to meet the requirements of the trade here. At present there is a good demand and the position as regards price is without any change whatever. Receipts for the present season to date, show a falling off of nearly 20,000 cases.

<b>Eggs—</b>	
Selects	0 51 0 52
New-laid	0 47 0 48
No. 2	0 45



### Present Demand Will Absorb More Poultry

**Montreal.**

**POULTRY.**—The present good demand for poultry cannot be fully met with the supplies that are coming forward. This position usually shows quite a little improvement at this season of the year but the desired change in the respect is not as yet manifest. Some feel that the farmer, being somewhat short of help, is unable to take care of his other work and market poultry as well. There is a good market for it when he can send it forward, and favorable prices are being paid.

	Live	Dressed
Young ducks, lb. ....	0 25	0 45-0 50
Old ducks (fat) .....	0 25	.....
Broilers, 3 to 4 lbs. pair .....	0 30	0 40-0 43
Turkeys (old toms), lb. ....	0 28	0 38-0 38
Turkeys (young) .....	.....	0 40
Geese .....	0 30	.....
Old fowls .....	0 27-0 28	0 35-0 36

### Present Prices on Fish High; This May Continue

**Montreal.**

**FISH.**—There is not a great deal of renewed interest in fish markets as yet although the position is fair. Certain lines tend to advance, and with the receipts from the Eastern market slow in many cases the market is quite bare of some supplies. Pickled herring and salmon demand is just beginning, and a few sales have been made at prices higher than those of last year. Receipts from the west coast and the great lakes are better, but prices on halibut and salmon are so high that some think there will be a curtailed sale of these unless prices decline. For oysters and shell fish the demand is light, as yet.

#### SMOKED FISH

Haddies (fresh cured).....	0 13	0 15
Haddies, fillet .....	0 19	0 20
Smoked herrings med.) per box .....	0 23	0 24
Smoked cod .....	.....	0 16
Bloaters, per box 60/100.....	1 50	2 25
Kippers, per box 40/50.....	2 25	2 50

#### SALTED AND PICKLED FISH

Haddock (per bbl.), 200 lbs. ....	15 00	
Herring (Labrador), per bbl. ....	12 50	13 00
Herring (Labrador), ½ bbls. ....	6 75	7 00
Herrings, No. 1 lake (100-lb. keg) .....	.....	5 25
Salmon (Labrador) per bbl. ....	25 00	29 00
Do., tierces .....	.....	36 00
Salmon (B.C. Red) .....	.....	26 00
Sea Trout, red and pale, per bbl. ....	19 00	20 00
Sea trout (½ bbls.) .....	10 00	10 50
Green Cod, No. 1, per bbl. (med.) .....	.....	18 00
Green Cod (large) .....	.....	19 00
Green Cod (small), bbl. ....	.....	17 00
Mackerel, No. 1, per bbl. ....	.....	26 00
Mackerel (½ bbls.) .....	.....	13 50
Codfish (skinless), 100-lb. box .....	.....	15 00
Codfish, 2-lb. blocks (24-lb. case) .....	.....	0 18
Codfish (skinless), blks. "Ivory" Brand, lb. ....	.....	0 16
Codfish, boneless, lb. (according to package) .....	0 16	0 20
Codfish, shredded, 12-lb. box .....	.....	2 50
Eels, salted .....	0 11	0 12
Pickled turbot, new, bbls. ....	.....	15 00
Do., half barrels .....	7 50	8 00
Cod, boneless (20-lb. boxes), as to grade .....	0 14	0 18
Cod, strip (30-lb. boxes) .....	.....	0 18
Cod, dry (bundles) .....	.....	14 00

#### SHRIMPS, LOBSTERS

Lobsters, medium and large, lb. ....	0 50
Prawns, lb. ....	0 30
Shrimps, lb. ....	0 30
Scallops, per gallon .....	4 00
<b>Oysters</b> —	
Ordinary, gal. ....	2 50
Cape Cod shell oysters, bbl. ....	14 00
5 gal. (wine) cans .....	12 50
1 gal. (wine) cans .....	2 25

Oyster pails (pints), 100.....	1 50
Oyster pails (quarts), 100.....	2 10
Clams, med., bbl. ....	10 00
<b>FRESH FROZEN SEA FISH</b>	
Herring, large sea, lb. ....	0 09
Herring, frozen, lake, lb. ....	0 08
Halibut .....	0 22
Halibut (medium) .....	0 24
Haddock .....	0 07½
Mackerel .....	0 14
Cod—Toms, bbl. ....	3 00
Cod Steak, fancy, lb. ....	0 10
Salmon, red .....	0 21
Salmon, pale .....	0 15
Salmon, Gaspe .....	0 26
Swordfish .....	0 21
<b>FRESH FROZEN LAKE FISH</b>	
Pike, lb. ....	0 10
Perch .....	0 12½
Whitefish, lb. ....	0 15
Whitefish (small) .....	0 09½
Lake trout .....	0 19
Eels, lb. ....	0 12
Doree .....	0 13

#### FRESH FISH

Barbotte .....	0 16
Haddock .....	0 08
Steak cod .....	0 09
Market cod .....	0 07
Carp .....	0 09
Dore .....	0 18
Lake trout .....	0 19
Brook trout .....	0 45
Pike .....	0 11
B.C. Salmon .....	0 26
Salmon (Gaspe) .....	0 26
Gaspereaux, lb. ....	0 06
Western Halibut .....	0 24
Eastern Halibut (chicken) .....	0 23
Eastern Halibut (med.) .....	0 25
Flounders .....	0 07
Perch .....	0 09
Bullheads .....	0 15
Whitefish .....	0 19
Whitefish (small) .....	0 09½
Eels .....	0 15
Mackerel, lb. ....	0 14
Smelts, No. 1 .....	0 19
Smelts, No. 2 .....	0 11
Smelts, No. 1 large .....	0 24
Shad .....	0 15
Swordfish .....	0 22

### Live Hogs Down; Meats Moving

**Toronto.**

**PROVISIONS.**—The decline of 75c in live hogs to \$19.50 fed and watered materialized towards the end of last week and bids fair to hold during the present week. There is, however, nothing much more uncertain than hogs and a change may result though this is not looked for at present. Dressed meats continue to move forward in increasing volume and trading generally is on an improved basis. Quotations hold firm and unchanged on the entire list at figures shown herewith.

<b>Hams—</b>	
Medium .....	0 37 0 39
Large, per lb. ....	0 34 0 35
<b>Bacon—</b>	
Plain .....	0 43 0 46
Trimmed, with rib in .....	0 47
Boneless, per lb. ....	0 48 0 50
<b>Bacon—</b>	
Breakfast, per lb. ....	0 39 0 44
Roll, per lb. ....	0 34
Wiltshire (smoked sides), lb. ....	0 36½ 0 39
<b>Dry Salt Meats—</b>	
Long, clear bacon, av. 50-70, lb. ....	0 30 0 31
Do., aver. 70-100, lb. ....	0 28½
Fat backs, per lb. ....	0 32 0 34
<b>Cooked Meats—</b>	
Hams, boiled, per lb. ....	0 53 0 55
Hams, roast, without dressing, per lb. ....	0 52½ 0 54½
Shoulders, roast, without dressing, per lb. ....	0 47 0 49
<b>Barrel Pork—</b>	
Mess pork, 200 lbs. ....	52 00 56 00
Short cut backs, bbl., 100 lbs. ....	60 00 62 00
Pickled rolls, bbl., 200 lb. ....	55 00 59 00
<b>Hogs—</b>	
Dressed, 70-100 lbs. weight... ..	28 09 29 00
Live, off cars .....	19 75
Live, fed and watered .....	19 50
Live, f.o.b. ....	18 75

### Steady Tone to Lard Market; Demand Better

**Toronto.**

**LARD.**—There is a very steady tone to the market this week and conditions generally are satisfactory. A little better demand is in evidence and a better movement is looked for from now forward.

Lard, pure, tierces, 400 lbs., lb. 0 30 0 30½  
In 60-lb. tubs, ¼-½c higher than tierces;  
pails ½-¾c higher than tierces, and 1-lb. prints,  
1½-1¾c higher than tierces.

### Shortening Demand Improving; Prices Hold

**Toronto.**

**SHORTENING.**—An improvement in the demand is noticeable, orders coming along with a little greater freedom. Prices have held firm and unchanged at following figures:

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26  
In 60-lb. tubs, ¼-½c per lb. higher than tierces;  
pails, ½-¾c higher than tierces, and 1-lb. prints,  
1½-1¾c higher than tierces.

### Very Good Movement of Margarine

**Toronto.**

**MARGARINE.**—Sales of margarine continue along a basis representing a very good total. Prices hold firm and unchanged, No. 1 being quoted at 32c to 33c per pound.

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

### Steady Tone in Butter Situation

**Toronto.**

**BUTTER.**—Whereas some weakness has been shown during the past couple of weeks and there is just a tendency that way even yet the market seems fairly steady. The demand is only nominal, production up to requirements and prices to the trade unchanged.

Creamery prints, fresh made ...	0 45	0 47
Creamery solids, fresh made .....	0 44	0 46
Dairy prints, choice, lb. ....	0 40	0 42
Dairy prints, lb. ....	0 38	0 40

### Quality Better; Egg Production Very Good

**Toronto.**

**EGGS.**—The quality shows up better and production is again on the increase. These are two points of interest in this market this week. Prices have held firm with carton eggs showing a 1c advance to 56c in some quarters; other lines are unchanged.

<b>Eggs—</b>	
New-laid, in cartons, doz. ....	0 54 0 55
Do., extras, doz. ....	0 50 0 51
Do., No. 1, doz. ....	0 47 0 48
Do., splits and No. 2, doz. ....	0 39 0 40

### Steady Position in Cheese Situation Holds

**Toronto.**

**CHEESE.**—The steady position ruling for some time in the cheese situation

shows no disposition to vary. A very fair movement is reported and prices hold unchanged.

**Cheese—**

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

**Fowl Shows Further Advances; Good Demand**

**Toronto.**  
**POULTRY.**—A further revision in prices on fowl has been made and the tendency is again upward. Live hens over 5 pounds are being bought at 27c to 29c, and under 5 pounds at 23c to 25c per pound. Selling prices to the trade, dressed basis, are for the light, 33-35c and heavy, 35-37c per pound. Ducklings show a little easier tone in prices to the trade of 35 to 38c per pound. Supplies are none too plentiful and are quickly absorbed by good demand.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks .....	\$0 16-8	\$.....
Duckling .....	0 25-4	.....
Turkeys .....	0 25-0 28	.....
Roosters .....	0 24	.....
Hens, over 5 lbs. ....	0 27-0 29	.....
Hens, under 5 lbs. ....	0 23-0 25	.....
Chickens, Spring, 2 lbs. or over .....	0 33-0 34	.....
Squabs, dozen .....	4 50	.....

Prices quoted to retail trade:

		Dressed
Hens, light .....	0 33	0 35
Do., heavy .....	0 35	0 37
Chickens, Spring .....	0 40	0 50
Ducklings .....	0 35	0 38
Turkeys .....	0 36	0 40

**Cod Higher; Whitefish Also Up; Supplies Fair**

**Toronto.**  
**FISH.**—Cod, heads on, is up 1c in new price of 8 to 8½c per pound. Salmon also shows a stiffer tendency ranging from 22-23c to 25-27c per pound. Whitefish is higher, being quoted this week at 15 to 16c per pound. Supplies of cod and haddock continue scarce and some sources report no mackerel available. Finnie haddie is selling at 14c per pound and fillets at 15-16c. Business is good on all lines available.

**FRESH SEA FISH**

Brills, dressed, lb. ....	0 10
Cod, steak, lb. ....	0 09½
Do., heads on .....	0 08
Flounders, lb. ....	0 10
Flukes .....	0 15
Halibut, medium, lb. ....	0 21
Do., chicken, lb. ....	0 20
Do., large .....	0 20
Haddock, heads on, lb. ....	0 08
Mackerel, lb. ....	13½
Plaice, dressed, lb. ....	0 10
Soles, dressed, lb. ....	0 10
Salmon, Red Spring, lb. ....	0 25
Do., Restigouche, lb. ....	0 25
Do., Saguenay, lb. ....	0 25
Do., Fresh, lb. ....	0 22

**FRESH LAKE FISH**

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

**TORONTO GENERAL MARKETS**  
 (Continued from page 40)

Onions, Home-grown, 100-lb. bag .....	4 00
Do., 75-lb. bag .....	3 00
Parsley, basket .....	0 40
Peppers, green, basket .....	0 40
Potatoes, Canadian, bag .....	2 25
Tomatoes, basket .....	0 45
Turnips, basket .....	0 30

**May Be Canadian Wheat For Canadian Mills**

**Toronto.**  
**FLOUR.**—Prices on wheat have been set as a result of the meetings held in Winnipeg last week but no definite announcement as regards the percentage of wheat to be allotted to the various mills has yet been made. The feeling prevails, however, that the Canadian mills will be allowed to operate on Canadian wheat for a period of some months at least. Some announcement as to conditions governing the milling situation for the next twelve months may be expected within the next two or three days.

**Production No More Than Equal to Demand**

**Toronto.**  
**FEEDS.**—The demand continues along very satisfactory lines and manufacturers are working night and day to keep up with orders. Even under increased production the available supply is quickly absorbed.

**Corn Products Show Stiffer Tone; Oats Too**

**Toronto.**  
**CEREALS.**—A stiffer tone is noticeable in corn products and rolled oats is also a little firmer. Whereas some quotations on cornmeal have been made of \$6.00 for 98s, prices generally range around \$6.25. Rolled oats which have been selling down to \$5.20 and \$5.30 are generally held at a \$5.50 base.

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s .....	7 00	8 00
Barley, pot, 98s .....	5 50	6 25
Barley Flour, 98s .....	6 50	7 00
Buckwheat Flour, 98s .....	6 50	7 00
Cornmeal, Golden, 98s .....	6 00	7 00
Do., fancy yellow, 98s .....	5 40	
Corn flour, white, 98s .....	6 00	6 50
Graham flour, 98s .....	6 00	7 00
Hominy grits, 98s .....	6 25	6 60
Hominy, pearl, 98s .....	6 25	6 60
Rolled oats, 90s .....	5 50	5 75
Oatmeal, 98s .....	6 00	7 00
Rolled wheat, 100-lb. bbl. ....	6 75	7 00
Rice Flour, per 100 lbs. ....	9 50	12 00
Rye Flour, 98s .....	7 50	8 00
Peas, yellow, split .....	10 00	10 50
Blue peas .....	0 11	0 15

Above prices give range of quotations to the retail trade.

**MANITOBA MARKETS**

**WINNIPEG, August 28.**—The trade is at sea at the present moment on account of the War Trade Board commandeering all this season's salmon pack, and the railways have been notified not to move any more such freight. This move will completely cut off all the trade's season supplies. The order applies to all red and pink salmon. There is, however, the feeling among jobbers that the board will allow certain quantities to be released under permit, and at present trade in this commodity is stagnated, waiting for such a move by the board. Prices on salmon are very high at the present time.

**Prunes Are Scarce And Prices High**

**Winnipeg.**  
**DRIED FRUITS.**—There was a good demand for dried fruits all week. Prunes are scarce and prices high on account of wholesalers undergoing considerable difficulty in obtaining them from the south, a special permit being required for their shipment. On account of these delays prices on spot stocks have advanced and are expected to go still higher in the near future.

**Expect Decline in Price of Beans**

**Winnipeg.**  
**BEANS.**—The market has been only fair all week and a gradual decline in price from now on is predicted by jobbers.

**Canned Raspberries Are Now on the Market**

**Winnipeg.**  
**CANNED FRUITS.**—Canned rasp-

berries are now on the market at price of \$8.35 per crate of 2 dozen. This price is about 40 per cent. higher than last year. The high price is sure to reduce sales considerably. No definite price has been quoted on canned tomatoes but indications are that a large quantity of good quality tomatoes will be placed on the market at \$1.40 per case of 2 dozen.

**Coffee Market Firm; Expect Price Advance**

**Winnipeg.**  
**COFFEE.**—The market has been very firm but the trade is looking for higher prices on all grades on account of the increase in insurance on shipping caused by the submarine trouble.

**Condensed Milk Prices Jump 25 Cents**

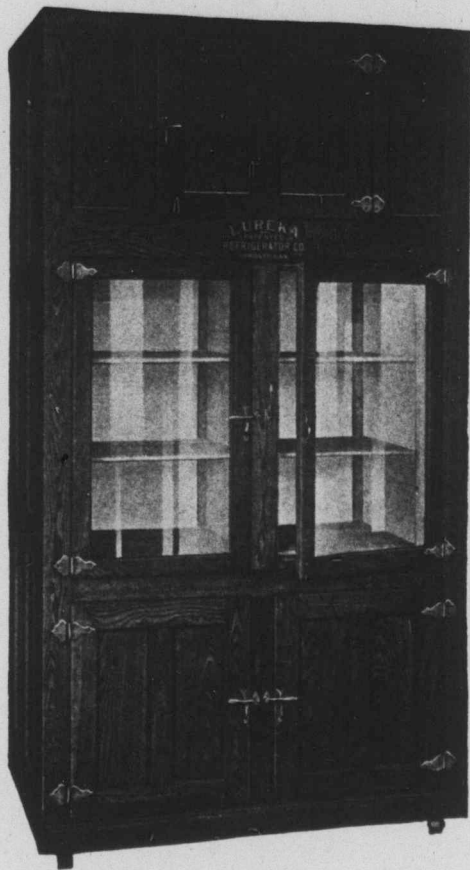
**Winnipeg.**  
**CONDENSED MILK.**—All grades of condensed milk jumped 25 cents per case last week.

**Vegetable Prices Lowest For The Season**

**Winnipeg.**  
**FRUIT AND VEGETABLES.**—Large quantities of every vegetable are now on the local market and prices are now at the lowest point of the season and no further declines are expected. The back lots of Winnipeg are now yielding their harvest, causing the heavy influx. Potatoes took a drop in price during the week, now selling at 85 cents a bushed wholesale.

**TRAVELLERS WANTED—FOR WHOLESALE** grocery, old established business. None but first-class salesmen need apply. Good opening for right men. Country and city. Warren Bros. & Co., Queen and Portland Sts., Toronto.





## The EUREKA REFRIGERATOR

*Preserves Food at a Minimum Cost*

The nearby cut shows you one of the many Eureka models—refrigerators that are built upon the practical and scientific knowledge acquired through a 30 years' experience in refrigerator making.

Fresh Meats in a Eureka keep longer and purer (in an unfrozen state) than in any other known refrigerating device.

And Eureka construction affords better display facilities—which, in turn, mean more sales.

Send to-day for the Eureka Catalog. Mailed free without obligation.

### Eureka Refrigerator Company, Limited

11 Colborne Street, Toronto

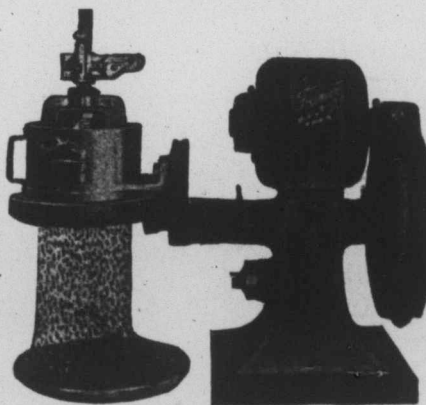
*Save Food Now—We Can Help You*

Telephone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.

## WIN THE WAR BY SAVING EVERYTHING

### How about your Scrap Bone?



Don't kick at the high price of eggs. It's not her fault; feed her **Ground Bone** and she's got to lay 'em.

How about a machine?

Write for catalogue and price list on these machines. All styles.

### The W. A. Freeman Co., Limited

HAMILTON, ONT.

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

## P. E. I. PRODUCE

We solicit your enquiries for

POTATOES

FULL COOKED DINNERS

SEED POTATOES

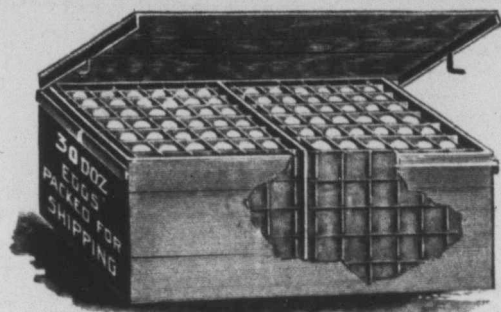
P. E. I. CLAMS

### Carvell Bros.

*Wholesale Grocers and Produce Merchants*

CHARLOTTETOWN - - - P. E. I.

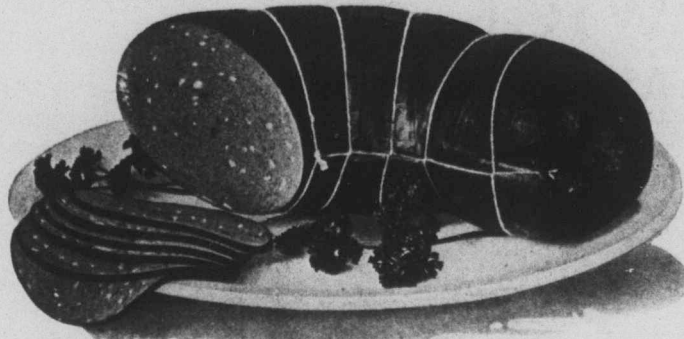
## THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA



***Here's a popular line for the Summer months  
—a product that EVERYBODY likes!***

**M**AKES you hungry to look at it—doesn't it? And it tastes every bit as good as it looks. A few thin slices with fresh vegetable salad make a light, appetizing repast—and it's equally good for sandwiches.

*Davies Quality Bologna* is prepared in our own sanitary kitchens from choice pork and beef—tastily seasoned—then smoked over hardwood fires. *It contains no artificial coloring of any kind.*

Moderately priced, too. Each sausage weighs from five to eight pounds.

If you want to feature a good, quick selling line on your provision counter—order *Davies Bologna* and see how well it takes with your customers.

Other excellent lines include *Davies Ham Bologna*—*Davies "Lakeside" Bologna*—*Davies Belforts*—*Davies Wieners*—all *quality* products, and dandy sellers.

Our Traveller will take your order—or we shall be pleased to have you drop us a postal card.

Meet us at the Canadian National Exhibition  
in the Dairy Building and Manufacturers Building

THE **DAVIES** COMPANY  
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

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



# BRUNSWICK BRAND SEA FOODS

—the lines of customer  
satisfaction and good  
profits

The well-established popularity of Brunswick Brand Sea Foods is a bankable asset to every live Canadian Grocer.

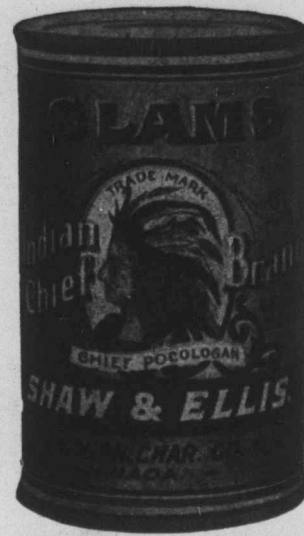
There is guaranteed customer-satisfaction in every can bearing the Brunswick Brand label and why should there not be when you consider the extreme care and attention exercised in the processing and packing of these first quality Sea Foods?

Let your customers know you sell and recommend the Brunswick Brand lines. Note complete list below:



¼ Oil Sardines  
¼ Mustard Sardines  
Finnan Haddies  
(Oval and Round Tins)  
Kipperd Herring  
Herring in Tomato Sauce  
Clams

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



## INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces.

Why not order a trial supply to-day?

**SHAW & ELLIS**  
POCOLOGAN, N.B.



# The consumer knows

Only the Choicest of  
Products are worthy  
to bear the mark

## “Swift’s Premiums”



In thousands of Households in every part of Canada, Swift's Premium stands for Purity—Cleanliness—Economy—Best Results. “Swift's Premium” is demanded by those who appreciate QUALITY.

You can sell more Swift's Premium Oleomargarine to-day because it is well advertised, well made and well thought of by all present users. This “Premium” food product is appetising in appearance and delicious in flavor. Made solely from the choicest of Oleo Oil, Neutral, Vegetable Oils, Butter, Milk and Salt. Government inspected throughout the entire process of manufacture. Sold in handy sanitary packages. Order through our salesman, or write direct for trial shipment.

*We cordially invite every dealer to visit our displays in the Dairy and Manufacturers' Building and Pure Food Show when attending the Canadian National Exhibition, Toronto*

# Swift's Premium Oleomargarine

Swift Canadian Co.  
Limited

Toronto

Winnipeg

Edmonton

License No. 13-170, 13-171, 13-172





## Have No Hesitation

in choosing

## 'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

## SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

## Use "Canada's Best" Maple Syrup And Conserve Sugar

Maple Butter

Maple Cream Chocolates

Maple Sugar

Best 10c Seller

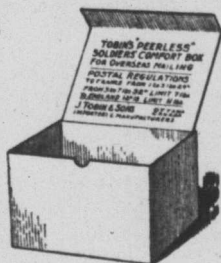
Ask for Baine's Confections

## Canada Maple Exchange, Limited, Montreal

CANADA FOOD CONTROL, License No. 11-499.

## Tobin's "Peerless" Soldiers' Comfort Boxes

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



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

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

## Dole Bros. Hops & Malt Co. BOSTON, MASS., U.S.A.

### "SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed  
for the Canadian trade, in cases of 10, 15  
or 30 lbs. each, containing 1/4, 1/2 or 1-lb.  
packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

## Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal  
—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese  
Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Shep-  
pard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese  
Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—  
The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

## 1918 Pack Now Ready

These Jams are so excellent in quality  
that they sell readily to the most par-  
ticular jam users.

Furthermore, there's a margin of profit  
on every sale that makes displays  
worth while.

FURNIVALL-NEW, Limited

Hamilton, Canada

## FRED COWARD

402 Spadina Ave., Toronto

*Importer and Packer of Grocers' Sundries, etc.*

	Dozen	
"Lightning" Coffee Essence, 8-oz. square bottles (3 doz. in carton)	\$2.80	
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton)	1.40	
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton)	.90	
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton)	.90	
Potato Flour, 10-oz. packages (3 doz. in carton)	1.35	
Potato Flour, 3½-lb. bags	6.00	
Ground Rice, "Special Grain," 10-oz. packages (3 doz. in carton)	1.10	
Ground Rice, "Special Grain," 3½-lb. bags	5.28	
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton)	1.45	
Marrowfat Peas, bulk, prices on application.		

Freight paid up to 35c per 100 lbs., or  
**Better still—ask your wholesale grocer for the above lines.**



**WHEN** you sell **COW BRAND BAKING SODA** you are helping the housewife economize as it does not require as much **COW BRAND** as cheap bulk soda—and the results are better.

**Church & Dwight, Limited**  
 Manufacturers - - MONTREAL

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

## CANNING SHOOKS

ON HAND

Write or wire for prices.

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

ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Ottawa, Ont.	Montreal, Que.
Edmonton, Alta.	St. John, N.B.	Quebec, Que.
Halifax, N.S.	Vancouver, B.C.	Toronto, Ont.
London, Ont.	Victoria, B.C.	Winnipeg, Man.
	Hamilton, Ont.	

Reputation gained by long years of vigorous, conscientious and successful work.

**THOMAS C. IRVING,** General Manager  
 TORONTO, CANADA. Western Canada

## "McCASKEY" ACCOUNT SYSTEMS

For Every Business.

Send for booklet —

"A Credit Plan That Works."

**McCASKEY SYSTEMS, LTD.**

245 Carlaw Avenue  
 TORONTO



## 15 cents VOLPEEK MENDS POTS & PANS



Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek. Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in "two minutes or less." Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal

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



# Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



**TAPATCO**  
REGISTERED BRAND TRADE MARK



Ask Your Jobber  
TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and  
Textile Company  
Chatham, Ontario

## The Megantic Broom Mfg., Co., Ltd. Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.



### Represented by

Boivin & Grenier, Québec.  
Delorme Frère, Montréal.  
J. Hunter White, St. John, N.B.  
H. D. Marshall, Ottawa.  
Harry Horne Co., Toronto.  
Tomlinson & O'Brien, Winnipeg.  
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

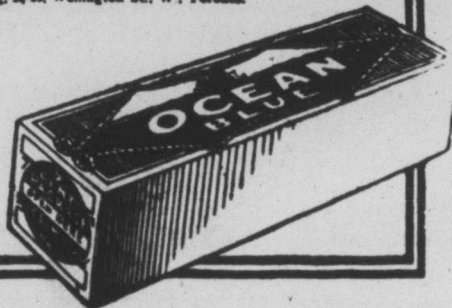
Don't hide the fact that you sell

# OCEAN BLUE

You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

Order from your Wholesaler.

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



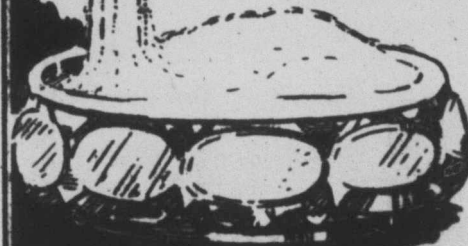
# CENTURY SALT



---a salt that's  
easy to sell

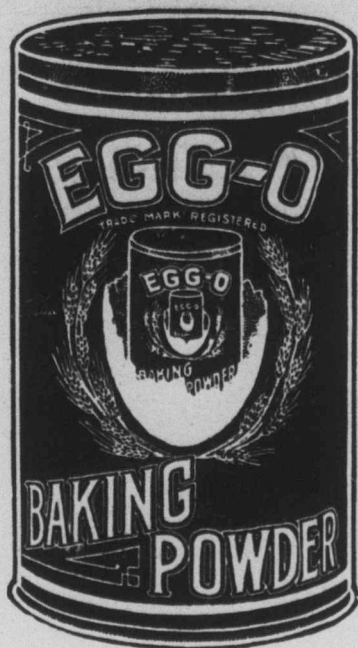
—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure  
your stock  
is well displayed.



THE DOMINION SALT CO LIMITED  
SARNIA. ONT.

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



# Help Win the War!

When selling foods put up in TINS urge your customer to take packages twice the size they have been buying, this will

**Save 35%**

of the tin which is needed, not only for food but for munitions.

*Sell the larger sizes of Egg-O Baking Powder*

Note.—Every time you sell a customer a 2½ pound can of Egg-O you have her Baking Powder trade cinched for 2½ times as long as if you sold her a pound can. You can sell it to her cheaper, at less expense, and make a larger profit. Figure it out for yourself. And remember this:

IT IS A PATRIOTIC DUTY TO SAVE ALL YOU CAN.

## Egg-O Baking Powder Company, Limited

HAMILTON, ONT.



**She Will Come Back**

Your customers will come back to you with smiles of real satisfaction after they have tried the

**KEYSTONE HOUSEHOLD BRUSHES**

you sold them. Keystone Brushes will bring you more trade, they will make satisfied customers and they will yield you a splendid profit.

Write for prices to

**STEVENS-HEPNER CO., Limited**  
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

## War Conditions

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

# SPRATT'S DOG CAKES

## Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

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

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

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



# Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

## QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

### BAKING POWDER

#### ROYAL BAKING POWDER

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

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

### JAMS

#### DOMINION CANNERS, LTD.

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

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 00
Currant, Black	3 20

Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

### DOMINION CANNERS, LTD.

#### CATSUPS—In Glass Bottles

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

### BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35

## Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all Industries using LICORICE in any form.

Made in Canada by

**National Licorice Company MONTREAL**



A dandy substitute for eggs—the best obtainable—and one that always gives satisfaction.

Pronounced "Real Egg." In packages of four different sizes.

Show it in your displays and recommend it.

It's worth while.

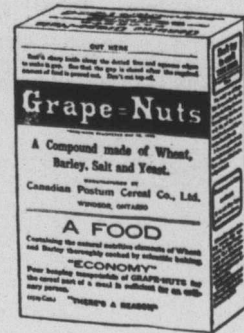
**RELEG CO. Regd. Quebec, Canada**

# Among Prepared Cereals

THERE IS NO FOOD THAT COMPARES WITH

# Grape-Nuts

This steady seller is a constant repeater with the best trade. And there's no risk involved, for the sale of every package is guaranteed.



## No Spoilage

CANADIAN POSTUM CEREAL CO. LTD., Windsor, Ont.

## Now that the Warm Weather is Here

You will have a demand for a Good Relish to be eaten with cold lunches and for making sandwiches for that outing.

Order Taylor & Pringle Co.

		Per Doz.
Universal Fruit Sauce	8-oz.	\$1.80
Chili Sauce	10-oz.	1.90
Tomato Chutney	10-oz.	1.90
East India Relish	10-oz.	1.90

Distributors :

MacLaren Imperial Cheese Co., Limited, Toronto  
 Fearman Bros., Limited, Hamilton  
 E. Cutmore, Brantford

**Taylor & Pringle Co.**  
 Limited

MANUFACTURERS OWEN SOUND  
 Canadian Food Board License No. 14-153

Hand her a jar of

## OLIVE BUTTER



and note how its tasty wholesomeness will win her instant approval.

Olive Butter is an extra delicious table delicacy, made from the very purest ingredients — Selected Pure Spices, Olives, Pimento and Malt Vinegar.

The goodness of Olive Butter will make many extra sales for you and add materially to the prestige of your store.

Order a trial supply.

**E. W. Jeffress, Limited**  
 WALKERVILLE, ONT.



THERE'S A WONDERFUL SALE FOR  
**COPELAND'S**

DIAMOND C BRANDS

Corn Flour  
In 3 1/2, 7, 24, 49, 98 lbs.

and  
Copeland's  
Diamond C Brand



Corn Meal  
in 98-lb. sacks.

Milled from the highest grade American corn.

**G. COPELAND & SONS**

Millers and Grain Dealers  
MIDLAND and PENETANG, ONT.  
HEAD OFFICE, MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

**FINEST CRYSTAL  
GELATINES**

Powdered and Sheet

**FINE LEAF GELATINE**

BRITISH MANUFACTURE

**GELATINE**

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

SOLE AGENTS FOR CANADA

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

**CALIFORNIA FRUIT CANNERS  
ASSOCIATION**

**CALIFORNIA RIPE OLIVES  
DEL MONTE BRAND**

Size—  
2 1/2-quart Tall Cylinder Can  
No. 1 Pint Cylinder Can ....  
No. 16 Jar .....  
No. 4 Jar .....  
No. 10 Can .....

**YUBA BRAND**

2 1/2-quart Tall Cylinder Can.  
No. 1 Pint Cylinder Can ...  
No. 10 Can .....

**BORDEN MILK CO., LTD.,  
CONDENSED MILK**

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

**EVAPORATED MILK**

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

**CONDENSED COFFEE**

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

**CARNATION MILK PRODUCTS  
CO., LTD.**

All points east of and including  
Fort William, in Ontario, Quebec  
and Maritime Provinces.

**EVAPORATED MILK.**

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

**W. CLARK LIMITED,  
MONTREAL.**

Compressed Corn Beef—1/2s, \$2.90;  
1s, \$4.45; 2s, \$9.25; 6s, \$34.75;  
14s, \$80.  
Lunch Ham—1s, \$6.45; 2s, \$13.50.  
Ready Lunch Beef—1s, \$4.45; 2s \$9.  
\$4.95; 2s, \$9.90.  
Boneless Pig's Feet—1/2s, \$2.90; 1s,  
\$1.95; 1s, \$9.90.  
Ready Lunch Veal Leaf—1/2s, \$2.40;  
1s, \$4.45.  
Ready Lunch Beef-Ham Leaf—1/2s,  
\$2.40; 1s, \$4.45.  
Ready Lunch Beef Leaf—1/2s, \$2.40;  
1s, \$4.45.  
Ready Lunch Asst. Leaves—1/2s,  
\$2.45; 1s, \$4.50.  
Geneva Sausage—1s, \$4.95; 2s, \$9.45  
Roast Beef—1/2s, \$2.90; 1s, \$4.45;  
2s, \$9.25; 6s, \$34.75.  
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s,  
\$34.75.  
Jellied Veal—1/2s, \$2.90; 1s, \$4.45;  
2s, \$9.

Cooked Tripe—1s, \$2.45; 2s, \$4.45.  
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.  
Stewed Kidney—1s, \$4.45; 2s, \$8.95  
Mince Collops—1/2s, \$1.95; 1s, \$3.75;  
2s, \$6.95.

Sausage Meat—1s, \$4; 2s, \$7.75.  
Corn Beef Hash—1/2s, \$1.95; 1s,  
\$3.70; 2s, \$5.45.  
Beef Steak and Onion—1/2s, \$2.90;  
1s, \$4.45; 2s, \$8.45.  
Jellied Hocks—2s, \$9.95; 6s, \$29.80.  
Irish Stew—1s, \$3.45; 2s, \$6.75.  
Cambridge Sausage—1s, \$4.45; 2s,  
\$8.45.

Boneless Chicken—1/2s, \$5.90; 1s,  
\$8.95.  
Boneless Turkey — 1/2s, \$5.90; 1s,  
\$8.95.

Ox Tongue—1/2s, \$3.85; 1s, \$7.95;  
1 1/2s, \$12.45; 2s, \$15.95; 2 1/2s,  
\$17.50; 3 1/2s, \$27; 6s, \$45.

Lunch Tongue—1/2s, \$3.45; 1s, \$6.75;  
2s, \$15.50.

Tongue Lunch—1s, \$6.75.  
Beef Suet—1s, \$4.90; 2s, \$8.50.  
Mince Meat (Tins)—1s, \$2.95; 2s,  
\$4.45; 5s, \$12.95.

Mince Meat (Bulk)—5s, 23c; 10s,  
22c; 25s, 21c; 50s, 20c; 85s, 20c.

Chateau Brand Pork and Beans,  
with Tomato Sauce—Ind., \$1.10;  
1s, \$1.75; 2s, \$2.55; 3s, \$3.85.  
With Plain Sauce—Ind., \$1; 1s,  
\$1.65; 2s, \$2.40; 3s, \$3.40.

Chateau Brand Concentrated Soups  
—Celery, 1s, \$1.25; Consommé,  
1s, \$1.25; Green Peas, 1s, \$1.25;  
Julienne, 1s, \$1.25; Mulligatawny,  
1s, \$1.25; Mutton Broth, 1s,  
\$1.25; Ox Tail, 1s, \$1.25; Pea, 1s,  
\$1.25; Scotch Broth, 1s, \$1.25;  
Vegetable, 1s, \$1.25; Chicken, 1s,  
\$1.65; Mock Turtle, 1s, \$1.65;  
Tomato, 1s, \$1.65; Vermicelli To-  
mato, 1s, \$1.65; Assorted, 1s,  
\$1.35; Soups and Bouilli, 1s,  
\$1.50.

Clark's Pork and Beans, Tomato  
Sauce, Blue Label—Ind., 95c; 1s,  
\$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s,  
\$2.95; 3s, talls, \$3.35; 6s,  
\$12; 12s, \$20.

Plain Sauce, Pink Label—Ind.,  
85c; 1s, \$1.15; 1 1/2s, \$1.65; 2s,  
\$1.95; 3s (talls), \$2.50; 3s (talls),  
\$2.95; 6s, \$10; 12s, \$18.

Chili Sauce (red and gold label)—  
Ind., 95c; 1s, \$1.25; 1 1/2s, \$1.90;  
2s, \$2.30; 3s (flat), \$2.95.

Vegetarian Baked Beans and To-  
mato Sauce—2s, \$2.25.

Sliced Smoked Beef—1/2s, \$2.35; 1s,  
\$3.45; 4s, \$24.

Canadian Botted Dinner—1s, \$2.45;  
2s, \$5.95.

Army Rations—Beef and Vegetables,  
1s, \$3.45; 2s, \$5.95.

Spaghetti with Tomato Sauce with  
Cheese—1/2s, \$1.85; 1s, \$2.50; 2s,  
\$4.80.

Tongue, Ham and Veal Pates—1/2s,  
\$2.25.

Ham and Veal Pates—1/2s, \$2.25.

Smoked Vienna Style Sausage—1/2s,  
\$2.45.

Pate DeFoie—1/4s, 75c; 1/2s, \$1.40.

Plum Pudding—1/2s, \$2.45.

Potted Beef Ham—1/4s, 75s; 1/2s,  
\$1.40.

Beef—1/4s, 75c; 1/2s, \$1.40.

Potted Tongue—1/4s, 75c; 1/2s, \$1.40.

Potted Game (Venison)—1/4s, 75c

Potted Veal—1/4s, 75c; 1/2s, \$1.40.

Potted Meats (Assorted)—1/4s, 80c;  
1/2s, \$1.45.

Devilled Beef Ham—1/4s, 75c; 1/2s,  
\$1.40. Beef—1/4s, 75c; 1/2s, \$1.40.

Devilled Tongue—1/4s, 75c; 1/2s,  
\$1.40. Veal—1/4s, 75c; 1/2s, \$1.40.

Devilled Meats (Assorted)—1/4s, 80c;  
1/2s, \$1.45.

**In Glass Goods**

Fluid Beef Cordial—20 oz. bottle,  
\$10; 10 oz., \$5.

Ox Tongue — 1 1/2s, \$14.50; 2s,  
\$17.50.

Lunch Tongue—1s, \$9.95.

Sliced Smoked Beef—1/4s, \$1.75;  
1/2s, \$2.85; 1s, \$4.15.

Mincedmeat—1s, \$3.45.

Potted Chicken—1/4s, \$2.35.

Ham—1/4s, \$2.35.

Tongue—1/4s, \$2.35.

Venison—1/4s, \$2.35.

Chicken Breast—1/4s, \$9.95.

Tomato Ketchup—8s, \$2.25; 12s,  
\$2.80; 16s, \$3.50.

Peanut Butter—1/4s, \$1.45; 1/2s,  
\$1.95; 1s, \$2.45; in pails, 5s, 33c;  
12s, 31c; 24s, 30c; 50s 30c.

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

# Looking for a Man?

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

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

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

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

Make your advertisement brief—like a telegram.

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

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

**Canadian Grocer**  
143-153 University Ave.  
Toronto

## WESTERN CROPS ARE BETTER NOW BY 25 PER CENT.

“EXCEPTIONALLY favorable weather conditions have improved all crop prospects in Saskatchewan by 25 per cent. during the past two weeks.”

This good news comes direct by wire to THE FINANCIAL POST from Hon. W. R. Motherwell, Minister of Agriculture for Saskatchewan.

“Encouraging news also comes from other sources,” writes F. M. Chapman, editor of the “Farmers’ Magazine,” in his regular report on crops secured from the most authoritative sources throughout the Dominion, and published each week in THE POST.

Adverse weather conditions did much harm to the crops at critical stages, but better weather has arrived to help the recuperative powers of the Western wheat-fields.

This does not argue an outlook for opulence and extravagance, but the president of a great Canadian financial concern who is a close reader of THE POST, and values its business news and far-seeing comment, declared that he anticipated little hardship as a result of crop shortages, and looked forward to good business in the coming six months. Speaking of THE FINANCIAL POST he said: “Your paper is doing good work in giving business men the right attitude to Canadian affairs of importance.”

### CONTENTS OF THE POST THIS WEEK

Just note these headlines from THE POST of August 24th. They do not include all POST contents, but indicate some important matters:

New Issue of Victory Loan at 100 Flat. Hon. Mr. Motherwell Says Crop Better by 25 P.C.

Steel Plant Contemplated at Trail, B.C. Better to Adapt Old Houses Than to Build New.

Victory Loan Funds Needed to Pay War Debts Abroad.

New Stock for Arrears in Macdonald Company.

B.C. Electric Co. is Now Defied by Mayor Gale.

Canada Bread Had a Surplus After Dividends.

No Early Sign of Paying Off Canada Car Dividends.

British Producers Opposed to Aliens.

Canada's Exports of War Munitions Show Decline.

Building of Pleasure Cars May not Go On. Reciprocal Trade Compact With United States.

St. Catharines Gas Plant Lost \$8,000 a Year.

Western Cities Show Falling Off in Bank Clearings.

Bank Manager Wants Privilege of Selecting Girls.

Banks Worried Over Bunders Made With Bonds.

Digging Up Dividends by Care of Employees' Teeth.

Why New York Funds Are at a High Premium.

Clearing the Decks for Campaign of Next Victory Loan.

South Vancouver Demands Recall of Commissioner.

Canada's Coal Ration From the United States.

Besides these special articles, there are many other business news items and articles, also a full service of news of Canadian Securities, advice to investors and important figures in relation to investments. Send for a free copy and trial subscription to THE POST. Use this form.

The MacLean Publishing Company,

153 University Ave., Toronto.

Send me my first copy of THE FINANCIAL POST of Canada FREE, and enter my name for subscription at \$3.00 per year. I will send payment on receipt of bill or you may draw on me for this.

Name .....

Address .....

C.M. 8C

## Foreign and Domestic FRUITS AND VEGETABLES

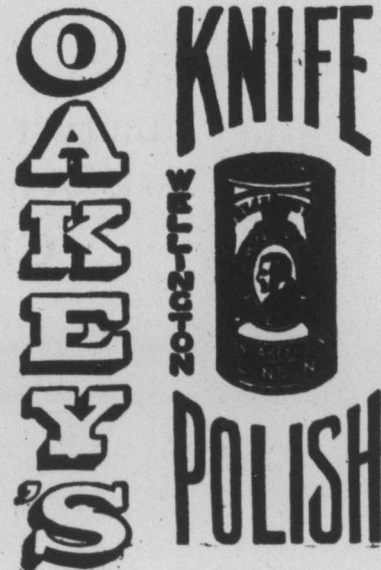
## BUTTER AND EGGS

For Fall Delivery

Get in touch with us to-day

**Lemon Bros.**  
OWEN SOUND, ONT.

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



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

Geo. B. Jenkinson, 43 Queen St. East,  
Toronto, and J. E. Huxley & Co., 220  
McDermid St., Winnipeg.





450,000 homes in Canada are now using  
the new fish food

## CHICKEN HADDIES

LILY BRAND

Are you taking advantage of this opportunity to get your share of the increased sale of fish foods by stocking

**CHICKEN HADDIES**



LICENSE No. 1-148

### MARITIME FISH CORPORATION, LIMITED

Head Office and Sales Dept.  
MONTREAL

Plants at Canso, N.S.  
and Digby, N.S.

**D**URING the next two weeks local fruits, such as peaches and plums, will be arriving in large quantities, also Canadian Musk Melons.

Imported fruits, such as Oranges, Lemons and Bananas, always in stock.

We solicit your orders, knowing that we can give you satisfaction.

Are you getting our weekly mailing list?

**McBRIDE BROS.**  
TORONTO

## Local Fruits

The Canadian Peach Crop will be moving in a few days. The crop is light, but we will, as usual, market the crops of the principal growers.

**Cantaloupes, Plums, Peppers, Egg Plant**  
arriving freely.

## FOREIGN FRUITS

Pears, Peaches, Plums, Grapes, Apples

The best of everything.

**WHITE & CO., LTD.**  
Main 6243  
TORONTO

## CANADIAN

**Peaches, Plums, Apples and Huckleberries** now arriving daily.

**Tomatoes**, arriving in liberal quantities. Quality fine. Prices low.

**Cantaloupes**. Fine eating quality. Prices reasonable.

## CALIFORNIA

Peaches, Pears, Plums, Apples. Quality excellent. Prices lower.

Also

California Oranges and Lemons. Fresh cars of both this week.

*The House of Quality.*

**HUGH WALKER & SON**  
Established 1861  
Guelph, Ontario

## Preserving Time

We can fill any order for **BLUEBERRIES, PEACHES, PLUMS, PEARS, CUCUMBERS, TOMATOES.**  
Now most abundant.

### APPLES

Fancy California Gravensteins  
Fine Ontario Duchess

### ORANGES, LEMONS

### BANANAS

We are headquarters for the finest stock in New Ontario.

**CALIFORNIA DECIDUOUS FANCY MALAGA GRAPES, PEACHES, PEARS, PLUMS**

**DUNCANS LIMITED**  
NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS





# Custard that Compels Custom

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

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

It will pay you well to display

## FREEMANS DEVONSHIRE CUSTARD

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

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

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



**When** in need of  
**Wrapping Paper**  
**Twines & Cordage**

**B**rooms  
 Brushes  
 Baskets

**Grocers' Sundries**

**Walter Woods & Co.**

Hamilton and Winnipeg

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# BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

**Vogans** Overseas  
**CAKE**

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

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

**BARRELS**

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

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

**SUCHARD'S COCOA**

The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.  
**FRANK L. BENEDICT & CO.**  
Agents Montreal

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

**MARKET BRIEFS**

Matches show a further advance ranging from 15 to 25c per case. The Silent Parlor 500's, Golden Tip and Buffalo are up 25c, while the Home Brand and Silent 200's are up 15c case.

\* \* \*

New prices named on honey show a stiff advance over opening prices last year. Clover honey in 60 lb. tins is being quoted at from 24 to 28c per pound. Comb honey, No. 1, is being offered at \$3.75 to \$4.25 per dozen. Crop estimates vary from "very short" to "ample supplies."

\* \* \*

High prices named on canned salmon a couple of weeks ago were termed almost prohibitive. It is possible rumors of this reached the ears of the War Purchasing Commission and influenced the purchase of the B. C. salmon pack. At any rate the purchase has been made and, it is said, includes all the best grades of salmon, sock-eyes, red springs, cohoes and pinks, leaving only the cheaper brands for domestic trade. The situation is undoubtedly serious in many respects but the feeling prevails that if these are for the war needs of Great Britain or our other allies there is nothing whatever to be said—Canada will do without.

**MINCEMEAT**

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

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¾-INCH CUSHION FILLERS  
CORRUGATED FLATS  
**The TRENT MFG. CO., Ltd.**  
TRENTON - - ONTARIO

**CHOCOLATTA**

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

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

**SUGAR BAGS**  
With or Without Liners  
**E. Pullan, Toronto**

**GROCERS & BUTCHERS**

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

Order a space before they are all taken.

**Pork Curing Plant for Sale**

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



# Wanted

## CLASSIFIED ADVERTISING

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

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

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

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

### WANTED

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

**AGENCIES WANTED FOR THE CITY OF** Ottawa. By young man calling on Grocers and Hardware firms. Corn brooms or other supplies. A. Thompson, 14 Pansy Ave., Ottawa, Ont.

### FOR SALE

#### BUSINESS CHANCES.

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

**GROCERY BUSINESS AND STAND.** Bargain for quick buyer. Box 425, Canadian Grocer.

**GENERAL STORE IN A GOOD SECTION** AND doing a good business. Stock about \$4,000 reduced to suit purchaser. Owner, giving up business. Box 423, Canadian Grocer.

### SITUATIONS VACANT

**WANTED—EXPERIENCED GROCERY CLERK** at once. Send recommendation and salary expected. Box 428, Canadian Grocer.

**EXPERIENCED CLERK WANTED — MUST** speak English and French, and be a good salesman. Good salary paid to the right man. Apply by letter to J. E. Baillargeon, Farnham, Que.

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

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

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

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

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

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

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

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

### FIXTURES FOR SALE

**HAZARD CASH CARRIER ;FOUR STANDS** (one American), half price. Box 426, Canadian Grocer.

### FOR SALE

**GENERAL MERCHANDISE BUSINESS.** Smart village, County Grey. Clean stock. About \$10,000. Store can be bought or rented. Reasons, poor health. Box 427, Canadian Grocer.

## 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.



## PAPER BALERS

Turn Waste Into Profit

Made in 12 sizes.

Send for catalog.

Climax Baler Co.

Steel "Fireproof" Hamilton Ontario

## Say the Word—

and we'll get your money for you

You are losing money every day on those bad accounts scattered through your books.

Let us get this money for you. We have the necessary qualifications that guarantee quick results. We collect everywhere.

Full particulars and sample of our special form on request.

### NAGLE MERCANTILE AGENCY

Westmount (Montreal), Que.

Established 1909.

CANADIAN GROCER

# Del Monte

## CALIFORNIA CANNED FRUITS & VEGETABLES, DRIED FRUITS & RAISINS

### Business Patriotism that Means Better Business

Your customers are today using more canned fruits and vegetables—more dried fruits, raisins, prunes, etc. than ever before. And they want quality above everything else.

DEL MONTE advertising has made them acquainted with the superior quality, economy and convenience of everything that bears the DEL MONTE shield. They know also that DEL MONTE Products are real conservation foods.

All of which means easy sales, quick turnovers and real patriotic co-operation with the government for the dealer who is prepared to go "over the top" with DEL MONTE.

We are doing our best to supply the increasing demand, but never before has the call for DEL MONTE Products been as heavy as it is right now. *Order through your jobber.*

CALIFORNIA PACKING CORPORATION  
San Francisco, California

The DEL MONTE Brand covers a wide line of fruits, vegetables and food specialties, including all varieties of California Canned Fruits and Vegetables; Jellies, Jams, Preserves, Catsup, Olives, etc.; Hawaiian Pineapple; Dried Fruits and Raisins—all famous for their goodness and purity—all of the same high DEL MONTE quality.





CANADIAN GROCER

# CANADA'S FINEST STORE

## Equipped with Dayton Scales



P. BURNS & COMPANY'S STORE, CALGARY, ALTA.

**W**HY is it that the brightest and most progressive merchants in Canada always prefer the Dayton Scale? There must be a reason. There is. The Dayton Automatic Scale gives the best value, the longest life, the most accurate and positive service of any weighing machine on earth. It is the bright merchant who quickly recognize these highly important facts.

Do not be afraid to be influenced by successful men. Their trail leads to success. The Dayton Automatic Scale guarantees you your profits—it guarantees absolutely accurate weight and accurate price computations, instantaneously. With many "green" clerks these days and immensely more valuable stocks the merchant absolutely needs the protection of the Dayton Automatic Scale.

Send for our latest catalogue to-day—just off the press.

## DAYTON AUTOMATIC SCALES

### Royce and Campbell Avenues, Toronto

Manufactured by INTERNATIONAL BUSINESS MACHINES COMPANY, LIMITED

FRANK E. MUTTON, Vice-Pres. and Genl. Mgr.

Head Office and Factory, TORONTO, ONT.

Also Makers of International Time Recorders and Hollerith Electric Tabulators.