

**PAGES
MISSING**

CANADIAN GROCER

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

Vol. XXXI.

PUBLICATION OFFICE: TORONTO, JUNE 1st, 1917

No. 22

St. Lawrence



Granulated

Perfection in Sugar.

You can get any sized grain your customers prefer. Fine, medium or coarse.

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

Every Grocer can sell this useful pottery



And the margin of profit on every sale makes it a stock worth carrying.

The three lines shown were selected at random from our big illustrated list which will be forwarded you on request.

Just drop us a card and let us show you the dozens of beautiful household utensils, in this line—send it right now. Preserving and other home economies will create a big demand for this splendid pottery. Get your share.



Shoulder Syrup Jugs

- 1/2 gallon Imperial.. \$1.44 per dozen
- 1 gallon Imperial.. 1.92 per dozen
- 2 gallon Imperial.. 3.84 per dozen

Self-Sealing Jars

Hold about 130 ozs. Suitable for pickles, olives, preserves, etc. These jars are absolutely airtight.

Prices upon application

Meat Tubs

(Dark glazed inside. Acid proof)

	Without Cover each	With Cover each
8 gallon.....	\$.96	\$1.32
10 gallon.....	1.20	1.56
12 gallon.....	1.44	1.80
15 gallon.....	2.10	2.66
20 gallon.....	2.80	3.36
25 gallon.....	4.00	4.96
30 gallon.....	4.80	5.76
35 gallon.....	7.00	9.40
40 gallon.....	8.00	10.40
50 gallon.....	10.00	12.40

75 to 500 gallon sizes to order only

These jars are acid proof, well glazed and make a sanitary container; do not leak and will outlast many barrels.



This package finds favor with the provident housekeeper for "putting down" meats, pickles, eggs, etc.

The Toronto Pottery Co. Limited

617-8 DOMINION BANK BLDG.

King and Yonge Streets

Toronto

PROHIBITION BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD,
or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

BORDEN'S

Feature Borden Suitability for every outing trip

Plan now to secure a goodly portion of the summer demand for **BORDEN MILK PRODUCTS.**

Always fresh, convenient to carry, easily prepared and deliciously wholesome, these Canadian-made milk products are peculiarly suitable to the needs of every camper, cottager, picnicker and outing people in general.

Your summer turnover will show a decided increase and your profits a corresponding growth if you make Borden's a leader in window and interior displays.

Get your order in now and note how Borden quality brings them back again.



Borden Milk Co. Limited

"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Bldg., Vancouver

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

Both Eye and Palate Sell Shirriff's

How splendid they look on your shelves. The beautiful, sparkling, glowing colors of the jellies make everybody's mouth water—eager to taste them. Both the jelly and the package are strikingly attractive. No wonder Shirriff's sells on sight.

Shirriff's

Jelly Powders

rely for continued sales upon the palate. There's a flavor for every taste and it's so unmistakably delicious that you get a steady customer every time.

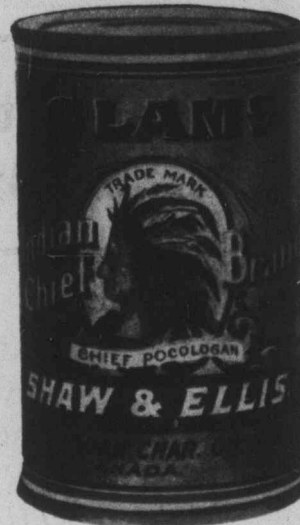
It's the steady flow of profits that counts up worth while. Put Shirriff's where they can be seen. It pays.



Imperial Extract Co.
TORONTO

INDIAN CHIEF BRAND CLAMS

Always Reliable



Prepared and packed ready for market the same day they are taken from the Clam beds. By so doing they are always put into the cans fresh and new.

Another thing is, in our new and up-to-date factory, the most careful attention is given to having the work done in the most sanitary manner.

Order from your Jobber.

Packed By

SHAW & ELLIS
Pocologan, N.B.

In Warm Weather

you can start new users of

Sani-Flush



Toilet bowls become noticeably offensive on hot, sultry days. Then people try to find some way to keep the bowls odor-free. **Sani-Flush** solves the problem by cleaning the bowl thoroughly, even down to the unseen trap.

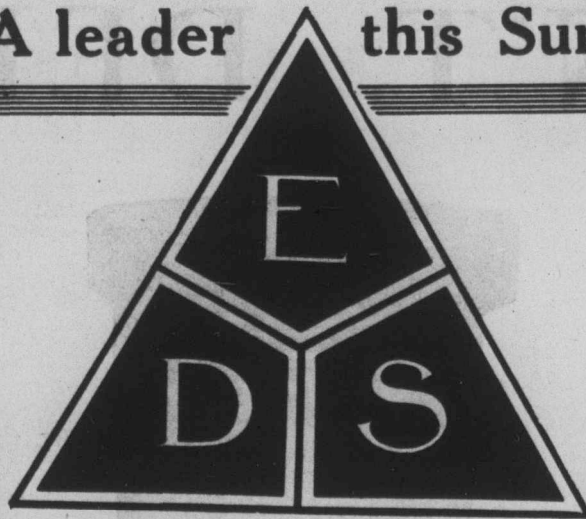
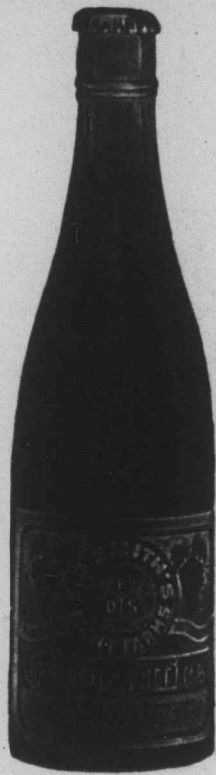
Large space advertisements in magazines which go into the homes of your best customers explain the advantages of using **Sani-Flush** in warm weather.

HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul Street, Toronto, Ontario

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

Make E. D. Smith Grape Juice

A leader this Summer



Aggressive dealers everywhere are planning to secure their share of the summer demand for this Pure Concord Beverage. For this is Temperance Year in Canada and quality temperance drinks like E. D. Smith Grape Juice are going to sell—and sell right along.

Familiarize your trade with the sweet, rich goodness of this All-Canadian Grape Juice, and your sales will continue to grow. Your profits will increase and your customers will have added confidence in the quality of the lines you carry.

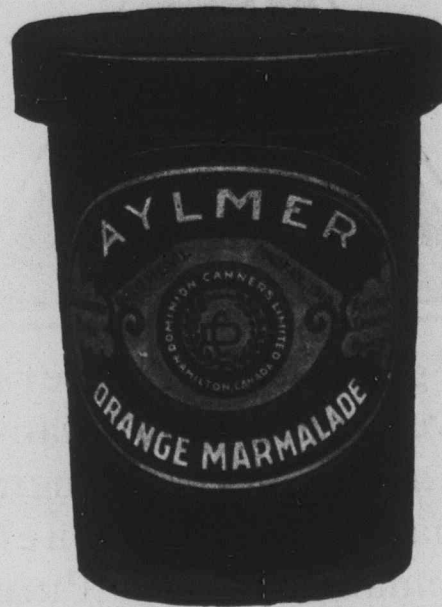
How many dozen in your first order?

E. D. Smith and Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Wm. H. Dunn, Ltd., Montreal, East Ontario, Quebec, and Eastern Maritime Provinces; Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B. C. Merchandise Brokerage Co., Vancouver, B.C.

DON'T DELAY



Buy your year's requirements Orange Marmalade now.

Glass is getting scarce.

Bitter oranges are unobtainable.

Sugar is high.

Aylmer Orange Marmalade is made from best bitter oranges and granulated sugar.

You don't have to take sweet oranges mixed with grape fruit *when you buy Aylmer Orange Marmalade.*

DOMINION CANNERS LIMITED
HAMILTON, CANADA

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

The Original Kellogg's

With the approach of warmer weather we are already having increased demands for Kellogg's Toasted Corn Flakes.

Looks like a big Season. Watch your stocks; don't get too low.

We are making no change whatever in our package.

When ordering, ask for

Kellogg's Toasted Corn Flakes

the original, packed in the Red, White and Green package. The Sweet-heart of the Corn kind. Remember it won its favor through its flavor.

Did you say, "Why should you recommend KELLOGG'S TOASTED CORN FLAKES?"

We say—



*"The advertised brand
People ask for Kellogg's
Quick turnover
Nice shelf goods
Because it's good, you sell it
Kellogg's is the standard
Kellogg's is the brand others
try to imitate."*

Don't forget the original Red, White and Green package.

Battle Creek Toasted Corn Flake Co., Ltd.

Head Office and Factories,

LONDON

::

ONTARIO

We are Canadian. Are you?

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

Cleans
Scours
and
Polishes
Baths
Sinks
and
All
Enamel
Ware.



Mr. Merchant:



Note the name and
the package.

You will stock this line
some time. Why not now?

Manufactured by
THE B & L MFG., CO. Ltd.

SHERBROOKE.

Furnivall's

FINE
FRUIT
PURE JAM

Push the Jams that meet the approval
of every customer. Get your whole-
saler to stock you up with Furnivall's
Pure Jams to-day.

Many popular kinds to choose from.
And the profits are good.

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal
—Geo. Hodge & Son, Limited. St. John, N.B.—MacLaren Imperial Cheese Co.
Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard.
Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd.
Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon — Mowat &
McGeachy. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

FURNIVALL-NEW, Limited
Hamilton, Canada

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

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

SOLE AGENTS FOR CANADA

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



Something
every customer needs

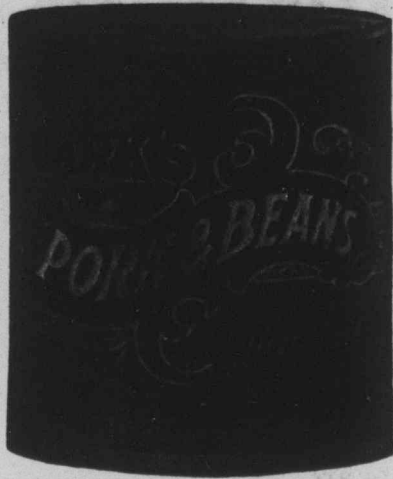
A reliable high quality shoe dress-
ing satisfactory in every way.

The demand for Regent Shoe Dress-
ings is in evidence the year round,
and dealers would be well advised
to stock these superior quick sellers.
Sold through wholesale grocery
houses at 75c per dozen.

How about a first order?

Chas. Tilley & Son
MANUFACTURERS
90 Richmond Street West, Toronto

CLARK'S



The Beans Canadians like.

The Beans the best grocers sell.

THE QUALITY BEANS.

PORK AND BEANS

PLAIN, CHILI AND TOMATO SAUCE

are

READY SELLERS
STEADY SELLERS

and

BUSINESS BUILDERS.



REPLENISH YOUR STOCK NOW.

W. CLARK LTD.

MONTREAL



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

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.

F. D. COCKBURN

Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd., John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue East, Winnipeg

CANADIAN GROCER has readers in every Province—You should use its advertising pages to help you.

THE H. L. PERRY CO.

214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."
Storage Distributing Forwarding



WESTERN REPRESENTATION

We can give the manufacturer first-class representation, both **WHOLESALE** and **RETAIL**.

Our selling organization is Efficient—made up of strong, experienced men with good connections.

TRY US. WE CAN PRODUCE THE RESULTS YOU WANT.

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame East, **WINNIPEG**

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MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

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**

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG

Importers, Brokers, Manfs. Agents,
Grocery, Drug and Confectionery
Specialties.

DISTRIBUTION & SERVICE
from
COAST to COAST.

W. H. Escott Co.
Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba

BRANCHES: Regina, Saskatoon, Calgary, Edmonton

ESTABLISHED 1907

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

G. B. Thompson & Co.
Wholesale Commission Broker and Manufacturers' Agent.

We can handle a few more good lines. Storage Warehouse and Transfer Track.
137 Bannatyne Ave. East, WINNIPEG
Established 1898

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

If you want real live representation throughout Western Canada get in touch with us. We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and with our organization can guarantee you satisfactory results.

Donald H. Bain Co.

HEAD OFFICE: WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton,
Lethbridge, Vancouver.

We have good, live sales forces at each of the above points, with fully equipped offices and warehouses, and are in an unexcelled position to handle storage and consignments and to look after the distribution of cars.

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

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The REGINA STORAGE & FORWARDING CO., Limited

Halifax and Sixth Avenue, REGINA, SASK.

WAREHOUSING

CAR DISTRIBUTING

COLD STORAGE

KINDLY MENTION THIS
PAPER WHEN WRITING
ADVERTISERS

C. H. GRANT CO.

Wholesale Commission Brokers
and Manufacturers' Agents

508 Merchants Bank, Winnipeg

We have several good accounts, but can
give you results on yours.

Tell the Advertiser where you
saw his Advertisement.

EL ROI-TAN PERFECT CIGAR



"We
clean

up
everything"

Stock Bulldog Brand Cleaners and watch how they repeat

Every one of the 19 Bulldog Brand lines is quality all the way through. Get the housewife to use any of these matchless cleaning mediums once and you can build on her future patronage.

The John B. Paine Co., Limited

Factories at Toronto and Winnipeg

Agents: Mowat & McGeachy, Saskatoon. Oppenheimer Bros., Vancouver

Why Not Increase Your Income

No matter what your present salary may be—you would like to add to your present income, wouldn't you? Providing, of course, the plan interferes in no way with your regular occupation and paid you liberally.

We have a plan—a money-making one for you. It takes no time from your regular duties, devote an hour or so to it every day and you will augment your present income by \$5.00 or \$10.00 a week. The exact amount all depends on the amount of time you can spare us. Hundreds of our district representatives have found the plan so profitable they have given all their time to it. Would a plan such as this interest you? If so, write us to-day. Say, "Send me full particulars of your money-making plan, I am interested."

The MacLean Publishing Co.

143-153 University Ave.

TORONTO, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

POTATOES
in
GOOD DEMAND

What have you to offer?
Get in touch with us at once.

WHITE & McCART, LIMITED
Fruit Brokers and Distributors
TORONTO ONTARIO
Phone Main 2319
Reference: Dominion Bank, Toronto, Ont.

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

Loggie, Parsons & Co.
Merchandise Brokers and
Manufacturers' Agents
Grocery and Drug
Specialties.
"We cover Canada 3 times a year."
32-34 Front Street West
TORONTO ONTARIO

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

W. H. Millman & Sons
TORONTO
Wholesale Grocery Brokers
We have some California Raisins that we can offer at slightly lower price than can be imported.

A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about The Farmer's Magazine in a special letter.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

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

The HARRY HORNE CO.
Toronto, Can.
BROKERS AND IMPORTERS
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.
We carry stocks in our own Warehouse (when necessary).
We employ a steady staff of salesmen. (Get in touch with us.)

Hamblin-Brereton Co., Limited
Wholesale Grocery and Confectionery Brokers
KITCHENER WINNIPEG CALGARY

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

COVERING PORCUPINE DISTRICT
Agent with headquarters in Timmins, calling on mines and retail trade, wants number of other lines to handle. On the job all the time.
Address A. L., Box 85, Timmins, Ont.

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

OPEN FOR AGENCY FOR THE CITY OF OTTAWA
Satisfaction Guaranteed.
Best of Reference.
M. M. WALSH
310 BAY ST. OTTAWA

One Inch Space \$1.00 Per Issue on Yearly Order.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

Commission Merchants

Grocers' Specialties.

MONTREAL TORONTO

Buyers and Sellers of

All Kinds of Grains and Seeds

Denault Grain and Provision Co.
LIMITED

SHERBROOKE, P.Q.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

OATS, PEAS, BEANS, ETC.

handled in any quantities to best advantage by

ELZEBERT TURGEON

Grain and Provision Broker

MONTREAL, P.Q. QUEBEC, P.Q.

Selling Agent for

The Maple Leaf Milling Co., Ltd., Toronto

QUEBEC'S RESPONSIBLE BROKERS

We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars.

BEANS AND CORN A SPECIALTY.

ALFRED T. TANGUAY & COMPANY.

Commission Merchants and Brokers,
91 DALHOUSIE ST. QUEBEC CITY

Why You Should Feature

KING GEORGE'S NAVY

Get the Camper's Trade

The camping season will soon be along, and you know the camper is usually an inveterate chewer.

Plan to get this trade by stocking and displaying King George's Navy — Canada's favorite chewing tobacco.

Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

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

How to sell

OCEAN BLUE

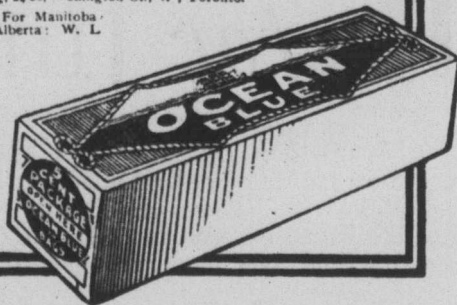
is not a problem. It is merely a question of getting your customers to try the first 5 cent packet. After that, repeat orders follow as a matter of course.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,

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

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



Give your customers the Babbitt habit



You'll find it easy enough. Just get her acquainted with the full weight and the unequalled value of this line—a big-sized can of the finest cleanser on the market for 5c. Babbitt's is a good line to keep in front. It is always an active seller.

Premiums for trade-marks.

WM. H. DUNN, Limited, Montreal

Sales Representatives for Canada.

DUNN-HORTOP, Limited, Toronto

Special Agents.

A big summer favorite—

ROYAL SALAD DRESSING

Though a good seller the year round, this delicious Salad Dressing is particularly popular during the Summer months.

Look over your stocks now and be sure you are well supplied.

Royal Salad Dressing is guaranteed to keep good down to the last drop.

Horton - Cato Mfg. Co.
WINDSOR, ONT.

HEINZ 57 VARIETIES

HEINZ

Canadian-American Food Products.

57 VARIETIES

HEINZ 57 VARIETIES

Canadian Factory,
Leamington, Ont.

Principal Factory,
Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO

MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters.
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co.
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., Ltd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

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

Oil in the Arctic

CANADA possesses enough petroleum to last the world for a thousand years. This oil is found on the Mackenzie River — in the Arctic region. The discovery was made two years ago by Dr. T. O. Bosworth, who reported the story of his "find" to the Dominion Government, but it is only now that the people of Canada have given them the story of a national asset of momentous importance. The tar sands north of Athabasca and Great Slave Lake become oil fields of incalculable value near the mouth of the Mackenzie. Read this story, told by Dr. Bosworth himself, of Canada's and the Empire's exhaustless oil fields in

MACLEAN'S MAGAZINE *for* June

THEN have regard for the following highly interesting special articles and features of the June MACLEAN'S, always keeping in mind that they are by Canadians for Canadians—and so belong by right to MACLEAN'S MAGAZINE, whose elect purpose is to advance the development of Canadian writers and Canadian literature, and to make the Canadian people—the best of them—better informed concerning their own land and their distinguished sons and daughters.

Balfour at Washington

and the war preparations of the United States, by Agnes C. Laust. An interpretation of Balfour's mission to America as it relates to the Allies' cause and to the unifying of the great Anglo-Saxon peoples into an organized power for the conservation and development of human liberty and the rights of the common people.

William T. Dewart

A Character Sketch

The romantic and inspiring story of a Canadian—a member of a well-known Ontario family—who is now general manager of the Munsey publications in New York. The story is exceedingly well told by a remarkable man—Erman J. Ridgeway, himself a publisher of brilliant record.

Putting Pep into Parliament

The idea is that the work and proceedings of Parliament should be simplified and speeded up. Parliament is becoming more and more of a business institution and less and less a place for oratory. The work of Canada is too important and too vast to permit of elocution and casuistry and wire-pulling. H. F. Gadsby, a writer with any amount of "pep" himself, is the man who pleads that Pep should be put into Parliament.

Sunshine in Mariposa

By Stephen Leacock

The second instalment of his play whose setting and incidents are found in Ontario, Leacock's birthplace. Rich humor, and revealing Canada's premier humorous writer in a new phase of his astounding versatility.

James B. Hendryx

continues "The Gun Brand." This is a romance of the Canadian Northland. An adventurous and ambitious girl teaches school in Athabasca, and in her journeyings thither and in her life and work later on, there are incidents and experiences and developments laden with thrills. A fine story which can be satisfactorily begun in the June MACLEAN'S.

Sir Gilbert Parker

contributes "At Lake O'Calling." This is a Canadian story—about the building of a railroad for Empire business. A romantic tangle gives the story zest and shows Sir Gilbert's art finely. Probably his best story ever appearing in MACLEAN'S MAGAZINE

A. C. Allenson

contributes "June Comes Back." A very beautiful June bride story—about June Summers, a charming young woman.

Arthur Beverly Baxter

contributes "The Man Who Scoffed." A war story—and good war stories at this time have great appeal. We all want to know more about the life our glorious Canadian boys are living in these epochal days. Romance mingles itself with death and tragedy.

Hopkins Moorhouse

contributes "The Herald Angel." One of his fine Andy Doolin stories—a story of the days of the forty-niners with their lawlessness and enriching labors. A story of valor and primitive passions in freer exercise.

Records of Success

This is a feature department of MACLEAN'S given over to sketches of interesting Canadian men and women who have accomplished things.

Review of Reviews

A department tremendously well liked by every MACLEAN'S MAGAZINE reader, for here are found condensations of many articles of surpassing interest appearing in other magazines. So do readers keep themselves informed concerning what is best and most vital in current thought and life.

SO you have evidence of just how much worth-while MACLEAN'S MAGAZINE is—how admirably it is doing its chosen work and realizing its own purposes; which are to give the Canadian people a magazine dominantly and usefully Canadian, and which will satisfy from beginning to end.

At all News-dealers, 15 cents

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

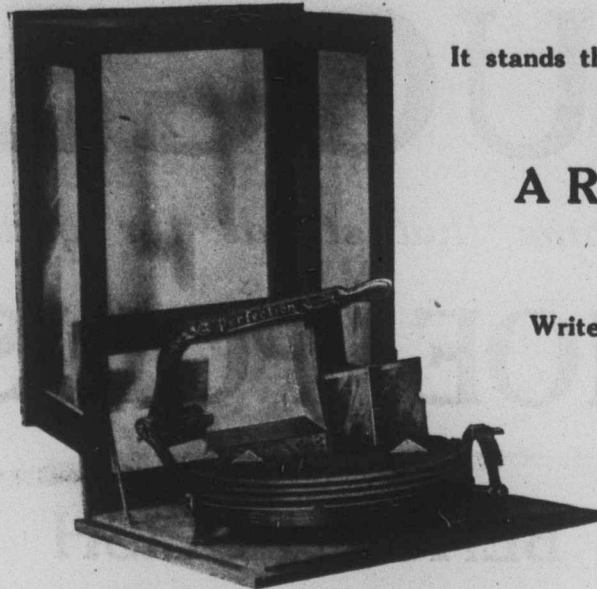
It is a Cheese-Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do.

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.



It stands the test for durability, for it lasts a lifetime.

A REAL PROFIT SAVER

Write for Prices and Terms.

We have special combination prices with cabinets and pedestals.

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW.



NEW PRICE LIST

The Chisholm Milling Co. Limited
Toronto, Ont.

Package Cereals

Order through your jobber.

	Price
Ralston's Wheat Food 18-1½s	\$3.60
“ “ “ 9-1½s	1.90
Purina Whole Wheat Flour 10-5s	5.00

Freight prepaid, direct from factory in five case lots or upwards, to any regular railway or boat point in Ontario or Quebec.

The British and American Governments are strongly advocating whole wheat products. There is more nutriment and food value in wheat than any other cereals. Help the consumer by pushing the lines that comply with Government regulations.

Order through your jobber.

ALL PRICES SUBJECT TO CHANGE WITHOUT NOTICE



Grocers Everywhere Sell More Keating's

During the past eighteen months there has been a phenomenal increase in the sales of Keating's Insect Powder throughout Canada. Part of this increase has been due to the demand for Keating's as an article of supply for the Military Camps, and part of the increase arises from the accomplishment of wider distribution of the commodity and the growing public knowledge that Keating's Powder is an invaluable and effective insecticide.

Place your orders early and see that your stock is ample for the demands.

Sole Agents for Canada

Harold F. Ritchie & Co., Limited

10-12-14 McCaul Street Toronto



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

“NUGGET”

The name that stands for quality in

SHOE POLISH



BLACK POLISH

TAN POLISH

TONY RED POLISH

DARK BROWN POLISH

AND

WHITE CLEANER

for Buckskin and Canvas



All first quality goods. If you are not handling all the “Nugget” lines you are missing good business. There is more profit to the dealer on “Nugget” than there is on most polishes on the market at the present time.

WRITE US FOR SAMPLES AND PRICES.

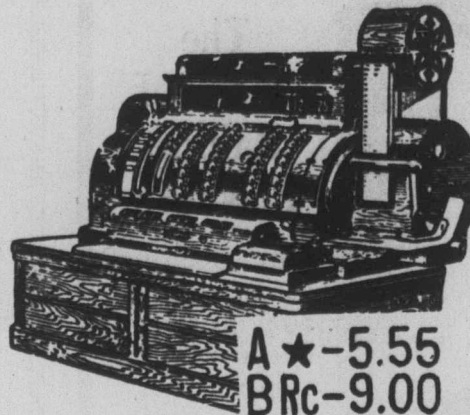
THE NUGGET POLISH CO., LIMITED

9 Davenport Road - Toronto, Ontario



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

Information and Protection



THE N.C.R. DETAIL STRIP gives you as a merchant a definite control of your business.

It gives you information you can get in no other way. It gives it easily, quickly, unerringly.

Every transaction which takes place in your store is recorded on the detail strip. This record is complete, covering every detail of every transaction. It is as safe as though lockd up in your safe.

It records the amount, date and consecutive number of each transaction.

It tells you which clerk makes each sale and which clerk makes most sales.

It gives you a mechanically perfect record of all these details.

At the same time it protects your clerks against temptation.

It stops mistakes. It saves loss of money you could not otherwise save.

The result is a complete mechanical record, available at any hour of the day, of every detail of the day's business. The store is protected, so are the clerks, so are the customers. The information obtained gives absolute protection to all.

It gives you time to attend to duties more profitable than bookkeeping—inside the register you will have all the totals faultlessly added.

It is of the greatest importance that you investigate our system. National Cash Registers will save time, money, and build your business.

Write your nearest N.C.R. agent to-day. Offices at Halifax, St. John, Quebec, Montreal, Ottawa, Hamilton, London, Toronto, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver.

A★	-5.55	-0125
B Rc	-9.00	-0126
D★	-6.68	-0127
E Pd	-2.00	-0128
A Ch	-8.65	-0129
B Rc	-4.50	-0130
A Pd	-0.50	-0131
E★	-2.43	-0132
B Ch	-3.50	-0133
D★	-5.48	-0134
A Pd	-1.00	-0135
B★	-0.43	-0136
E Ch	10.50	-0137

Section of Detail Strip

Line 1 indicates that clerk A. sold goods for cash to the amount of \$5.55—transaction No. 125.

Line 2 shows that clerk B. received \$9.00 on account—transaction No. 126.

Line 3 tells you that clerk D. made a cash sale amounting to \$6.68—transaction No. 127.

Line 4 indicates that clerk E. paid out \$2.00—transaction No. 128.

The National Cash Register Company
of Canada, Limited
Christie Street - - - - Toronto, Ontario



The Queen of Baking Powders

The Regina easily sells at 50c per lb. because it is superior to other brands.

You will be asked for this brand, and once a woman has tried it she will buy no other.

Made in 16 oz. tins only.

THE ROBERT GILLESPIE CO.
WINNIPEG, MANITOBA, Agents for Canada

The New Breakfast Food



Dutch Tea Rusks

They are appetizing, wholesome, and nutritious, containing eggs and milk. Quickly prepared, and easily assimilated.

Packages are attractively labelled, and lend themselves to displays, both for store interior and the window.

Packed 36 15c packages to the case.

The Robert Gillespie Co.
WINNIPEG, MAN.
Agents for Canada



It sells

Right from the day you begin to display "Gleba" Polish you will realize what a dependable seller it is. Once your customers get acquainted with Gleba service you will need to keep your stock constantly replenished.

Gleba cleans and imparts a brilliant polish to gold, silver, copper, brass, nickel, cutlery, bathroom fixtures, etc. It is excellent for windows, glassware, and auto trimmings.

Get a little trial supply to-day. Tell your customers about it and watch it sell.

Write us for free sample cake and particulars.

Gleba Polish Company
Oshawa, Ontario



The Reliable Salt

The Salt that your customers know is always just right.

Fine, even grain—full of savour—and pure as purity itself.

This is why practically every home in Canada uses Windsor Table Salt. Of course, you sell

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

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

The WAR Has Proved The STRENGTH of Red Rose Tea

The war, and the resultant price advances in tea, have tested the selling qualities of Red Rose Tea to the utmost.

The great majority of the users of Red Rose Tea have stuck to it nobly throughout the various price advances. Some have tried cheaper teas, only to find them unsatisfactory—and were glad to return to their “old friend,” Red Rose Tea.

By means of aggressive national advertising, co-operation of dealers and recommendations of users, Red Rose Tea has added thousands of new users since the start of the war. It has, indeed, proved its STRENGTH as a seller, and occupies a stronger, more commanding position than ever before.

Outstanding quality and right sales methods insure the continuation of the Red Rose Tea success.

T. H. Estabrooks Co., Limited

ST. JOHN

TORONTO

MONTREAL

WINNIPEG

Have you tried

WETHEY'S ORANGE MARMALADE?

It has made
a hit.

The Only Patented Refrigerator In existence with warm air flues across ceiling of cooling room



and connected with warm air flues around walls. Get the benefit of our 30 years' experience and write us for catalogue. Pat. 1900, 1910, 1914.

REPRESENTATIVES : —
Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

Eureka Refrigerator Company
LIMITED

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONTARIO

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



KEEN'S OXFORD BLUE

Yours sales of KEEN'S BLUE will be always worth while if you constantly feature this on your sales counter.

OXFORD BLUE — they know it as "the blue of blues."

Keep it before them and reap big returns from KEEN'S popularity.

Your customers know KEEN'S

How about a KEEN display to-day?

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

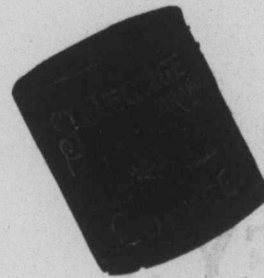
The betterness of Cow Brand

can be explained by absolute purity of raw materials, their perfect combining, the finest manufacturing machinery, the greatest possible care and attention. A trial will convince you, as it has others, that Cow Brand Baking Soda is way ahead of the common bulk article in selling value.

Your jobber will supply you.



Church and Dwight
LIMITED
Manufacturers
MONTREAL



Common Sense Demands

that you stock a line of Milk Products whose good quality will satisfy your customers and every sale of which will leave you a neat margin of profit.

This MALCOLM'S will do. The fact that they are the Only All-Canadian Milk Products is an additional recommendation.

Give them a try-out.

The Malcolm Condensing Company, Limited

ST. GEORGE, ONTARIO

The only Canadian Milk Co.

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

CANADIAN GROCER

Vol. XXXI.

TORONTO, JUNE 1, 1917

No. 22

Selling Oranges by Aid of Pair of Scissors

Brilliant Demonstration Held at the Base of a Store-built Orange Tree Covered With Golden Fruit, and Little Perching Birds Made Splendid Orange Sales.

From facts furnished by C. S. Mills, of The Paquet Co., Ltd., Quebec.

AN ARTIFICIAL orange tree bearing golden fruit and artificial birds formed a striking central attraction of the fruit section of the Grocery Department in the Paquet Company's premises in Quebec: This unique device attracted a great deal of attention and led to the sale of oranges at the rate of six or seven cases a day.

Dessert Demonstration.

For those customers who, drawn by the bright and unusual appearance of the orange tree, came closer to the fruit department, there was a charming added interest in the presence there of Miss Adrienne Dubuc, daughter of the manager of the fruit section, who was making clever little baskets and ornamental devices from orange skins, and showing how to fill these with orange and jelly dessert dainties.

Free Tasting Allowed.

Anyone wishing to taste the oranges was allowed to do so, the nature of the pretty demonstration carried out by Miss Dubuc permitting of various appetising delicacies made from oranges being always fresh and ready for tasting. As will be seen in the picture, her working table is just behind her, and the finished work in the form of dainty little orange-peel baskets filled with deliciousness and adorned with bows of ribbon is exhibited on the table in the centre under the spreading branches of the orange tree.

The only tools required by the young lady in making the demonstration were a pen-knife, a pair of square-end scissors, and a teaspoon. In watching her create

the little baskets from the complete oranges as taken from the cases, the visitors to the store acquired an extra interest in oranges, and a desire to try and work the same pretty miracles at their own homes. Naturally orange sales resulted to a very marked degree, and as mentioned, from six to eight cases of oranges were frequently disposed of in one day during the demonstration.

How the Tree "Grew"

In making the orange tree a standard of natural wood was selected for the trunk with handy branches and crochets to suit the arrangement of the branches bearing fruit and leaves. These branches were of the natural leaf covered decorative evergreenery available for all interior decorations. They were attached to the trunk of the tree by means of wires covered over with green or yellow sateen. The trunk of the tree was covered over with coconut bark which gave it a rugged natural and yet interestingly 'foreign' appearance. Upon the branches were hung real oranges, no fewer than eighty of them being used for the display. It does not do to skimp the fruit in making a show of this kind, and the idea of showing plenty makes the public purchase plentifully also. Besides the oranges, fifteen artificial birds were disposed about amongst the branches upon which they perched in a most natural manner.



Unique Orange-Sale Display of the Paquet Company, Quebec.

Display Tables Beneath

All around the tree there was built a table fifteen inches wide and at a level of three feet from the floor. The top of this table was covered with a green cloth, and the orange-colored drapery was disposed around. It was upon this table that fancy-cut orange baskets filled with their radiantly hued jellies and golden orange salads were placed. Glass dessert dishes also occupied prominent positions on these tables, and contained sliced oranges, fruits, and colored jelly shapes in very appetising display. Boxes of oranges were plentifully placed around, open and full of the fruit in its paper wrappings, and with the golden skin glowing gaily forth.

Fair Space Occupied

Quite a good space was occupied by the whole display. The area occupied, excluding side counters and shelves, was 25 feet by 30 feet. Four tables were placed in position at angles to one another surrounding the centre table and the orange tree. Beside each table two cases of oranges were placed on each side, sixteen cases in all. On the top of the table to the right, show cases of rasins, currants, prunes and similar dried fruits and fancy delicacies were displayed. On the tables, to the left of the picture, there were displayed baskets of apples, peaches, pears, etc. Each table had in its centre a pyramid of bottles of soft drinks, their colors enhancing the display. A space

of five feet was left between the tables as placed around the central display.

Considerable Grocery Dept.

The Grocery department of the Paquet Co., Limited, Quebec, is situated on the east side of the fifth floor of the building, and occupies a space of 135 by 50 feet. On the west side of the building an equal space is devoted to the reserve stocks for the department. The main entrance of the store is in the centre of the building, and two elevators are always at the disposal of customers. There are twenty-five employees inclusive of both men and women members of the staff in the Grocery section alone of the Paquet organization.

Dangerous Bill Temporarily Shelved

Mr. Knowles, of Moose Jaw, Outlines in House of Commons Reasons For Proposing His Bill Making Illegal the Re-sale Price—Many Phases of a Dangerous Bill Outlined—The Full Discussion From Hansard on the Second Reading of the Measure.

LAST week this paper made mention of the fact that the Knowles Bill had come up for its second reading. For some time past this paper has been calling attention to this Bill and urging the dangerous possibilities of such a measure. That the merchants generally may be versed in every phase of the discussion, we are publishing herewith the full text of the debate on the measure as it transpired at the second reading of the Bill. Editorial comment on this discussion will be found on another page.

Mr. W. E. Knowles (Moosejaw) moved the second reading of Bill No. 21, to amend the Criminal Code. He said: When I asked the House to permit the first reading of this Bill, I gave a brief explanation of its purpose—to prohibit in future the setting of a price by the vendor of an article arbitrarily fixed and binding upon the purchaser. For example, manufacturers of certain goods, very largely manufacturers of patent goods, will sell to the jobber at a certain price, calling upon the jobber at the same time to sign a contract that he will not sell for less than a dictated price. As a consequence, competition is removed with regard to that article. My point is that the consumer has a right to the ordinary benefit that comes from competition between different merchants, and in so far as you have a dictated price for an article you take away from the consumer that benefit and the industrious, vigilant merchant selling the goods becomes little more than the medium of passing the article along at a fixed price, just the same as you would sell a postage stamp. I wish to establish the fact that there is, to a very substantial extent, in Canada a system of this kind, that a very great many manufacturing houses have adopted the system of the dictated price at which the jobber and the middleman are permitted to sell to the retail dealer and the retail dealer to the public. I am going, for the purpose of putting them on Hansard, to quote extracts from a few of the price agreements, or selling agreements of the principal houses, the names of which are well known to hon. members, and it will be noted that the terms of the agreements are, in nearly all instances, practically identical. The

first one, and I take it merely because it is on the top, is that of the Borden Milk Company, of Montreal. I believe this is an American concern. The first provision of this agreement is that the purchaser shall not sell at any price less than the price charged by the manufacturer, although the price may be changed by the manufacturer. The second is that he will not sell to any person whose name may be on a prohibited list. The prohibited list is supplied by the manufacturer from time to time. The third provision is that the manufacturer may call upon the purchaser to give a sworn statement at any time that he is obeying all these injunctions and on his not doing so there are certain penalties and liabilities for damages.

Mr. Oliver: Does that company operate in Canada?

Mr. Knowles: Yes, the Borden Milk Company, Limited, of Montreal. I believe it is really an American concern. It operates in Canada. I think it controls practically all the condensed milk interests except one in Canada. It is certainly a tremendously large concern. Here is the way the agreement reads. I shall not read all of it, but it provides that the purchaser must not sell—at less than the prices set forth in the price list attached hereto, or at prices in force from time to time, or on better terms than 30 days net, no discount for prepayment.

The next clause deals with the trade discount:—

It is further understood that trade discount from Borden Milk Co., Limited, is wholly contingent upon the margin of profit from other manufacturers of similar products not being less, and the terms of protection as to the keeping of prices being no less favorable. This includes private or special label goods as well as other competitive lines.

It is also agreed that upon request of Borden Milk Co., Limited, declarations covering the details of any sale of Milk Products will be furnished, same to be sworn to by one of our Principals and salesmen specified. Failure to comply with this condition will be considered a breach of contract.

The man signs this.

I have a statement here which will interest a great many hon. gentlemen present, and it is a very important one, too. It deals with tobacco. A letter was sent to me by Mr. E. A. Morris, a wholesale tobacco dealer in Vancouver and a reputable man, who writes me as follows:—

March 21, 1917.

W. E. Knowles, Esq., M.P.,
House of Commons,
Ottawa, Ont.

Dear Sir:—

I have noticed an article in our local paper re trade agreements for which you are endeavouring to amend the Criminal Code, the following information might be of assistance to you.

In October, 1915, I was obliged to enter into an agreement (copy of which is herein enclosed) with the Imperial Tobacco Co. of Canada whose head office is in Montreal, not to sell their goods or any other manufactures of like goods below the various list prices. Later I was advised by their agent in this city that it was the intention of the said Company to place my travelling salesmen, who sell from auto wagons, upon their oaths that they were keeping to this agreement. Now I feel that this is a direct interference with one's liberty who I contend should be permitted to carry on his business in quiet enjoyment. The object of this agreement was to stop competition among the Tobacco Jobbers and wholesalers, also to stop the giving of discount and general competition of other manufacturers. A manufacturer might have the right to dictate the price of his own manufacturers, but why should he dictate the price of other manufacturers?

In the case of the Eddy & Co.'s agreement they say you must not handle like goods of other manufacturers. That very agreement stopped the going on of a competition match manufacturing business here. Who would buy stock in a concern which was barred from doing business with the wholesalers and jobbers? Consequently the enterprise fell through. Why should I or anybody else be dictated to, as to what I should charge for another man's goods? It seems to me that any one licensed to do business or manufacture in Canada should be compelled to sell to any one of the trade who is ready and willing to pay the list price.

Trusting this information will be of benefit to you.

I remain,

Yours truly,

E. A. MORRIS

He encloses a copy of the Imperial Tobacco Company's contract, a part of which is as follows:—

We understand this agreement is for the sole purpose of eliminating price cutting and giving special discounts, and the object of same is the handling of the lines referred to on a fair and equal competitive basis.

It is also understood that in the event of a jobber violating this agreement, and thereby losing his regular jobber's discount, no jobber will be permitted to supply him with tobaccos and cigarettes at less than retail price.

I have a letter which concerns me as a western man particularly and which I shall read. It is from the Merchants' Consoli-

dated, Limited, of Winnipeg, a syndicate of some 500 retail merchants throughout Western Canada, stating that as the Merchants' Consolidated, Limited, they are not allowed to buy a great many goods because they will not sign these price-maintenance agreements, which are dictated to them by the manufacturers. The letter, which is addressed to myself, is as follows:—

Dear Sir:

We have before us copy of a Bill introduced by you before the House of Commons at Ottawa, and marked "Bill No. 21," an Act to amend the Criminal Code No. 498 and also the comments on this Bill in a Bulletin issued by the Retail Merchants Association of Canada.

Our company, Merchants' Consolidated Limited, is a Joint Stock Company, incorporated under the laws of the Province of Manitoba, registered in the Province of Saskatchewan and also the Province of Alberta. This Company is composed of some 500 retail merchants and we have reason to believe that they do not concur in the statements made in the Bulletin issued by the Retail Merchants' Association of the Dominion of Canada.

They state that they do not like this bill. Merchants Consolidated, Limited, is desirous of having just such legislation enacted as your Bill provides for, for the very reason that there are a number of Associations, such as the Grocer's Guild, and the Hardware Jobbers' Association, etc., in the Dominion of Canada, who seek to have a re-sale price or price maintenance contract kept by the manufacturers, and the reason for this seems to be that they do not wish the manufacturers to sell to any Organization or Association who may not maintain that re-sale price, and in nearly every case that re-sale price carries with it an excessive middleman's profit.

Merchants Consolidated, Limited, has only been organized some eighteen months and already this Company has saved to its shareholders in discounts many times over their investment in the Capital Stock of the Company. The object for the formation of this Company was to enable the retail merchants of Western Canada to buy in a consolidated way to meet Mail Order competition by going direct to the manufacturers and buying goods in large quantities and for cash.

The next paragraph is unimportant, and I shall not read it. Then it goes on:—

We contend that there should be no price maintenance contract existing between the manufacturers and the jobbers. We believe if the manufacturer was left to his own discretion that he would sell to any organization properly constituted and allow such Organization to re-sell at any price bearing a fair margin of profit for so doing business. We think that the price maintenance contract as between the jobber and manufacturer is fully in protection of the jobber. We could be glad to go further into the matter upon request.

There was a house in Moosejaw called the Assiniboia Music Company, which had signed one of these agreements with the Berliner Company, a long thing of six and a third closely written pages of typewriting, tying a man up as tightly as he could be tied in this world. It happened that the Assiniboia Music Company had on hand at a certain date a large stock of Victor records, all with labeled prices below which the records must not be sold. The labeled notice further stated that buying the record was an acceptance of the terms of sale. The Berliner Company arbitrarily took away the agency from the Assiniboia Music Company because that firm handled the Edison records as well, and left them with many hundred Victor records which they must not sell below the labeled price. They held on to the old records for quite a while. They could not sell them as people knew they no longer had the agency and would not come into their store to hear them, and by the terms of their agreement they could not sell them below the labeled price. At last they unloaded them on a jobber who took chances, and that jobber sold them to another and they to another, who then started retailing them out at a somewhat reduced rate, which was the only way in which he could sell them as they were very old records, some of them twelve and fifteen years old, quite old stock. And what did they do? The Berliner Company came to this company, the fourth holder from them, and sued them for, I think, \$25,000 damages, a very large sum, and got an injunction forbidding them to deal in Berliner gramophone records except at the duly

authorized prices. Let us suppose they were right in this, what an outrage it is that the law should permit a contract to be made that would enable the vendor to say to a man: Because you have signed a contract and we have your name, even if the records are 25 years old, you may not sell for less than the labeled price or we will get an injunction against you. That is a fair illustration of the way in which these people, who talk about using customers right, treat people when they get them under their thumb. They got an injunction and carried the case right to the eve of the court, with their bullying methods, because they have any amount of money to fight such cases. I have here a report of the withdrawal of the case 24 hours before the trial, taken from the daily paper in Moosejaw, which I shall read because it shows the spirit in which these people dictate and bully when they have a man under their thumb on one of these price agreements. The report is as follows:

There came before Judge Lamont in Supreme Court yesterday the action of Berliner Gramophone Company, Limited, against Canadian Specialties, Limited.

The plaintiff about two years ago had sold a large quantity of records to the Assiniboia Music Store and had secured from the Assiniboia Music Store a hard-and-fast contract that the records should not be sold less than the price dictated by the Berliner Company.

In the course of time the Berliner Company cancelled the agency of the Assiniboia Music Store and afterwards the records which were then in stock, came eventually into the possession of the Canadian Specialties, Limited, who were selling them regardless of the dictated price.

The case is of special interest inasmuch as there is at present before the House of Commons what is known as "The Knowles Bill," forbidding price fixing contracts, and in this case the Berliner Company sued on the contract and obtained an injunction some four months ago, prohibiting the Canadian Specialties from disposing of the records at less than the dictated price.

When it came to the eve of the trial the Berliner Company abandoned its position, and yesterday moved before Judge Lamont for leave to have the action dismissed with the Berliner Company paying all costs. Mr. Knowles, K.C., on behalf of the defendant opposed this, maintaining that it should be subject to a condition that the damages incurred by the defendant should be paid by the plaintiff. Judge Lamont sustained this point, and entered a direction that the damages should be assessed by himself at a later date, to be appointed.

During the course of the argument an evidence point of interest came out, and there was read the examination of the Vice-President of the plaintiff company, in which he was forced to admit that the patent on which he sued was absolutely valueless inasmuch as it had expired two years before the issue of the writ. It was further valueless because the plaintiff had used the wrong patent number, and the number in question, which they had inserted on their records, was a patent of a device for cutting thistles, apparently some agricultural implement, and Judge Lamont jocularly asked the plaintiff's counsel if he would contend that his records had a practical use for the purpose of eradicating this well-known weed. It was further shown that the patent, which the plaintiff said should be inserted on the record, was not only one which had expired but was one which was made of entirely different material (hard rubber) than that used in the records in question, and according to the evidence even this patent was not the property of the plaintiff. The evidence of Mr. Berliner also admitted that the contract, which the Assiniboia Music Store had signed, might, by the arbitrary conduct of the plaintiff Company, leave the purchaser of records high and dry with a large stock of records which he would be unable to sell unless by special permission of the Berliner Company.

Mr. Knowles made the remark that the plaintiff's case was even tedious in the fact that one constantly searched and found nothing but foundationless points in the plaintiff's case, and Judge Lamont from the bench made the inquiry as to whether the Berliner Company's whole case was not a case of bluff, to which Mr. Knowles replied that his clients were positively of that opinion.

The Canadian Specialties' case had been carefully prepared by a special patent expert, whom they had engaged in the matter, and it was manifest that the whole case of the plaintiff must necessarily fall to the ground, and this, no doubt, explains the application of the Plaintiff Company for leave to have the whole action abandoned.

I refer to that case because it was largely

through it that I became impressed with the fact that an injustice is done to men who sign these agreements, and the public suffer in consequence.

I have here next the agreement of the Henry K. Wampole Company, Limited, manufacturers of all kinds of medicines and chemicals, out in South Lanark, a riding we all know so well. I shall not read it as it is a long agreement in small type; but it ties the purchaser up completely.

Mr. Crothers: What do they deal in?

Mr. Knowles: They are well known wholesale druggists. I think a man should be protected if he has stomach ache, and that he has a right to get a remedy to relieve it at the lowest possible rate.

Then I have the agreement of the Nyal remedies.

Every Nyal remedy on this invoice has the selling price plainly printed thereon. In accepting the goods (whether charged or free) covered by this invoice, the purchaser for himself and his employees hereby agrees with Frederick Stearns & Company of Canada, Limited, Windsor, Ontario, not to sell any of said goods or permit the same to be sold at a less price than that printed upon the package.

I have another, in very much the same terms, of the National Drug and Chemical Company, commonly called the Na-Dru-Co. That is in the form of a regular contract in which they call upon a purchaser not to sell their products at less than the stipulated prices and terms set forth in the price lists of the Company. The company reserve the right to change the prices, and the purchaser must agree not to sell the products of the company to any person who has violated their agreement, and to give a sworn declaration at any time that he has adhered to the agreement. It is like the treatment of a ticket-of-leave man. I have here our old friend the E. B. Eddy Company, Limited. That beats them all. That company has a wonderful system. It does not let the man who buys matches get his profit at all until he gets all through selling the matches and then it makes him give a sworn declaration that he has kept the faith, held the fort and been a good soldier of the cross with it, and then it gives him his 17½ per cent. profit.

Mr. Doherty: Surely he is a soldier of Lucifer if he sells matches.

Mr. Knowles: In the grocery and provision trade 8 per cent. or 9 per cent. is a legitimate profit, and he is allowed just about half of that as his regular selling profit. The agreement reads:

Nor are you or your agents or employees to buy, sell, barter, trade or deal in any matches other than those of our brands bought from us or from our agents or travellers, except in so far as, and to the extent that, we are unable from any unforeseen cause, to fill your orders from time to time, of which you will be promptly advised.

It is like letting a man out on parole and requiring him to report every six months. If he reports faithfully, he is allowed to retain his freedom. The agreement continues:

We will, on the 15th of January and July in each year, or as soon as possible thereafter, credit you in account with a further special Loyalty Quantity Discount equal to twelve and a half per cent. on the net amount (after deducting all other discounts, freights and allowances), of all invoices of our matches.

First they give him a discount of 5 per cent.; then they give him a special loyalty quantity discount of 12½ per cent. for keeping faith. A copy of the affidavit required by Mr. Eddy is attached. They agree to give Macdonald, Crawford, Limited, 5 per cent. before they give them the 12½ per cent.—and they make them sign a contract before they sell them the matches.

I have contracts here along the same line, issued by the Aylmer Condensed Milk Company, Limited, and the Welch Grape Juice Company. Then there is one from the Channell Chemical Company, Limited. I do not know who the president is, or whether he was born in Hanover, Germany, or not, but he has quite a system. The letter reads:

1. We will not sell or offer for sale any of the said products to the retail trade or any person, firm or corporation (hereinafter referred to as the "customer") at a price other than thirty-three and one-third per cent. off that appearing on the package in which the product is sold.

2. We will not give to any customer any cash or other discount or advantage reducing said price.

3. We will not sell or offer for sale any of the said products to any customer after receipt of written notice from you that you have suspended the supplies of such customer on account of underselling said products or otherwise.

4. We will not export any of said products supplied hereunder to any country outside of Canada without your written consent first had and obtained.

5. We agree to pay you the sum of one dollar for each and every article sold or offered for sale in breach of this agreement as and by way of liquidated damages (this being a careful pre-estimate thereof) and not as a penalty but without prejudice to any other rights or remedies you may have hereunder.

I have here a letter signed by the Channell Chemical Company, who deal in the O-Cedar products. Any person who keeps house knows what O-Cedar products are.

Mr. McKenzie: Where are they manufactured?

Mr. Knowles: In Toronto. This letter, which is dated April 13, 1917, is addressed to Macdonald, Crawford, Limited, a Moosejaw wholesale house, and gives a list of dealers who are not to be supplied with O-Cedar products because they would not behave themselves. The list includes the following names: E. G. West, Ferrah Drug Company, H. & S. Smythe, Mr. Rosenberg, of Toronto; Binning's Fair of Moosejaw; J. H. Morris & Company, Edmonton, and two in Montreal.

Mr. Oliver: They are on the black list.

Mr. Knowles: Yes. The first paragraph of the letter reads:

We beg to advise that the following is a complete list of those dealers who are not to be supplied with O-Cedar products owing to their persistence in cutting the price.

I have a letter dated April 18, from Mr. Binning, of Binning's Fair, Limited, in which he mentions having been struck off the book of life by the Channell Chemical Company. This is the letter:

We have just been advised by Messrs. McDonald, Crawford, Limited, that the Channell Chemical Co., Limited, have instructed them not to sell us any more O-Cedar goods. We presume this is on account of our refusing to sign their contract.

We beg to enclose herein two letters from them which still remain unanswered also the agreement in duplicate which they sent us to sign. We have not broken their price for one year, but do not care to sign a drastic agreement.

They were removed from the list, therefore, not because they cut prices, but because they refused to sign the Channell Chemical Company's contract.

I have here a copy of the contract covering the sale of the Proctor and Gamble Distributing Company's products. This company manufactures in Cincinnati, but does business also in Canada. The contract provides that in case a charge for violation of contract shall be made, the persons signing the contract shall give the name of the person who made the sale in question, and furnish other necessary particulars. Refusal on the part of the signors to do this shall be conclusive evidence that the charge is true, and will render them liable to the payment of \$50 to the Proctor and Gamble Distributing Company as liquidated damages, without prejudice to any other remedies which it may have. This company manufactures soaps, washing powders and crisco.

Here is another contract sent out by Lever Brothers, Limited, the Sunlight Soap people. It provides for the usual affidavit which must be sworn to by any member of the firm designated by the Lever Brothers, Limited, covering the details of any sale of Lever Brothers' soaps.

Another contract in similar terms is that between the Canadian Postum Cereal Company, Limited, of Windsor, Ontario, and the Macdonald, Crawford Company, Moosejaw, in which the same penalty is provided

as liquidated damages if conclusive evidence is not furnished upon request of the name of the person or persons who made sales in contravention of the agreement.

In a letter to Macdonald, Crawford, Limited, the Canadian Shredded Wheat Company, Limited, quotes the following paragraph from an agreement previously made:

And we further agree not to sell shredded whole wheat biscuit, triscuit, or other preparations of the said company at any price to any person or corporation who has not signed and conformed to an agreement in the form B-2 below written.

I have here a letter concerning the Gillette Razor Company, but I shall not trouble the House by reading it. I may say in passing, however, that the House may be interested in the case of the Gillette Razor Company vs. Rea, which will be found in No. 1 Ontario Weekly Notes. The Rea people of the city of Ottawa had bought the goods from another party, who had really bought from the Gillette Company, and the Gillette Company tried to get an injunction against the Rea people, although they were not really the signors of the contract. In the volume above named Mr. Chancellor Boyd gives the reason why he refused that injunction.

This is the letter written by Macdonald-Chapman, Limited, wholesale grocers, with which Mr. Alexander Macdonald, a member of Macdonald, Crawford, Limited, is connected. It is dated Winnipeg, January 16, 1917, and is as follows:

P. A. Macdonald, Esq., Commissioner for the Government investigating the H. C. of L., Parliament Buildings, City.

Dear Sir:—

There are to-day in Canada certain firms who take what we think to be not only a very high handed but illegal stand in the policy of distributing their goods. For instance, there is the E. B. Eddy Company, manufacturers of matches. These people compel every wholesale grocer to sell their matches at a fixed price, giving the wholesaler a profit of from 17 to 20 per cent. or twice as much as any well conducted wholesale grocery business needs. If any wholesale grocer will not keep to this price Eddy refuses to sell them. Also refuses to sell any jobber who will handle matches made by any other firm either Canadian or American except those made by themselves. Our firm, for instance, here in Winnipeg, is unable to purchase any matches from the E. B. Eddy Company simply because we sell other matches which are just as good and at considerable less money, although we would be willing to adhere to the Eddy Company's price, which, as we stated before, is, we think, exorbitant.

Then there is the Canada Starch Company, also the St. Lawrence Starch and Sugar Company; these two firms control the manufacture of corn syrup and starches for Canada.

I fancy corn syrup is an article that is largely dealt in.

They also dictate a selling price at which the jobber is to sell and refuse to sell any jobber who will not agree by signing a selling price agreement to make the same margin of profit on any other manufacture of a similar line of goods they handle. These firms will not supply us with any of their goods whatever. We are willing to adhere to their selling prices, but their reason for refusing to supply us is that we handle Karo and crystal white corn syrup made by the Corn Products Company of New York. These goods we buy from the Corn Products Co., and are shipped from Argo, Illinois. We pay 62½ cents per hundred pounds duty on the syrup, 25 per cent. duty on value of the tins, 7½ cents war tax on the value of the goods as sold for home consumption, practically the same rate of freight, and we sell them delivered Winnipeg for fifteen to twenty per cent. less than the wholesale grocers of Winnipeg are forced by the Canadian combine to sell their goods at.

So it looks as if we could cut out this dictating of prices in Canada. The letter continues:

The Shredded Wheat Company are an American firm with a Canadian factory, who will not supply us with their goods because we sold some shredded wheat to a retailer in Winnipeg who sold at a reduced price to the consumer, and the Shredded Wheat Company refuse to sell us because we supplied the retailer with these goods. Since that we have bought the goods elsewhere and have cut their price down with the result that they refuse to sell any connections of ours from Fort William to the coast, although they are

separate and distinct companies from ours.

The Cream of Wheat Company, of Minneapolis, is another concern that takes the same stand, except that they do not try to dictate a price at which the retailer shall sell. The Borden Milk Company of Canada to-day also have in force with the wholesale trade an agreement whereby no wholesaler can sell their goods except at the price dictated by them, nor can any wholesaler sell any other manufacturer's goods except at a price dictated by the Borden Milk Company, which we think exceedingly unfair and unjust.

The next paragraph is not of importance and I will not read it. The letter closes with this statement:

We have in our office here copies of all agreements referred to, and many letters showing, as in the case of the Shredded Wheat Company, where they have even gone so far as to write the Macdonald-Crawford, Limited, of Moosejaw, stating that if they supplied us with any shredded wheat, they would cut them off the jobbers' lists.

I have read the main part of the letter, and I am very much indebted to the firm of Macdonald-Crawford and to many other friends for information which has been furnished to me in these papers. After looking into the matter, I am able to make this statement that I have never met any person who can give an honest reason why this price dictation should be continued. Certain mercantile associations have passed resolutions, but they have given no reasons at all. I have in my hand an article showing the way in which a large association which met in the Chateau Laurier here in February last dealt with the matter. They had representatives from many of the wholesale organizations and retail merchant associations throughout Canada. They have only a word to say about the Bill. You drive a man who has a special privilege to the ground, and you will find he has no argument, but this is the report as distributed by the directors of the association:

Following this announcement a Bill was introduced by Mr. William E. Knowles, M.P., from Moosejaw, who is a solicitor, and consequently he has had no practical experience in commercial matters, and this measure is still before the House of Commons, awaiting the continuation of the session.

That is all they have to say about it. Their only reason is that I am a solicitor and therefore have no business in commercial matters. Therefore they dispose of the matter in, I am sure to them, a very convincing way. Further on they say:

The following is a copy of the Bill which was introduced by Mr. William E. Knowles, M.P., of Moosejaw, and which it is the intention of the trade to strongly oppose, and which they say places unfair restrictions on them and savours too much of the sort of legislation that the Kaiser has been imposing on Germany, and trying to impose on other nations.

God save the Empire. When you find a man with a special privilege and hunt him to the ground, he will generally shout loyalty, or something of the kind. Their two arguments are, first, that the Kaiser is doing it, and secondly, that the man who has brought in this Bill happens to be a very humble solicitor. The Printer and Publisher of March has an article on pages 15 to 17 opposing the measure, and the Printer and Publisher for April has an article on page 33. I have read these articles carefully and they give no arguments at all. Here is the whole of the Printer and Publisher's argument against the Bill:

Just here, is where Mr. Knowles and others fall into error; they declare that when a maker or seller has parted with his goods at an agreed upon price, his control over re-sale disappears; that he loses title in the goods when he sells them and is paid for them; and that re-sale prices are for the purchaser to determine and not for the maker to fix and enforce.

They say that is where I fall into error; I think that is where I rise into lucid vision. I may be very dull—and no doubt I am—but I am rather proud of the fact that I do believe that when a maker or seller has parted with his goods at a certain price, his control over the re-sale does disappear; I believe he loses his title in goods when he sells them and is paid for them, and I believe retail prices are for the purchaser

to determine and not for the maker to fix and enforce. Their argument is no argument at all. Manifestly, if I pay for a Gillette razor, a price which pays the manufacturer for his invention, his patent, his control over the razor, his monopoly, because he takes all those things into consideration when he fixes his price, I have paid him for the charge he puts on all those things, and if they are things of value on the market, I have a right to cut that market price or not, just as if I owned a horse, I could sell it cheap. If I have bought and paid for a thing, it is the most Prussian thing in the world for any one to say what I shall do with it; I can give it away as a Christmas present if I like, because this is a free country.

The Minister of Labour the other day made up a list of some members of the House, some of whom, including my humble self, to whom he would not pay any attention, others, including the hon. junior member for Halifax (Mr. A. K. Maclean) to whom he would pay attention. I have here a copy of Industrial Canada which I would put in a class to which I would pay attention, and some day I will put the Minister of Labour in a class. Industrial Canada of March, 1917, has three full pages, 1284, 1285 and 1286, dealing with the measure, but I challenge any person to show that they seriously combat the Bill. They give their reasons in methodical order. They take the case of an Ingersoll watch and they say: If you allow it to be sold as cheap as a man can sell it, there will be no Ingersoll watch in the world, because the price will be cut down so that no one will buy it. Because a thing that is sold in the open market, the fact that a man is selling it as cheap as he can, does not remove it from the market. Men will buy Ingersoll watches if they are worth the money, and if they wish to buy those watches, they should have and always will have those watches if they are good buying and will compete with other watches. This article deals with the manufacturer's right to fix retail prices, and it is classified into three parts, the viewpoint of the manufacturer, the viewpoint of the middleman or the retailer, and the viewpoint of the consumer. Here is all they say in their article of three full pages, comprising six columns:

Consumers have declared themselves on this question of price maintenance, and have endorsed the position of manufacturers of standardized, identified goods in their desire and effort to have resale prices fixed and enforced. Let the following two illustrations of the consumer's attitude suffice for this time.

Then it goes on to say that Mrs. Christine Frederick, of the Ladies' Home Journal, gets some answers and the National Housewives' League some others, which convince them that the consumers did want it, and they rest their case entirely on the desire of the consumers that the dictation of the prices should continue. We can assume that this is their strongest argument, and it would be well for any hon. gentlemen who take an interest in this Bill to read what is to be found on page 1284 of Industrial Canada for March, 1917. My whole point is this, in the labor market, in the market the farmer has to cater to, in the market the professional man has to cater to, and every other market, there is no reason why men should not be allowed to sell goods as freely and as cheaply as they wish. If a man can sell his goods cheap, let him do so. If we carried out this principle of dictating prices, not only as far as in the agreements I have read, but universally, the consumer would get no benefit whatever, from the ability and cleverness of the merchant, and the merchant would have no motive to prompt him to reduce his overhead and develop a large trade. What we want in this country is to encourage in the widest possible way the merchant who makes up his mind to his business, to be more vigilant, to live more economically himself, and to attract the largest possible trade to his store. We want to encourage the man who will say, "My prices will be so attractive that people will come to my store. I will attract such

a large volume of business and look after it so carefully that I shall be able to sell cheaper than my competitors." But if you eliminate that and allow the price at which the merchant can sell to be dictated, the consumer gets no benefit, and I say the consumer has a right to freedom of trade. If the Macdonald Crawford Company, to use as an illustration, or any other great wholesale house in Montreal or Toronto, desire to sell a little cheaper than other wholesale houses, why should not the consumer be allowed the benefit of that? Surely some merchants can sell cheaper than others. The clever merchant who attends to his business and is frugal can sell cheaper than the extravagant man who is not attending so closely to his business. If the price of all commodities is to be dictated like the price of a postage stamp, the consumer will get no benefit at all, and I repeat, the consumer has the right to the benefit of competition in every article of trade. I have had resolutions from a great many labor organizations approving of this Bill. I believe the dictating of prices has been carried on to such an extent in this Dominion that it has become a source of peril. These price-dictators think they have a right divine, and that anybody who touches them is laying his hands on the Ark or something of that kind. I hope the House will be an iconoclast in that respect, and will see as I do, that the dictating of prices is becoming a vicious system in this country. I therefore move the second reading.

Mr. Blain: Does the information that my hon. friend has gone to show that the fixing of prices is carried on in Canada to any great extent?

Mr. Knowles: Yes, it is very general.

Mr. Blain: I differ from my hon. friend. I think it is carried on only to a limited extent, particularly in the Province of Ontario.

Mr. Knowles: It is carried on very extensively, not always by way of signed contract, but by way of understanding. Take, for instance, the Jaeger Wool Company or any other large clothing house. I am told by merchants, and I have talked with many, that they get a list of the prices at which the articles are to be sold, and if they deviate in any way from those prices, they will lose the agency, and the same thing applies to a great many kind of boots and hats and other articles of clothing. The way the price of sugar is dictated is an outrage. In Moose Jaw we can buy sugar made in Vancouver cheaper than the people of Vancouver themselves. In Calgary the price is dearer than in Moose Jaw, but cheaper than in Vancouver. The further you get away from Redpath sugar the cheaper you can buy it. Some of these people seem to think they own the earth, and I feel it is my duty to do what I can to smash the system.

Hon. C. J. Dougherty (Minister of Justice): I have followed the argument of the hon. gentleman with a great deal of interest, and if I have correctly grasped it he seeks to have this legislation enacted because he looks upon any agreement for the fixing of a resale price as unreasonably restraining or interfering with competition. As I understand the law as it stands at the present time, any contract that unreasonably restrains trade is already an unlawful contract, and is already covered by a provision of the Criminal Code, so that if the different agreements which the hon. member has read do, as he contends they do, unreasonably restrain competition in the sale of the goods concerned, why then the parties entering into them are under the law as it stands at present, guilty of an offence. If I understand the effect of his amendment it will be to withdraw from the consideration of the court, to whom the matter might be referred, the question whether any particular agreement in which a resale price is fixed does or does not unduly or unreasonably operate in restraint of trade or to reduce competition—in other words, to prejudice the consumer and to determine absolutely by the law itself that

the mere fact of a stipulation under any circumstances whatsoever fixing a resale price being contained in a contract makes the entering into that agreement an offence.

Mr. Knowles: What is the section my hon. friend refers to?

Mr. Dougherty: Section 498, which says that every one is guilty of an indictable offence who does a variety of things, and the last one mentioned is the one, I think, under which my hon. friend's Bill would come, if it be true that any agreement under any imaginable circumstances for the fixing of a resale price operates to produce the consequences which he asserts he does. The section says that every one is guilty of an indictable offence who combines, agrees or arranges with any other person.

(d) to unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity.

Now, if I followed the hon. gentleman's argument rightly, he contends that any stipulation fixing the resale price of an article should be prohibited because it does unduly lessen competition in the sale of an article. If he is right in that contention, then the law already deals with the case that he has in mind. If I point that out, it is not because I desire to proceed to say that he is right in this contention; or, on the other hand, that he is wrong in that contention; I do not want this evening to discuss that question. But I would like to put quite clearly what the proposed legislation is. It asks this House to determine that in all cases, without regard to circumstances or conditions, the mere stipulation by a vendor when he sells his goods that the purchaser shall not re-sell them at less than a fixed price is something that unduly and unreasonably lessens competition and prejudices the consumer, and therefore should be prohibited, and the person who enters into such an agreement should be treated as a criminal. The question, therefore, that this House has to pass upon in considering this legislation, is whether it is justified in indicating that the stipulation of a fixed price is in all cases one which prejudices the consumer by unduly lessening competition or by unduly enhancing the price. If we pass this legislation, Parliament will hold that to be the case, without regard to circumstances and conditions. The difference between the law as it stands to-day and as it would be should this Bill become an Act, would be that, whereas to-day a man may be convicted of a criminal offence if he stipulates a retail price and this produces the result indicated by the hon. gentleman, after this law is passed he would be liable to punishment, even though in that particular instance he could show that the stipulation of a retail price did not produce any injurious consequence. To justify the proposed legislation, therefore, Parliament ought to be convinced that in all cases, without distinction of circumstances, the mere stipulation of a fixed retail price operates wrong to the general public.

Now, I am not prepared to say that it does. The hon. gentleman seems to think that it does. I am not going to say this evening that he is not correct in saying that, but I have endeavored to make it clear just what it is that Parliament is asked to do, for the purpose of impressing upon all who have to deal with it the importance of this proposition. This question, which the hon. gentleman dealt with in introducing the Bill, even before he introduced his Bill, had been engaging the attention of the Government in connection with the consideration of the general questions bearing upon the high cost of living. I think the Minister of Labor has given the matter very special attention, and I have given it some little consideration and some little study myself. Of course, like the hon. gentleman (Mr. Knowles), I labor under the disadvantage of being a solicitor, and therefore in a class that, according to some people, cannot be expected to know anything about business. But I have endeavored

to look into this question, both into the question of how the law stands at the present moment upon the subject, and the question whether or not the mere stipulation of a retail price necessarily and in all cases unreasonably enhances the price to the consumer, or unreasonably lessens competition in the sale of the article. I am free to admit that I have not been able to reach as clear and definite a conclusion on this subject as the hon. member seems to have reached. I do not wish to convey the idea that his proposal does not meet with a sympathetic reception on my part, so far as its purpose is to prevent unreasonable or undue enhancement of prices, or to prevent the doing of anything which will hinder or lessen competition in the sale of goods. If I could satisfy myself that in all cases and without distinction a stipulation to fix a resale price produces either of these results, I should be prepared to accept the principles of the mover of this Bill. I have not been able to reach that conclusion, nor have I been able to reach the contrary conclusion, either. The matter is one which, in my judgment, calls for careful consideration. And, as I have said, it has been receiving that consideration. In considering the matter, one question has struck me as worthy of serious thought, and it is this—whether the best way to deal with such evils as may result from contracts of the kind the hon. gentleman has cited is to deal with them as matters of criminal law. What we want to get, after all, is the prevention of such evils as may result from contracts of that kind, and it is not quite clear to me that the best way to secure that prevention is to make the person who enters into a contract of this kind a criminal, and the entering into that contract a crime. Because, immediately your remedy is in the criminal law, that is when you depend upon means operating by the deterrent effect of punishment of particular people, you must depend upon public feeling against the man who enters into a contract of the kind that is prohibited. I think I am safe in saying that the practical experience of the criminal law, as it stands, which makes it an offence to combine or enter into an agreement to unduly enhance prices or prevent or lessen competition, has not been of a kind to encourage people to have recourse to that method of correcting the evil. Juries, naturally, are apt to be slow to find guilty of crime persons who have entered into agreements of this kind, which by many, at all events a certain class of people, are looked upon as perfectly legitimate. It is not clear to me that it would not be better to legislate looking to the prevention of the carrying-out of agreements of this kind. That is a question which I only put forward for consideration. It is one in regard to which I will not go farther than to say that it means that there is a good deal to be said in support of the proposition that it might be better to look to legislation to regulate and control the effects of agreements of this kind for the remedy of the evils which might result from them rather than to criminal legislation. It is perhaps true that it might be well to provide both remedies. I am not for the moment presenting any absolute opinion upon the question, but I think it is a question that calls for careful consideration in connection with this legislation. I would like to say further that quite a number of people, representative of the different classes of the business community in this country, have, since the hon. gentleman introduced his Bill, in writing to me, asked for an opportunity to be heard. Probably a committee of this House would be the best method of hearing what they have to say upon the practical results which they believe would follow upon the enactment of this legislation. It is not unfair that that opportunity should be given to them. I fancy that all hon. gentlemen would agree in thinking that it would be fair that before we proceed to enact this legislation, which is going to create a new crime, we should

give an opportunity to those who may be affected by it to be heard upon the question. Both because I and my colleagues would like to give some further consideration to the subject matter of this Bill, more particularly to the evils which the hon. gentleman thinks he is going to remedy, and to the question of remedying the evils in so far as they exist, and furthermore in order that we may have an opportunity of providing means by which the parties who may be affected by this legislation may have an opportunity of being heard, I would desire to move the adjournment of the debate.

Mr. Knowles: May I ask when we will hear anything more of it?

Mr. Doherty: It is not with a desire to prevent the matter being dealt with. It is not impossible—I make no promise in that regard—that legislation will be introduced to deal with this matter on the lines which I suggested a few moments ago and which will, perhaps, even in the judgment of the hon. gentleman, meet the evils that he seeks to meet. If it proves to be so, perhaps his Bill might give place to that. But, if, on the other hand, it does not, I am quite prepared to assure him that I am not seeking to get rid of his Bill in any indirect way and in moving the adjournment of the debate, it is not for the purpose of getting rid of this question. It is sincerely for the purpose of enabling us to give it the study that it deserves and to give those who may be affected by the proposed legislation the opportunity which they have asked for, to be heard. If no other legislation is proposed and no other method is found of dealing with the matter in a manner that may be satisfactory, and which will give the hon. gentleman an opportunity to go on with his Bill again. There is no desire to get rid of his Bill otherwise than by having the question involved in the submission of this Bill passed upon by Parliament.

Mr. Knowles: I do not suggest that the minister is endeavoring to delay me in any manner at all. The only point is that I do not know whether I shall be here in

the future. I may not be here after a week from now.

Mr. Donerty: I will be very glad to meet the hon. gentleman and do my best to arrange that he will have an opportunity at a time convenient to himself. But, frankly, I do not think the House will proceed to pass this into law without giving—

Mr. Knowles: The second reading is not law.

Mr. Doherty: It will not take a very long time to pass it through its second reading. We will not be very much farther advanced because it has had its second reading. The passing of the second reading is supposed to involve the acceptance of the principle of the Bill. The whole principle of this Bill is that under no conditions or circumstances—

Mr. Knowles: It is not the principle.

Mr. Speaker: There is a motion to adjourn the debate and it is not debatable. I had hoped that it might be terminated by natural process.

Mr. Graham: If it could be understood that this matter would be taken up again it would be satisfactory to adjourn it, but without an understanding of that kind it disappears. As I understand, it is probable that the Minister of Labor (Mr. Crothers) will have a Bill on this line. If we could have an understanding that these two Bills would be referred to a special committee of the House when the Bill of the Minister of Labor came up in order to give the people that the Minister of Justice mentioned a chance to be heard, there would be no difficulty.

Mr. Doherty: I do not think there will be any objection in agreeing to that. If the Minister of Labor should not deal with the matter by any other Bill, this Bill might be referred to the committee to be dealt with. If the hon. gentleman (Mr. Knowles) will look at the Order Paper that deals with the high cost of living, he will find that, at all events with regard to the necessities of life, the provision contained in his Bill is in effect the provision contained in that Order-in-Council. I beg to move the adjournment of the debate.

Motion agreed to and debate adjourned.

Enormous Crop of California Valencia Oranges

A Million and a Quarter Boxes in Excess of Last Year's Crop—
Prices Will Probably Rule Fairly Low—Orange Sizes Fairly
Small but Quality Extra Good—Prepare to do Big
Orange Business

WHEN the California Valencia orange season opens in real earnest, it will open on one of the largest crops of this variety ever shipped from the State. It is estimated that there will be somewhere about 15,000 carloads of Valencias and probably another carload of Seedlings and Mediterranean Sweets. This is compared with the crop of last year which roughly totalled 11,500 cars. This shows an increase of some million and a quarter extra boxes of Valencia oranges.

With an extra million and a quarter boxes, with no more people to sell them to, it is a fact beyond the possibility of dispute that these oranges will be fairly cheap. That is surely the merchants' chance to get after business. Oranges and bananas are the two most universally known and used fruits on this continent, and the merchant will do well to keep this thought in mind, and when he is planning his summer campaign, plan to build up a trade in oranges.

The quality of the crop offering is reported to be very good, probably 75 per cent. grading Number One. That is to say, they will be a practically flawless orange. The 25 per cent. remaining that grade as Number Two, do so, not because of any lack of actual quality, but mainly as a matter of skin texture, some little abrasion on the skin that in no way effects the quality of the fruit. The early shipments of these oranges will run very heavily to small sizes, but it is expected that by the time the season is in full swing the sizes will be about normal.

The last cars of navels are now leaving the State, and even some cars of Valencias have arrived. Of course, the navels, being the end of a crop, are much superior to the Valencias, which are only beginning. The latter have, however, the advantage in keeping qualities. There will probably be navels available for two weeks yet, by which time the Valencia orange movement will be in full swing.

B. C. Travelers Stage Carnival

Immense Crowds Spend Week of Riotous Enjoyment — Substantial Sum Raised For
Laudable Object—Miss Josie E. Siddons Reigns as Queen of Van-
couver War Dance and Carnival.

SOME time last winter there grew up in the mind of some Vancouver grocery salesmen that something might be done to provide money to meet the needs of some of the returning soldiers. Harry McKelvie, N. S. Rattray, D. M. McDonald and A. R. Kelly, were the prime movers in the idea. But the almost limitless possibilities that open up on the consideration of the idea some gave it a wider scope.

For some time the grocery salesmen managed to do all the work themselves, but as the task became heavier it was decided that all commercial travellers calling Vancouver their home, and there are 1,200 of these, should be enrolled in the association, which was afterwards incorporated under the Benevolent Societies Act, under the imposing title "The British Columbia Commercial Travellers War Dance and Carnival Association."

The optimistic forecasts of those interested in the Carnival were more than realized. The weather favored the venture and considerably over 100,000 persons were present, and the funds gathered for the fine object that was behind the whole venture netted a handsome total of about \$40,000.

Early in March fourteen young ladies were nominated by fourteen of the larger business houses in Vancouver. There were to be elected one Queen of the Carnival and four Maids of Honor. The successful nominee for the high post of the Nabob Queen was Miss Josie E. Siddons, employed by Messrs Kelly, Douglas & Company, Limited, wholesale grocers. Her election was made certain by the retail grocers of British Columbia, Alberta and Saskatchewan, who poured thousands of dollars into her fund, contributing a total of \$6,050, rolling up 3,050,000 votes, there being 100 votes for ten cents.

Miss Siddons was crowned Queen of the Carnival on May 2, the opening day of the carnival. She reigned as Miss Vancouver, Queen of the Carnival, during the entire week. She was crowned by Mayor Malcolm McBeath, and the opening day was made a civic holiday.

The Georgia Street viaduct, a handsome structure crossing the C.P.R. freight sheds, and linking one end of the city with the other, was loaned by the city for the occasion. This measures 2,872 feet by 66 feet wide, and for a "land bridge" is one of the largest things of the kind in Canada.

There were many entertainment features, but perhaps the greatest of all was the crowd itself. Such a surge of confetti throwing people, such a throng of dancers,—there was an open-air cabaret in which 1,000 people danced at once—so numerous the side shows and the speculative wheels—that perhaps the crowd enjoyed itself as much as anything else.

There were two unique features, de-



MISS JOSIE E. SIDMONS,
Elected Queen of the Vancouver Carnival by an Overwhelming
Majority.

serving of special mention. One was the nomination of candidates for Queen of the War Dance and Maids of Honor; the other was the fact that every visitor to the carnival got a free gift for his or her fifty cents paid admission.

Another important and very pleasurable feature of the carnival was the fact that fully twenty-five thousand Americans came over to Vancouver from Seattle, Portland, Bellingham, Blaine, Spokane and other cities on the other side of the "imaginary line." The Shriners of Tacoma sent over their splendid band, and there were seven other bands contributing to the gayety of the days and

nights. All the old reliable standbys of exhibitions and fairs were in evidence; and taken all around it was a huge success.

One notable historical event was pulled off when the military forces of Canada took part in the flag raising ceremony. The flags of both Canada and the United States were broken from the peak, to the tune of Canadian and United States national anthems, while soldiers from both countries presented arms.

The attendance was estimated at about 125,000 persons, which is, at the present time, the population of Greater Vancouver.

About Margins, Turnover and Profit

Some Suggestions For Finding the Relation of Each to Others—Fugitive Ideas on Other Items of Interest.

By Henry Johnson, Jr.

LAST October I got a letter from a grocer in Aberdeen, Scotland, in which, among other items of lively interest, he mentioned a lot of 30 dozen American canned pears he had received in January, which at time of writing, Sept. 16, 1916, were nearly all sold.

I made a very rough sketch of how he came out on those pears, and it seemed to me then that, using our customary rule of averaging expenses, he lost money on the deal. Of course, I was guessing at his cost and selling prices, for he had not stated them. I had hoped to hear further from him with an indication of his views; for I know those grocers over there are apt to have figures down to a much more authentic basis than we have. But I imagine that he has had his hands rather full, for he has said no more.

So I have made another sketch, taking present California quotations as the basis of cost, \$2.40 per dozen, and figuring nine months' time for the clean-up, and I'd like much to have some views on this from others.

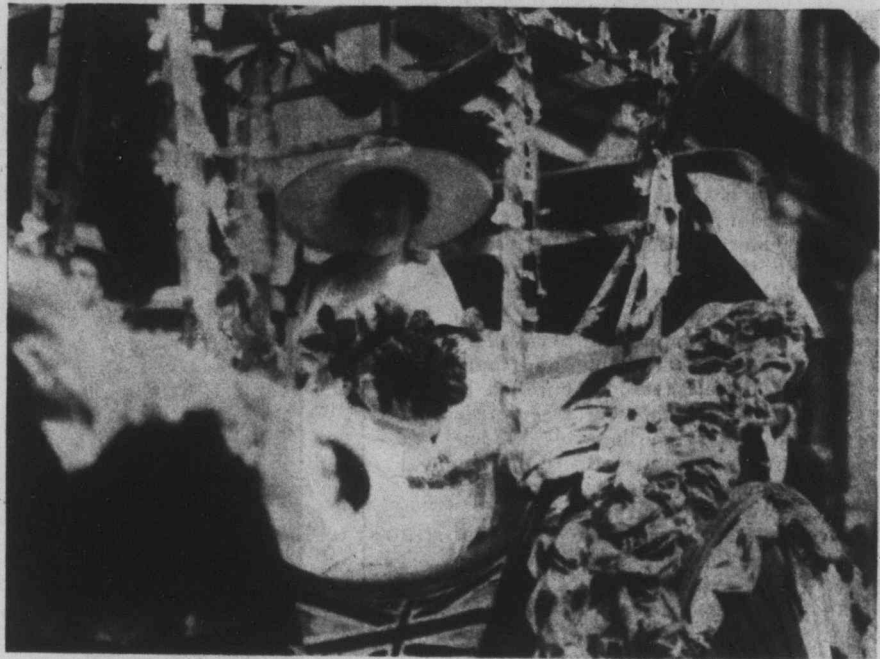
Proper Margin on Sluggish Semi-Luxury

With him this item is a slow mover, and always it is a semi-luxury. Hence, it properly must bear a margin wider than staple goods. So I figure on a 33 1-3 per cent. basis. Thus the lot, costing \$72.00, retails for \$108.00. What is the net earnings in money and percentage?

Rental will average around 2 per cent. on his stock; but this item occupies little room compared with its compact bulk, so I take 1 per cent. per month for rent. Nine months would be \$6.48, but as the stock is moving steadily, I cut that in two, and figure \$3.24. Then there is 6 per cent. interest on the \$72 for half of nine months, or \$1.62. Next, take 1 per cent. on the sale for depreciation, \$1.08. Perhaps the shrinkage should be included in the last figure, the final expense percentage; but let it go that way for an extra buffer. But I figure the general expense-percentage at 20, or \$21.60; and I take that so high because the luxuries and semi-luxuries must bear a high expense-ratio commensurate with their wider margins to off-set the narrow-margin staples of which we all know.

Now, if we add all these costs, expenses, etc., together we find a total of \$99.54; and taking that from our gross sales of \$108.00, we have a money-net-profit of \$8.46; or 7 5-6 per cent.

I sure do wish some of the keen grocer-men who read this dope would tell me whether this analysis looks good to them or not—and in any case WHY. I think it would help the cause along a lot.



The Queen of the Vancouver Carnival in Her Royal Coach.

Grocers Groping Upward Toward the Light

In a market where standard tomatoes are costing the retailer \$1.65 to \$1.75, I find grocers getting 15c, and in a few instances 18c the can. Modest enough, surely; considering that this yields only 8½ per cent. and up for gross margin on the \$1.65 cost. But yesterday I noted an interesting condition.

The keeper of a very small store who does all his own work, does not deliver and has been located among his present customers for upwards of a dozen years, sells many high-grade goods. Solid pack tomatoes cost him to-day \$1.90 the dozen. He is getting 20c for them, and thus realizes 20 5-6 per cent. on present costs, though he owns his stock on a much lower basis. He is a wise, genial, non-arguing kind of man. Pursues his way quietly but steadily and self-containedly. I think he strengthens his position considerably by advising his customers not to buy too much, and he puts an embargo on the sale of more than a few cans to each. Looks like good psychology to me. And, of course, he is in preferred position to stand a trade-siege, being without much expense. I omitted to ask him what business he does.

Less than two blocks away is a strictly high-grade, high-service store. None of the principals was in; but I learned that Richelieu tomatoes were held at 25c the can. Probably they would cost over \$2.00 the dozen to-day; but very likely

he is realizing all of 30 per cent. gross margin. This store is well kept, stocked with goods of choice character which are kept in fine order—clean, fresh-looking labels. The place radiated prosperity—indicated that there was plenty of trade of a satisfactory character; and I have noted that it has looked that way for over ten years.

Along another block is a grocer who sells around \$130,000 annually, who has been in the one location for 17 years. He is getting 18c for tomatoes which he can buy now for \$1.65; so this shows him nearly 23½ per cent. margin. This man knows what he is doing all the time. But his expense runs from 18 per cent. at best to over 20 per cent. at worst. He is laid out for a large business which present conditions bid fair to curtail. So he is dubious and anxious about the future. He does not realize the net to which he properly is entitled.

Which Business Looks Best?

None of these men is going to fail. Of the three, the second would be my choice. But when you get down to first principles, the first man is the best situated to cope with prevailing conditions; for he can stand a bread-and-water business diet better than either of the other two. All of which verifies the foresight-er jobber's statement; that to-day is the day of the small man—that the present is a small dealer's market.

But the really most encouraging feat-
(Continued on page 37)

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By R. T. D. Edwards

Lesson No. 4

AS you go from town to town, or from city street to city street, and observe all the various kinds of show cards and types of lettering used on these cards—some good work, some poor work—it makes one wonder where all these different varieties of work originate.

We are not speaking now of that class of card which has "Home Made" written all over it—the kind that is done with a box worker's outfit or from a piece of a shoe box with ordinary writing ink daubed on with a five cent camel hair brush—but well executed cards by people who really try to turn out creditable work.

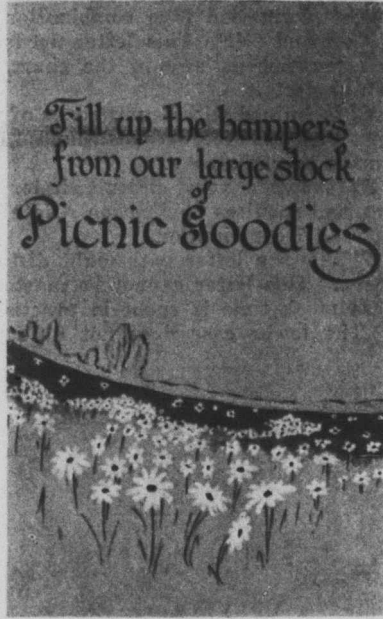
Scarcely any greater variety of cards could be found than right here in Toronto, on Yonge Street, and a stroll in that direction will suffice to prove this to the observant.

Many stores have ideas in their show cards as well as in their business methods. You will note a store that features small, neatly lettered cards in Roman type. This is carried out throughout the entire series of windows. Another store features large cards, employing a heavy style of Egyptian lettering. Smaller stores vary in style, some having many large cards with very elaborate drawings and air brush shadings while others stick to smaller cards of a class of lettering which they try to keep exclusive to their stores.

The professional card writer has so many and such varied demands on his ingenuity in order that the cards of each customer may differ from those of the man next door that he is obliged to keep himself well posted on all styles of lettering and show cards.

Make it your business, therefore, to study every branch of the art so that when called upon in an emergency you may not be unprepared.

With this end in view we are compiling another series of articles on the sub-



ject. Each lesson will show new styles of lettering along with some other idea calculated to bring out your talent in this line.

It is to your advantage, therefore, not to miss a single lesson. You will derive as much or more benefit from this course as you would from one for which you had paid a fifty or sixty dollar fee.

An entire outfit is not necessary to the profitable following of these lessons. This month's requires very few tools, all of which have been used previously. They are: Two sizes of round-writing pens, Nos. 2½ and 1½; an ordinary drawing pen, ruler, carbon paper, water-proof ink, and transparent colors.

The style of alphabet we are featuring this month is one which is very practical for fancy cards. This form of lettering has an exclusive appearance and can be accomplished very speedily after the formation is memorized. The round-

writing pen is used for making these letters and each stroke is made with one stroke of the pen. No outlining is done at all.

The Chart

"A" shows a six-stroke letter, all of which are curved. There are several familiar strokes in this which have been used in other letter formations. You will find that "A" needs a great deal of practice. Strokes 2, 3, and 4 require special attention.

"B" is another letter with all curved strokes. The four-stroke combination, 4, 5, 6, and 7, should be paid special attention to for practice work.

The formation of the "C" is similar to that shown in previous alphabets. Be sure to bring stroke 1 out further to the right than the upper part of the letter. This is important.

Strokes 4, 5, and 6, of "D" appear as one continuous stroke. Note the small cross-bars which indicate where the strokes should be joined. Practise this letter many times.

"E" is a letter with a nice swing to it, which makes it easy to learn. All the strokes of this letter are good material for practice.

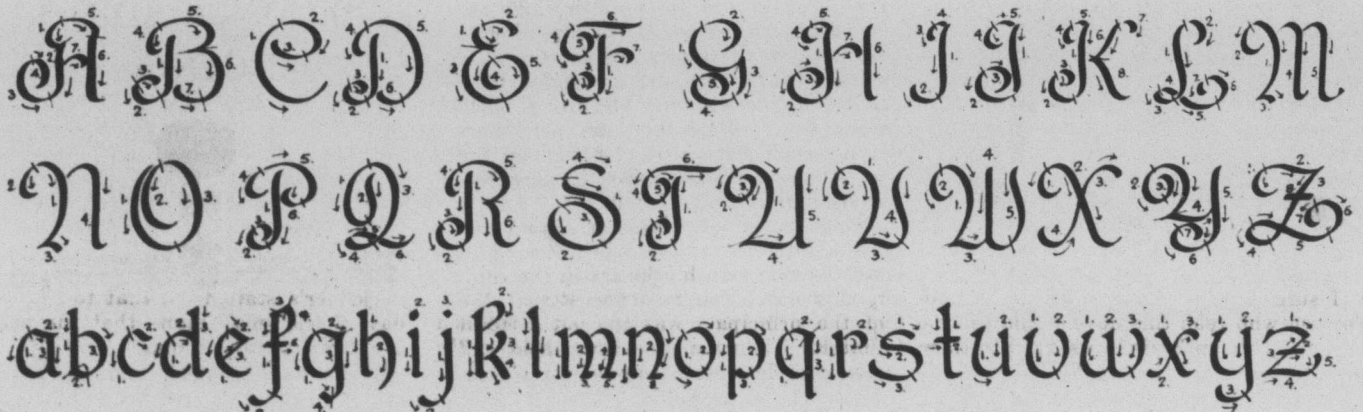
"F" shows an entirely new letter formation and a lot of practice will be needed, in order to perfect it. Combination strokes 4, 5, and 6 are excellent for practice work.

"G" is another all curved letter of very graceful formation. Note the relation strokes 1 and 2 have with one another.

"H" shows an entirely new formation. It requires six pen strokes to complete this letter. The combination of strokes on the left hand side of the letter should be practised quite often in order that they may be made correctly.

The strokes which go to form the letter "I" are shown in the letter "H." Practise often.

"J" is the same formation as the left hand section of the "H." These all-curved strokes require much attention.





"K" shows the "J" strokes with strokes 6, 7, and 8 added. Practise often the last three strokes mentioned.

All strokes of "L" require much practice. Note how strokes 4 and 5 break at stroke "I."

"M" is an entirely new formation. Practise well strokes 1, 2, and 3. Strokes 4 and 5 are the same formation.

"N" is the same formation as the "M," with stroke 5 omitted.

The three strokes of "O" are quite familiar. Practise often.

"P." Stroke 1, 2, and 3 of this letter appear frequently in previous letters. The combination strokes 4, 5, and 6 should be practised often.

"Q." Here is a new style letter for you. This shows a lot of familiar curve lines in a new letter formation. Practise combinations strokes 1 and 2 together.

"R" has six strokes, and is very much like the "P." The only difference being in the stroke 6. Practise several times.



"S," like "C," has a formation which has appeared in previous alphabets, but nevertheless should be practised.

"T" is the same as the "F," without stroke 7. Strokes 4, 5, and 6 need a great deal of attention.

"U" shows an entirely new formation. It will have to be practiced many times in order to be made perfectly.

"V" also is a new style. Practise often stroke 4.

"W's" formation is a combination of the "U" and "V." This letter needs as much practice as any in the chart, so don't neglect it.

"X" is formed with four strokes of the pen. With practice, strokes 3 and 4 can be made as one stroke.

"Y" shows a very difficult letter to form, and requires application. Note the 5, 6, and 7 combination.

"Z" shows a letter with eight distinct strokes. This letter cannot be mastered unless much time is spent in practicing it. The lower case does not differ as



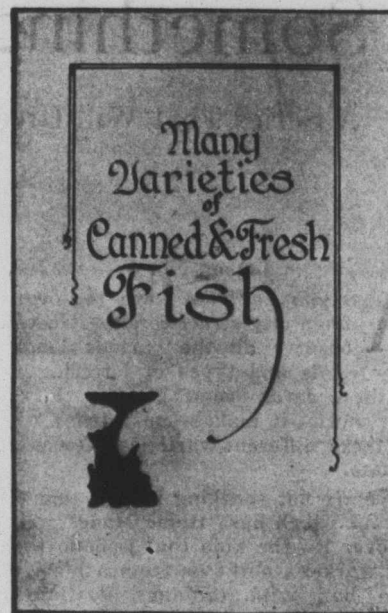
widely from the previous letter formations as does the upper case, so a detailed explanation is unnecessary.

Note where spurs are used they are made on the slant. Watch little individual traits in this lettering in order to get the best effects.

Note that all strokes are numbered and each stroke should be made in its turn according to its number, and the pen should be drawn in the direction in which the small arrows are pointing.

As we said before, use a round-writing pen to do this lettering and use a black carbon ink. Wash out the pen thoroughly each time and the life of the pen will be doubled besides getting better results.

The collection of completed show cards gives a fair idea of how the lettering illustrated this month appears in the completed work. You will notice that the upper and lower case letters are used together. Under no consideration use all upper case letters to complete a word



For our feature this month we are showing on our show cards hand-drawn colored work. This work is one of the most important branches to the successful cardwriter and much time spent on it is a big step in the right direction. We do not claim any great art work in these because they are all copies of some sort or other. If not exactly transferred with the aid of carbon paper the ideas were gotten from some paper, magazine, or journal. So you can make them as well as can any one else. Just follow these descriptions: —

The "Daisy" card is on grey cardboard. The drawing was first sketched out roughly with pencil. Then the grey shading was washed on as shown. When this was dry the white daisies were painted with ordinary cardwriter's white. The stocks were put on in black with a pen, and the centre of the flowers are touches from a black brush. It is simple, but effective.

The "Butterfly" card is simple. Hand drawn with black waterproof ink and



afterwards colored in bright butterfly colors with transparent ink.

The "fish" card shows a drawing of more or less of a conventional nature, but would make a good card for this purpose. The drawing is in black and



The "New Style" card is an exceptionally fine illustration of this work. The idea for this was gotten from a postcard, but it is a free-hand drawing. It was first sketched in black. The leaves and stalks are colored in green and the flowers a pretty shade of pink. This makes an excellent card for present season's showing.

"Apple Blossom Time" card shows another spray of apple blossoms put to good use. This idea was taken from a cover paper sample. Natural colors of pink and green are used.

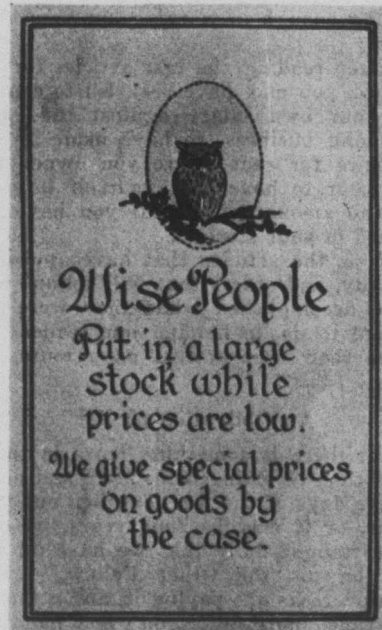
"Green Groceries" card is an excellent design for almost any use. This idea was taken from one of our week-end papers.

The little "Oriental" card shows a drawing of a Chinese lantern. This is quite in line this season in view of the Oriental tendency in prevailing styles.

"Wise People" card shows a drawing taken from a private greeting card sam-

ple. The background is blue, with a green branch and brown bird.

The "Cutlery" card shows a small decorative conventional drawing of a flower with a scroll worked around it. Blue flower and green scroll.

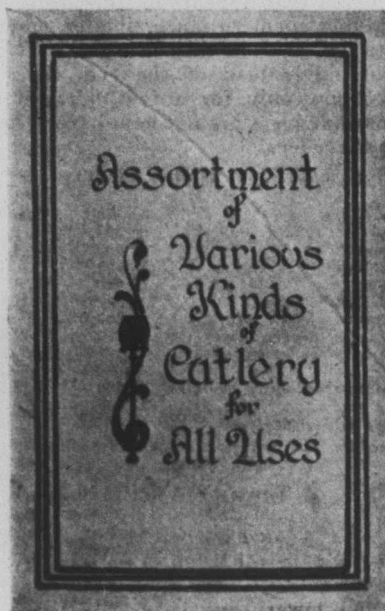


can be colored with yellow, red, or green.

"Fruit Tree" card shows a drawing of apple blossoms across the bottom of the card. The background of this drawing is pale blue; the blossoms are pink, and the leaves are green. Transparent colors used for coloring.

"Tools" card shows a conventional drawing of a bay tree. This was taken from a catalogue and traced on by means of carbon paper. The leaves are colored green and the pot brown.

The "Summer Style" card shows a very dainty drawing of a swan scene. This was sketched with pen and black ink and the water was afterwards colored green.



CONSCRIPT COLD STORAGE AND STOP FOODSTUFF GAMBLING

Mr. A. B. McCoig, M.P. for West Kent, will shortly make two important proposals to the Government in connection with the increased cost of living. He will urge the practical conscription of cold storage plants and the taking over by the Government of their control and operation. He will also propose a wartime amendment to the Criminal Code, making it an offence punishable by imprisonment, to gamble in foodstuffs and other necessities of life on stock-broking exchanges or otherwise.

Figures to Help "The Other Fellow"

When Costs of Doing Business Can be Worked Out For the "Average Grocer" All Over Canada—More Detailed Returns Show Interesting Contrasts in Expenses.

Third article in Series on Costs of Doing Business.

IN continuing this intimate, family talk on the Cost of Doing Business this week, we want to extend to all the readers of CANADIAN GROCER not only a cordial but a very urgent invitation to send in to us reports of their own business operations.

Many of you have been reading the returns from a few of those who have sent them in, and you have profited by them.

You have seen what it costs the merchant in a place of 1,000 people to deliver goods, to pay his clerks, to rent his store, to keep up his insurance, and his advertising; what he allows for depreciation in his fixtures, his horses, or his delivery car; what his total expenses figure out in terms of the percentage of his turnover, be it 11, or 12, or 14, or 16, and so on.

It has, we doubt not, been of help to you in checking up your own costs; it has, perhaps, suggested to you points where you were paying too much, or items of cost for which you were not allowing enough in working out your own costs.

After reading the last article, for instance, you may have been led to charge up your own salary against the costs of doing business, to have made an allowance for rent where you owned the store, or to have paid yourself interest on the amount of capital you have invested in your stock.

If so, the articles that have appeared already, and others that will follow, will have accomplished what they were intended to do, in helping our readers to place their cost system on a more accurate basis.

An Obligation on All

But there is something more in these days than receiving help: more and more as the days of the war lengthen out into three, or it may be four years, we are being taught daily that we have an obligation to "the Other Fellow." The men overseas are paying it, and a thousand times more, to us; on every hand we will be finding the opportunities at home opening to us, in social and in business life, and we would suggest that in a very small way, and it may be in a somewhat selfish business way for all of us, there is an obligation to impart to the other grocers of Canada such information as our books contain that will prove of help to them in placing their own businesses on a stronger foundation. This can be done by each merchant filling out the blank form that appears below in order that others may study the results you have achieved and may perhaps model their method upon yours.

Figures Absolutely Confidential

The figures that are received by CAN-

ADIAN GROCER are treated as absolutely confidential. Not a hint has been given in the articles that have appeared so far, nor will there be in those that come later, of the name of the merchant whose returns are being submitted, nor even the name of the place in which he is located. So that you may submit the figures of your business in entire confidence that no one will ever learn of them as applying to you.

Working Out Final Results

The reason that CANADIAN GROCER is urging a general response to the inquiry on the Costs of Doing Business is that it will be impossible to work out any final results that will be authoritative unless we have not only hundreds but a thousand or more replies, covering places of all sizes in Canada, and businesses where the turnover runs from very small to very large figures. This point all will readily appreciate.

For instance, consider how valuable it will be to the grocers of Canada to learn that in a thousand or more stores the average salaries work out at such-and-such a per cent. on the turnover; that the delivery costs average so much; that the average grocer allows so much for depreciation; that the average grocer finds that his costs of doing business work out at 14.5, or it may be 15.3 per cent. of the turnover; and more than that, that you have laid before you the figures for Mr. Average Grocer in places below 1,000, those between 1,000 and 5,000; those under 20,000 those above, and so on.

Help us, then, to establish these figures for the average grocer by filling in the blank that appears on this page.

Having spent so much time on our exhortation, that in this case came at the beginning instead of the end, there is space now only for a few detailed returns that have been received from some of our readers.

A Town Under \$6,000

	Amount	P.C. of Turnover
Rent	\$ 500	2.
Salaries	1,000	4.
Advertising	100	.4
Delivery	1,000	4.
Heat, light, current	200	.8
Insurance, legal, taxes	200	.8
Bad debts, depreciation	100	.4
General store expenses	200	.8
Total cost of doing business	\$3,300	13.2
Turnover	\$25,000	
Percentage of turnover		13.2

Suggestion for reducing costs: "Cut the delivery out."

A Town of About 100

	Amount	P.C. of Turnover
Rent	\$ 240.00	2.18
Salaries	1,212.00	11.
Advertising	4.65	.04
Delivery	None	
Heat, light, current	63.91	.58
Insurance, taxes, legal	90.00	.8
Bad debts, depreciation	75.00	.68

Interest	128.42	1.17
General store expenses	125.00	1.1
Total	\$1,938.98	17.6
Percentage of turnover	17.6	
Turnover	\$11,000	

A Town Under 5,000

	Amount	P.C. of Turnover
Salaries	1,500	...
Rent	Own bldg.	...
Advertising	60	...
Delivery	1,560	...
Heat, light, current	96	...
Insurance, taxes, legal	144	...
Bad debts, depreciation	600	...
General store expenses	720	...
Total	\$4,680	4.9
Percentage of turnover	4.9	
Turnover	\$96,000	

NOTE.—The figures given above do not include rent or the proprietor's own salary. Even adding these they are remarkably low.

A Town of 500

	Amount	P.C. of Turnover
Rent	\$ 600	1.36
Salaries	2,050	4.66
Advertising	150	.34
Delivery	85	.2
Heat, light, current	240	.55
Insurance, taxes, legal	875	1.9
Bad debts, depreciation	100	.23
General store expenses	100	.23
Total	\$4,200	9.5
Percentage of turnover (on \$44,000)		9.5
Turnover	\$44,000 to \$53,000	

Where Turnover Cuts Down Costs

Taking three out of these four returns where the salaries appear in full, apparently, in two cases they run between 4 and 5 per cent. of the turnover; in the third, 11 per cent. It was the large turnover that reduced the salary per centage in the two cases. Rent runs 1.36 per cent., 2 per cent., and 2.18 per cent., reasonably close figures.

Delivery Varies With Turnover

In the case of delivery, the highest cost, even from a per centage standpoint, is seen where the turnover is greatest, \$96,000 in a place slightly under 5,000. Here it runs about 1½ per cent. of the turnover, \$1,560. In the place where the turnover is \$25,000, the delivery percentage is .4; where the turnover is \$44,000 to \$53,000, the delivery is only 1/5 of 1 per cent., .2, a very low figure, far below the average for a turnover of this amount.

Please Fill Out and Return to Canadian Grocer.

	Average Cost in Dollars	Per Cent. of Turnover			
		1905	1910	1913	1916
Rent	\$				
Salaries				
Advertising				
Delivery				
Heat, light, current				
Insurance, taxes, legal				
Bad debts, depreciation				
General store expenses*				
Total				
Turnover. \$				

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

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Vol. XXXI.

TORONTO, JUNE 1, 1917

No. 22

EDITORIAL BRIEFS

AT LAST the sun is out far enough to give the backyard garden a touch of warmth. Such weather as the past weeks would discourage the most enthusiastic amateur.

* * *

OVER in England on Empire Day they were signing the pledge. The pledge of frugality and economy. There are worse ways to spend the day than just this and it would be well for Canada to keep that idea in her heart.

* * *

FLOUR continues to go down, but bread continues to stay up, which does not seem to bear out to any great extent, the contention of the bakers that the increased cost of bread was entirely due to the mounting cost of flour.

* * *

THE householder is out with his paint brush these days brightening up the verandah steps. A good idea to ponder. A can or so of paint just now will give your store a fresh appearance that will add to its drawing power.

* * *

IF YOU want to leave Canada at the moment it requires the services of a photographer, a justice of the peace, four prominent business men, an immigration inspector, and probably one or two extras as well. Who wants to go to all that trouble, and only succeed in leaving God's Country in the end?

* * *

IN SELLING potatoes for planting, don't be led into the mistake of selling new potatoes. You won't gain

friends thereby. Potatoes demand a rest period after they are dug, and if you plant them too early they are going to take it anyway. As the good old song had it, "It may be for years and it may be forever." To aid production it is better to plant something that will grow.

* * *

IN A certain Manitoba city through all the era of high prices flour was on sale at \$4.80 per bag. Not that flour was any more plentiful there than in other places but merely that in that town there are two milling firms engaged in the picturesque old pursuit of seeking to cut one another's throats. While they are thus brandishing the knives, the inhabitants of this one town are getting cheaper flour than is to be obtained anywhere else in Canada.

MR. CROTHERS DELEGATES HIS POWERS

THE Hon. T. W. Crothers is evidently of the opinion that he has started something, that there will be no particular glory in finishing. Therefore, Mr. Crothers has no desire to finish it. So he has passed over some powers to the municipalities. Formerly when a municipality thought that there was some excessive profiteering going on somewhere in their neighborhood, they could only whet their appetite for investigation, to to speak, and then turn the matter over to Mr. Crothers. The honorable gentleman has now consented to let the municipalities do their own investigating. When they so desire, they will be permitted to conduct an investigation under oath, before an appointee of their own, clothed with all the authority that Mr. Crothers can delegate.

Now it remains to be seen if this sort of machinery will get anywhere. There were at least two companies that were formally indicted by the Provincial Governments concerned, under the urgings of Mr. Crothers and his faithful "Friday," Mr. O'Connor. That was upwards of three months ago, and nothing has been done. Why waste good time and money on such investigations?

CONSCRIPTION OF WEALTH SEEMS SIMPLE JUSTICE

IN these days when Conscription has been decided on, and men are faced with the thought that they may be called to do their part at the front, and lay aside the responsibilities that have held them at home to the present, the idea of a conscription of wealth is a wise suggestion. The wealth of the country lies mostly in the hands of men whom conscription itself does not touch. If Canada is asking the one to offer his life if need be, it is surely not too much to ask that the other should give of his wealth. The gift of life is surely the higher gift. If Canada is asking for sacrifices, let us make the sacrifice unanimous.

ABOUT MILLING A HIGHER PERCENTAGE OF GRAIN

THERE has been a good deal of discussion as to ways and means of conserving food. One of the means suggested was the milling of a greater percentage of flour. It has been urged that by so doing we would have millions of bushels that heretofore had been lost as food. Now comes the National Bakers' Association of America assembled in convention at Chicago, stating that this idea is erroneous. That to mill a higher percentage of the grain than is done at present would be at the expense of its keeping qualities, and that consequently, what could be saved in one way would be lost in another. They point out that from the time the flour is milled till the time it is used, even when disposed through the retail trade covers a period from three to five months or even longer. In the experience of the Bakers this was longer than wheat would last if mixed with a greater proportion of the parts of the wheat now discarded. They also urge that the lowering of this standard would be a retrograde step and one that would leave open the road for many abuses, more easily inaugurated than curtailed. These may be words of wisdom.

MR. KNOWLES CHAMPIONS A WEAK CAUSE

THE much discussed Knowles Bill, a bill framed to entirely do away with any system of resale price has come up for its second reading. CANADIAN GROCER has on several occasions drawn the attention of the merchants to the bearing of this act. That the situation may be made still more clear we are reproducing in this issue the whole discussion that took place at the time of the second reading of the Bill on May 21.

Mr. Knowles, as will be seen by a consideration of his presentation of the case, is confident that there is only one side to the question. The Manufacturer, the Wholesaler and the Retailer, are left entirely out of the question. It is true when a man cuts the business throat of his neighbor and incidentally his own, the operation may possibly accrue to the temporary benefit of the public immediately surrounding the cut-throats, but the bearing of these cut-throat operations on the general situation is a closed book to Mr. Knowles.

The enthusiasm of this gentleman is as boundless as his vision is narrow. He sees only the incidental good and misses entirely the far-reaching possibilities for evil.

Consider the case of the manufacturer who places a good product on the market, the work of years of study and research, arranging to sell it at a moderate profit. The maintenance of the quality and consequently the good name of a commodity is dependent entirely upon the ability to sell that article at the set price. Has a man then no right to claim protection

for his commodity against the exploiting of his goods for the selfish ends of others. There is something in these goods that is not sold in the mere turnover of money. There is something in a name for which a man has the right to demand protection. Such protection would be swept away by the passage of the Knowles Bill, and all manufacturers would be cabined and confined, not by their own best efforts only, but by the ill-judged competition of thoughtless individuals. Such an outcome of his propaganda is entirely beyond the range of Mr. Knowles' circumscribed vision.

In the discussion in the House, Mr. Knowles indulged in some caustic criticism at the expense of an article appearing in *Printer and Publisher*, a paper published by the MacLean Publishing Company, who also publish *Canadian Grocer, Hardware and Metal* and eleven other papers. The quotation Mr. Knowles uses is of course removed from its context. It is as follows: "Just here is where Mr. Knowles and others fall into error; they declare that when a maker or seller has parted with his goods at an agreed upon price, his control over re-sale disappears."

Let us quote Mr. Knowles' words of self-congratulation: "They say that is where I fall into error; I think that is where I rise into lucid vision. I may be very dull—no doubt I am—but I am rather proud of the fact that I do believe that when a maker or seller has parted with his goods at a certain price, his control over the re-sale does disappear."

It will be hard for even the average reader to accord to Mr. Knowles the same enthusiastic encomiums for his clarity of vision, that he accords himself.

It might as well be said that a man who hires himself to another sells himself, body and soul to do the will of that other.

It might as well be said that when a person and a community sells a property or relinquishes it for some tangible consideration, with some definite and binding stipulation, that these stipulations cease to be operative as soon as the consideration has been paid.

There is, of course, the possibility of dangers of an opposite nature creeping in with any system of price-fixing, but Mr. Doherty meets that argument in the course of the debate when he states emphatically, that "if all the items enumerated by Mr. Knowles operate as a restraint of trade, then there is already a law of the criminal code framed to meet the danger."

Every merchant would do well to read this debate carefully. It is a matter that is of vital concern to the whole trade. We are giving Mr. Knowles every opportunity to present his case. Yet we believe that every far-seeing man will, upon reading this discussion, be fully convinced of the essential unsoundness of the Bill that is at present under consideration.

A Word of Warning from a Wholesaler

World's Food Reserve Show No Margin of Safety—Wastage the Real Danger—How the Retailer Can Help.

BROKERS and jobbers in touch with the import situation, who know exactly how difficult it is to get supplies, and are able to look some distance ahead, are very frank in their statements about the possibilities during the next six to twelve months. Some, who by no stretch of the imagination could be called alarmists, are talking very freely of a world famine. Some of the brokers seem to think that the jobbers themselves are not aware of the situation, but it has remained for one of the large Winnipeg wholesale houses to take the lead in advising wholesale houses to take the lead in advising the retail trade of what they think concerning the chances of getting their food supplies during next year. W. P. Riley, President of the A. McDonald Co., who signs this letter to the trade, can hardly be expected to profit by circulating a warning of this kind. His object in sending this letter out is to warn the people of the scarcity of food supplies and to urge them to take immediate action towards conservation and elimination of wastage, and increasing production. The letter, in part, is as follows:

"The reserves of food supplies in the world have become so low that the feeding of the people is causing much concern among thinking people and economists.

At the risk of being classed as alarmists, we wish to say that the scarcity of food supplies, and the poor crop reports from many parts of the world, should cause us to stop and consider.

"The obtaining of eatables supplied by the Wholesale Grocer, gathered from all parts of the world has now reached a stage where many supplies are not to be had, and others only in small amounts. This, coupled with inadequate transportation facilities, makes the situation really alarming.

"We, in Canada, do not want to be the last ones to look the situation well in the face and act accordingly.

"Many people are wasting enough in foods to feed many hungry ones, and it would seem as if it would only be necessary to call the attention of our people to the real situation confronting us in order that our local troubles might be avoided altogether by conserving of the foods we now have, and due attention should be given to increased food production both in farm and garden products.

"From present indications and statistics it would seem that there might be a possibility, even with a large crop in Western Canada, of a very serious scarcity of things to eat during the next twelve to eighteen months. The time has arrived that every one in this country should do everything in his or her power to eliminate wastage and to increase production. Immediate action is needed. A mere alarm will not accomplish results."

A prominent man in the grocery business was asked what the retail grocer should be doing in this matter. He replied:—"We think he should advocate to his customers that they buy cheaper goods, less of them, and make them go further. He should talk to everybody who goes into his store on this question, and urge everybody, with at least ten square feet of land, to use it for growing garden

stuff and thus relieve the situation as far as possible with those things which we should be shipping overseas. The retailer should urge his customers to produce more garden and farm produce. He should urge them to use half as much butter and make one egg do the work of two."

He was asked what cheaper foods he would urge people to eat, and he replied: "I would suggest that they eat more rice and cereals, and have as many meatless days as possible." His attention was drawn to the fact that cereals were going up like everything else, but he said: "In the case of oats, oatmeal, rice, etc., the food qualities are great and go a long way in spite of the higher prices they are charging for them. We must get the people to abandon the use of white bread and use more whole wheat. Then again, fish is a cheap product and there is plenty of fish in Canada, and it is also a very nutritious food."

Continuing, he said: "I would not be surprised if we had to go without tea and coffee next winter, we should be just as well off. Canada will live even if she does not get anything from the outside. She can live on her fruits, wheat, oats, hogs, beef, etc."

FARMERS BUYING SEED FROM CANNERS

During the last year hundreds of carloads of beans have been imported into Canada to meet the needs of Canadian packing houses to fill contracts for army supplies. In recent months large quantities of small white beans have been imported from Japan and Manchuria and sold for food. The Agriculture Department has issued a warning to farmers not to use these for seed owing to the different climatic conditions. The demand for seed beans has been so great that the Government has secured the co-operation of the leading canning companies with the result that there are now available 8,000 bushels. These are being sold by the canning companies to farmers at \$5 a bushel. In Quebec Province there is normally about 12,000 acres of beans, while in the Province of Ontario there is normally about 48,000 acres. The average yield in Quebec and the Maritime Provinces is 17 bushels and in Ontario 19 2-5 bushels per acre. Owing to the food scarcity the Department of Agriculture is making vigorous efforts to increase the bean crop in this country.

TOBACCO MARKET FEELS SHORTAGE

With a reduction in importations from the United States, and the elimination of Asiatic supplies, the Canadian tobacco market is being seriously affected, though so far prices to the consumer have not been increased. Manufacturers

and importers declare, however, that unless conditions improve materially, higher prices will prevail.

One of the largest tobacco manufacturers in Canada states that for the past year conditions in the trade have been abnormal and that such prices being paid are unprecedented. Ingredients used in the manufacture of tobacco are bringing higher prices and the cost of all supplies such as tin plate, cans, foil, labels, etc., have kept in line with the general increase in costs.

Federal Government officials report that after the short Canadian crop of 1916, due to the reduced acreage in tobacco and adverse climatic conditions, the tobacco industry in Canada is to receive a new impetus in 1917 owing to the fact that many farmers who have previously paid some attention to the tobacco crop are going to take advantage of the shortage of United States supplies by increasing their acreage.

PEANUT YIELD NOW AN IMPORTANT FACTOR

For many years the peanut occupied an exceedingly humble position in society, and its name could barely be mentioned in a serious manner. But from that debased position it has come to a place of honor among the crops of the United States. Recent figures indicate that in 1908 the peanut yield was estimated to be worth \$12,000,000, while a conservative valuation of the 1916 peanut crop is placed at \$56,000,000. The reason for the enormous increase in peanut acreage is that peanuts are being planted more and more on land formerly used to raise cotton, but where the cotton crop has been ruined by the boll weevil. Figures indicate that the year's entire crop will be 50,250,000 bushels and will sell for about \$1.10 a bushel.

SASKATCHEWAN RETAIL MERCHANTS' ASSOCIATION SECURES AMENDMENT TO SMALL DEBTS ACT

Because of representations made by the Saskatchewan branch of the Retail Merchants' Association of Canada, the Small Debts Act of the province was amended at the last session of the Legislature to allow for an action under this Act to be tried in the district where the debt was contracted. Heretofore an action could only be taken in the district where the defendant resides. The amendment will afford considerable relief to creditors generally, in that the burden of expense is now placed on the debtor if he wishes to defend an action by attending the hearing, otherwise judgment is likely to go against him by default.

The California prune crop this year is estimated at about 375,000,000 pounds, if normal weather continues during harvest. This phenomenal harvest will come on bare and hungry markets at home and abroad, which will absorb quite a large percentage of the crop early in the season, if prices are not too high.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Maritime Provinces

S. J. Reid has sold his interest in his provision business at Oxford, N.S. to Bruce Walker.

Quebec

Morin & Chouinard, grocers of Quebec, have dissolved.

P. Morin, grocer of Quebec, has commenced business.

Marcil & Frere, grocers of Montreal, have dissolved.

N. R. Prenoveau & Co. of Montreal, have dissolved.

P. Lamothe grocer of Campbell's Bay, Que., has been succeeded by Jos. Griffin.

A. Archambault, grocer of Montreal, has commenced business.

G. A. Shepard, representing Robin Hood Mills Ltd., in the eastern townships was a visitor in Montreal, this week, calling at headquarters of the firm in the city.

Mr. Silas Harris, travelling representative for Guggenlime & Co., San Francisco, dried fruits, etc., visited Montreal last Thursday and Friday. Rose & Lafamme, Ltd., are their agents in Quebec Province.

Mr. A. L. Chamberlain, Manager of the Michigan Bean Co., Port Huron, Mich., spent last Friday in Montreal with their Canadian representatives, Rose & Lafamme, Limited.

Hon. C. E. Dubord, Legislative Councillor, and formerly engaged in the grocery business in Montreal, is dead in Quebec. He was President of the Agricultural Council of Quebec.

A new coffee house, that of Granger & Co., Buffalo, whose Royal Blend and Splendora brands are known to the trade is to develop the Montreal territory and Quebec province. C. B. Hart, broker will handle the account through Mr. H. T. Wilson who controls their territory in Ontario.

C. Alex Laird, representing the Dominion Canners, has returned to Montreal, after a visit to Ontario. During four or five days spent in the canning country he noted that weather conditions are badly adverse to crop prospects. Peas are slow. Corn is very late in planting, and the need for better weather is great. But larger acreage by 33 1-3 per cent. has been put under cultivation, the farmers prayer being that they may have labor enough to reap the larger harvest expected.

A. E. Mansfield, Manager of the Lion Vinegar Co., Limited, Montreal, is visiting Ontario districts this week after a prolonged period of close attention to the business of new plant installation in Montreal. The Lion Co. has now the second largest plant in the Dominion, and the most modern equipment with

electric pumps, and a system of all-wooden piping throughout, avoiding all chance of metal contact with the acids of vinegar production. Mr. Mansfield has been superintending the work which has been delayed a good deal by the difficulties of railway deliveries of material, etc., but which is now satisfactorily complete.

Ontario

E. Souldiere, grocer of Ottawa is selling out.

H. Periard, grocer of Ottawa has discontinued business.

Thos. Lancaster, well-known grocer of Peterboro is dead.

Harmer Grocery at Galt was recently broken into by burglars.

Mrs. A. Furry is opening a grocery store in Welland, this week.

C. H. Boulton, grocer of Jordan Station, has sold to W. F. Ballantyne.

Sugar Products, Ltd. of Peterboro has obtained an Ontario charter.

J. T. O'Keefe, president of the Chatham Packing Co., is retiring.

The initial cost of the Quaker Oats plant at Peterboro is to be \$1,500,000.

J. V. Coon's grocery business at Havelock has been purchased by A. O. Sawyer.

G. Schlueter, for many years in the general store business in Preston, is dead.

I. B. Marshall has sold his branch at 723 Queen St. E., Toronto to J. A. Bleakly.

C. G. Moyer & Son, general store merchants of Vineland, have sold to A. E. Barron.

Grocers of Newmarket have agreed not to have their rigs out canvassing for orders.

Messrs. Cohen Bros. have purchased the general store of Cochrane & McKay at Russell, Ont.

Orono Canning Company of Newcastle, Ont., are making large addition to their factory.

J. McNabb, for many years in the employ of D. D. Wilson, the "Egg King" is dead in Seaforth.

Messrs. D. A. Roe & Co., have purchased the old established grocery of A. Sibbitt at Carleton Place.

A fire occurred in the grocery store of G. M. Moyer, 946 King St. E., Hamilton. The damage was slight.

A fire occurred recently in the grocery store of E. H. Johnson, 24 Miller Ave., Cobalt, Ont. Only slight damage is reported.

Brockville Retail Merchants' Association recently granted a half holiday weekly to clerks, during the summer months.

Alex, Alice & Son, wholesale fruit, candy and tobacco merchants of Windsor recently suffered \$20,000 loss by fire, partially covered by insurance.

W. A. Black of Montreal, general manager of Ogilvie Flour Milling Company, and R. Dobell of Winnipeg, Western manager, recently visited Fort William on business.

Markham Roller Mills at Markham were totally destroyed by fire when struck by lightning recently. The mills were owned by the Maple Leaf Milling Company of Hamilton.

M. Beaudoin, postmaster at Lafontaine, Ont., for the last 31 years, has sold his grocery and turned over the Post Office to Mrs. P. Toutant. Mr. Beaudoin will devote his time to his duties as Clerk of the Township of Tiny.

Jos. Kirkpatrick, of 57 Young Street, Hamilton, died at his home on May 25. Mr. Kirkpatrick conducted a grocery business in Hamilton for thirty years. He retired from business eleven years ago. He was for some years an alderman.

Work has been commenced on the new million bushel elevator of James Playfair & Co., at Midland, Ont., Messrs. Pratt, McFarlane & Hanley have the contract. It is understood that it will be constructed of cement in the tank style.

A. F. Choate, general merchant, Warsaw, Ont., was a visitor at the Toronto office of CANADIAN GROCER last Friday. Mr. Choate was in Toronto on a business trip during the week. He will be opening his summer grocery store at McCracken's Landing Stoney Lake district, about June 15, and expects a good season. Retail business in the Warsaw district (Peterborough county), has never been better, he states.

Western Provinces

M. H. Solstad & Co. of Lang, Sask., has discontinued business.

W. T. Spencer of Winnipeg, Man., has discontinued business.

Mrs. P. C. Solotroff, grocer of Winnipeg, suffered recent fire loss.

Wm. Bacon, grocer of Edmonton has been succeeded by James Stuart.

J. Stuart, grocer of Edmonton, has been succeeded by R. Angerer.

Mrs. M. Doray, grocer of Edmonton, has been succeeded by Doria Montpetit.

John Bullied, is opening business with a full line of groceries at Lumsden, Sask.

J. Sluth, general store merchant of Cantour, Sask., has sold to Lines Bros.

Issac Cowie, pioneer employee of Hudson's Bay Company is dead at Winnipeg.

J. S. Fry & Sons, Winnipeg, have

taken over the agency for Kerr's butterscotch.

Quaker Oats Company are making an extension to their buildings at Saskatoon, Sask.

J. Miller, general store merchant of Dunleath, Sask., has been succeeded by Wm. Lang.

J. H. Wilson representing Shinn Wholesale Fruit Co. of Spokane was recently in Cranbrook, B.C.

Fire damaged the building and grocery stock of S. Solotro at Elmwood, Man., to the extent of \$1300 recently.

Wilson, Lytle & Badgerow Co., Ltd., manufacturers of vinegar have moved back to 149 Notre Dame East, Winnipeg.

E. S. Beaman of the American Peanut Corporation, was in Winnipeg last week calling on their local representatives, D. H. Bain Co., Ltd.

John Horn, manager of the Winnipeg plant and offices of Western Canada Flour Co., Ltd., has returned from a trip to the Pacific coast.

I. C. Christensen of Hard & Rand, Coffee Importers of New York was in Winnipeg last week.

Mr. Lathrop, Canadian sales manager for the California Packing Corporation, was in Winnipeg last week.

Hamblin-Brereton Co., Ltd., wholesale grocery brokers, Winnipeg, have moved back to 149 Notre Dame East, where they were formerly located.

Scott-Bathgate Co., Ltd., wholesale grocers, brokers, and manufacturers' agents, have moved back to their former premises at 149 Notre Dame East, Winnipeg.

F. D. Cockburn, grocery broker and manufacturers agent, has moved back to 149 Notre Dame East, Winnipeg, where he was located before the fire at that address.

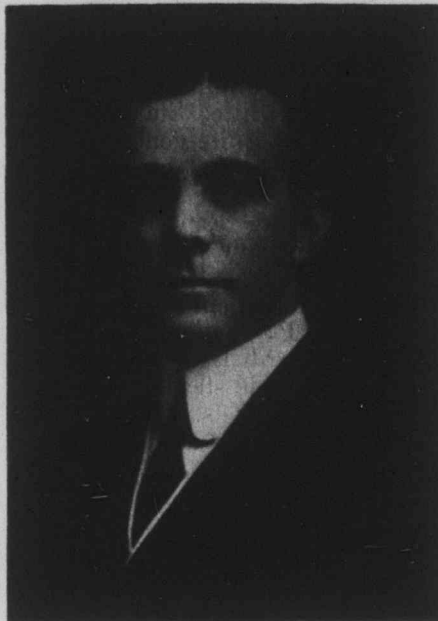
Swift-Canadian Company has been granted a building permit for a \$5000 addition to their branch. The Canadian Bag Co. of Winnipeg are making a \$31,000 addition to their plant.

The Caterers' picnic, which is one of the big events of the year in Winnipeg, will be held this year to Grand Beach, a beautiful resort on Lake Winnipeg. There will be racing, and fun of every description. The date is July 18, and the day is Wednesday.

H. C. Andrew, manager of the Calgary branch of D. H. Bain Co., Ltd. ill for five weeks past, is well again and returned to business. A. Higginbottom of the Edmonton branch, in charge of the office during Mr. Andrew's absence, has returned to Edmonton. A. W. Jones has joined the city staff of D. H. Bain Co. and is doing retail work on Phez.

J. W. Jarvis, Brandon manager for Mason & Hickey, was taken to the Winnipeg hospital two weeks ago suffering from nervous trouble. He showed considerable improvement and was transferred to his home in Hamilton where he will remain for a week or two to recuperate. While away, his place will be taken by Gray Ferrier of the Regina office.

David Brown, one of the oldest grocery brokers in the Dominion, formerly of Montreal, and recently located in the Ryan Commercial Bldg., Winnipeg, has moved to Vancouver. He is now located at 1350 Alberni Street, Vancouver, B.C. and will handle one or two of his agencies out there. He represented in Winnipeg Mason's O.K. Sauce, and Kerr's butterscotch, both of which agencies have been taken over by Winnipeg firms.



GEORGE R. LOGIE,

Recently of Holbrook's, Limited, who is now actively associated with Logie, Parsons & Co.

**MANAGER OF HOLBROOK'S, LTD.,
MAKES NEW CONNECTION**
George R. Logie Joins the Staff of
Logie, Parsons & Co., and Will be
Actively Associated With That
Business From Now On

The old-established firm of Logie, Parsons & Co. has been recently further strengthened by the addition to its ranks of George R. Logie, who will from now on be actively associated with the company. Mr. Logie has for some eight years been associated with Holbrook's, Limited, of recent years having been Canadian representative and sales manager for that firm. In severing his connection with that firm to engage actively in a grocery and standard remedy brokerage business, he carries with him the best wishes of a host of friends from coast to coast. Mr. Logie will occupy somewhat the same position in the present firm that he occupied with Holbrook's, Ltd., and consequently his face will still be familiar to the jobbing trade from the Atlantic to the Pacific.

**ABOUT MARGINS, TURNOVER AND
PROFIT**

(Continued from page 28)

ure of what I saw is the fact that all of these grocers are completely awake to their circumstances and are working upward quite satisfactorily to present high cost levels.

Another thing: These merchants all are located in a closely-competitive market. They have chain-store, cash-store and ignorant-guess-store to compete with. Yet each succeeded in a measure which, all things and conditions considered, may perhaps be called satisfactory. Which again seems to me to demonstrate that the world is made up of various kinds of consumers who demand various characters and grades of service; and that merchant is quite secure who seeks to fill his own particular niche, devotes himself to his special line of work, hews to that line closely, and keeps his head.

**SERVICE
DEPARTMENT**

CARDBOARD FILLERS

Supplies, Ltd.,

Kentville, N.S.,

Where could be buy and receive prompt delivery of one thousand sets or more of cardboard fillers for 30 doz. size egg cases?

Answer.—The Trent Manufacturing Co., Trenton, Ont.; Miller Bros. & Son, 38 Dowd Street, Montreal.

SECRET COMMISSIONS

I am selling a customer a line of goods which are listed at a fixed price. My competitor has the same price, but in order to secure the business, gives the merchant a sum of money as an inducement. Is this practice illegal?—A. R., Montreal.

Answer.—This practice comes under the operation of the Dominion Secret Commissions Act of 1909, and is contrary to the law, and all parties implicated, not only the vendor, but also the purchaser, is liable to punishment.—Ed.

CONFECTIONERS

Will you kindly forward to us names and addresses of leading confectionery manufacturers in Ontario, Quebec, and the Lower Provinces.—The Mutual Purchasing Co., Winnipeg, Man.

Answer.—Moir's, Ltd., Halifax, N.S.; Imperial Confectionery Co., St. John, N. B.; The Walter M. Lowney Co. of Canada, Montreal; Montreal Biscuit Co., Montreal; Page & Show, Montreal; Huyler's, Toronto; The Crown Co., Toronto; Ganong Bros., Ltd., St. Stephen, N.B.; Nasmith's, Ltd., Toronto; Wm. Neilson, Ltd., Toronto; Patterson Candy Co., Toronto; Wm. Patterson & Son Co., Ltd., Brantford, Ont.; D. A. Perrin, London, Ont.; Robertson Bros., Toronto; Willard's Chocolate, Ltd., Toronto; McCormick Mfg. Co., London, Ont.

NOTES OF INTEREST TO THE GROCERY TRADE

Notwithstanding a light run of salmon in the Columbia River, fishermen are making good money owing to high prices paid for the fish. Canneries are still operating, but the catches are not nearly as large as desired.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

A FURTHER decline of \$1 per barrel was registered in the price of Manitoba flour during the week, which now makes the selling price \$3 per barrel under the recent highest point. Ontario winter wheat flour also showed a similar decline. There is now considerable flour going into the United States for use by the army. Millfeeds declined \$2 per ton quite generally. There is a lighter demand for these products now that grass for stock is more abundant.

Sugar held in steady market during the week. Reports from Cuba continue to be favorable toward a fairly heavy production. Demand for sugar is somewhat light at present. Hams were slightly easier in price during the week and prices being paid for live hogs were at lower levels than last week. Production of eggs is stated to be mounting up well as compared with last year, but prices have not been much lower as yet. Butter held steady in the Ontario market, but was lower in the Quebec markets. There is expectation among commission men that both butter and cheese will be lower in price. Cheese is in a waiting condition, due to the fact that the new purchasing commission has not yet set the price at which they will buy.

Pineapples were higher during the week, but there is every possibility they will be lower in price in the near future. A strike which has been in progress in Havana has been settled and shipments of Cuban pineapples are now permitted to proceed. It is anticipated that the second week in June will see about the heaviest arrivals of the season at which time prices will in all probability be the lowest. Advances have been made in such lines as soaps, peanut butter, condensed milk, ammonia, ice cream salt, shelled walnuts. In spite of the holiday breaking into the week, business with wholesale houses was quite satisfactory.

QUEBEC MARKETS

MONTREAL, May 30.—Flour is easier, and with flour some of the cereals. Sugar is steady. Canned goods are firm and in big demand, and there have been some interesting changes in various lines in soaps and cleaners. Teas keep exceedingly firm. Coffee is unchanged. Bulk cocoas (sweet) show some firmness for the better qualities. Beans are exceedingly scarce, and the outlook in dried fruits is for firmer prices before long in all probability. In fruits and vegetables the advent of the productive season is bringing price changes, but all are not downwards so far. In fish this week there is decidedly easier tone. Provisions are steady, but butter is easier, eggs are fairly firm, but may come down, and cheese is quiet in market.

Cleansing Products

Advance, Also Pastes

Montreal.

VARIOUS LINES.—There is a marked scarcity of all the alimentary paste products, macaroni, vermicelli, noodles,

etc. No more of these can be imported, and manufacturers in Canada can hardly keep pace with orders. Soaps are now at \$5.75 per case of 100 bars. Fairbanks' toilet soap is up 15 cents a case making the case now \$5.00. The canned hand-cleaner "Snap" advanced price considerably this week going up to \$5.40 per box of three dozen tins, which is an advance of \$1.40 per case at one stride. Imported shrimps have advanced by 15 cents a dozen now at \$2.00 a dozen. A shipment of English Chloride of lime has arrived in Montreal in metal containers quarters, halves, and ones. It is many months since the English make was obtainable here. It is many months that English candied pels will reach the Canadian market this season. They are under embargo. Olive oil is very firm at present, costing more to import than its wholesale price.

Sugar Quiescent

At Easier Tone

Montreal.

SUGAR.—The market for sugar is

rather quiet at present, and the outlook is not pronouncedly inclined either towards ups or downs. In sugar predictions are very fleetingly valuable, for an hour may almost be enough to make differences in market conditions warranting changes in prices, but for the time being things looked towards reasonable steadiness. Reports from Cuba had been of an uneventful nature of late, and supplies of the raws were coming forward satisfactorily for refiners' purposes. Shortage of cargo space was hinted at as a possible factor in firming prices but there was no immediate application of this to mention at time of writing. Buying on the part of retailers is going ahead without special feature, and orders are being met normally while present conditions continue.

	100 lbs.
Atlantic and St. Lawrence Sugar Companies, extra granulated sugars	8 35
Acadia Sugar Refinery, extra granulated	8 35
Canada Sugar Refinery, extra granulated	8 35
Dominion Sugar Co., Ltd., crystal granulated	8 35
Special icing, barrels	8 55
Diamond icing	8 55
Yellow, No. 1	7 95
Dark yellow	7 85
Powdered, barrels	8 45
Paris lumps, barrels	8 95
Paris lumps (boxes), 100 lbs.	9 05
Crystal diamonds, barrels	8 95
Crystal diamonds (boxes)	8 95
Assorted tea cubes, boxes	8 95
Cut loaf (50-lb. boxes)	9 20
Cut loaf (25-lb. boxes)	9 40

For deliveries in Montreal City district add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Steady, Strong Call For Canned Goods

Montreal.

CANNED GOODS.—There is a very strong and steady demand noted now for canned goods. Supplies in hands of wholesalers have been drawn on steadily of late. Prices are shaded firmer here and there, but no very marked changes are made so far. The outlook is for firmer conditions in almost all lines of canned goods, vegetables, fruits and fish (including the all important salmon). California asparagus pack is reported to have reached the phenomenal figure of one million cases, which is 250,000 cases over and above the amount canned last year. This was all sold almost as soon as prices were announced. Reports from Maryland as to the coming season's crops for packing are very disappointing. Reports from Canadian canning centres are equally discourag-

ing at present as to lateness of season, etc., but a speedy advent of warm weather may mend this.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 00
Chums, 1-lb. talls	....	1 45
Pinks, 1-lb. talls	1 75	1 80
Cohoos, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 3s	....	2 30
Tomatoes, U.S. pack	....	2 25
Tomatoes, 2½s	....	2 20
Peas, standards	....	1 35
Peas, Early June	....	1 45
Beans, golden wax	....	1 50
Beans, Refugees	....	1 50
Corn, 2s, doz.	....	2 00
Corn (on cob, gal. cans, doz.)	....	8 50
Red raspberries, 2s	....	2 25
Red cherries, 2s	....	2 25
Strawberries, 2s	....	2 50
Blueberries, 2s, doz.	1 20	1 25
Pumpkins, 2½s	....	1 60
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Apples (gallon)	....	3 75 4 00

Dried Fruits Incline Towards Firmness

Montreal.
DRIED FRUITS.—California fruit growers have withdrawn all varieties of dried peaches from the market, the 1916 stock being all but cleaned out, and orders are being received for the 1917 crop only. Peeled peaches are included in this condition. The Associated raisin growers of California have withdrawn 1916, 2 crown loose and car ton seeded raisins for August and September shipment. The crop is all sold. Only 1917 crop remains open for purchase now at opening prices which are not yet announced. The Independent growers who sold at fixed prices have now withdrawn prices as they figure they have taken enough business for the present. Indications are towards firm markets for all lines of dried fruits. Prunes are short in some quarters now, and prices are firmed up to the retailer. Current prices for such supplies as are available are also firmer this week, but demand is not very active. It will not be possible to lay in supplies for Xmas. trade as early as in former years' experience of the trade owing to new conditions.

EVAPORATED FRUITS.		
Apples, choice winter, 25-lb. bxs.	....	0 13
Apples, choice winter, 50-lb. bxs.	0 13	0 13½
Apricots—		
Choice, 25's, faced, new crop	....	0 28
Nectarines, choice	....	0 11½
Peaches, choice	....	0 13
Pears, choice	....	0 15
DRIED FRUITS.		
Candied Peels (to arrive)—		
Citron	....	0 32
Lemon	....	0 24
Orange	....	0 27
Currants—		
Filiatras, fine, loose, new	0 21	0 22
Filiatras, packages, new, lb.	0 21	0 22
(In the present condition of market prices are considered merely nominal.)		
Dates—		
Dromedary, pkg. stock, old, 1-lb. pkg.	....	0 12½
Fards, choicest	....	0 12½
Hallowee (loose)	....	0 13
Excelstor	....	0 11½
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy,	....	0 12

layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 8 oz., doz.	....	0 95
Cal. bricks, 10 oz., doz.	....	1 20
Cal. bricks, 16 oz., doz.	....	1 40
Cal. layers, 10 lb., 5 rows, box.	....	1 60
Cal. fancy, table, 10 lbs.	....	1 60
Figs—		
Spanish (new), mats, per mat.	....	2 40
Comadore (Portugal), per mat 33 lbs.	....	2 40
Prunes, California—		
30 to 40, in 25-lb. boxes, faced	0 13½	0 15
40 to 50, in 25-lb. boxes, faced	0 13	0 14
50 to 60, in 25-lb. boxes, faced	....	0 12½
70 to 80, in 25-lb. boxes, faced	0 12	0 13½
90 to 100, in 25-lb. boxes, faced	....	0 11
Prunes (Oregon)—		
30s	....	0 13
40-50s	....	0 12½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.00; 4-crown cluster, \$3.50; 6-crown	....	3 75
Muscatsels, loose, 2 crown	....	0 10½
Muscatsels, loose, 3-crown, lb.	....	0 11
Muscatsels, 4-crown, lb.	....	0 11½
Cal. seedless, 16 oz.	0 12½	0 14
Fancy seeded, 16 oz. pkgs.	....	0 12½
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.		

Molasses Firm And Scarce; Syrups Firm

Montreal.
MOLASSES, ETC.—With the many difficulties besting the securing of supplies of molasses, it is a wonder that prices are maintained as steadily as they are at present. No changes have been made this week, and by persistent effort the importers are succeeding in getting small shipments through from time to time. Scarcity, is however, anticipated unless matters improve during the summer. Corn and cane syrups keep steadily firm, with no immediate prospects, it is thought, of advances. The corn market has been easier of late, but not sufficiently so to affect prices of the syrups.

Barbadoes Molasses—	
Punchoons	0 72 0 67
Barrels	0 75 0 69
Half barrels	0 77 0 72
For outside territories prices range about 3c lower.	
Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.	
Cane Syrup (Crystal Diamond)—	
2 lb. tins, 2 doz. in case, per case	4 80
Barrels, per 100 lbs.	6 50
Half barrels, per 100 lbs.	7 00

Nut Markets All Point To Advances

Montreal.
NUTS.—As pointed out repeatedly of late in CANADIAN GROCER there is a marked firmness in the market for all kinds of nuts. The fact is that the wholesalers are disposing of nuts at prices which are very close indeed to the actual prices being paid now by importers for the same kinds of nuts, and when stocks run out, and newly purchased nuts have to take their place prices can hardly fail to be higher by several cents a pound for almost all kinds of nuts. Shelled walnuts in fifty case lots are worth 51 cents a pound to the importer to-day. Shelled almonds are up a cent a pound to the jobber. Tarragona almonds in the shell are up

two cents to the importer, and all other nuts at least a cent. No more nuts can now be shipped via England to Canada. They must come from Europe via New York, and this means extra freight, extra duty, and delays. Firmness in nuts may therefore be anticipated.

Almonds (Tara), per lb.	0 18	0 20
Almonds (shelled)	0 39	0 41
Almonds (Jordan)	....	0 70
Brazil nuts (1916 crop), lb.	0 20	0 21
Brazil nuts (new)	0 18	0 20
Filberts (Sicily), per lb.	0 18	0 20
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	....	0 15
Peanuts (coon), per lb.	0 13½	0 14
Peanuts (Jumbo), per lb.	....	0 15
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large		
Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 18½
Walnuts (shelled)	0 50	0 52
Walnuts (Marbots), in bags	0 13	0 16
Walnuts (California), No. 1	....	0 24
Cocoanuts, 100 size, per sack	....	7 50

Shortage Of Beans; Relief In New Crop

Montreal.
BEANS.—Scarcity of beans is most marked, and prices are steadily showing the firming trend. This week sees Canadian yellow eyes worth 0.15 to 0.15½ cents a pound, and imported beans shaded firmer. There is a special dearth of hand picked so much so that only a few are obtainable at wholesale, and wholesalers are not quoting for these at all as they are strictly worth what the demand for them warrants, if not all disposed of to meet needs of valued customers. But with the coming of new crop beans the situation should be relieved, and big bean crops this season are being hoped for.

Beans—	
Canadian 3-lb. pickers, per bu.	9 50
Canadian 5-lb. pickers	7 90 8 50
Yellow Eyes, per lb.	0 15 0 15½
Lima, per lb.	0 20
Chilean beans, per lb.	0 14½ 0 15
Manchurian white beans, lb.	0 15½ 0 16
South American	5 70
Peas, white soup, per bush	4 50
Peas, split, new crop, bag 98 lbs.	10 00 10 10
Barley (pot), per bag 98 lbs.	6 00 7 25
Barley, pearl, per bag 98 lbs.	7 50 8 00

Rice Remains Firm; Tapioca Still Firmer

Montreal.
RICE AND TAPIOCA.—There have been no changes in prices of rice since last reporting, but the market for this commodity continues firm. Lack of ships may affect the importation of supplies from the Orient and tend to keep the market firm throughout the summer. In spite of the reductions in flour prices, rice still remains a very cheap foodstuff as compared with flour judging by the old pre-war proportions of the respective prices for rice and flour. Tapioca is undoubtedly scarce, firm in market, and likely to be higher priced. There is little hope of securing renewed supplies readily and spot stocks in the States are at a low ebb.

Rangoon rice, per 100 lbs.	7 40	7 35
"Texas" Carolina, per 100 lbs.	....	9 90
Patna (fancy)	....	10 15
Real Carolina, per 100 lbs.	11 00	11 50

Patna (good)	7 40	9 40
Siam, No. 2		9 15
Siam (fancy)		8 40
Tapioca, per lb.	0 14	0 15
Tapioca (Pearl)		0 13 1/2

**Coffee Very Steady:
Cocoa Inclines of Firm**

Montreal.
COFFEE, COCOA.—Coffee prices remain as quoted last week, and for several weeks before that. There has been no feature of the coffee market to affect quotations, and nothing is expected at the time of writing. It appears, however, that Maracaibo coffees have been a little difficult to get of late, and the reason suggested for this is that these coffees are largely in the hands of German interests at the primary markets and plantations. They are being held for some reason, and Jamaicas it is said are taking their place in market interest. There is at this season some slight risk of frost damage to the coffee plantations of Brazil, but reports from there have been re-assuring so far. As regards cocoas, the market for cocoas in cans is rather unsettled, and it would not be surprising to some in touch with conditions to find advances coming in this direction. Bulk sweet cocoas are firmer in some quarters though available in varying quality at a wide range of prices.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19 1/2	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 18	0 25

**Tea Situation is
Still Very Strong**

Montreal.
TEA.—The situation as regards black teas is absolutely unaltered as compared with the report made last week in this connection. Supplies are tremendously scanty, and arrivals are not to be counted upon. Plenty of good tea is still at the ports of shipment for this country and Britain, and may be there for long enough as ships are so scarce. Small parcels of tea found available for purchase in this country, or which may arrive by good luck in some trans-Pacific steamer are eagerly bought up at much enhanced prices for the quality as compared with price conditions a few months ago. Importers can no longer buy teas at prices at which they can still be bought from wholesalers, but qualities are not always as they used to be for particular prices. Japan teas have advanced two cents a pound for all the higher grades now on the market, lower grades not having reached the market yet. Higher freight rates are accountable for the advance.

Pekoe, Souchongs, per lb.	0 42	0 45
Pekoes, per lb.	0 47	0 50
Orange Pekoes	0 49	0 51

**Spice Shortages
Still Very Marked**

Montreal.
SPICES.—Activity of market in almost every kind of spices has been experienced by the grinders making purchases against future needs during the past week, and the tendency to firmness is very marked in all lines of these goods. Prices, however, are being only moderately advanced and very slowly considering the precarious condition of the primary markets as regards supply, and the rapid depletion of spot stocks. Peppers have gone up and are very firm, but the retailer can still buy at prices below the prices of the raw product in primary markets. Freight space from the East Indies is almost unobtainable and very costly. Spice parcels arriving are eagerly snapped up. Cloves and Ceylon cinnamon are among the most recently mentioned spice products in very short supply, but all spices, seeds, and herbs are not sufficiently plentiful to make an easy market for any of them.

	5 and 10-lb. boxes	pkgs. dozen	1/4-lb. tins lbs.
Allspice	0 16	0 19	0 23
Cassia	0 25	0 37	0 37
Cayenne pepper	0 28	0 35	0 35
Cloves	0 32-0 35	0 40	0 39
Cream tartar, 60c.			
Ginger, pure	0 20		
Ginger, Cochin.	0 25		0 31
Ginger, Jamaica.	0 30-0 35	0 40	0 40
Mace	0 80		1 00
Nutmegs	0 40-0 60	0 45	0 80
Peppers, black	0 35		
Peppers, white	0 38-0 40		
Pastry spice	0 25	0 25-1 20	0 29
Pickling spice	0 25		
Turmeric	0 21-0 23		

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch, nominal		0 60
Cinnamon, China, lb.	0 18	0 25
Cinnamon, per lb.		0 35
Mustard seed, bulk		0 25
Celery seed, bulk	0 36	0 46
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 12	0 15

**Various Vegetables
Show Price Changes**

Montreal.
FRUIT.—Oranges are firmer this week, and not so plentiful in supply. Pine-apples are a shade higher, but still at the reasonable figures that induce preserving. Rhubarb is down and will be at easier prices right along now. Strawberries are coming in quarts as well as pints now, and the first of the water-melons have appeared from the States selling to the retailer at from 75 cents and upwards. New beets and new carrots are on the market, and the old stock is higher in price. New peas have also appeared at \$3.00 a hamper. Washed celery is down a quarter per dozen this week. Potatoes keep as high as ever, and in the main the reductions in vegetables are more than counterbalanced by some advances this week. The full rush of the season of production has not arrived yet, spring having been very late.

Bananas (fancy large), bunch	2 75	3 00
Oranges		
Navel, per box	3 50	
Floridas		5 00

Valencia, ordinary and large	4 25	5 00
Grape fruit	3 00	4 00
Lemons	3 00	3 25
Pineapples, Cuban, crate	3 25	3 50
Watermelons (U.S.) each	0 75	0 80
Apples—	No. 1	No. 2
Russets	7 00	5 50
Ben Davis	6 25	6 00
Cauliflower, per doz. bunches	3 00	4 00
Celery, Greentop, per crate	4 00	4 50
Celery (U.S. washed), doz.		1 25
Onions, Bermuda, crate 50 lbs.		3 25
Onions, Texas (crystal wax), crate 50 lbs.		3 25
Texas onions (red), crate		3 25
Onions, Australian, sack 100 lbs.		7 50
White onions, per bag (100 lbs.)		6 00
Potatoes, per bag (80 lbs.)		4 00
Potatoes (new), per hamper		4 00
Potatoes (new), per bbl.		12 00
Potatoes (red)		3 75
Potatoes (sweet), per hamper		4 00
Carrots, per bag		4 00
Carrots (new), doz. bunches		1 25
Beets, per bag		2 00
Beets (new), doz. bunches		1 25
Parsnips		1 50
Peas (new), per hamper		3 00
Turnips		2 50
Lettuce, curly, per box		3 00
Lettuce, Romaine, doz.		1 00
Lettuce, Boston, box of 2 doz.		2 50
Tomatoes (Florida), per crate	4 00	4 50
Horse radish, per lb.		0 25
Cabbage (new), New York, crate		7 50
Cauliflowers (doz.)	3 50	4 00
Cranberries (Cape Cod), barrel	9 00	13 00
Beans, U.S. wax, basket	3 25	4 00
Beans, U.S., green, basket	3 25	4 50
Leeks, per doz. bunches		2 50
Parsley, doz.	0 50	1 50
Mint, doz.		0 50
Watercress, doz.		0 50
Spinach, per bbl.		4 00
Rhubarb, per doz.	0 25	0 50
Rhubarb (U.S.A.), per lb.		0 10
Eggplant, per crate	6 50	7 00
Cauliflower, crate		4 00
Garlic (Venetian), lb.		0 10
Endive (Canadian), lb.		0 25
Strawberries (Louisiana), pints		0 13
Strawberries (quarts)	0 22	0 23
Cucumbers (Fla.), basket	3 50	3 75

**Fish Prices Shade
Down This Week**

Montreal.
FISH.—Contrary to the experience in regard to many other food stuffs, fish has for some time been having a period of easier prices, and during the current week this is more marked than has been noted for some time. The condition applies particularly to Lake Fish and Atlantic fish. Large hauls of haddock and cod-fish have been taken, and consequently prices have come down. The same would apply also to lake fish which is now coming in much more freely. Lobsters are also very much lower in price as the catches of these recently have been exceedingly good. Halibut from the West Coast and salmon have also eased off a little, and the prospects are that for a few weeks there should not be any very marked changes in fish prices short of something unforeseen. Under these circumstances "Eat More Fish" may well be the slogan encouraged by salesmen of fish, and results in business should be good. Demand is very good, and the current week having three Fast days there has certainly been extra consumption of fish food. Trade in pickled, salt, and prepared fish is beginning to pick up again, and a few shipments are being forwarded. Bulk and shell oysters, prawns, clams, shrimps, scallops, etc., are in better demand than usual at this time of year, and the prices for these are steady.

SMOKED FISH		
Haddies	0 10	0 11
Haddies, fillet	0 14	0 15
Digby herring, bundle of 5 boxes	0 95	
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.	\$10 00	
Salmon (Labrador), per bbl.	20 00	
Salmon (B.C. Red)	17 00	
Sea Trout, red and pale, per bbl.	15 00	
Green Cod, No. 1, per bbl.	14 00	
Mackerel, No. 1, per bbl.	22 00	
Codfish (Skinless), 100-lb. box	10 00	
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 10	
Codfish, Shredded, 12-lb. box	1 80	
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 22	
Prawns, Imperial gal.	3 00	
Shrimps, Imperial gal.	2 50	
Scallops	3 00	
FRESH FROZEN SEA FISH.		
Halibut	18	19
Haddock, fancy, express, lb.		7
Mackerel (med.), each		20
Mackerel (large), each		25
Cod steak, fancy, lb.		8
Salmon, Western	15	— 16
Salmon, Gaspe	18	— 20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 10	0 12
Perch	0 10	0 11

Whitefish, lb.	0 14	0 15
Lake trout	0 14	0 15
Eels, lb.		0 10
Dore	0 12	0 13
Smelts, No. 1		0 15
Smelts, No. 1 large		0 20
OYSTERS—		
Selected, gal.	2 00	
Ordinary, gal.	1 75	1 85
Malpeque oysters (choice, bbl.)		12 00
Malpeque Shell Oyst. (ord.), bbl.		10 00
Cape Cod shell oysters, bbl.		12 00
Clams (med.), per bbl.		8 00
FRESH FISH		
Haddock	0 06	0 07
Steak Cod	0 07	0 08
Market Cod	0 06	0 07
Carp	0 10	0 11
Dore	0 14	0 15
Lake trout	0 14	0 15
Fike	0 10	0 11
B.C. Salmon	0 22	0 23
Gaspereaux, each		0 03
Western Halibut	0 17	0 18
Eastern Halibut	0 15	0 17
Shad (Roe), each	0 50	0 75
Do., (back)	0 45	0 60
Flounders	0 06	0 07
Perch	0 09	0 09
Bullheads	0 12	0 12
hitefish	0 14	0 14

Snow flake ammonia for 10-cent size is now \$2.40, an increase of 15c, while the 5-cent size has been advanced to \$1.55, an advance of 20c. Dingman's soap has been advanced, Challenge now selling at \$3.70 per case and Electric at \$5.15 per box. Dingman's XX soap chips in 50-lb. boxes are quoted at \$6.40, an advance of 90c, and in barrels at 12c per pound, an increase of 1½c per pound. Tip top soap chips are quoted at \$5 per box. Omo washing powder in 50-cent size has been increased to \$3.75 per case. Ice cream salt has been advanced 10c per bag of 200 pounds to \$1.35.

Canned Goods Are In Continued Firmness

Toronto.
CANNED GOODS.—There was continued firmness in the market for canned goods during the week, with a disposition to move toward higher levels on peas. Canned raspberries, cherries and strawberries are about cleaned out of this market. Apples in gallon cans still find a ready sale and an advance of 25c per dozen was recorded in these lines during the week, making the selling price now \$4. Corn is selling well and prices are firmly held, stocks for the most part being rather light.

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

Salmon Sockeye—		
Alaska reds, 1-lb. talls	3 00	3 25
Alaska pinks, 1-lb. talls	2 40	2 75
Chums, 1-lb. talls	1 40	1 65
Pinks, 1-lb. talls	1 75	1 90
Cohoos, ½-lb. tins	1 45	1 60
Cohoos, 1-lb. tins	2 55	2 85
Springs, 1-lb. talls	2 50	2 85
Lobsters, ½-lb., doz.	2 65	3 00
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Tomatoes, 3s	2 40	2 50
Peas, standard	1 42½	1 50
Peas, early June	1 52½	1 55
Beans, golden wax, doz.	1 45	1 50
Asparagus tips, doz.	3 00	3 25
Corn, 2's, doz.	1 95	2 35
Pumpkins, 2½s	1 95	2 10
Apples, gallons, doz.		4 00
Pineapples, Hawaiian, 2s, doz.	2 35	3 00
Pineapple, Hawaiian, 1s, doz.		1 50

Corn Syrup And Molasses Steady

Toronto.
MOLASSES, SYRUPS.—Corn syrups held in a steady market during the week, although an advance in the other products for the corn was recorded last week. Prices for corn have been holding at high levels and the market for all products manufactured therefrom are accordingly in firm position. Molasses is in good demand but prices remained unchanged. Cane syrup were also in steady market during the week. There is a very firm situation in molasses, as manufacturers are taking no firm quotations from their representatives without their confirmation.

Corn Syrups—		
Barrels, per lb.		0 06½
Cases, 2-lb. tins, 2 doz. in case		4 60
Cases, 5-lb. tins, 1 doz. in case		4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels, first grade		0 06½
Barrels and half barrels, second grade, lb.		0 06
Cases, 2-lb. tins, 2 doz. in case		4 80

ONTARIO MARKETS

TORONTO, May 30.—Higher prices in numerous grocery lines were made effective during the week, but flour headed toward lower levels and this was a welcome trend of the market. Conditions with respect to getting goods have not improved very materially during the week. Pineapples is one of the lines in which lower prices can be anticipated as the strike at Havana has been settled and large quantities of these fruits are now arriving in New York from Cuba. By the second week in June the season for pineapples is expected to be at its best. Strawberries from Southern points are now coming in good quantities and as the local berry season approaches they are expected to get even more plentiful. Business was somewhat interrupted during the week by the holiday, but the volume of business continued quite satisfactory notwithstanding.

Sugar Production Is Catching Up

Toronto.
SUGAR.—Conditions on the Island of Cuba continue to be very favorable for a heavier production of sugar than was at one time anticipated. The visible production to May 19 was 2,377,760 tons against 2,634,803 tons to the corresponding date last year and 2,069,092 tons in 1915. This indicates that the present crop is continuing to progress steadily and is gradually catching up with the 1916 total. One of the authorities on the sugar situation estimates that there are 141 centrals still grinding on the Island of Cuba as against 53 centrals at the corresponding period last year. The freight situation from Cuba was a trifle better during the past week, as fair business in raw sugar was done to New Orleans at lower rates than had prevailed. Prospects continue favorable to shippers. During the past week the market for raw sugars in New York was generally dull with a tendency toward easier

conditions. Quotations on purchases held at the same figure as last week, namely, 5.96c per pound duty paid. The House of Representatives in the United States has passed the bill providing for a 10 per cent. duty on all imported sugars. This measure has yet to run the gauntlet of the Senate but it is felt that it will ultimately pass. Locally prices remained unchanged with very little business being done.

Atlantic, St. Lawrence extra granulated sugars	100 lbs.	8 49
Acadia Sugar Refinery, extra granulated		8 49
Canada Sugar Refinery, extra granulated		8 49
Dominion Sugar Refinery, extra granulated		8 40
Yellow, No. 1		8 09
Special icing, barrel		8 69
Powdered, barrels		8 69
Paris lumps, barrels		9 09
Assorted tea cubes, boxes		9 09

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. 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.

Peanut Butter And Other Soap Lines Up

Toronto.
PEANUT BUTTER, SOAPS, MILK.—An advance of 2c per pound has been made effective in the price of peanut butter during the week in bulk and approximately 10 per cent. advance on all lines of packages. In 24-lb. pails the price is now 20c per pound, while No. 1 containers are quoted at \$1.25 per dozen, an advance of 10c. Jersey and Peerless condensed milk has also registered an increase, family size being now quoted at \$5.25 per case, an advance of 25c and baby size at \$2.50 case, an advance of 10c. Following the recent advances recorded in soap lines others have been increased during the past week. Lila Rose soap is now quoted at \$4.25 per case, the former price being \$3.60. Gem lye has been increased to \$4.05, an advance of 20c. Soap chips in packages are quoted at \$5 per case, an increase of 85c.

Molasses—		
Fancy Barbadoes, gal.	0 73	0 82
West India, ½ bbls., gal.	0 46	0 48
West India, 10-gal. kegs.		0 60
Tins, 2-lb., table grade, case 2 doz.		4 25
Tins, 3-lb., table grade, case 2 doz.		5 65
Tins, 2-lb., baking grade, case 2 doz.		3 00

Opinion Prevails No Grecian Currants Coming

Toronto.
DRIED FRUITS.—The opinion prevails quite generally among importers and those closely in touch with the current situation that there will be no supplies come forward from that quarter during the present year. This condition is brought about through the situation in Greece to a large extent. If such a circumstance is confirmed through developments it will mean that the local market will have to depend almost entirely on the Australian source of supply. There has been a heavy demand on this source and as yet only comparatively small quantities on order have been confirmed. The 1916 California crop of raisins is now all sold up which is the first time in the history of the industry that this has occurred at this time in the year. Prices on new crop raisins have not yet been named and will in all probability not be given out until some time in July. Prices on prunes continue to show great strength. Stocks in importers and wholesalers' hands locally are light and prices at the coast and in New York are now on a prohibitive basis. There has been no business in new-crop prunes as yet as prices are so high that buyers are not interested.

Apples, evaporated, per lb.	0 13	0 13½
Apricots, choice, 25's, faced.		0 24
Candied Peels—		
Lemon	0 25	0 26
Orange	0 26	0 27
Citron		0 30
Currants—		
Filiatras, per lb.	0 21	0 22
Patras, per lb.	0 22	0 23
Vostizzas, per lb.	0 22	0 23
Cleaned, ½ cent more.		
Australians, lb.	0 21	0 22
Dates—		
Excelsior, pkgs., 3 doz. in case	3 55	3 75
Dromedary dates, 3 doz. in case	4 40	4 60
Figs—		
Taps, lb.	0 05¼	0 06½
Malagas, lb.		0 10
Prunes—		
30-40s, per lb., 25's, faced.	0 15	0 16
40-50s, per lb., 25's, faced.	0 14½	0 15½
50-60s, per lb., 25's, faced.	0 14	0 15
80-90s, per lb., 25's, unfaced.	0 10	0 12½
Peaches—		
Choice, 25-lb. boxes	0 12	0 12½
Raisins—		
California bleached, lb.	0 14½	0 15
Valencia, Cal.	0 09½	0 11
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets.	0 12	0 13
Seedless, 12-oz. packets	0 12½	0 13½
Seedless, 16-oz. packets	0 15	0 16

Java Coffees Are In Stronger Position

Toronto.
COFFEE, COCOA.—With an advance of 2c to 3c per pound in the price of Java coffees for import the local market naturally has taken on a stronger position in this commodity. Freight rates

from the far East are now 10c per pound, which coupled with war insurance and other charges brings the cost of transportation alone up to 13c per pound. Other grades of coffee remained unchanged. There is a heavy demand for both cocoa and coffee. Chicory is still very scarce and prices are very firmly maintained.

Coffee—		
Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 25
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 18	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

Teas Reported To Be Moving On Water

Toronto.
TEAS.—Some local importers of teas have recently received samples of teas which have been shipped on their account from India and Ceylon. As to where the tea actually is at the present time there has been no definite word. Shipments are reported to be on the way over several different routes but until they actually arrive tea men are not counting on anything definite. Stocks locally continue to dwindle in view of the non-arrival of stocks to replenish. The tea situation is characterized by one importer as a "waiting game." Until the arrival of stocks now on the way there may be a tendency for the market to hold steady. Prices locally remained unchanged.

	Per lb.	
Pekoe Souchongs	0 45	0 46
Pekoes	0 46	0 47
Orange Pekoes	0 48	0 50
Broken Pekoes	0 50	0 55
Broken Orange Pekoes	0 52	0 55

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 movements.

Cream Of Tartar And Cloves Very Strong

Toronto.
SPICES.—There was a continuation of the firmness in the market for cream of tartar as big advances have been recorded in the primary market. Cloves are also higher in the New York market by 1½c per pound and if the condition persists prices locally are pretty sure to be marked up. Black pepper was in a very strong position, sales having been made in the primary market during the week at figures actually in excess of white pepper prices. This is accounted for by the fact that South America and the West Indies use black pepper very extensively and caused an acute situation by the persistency of their demand. This was perhaps the first time that black pepper ever sold higher than white pepper. There has been a good demand locally for spices of all kinds. Prices were unchanged in this market.

	Per lb.	
Allspice	0 15	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50

Cayenne	0 30	0 35
Cloves	0 35	0 45
Ginger	0 25	0 35
Mace	0 90	1 25
Pastry	0 25	0 30
Pickling spice	0 20	0 25
Peppers, black	0 32	0 38
Peppers, white	0 38	0 45
Nutmegs, selects, whole, 100's.		0 40
Do., 80's	0 45	0 50
Do., 64's		0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole	0 30	0 38
Carraway seed, whole	0 75	0 85
Cream of Tartar—		
French, pure	0 55	0 58
American high test	0 58	0 65

Walnut Halves Have Been Advanced

Toronto.
NUTS.—Higher prices on walnut halves were recorded during the week, an advance of 3c to 5c having been made effective in certain quarters. As yet there has been very little business on fall booking as people are timid about ordering old-crop and there is very little chance of new-crop nuts for September shipment getting here in time for the Christmas trade. Prices on almonds are firm, an advance of ½c per pound having been recorded in the New York market. A shipment of Brazil nuts reached the New York market during the week but prices have not yet been named on these. Peanuts continue in a very strong position.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Bordeaux	0 18	0 19
Walnuts, Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 19
Pecans, lb.	0 17	0 19
Peanuts, roasted, lb.	0 14	0 17
Brazil nuts, lb.		0 15
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 55	0 60
Walnuts, California	0 26	0 33
Peanuts, lb.		0 16

Tapioca Situation Approaching Famine

Toronto.
RICE AND TAPIOCA.—There is a continued acute situation in tapioca and available stocks are very firmly held. There is a near famine in this commodity on account of the shipping situation which is preventing further arrivals of either Penang or Singapore. Tapioca in the New York market is quoted at 12c by importers. Locally the range of quotations is the same as last week but stocks are light. During the past week there has been a fairly good delivery of rice to wholesalers and the demand is keeping up well. There was an advance of ½c per pound in Chinese rice in certain quarters.

Texas, fancy, per 100 lbs.	10 00	10 50
Siam, fancy, per 100 lbs.	7 75	9 00
Siam, second, per 100 lbs.	7 50	8 00
Japans, fancy, per 100 lbs.	7 50	8 50
Japans, second, per 100 lbs.	7 00	7 50
Chinese, per 100 lbs.	7 00	9 50
Tapioca, per lb.	0 12½	0 13½

Beans Well Cleaned Out Of Local Market

Toronto.
BEANS.—Stocks of beans in local wholesalers hands are about cleaned up.

Some cars of Rangoon beans are rolling from the West Coast and are expected to be here for distribution by next week. Limas are very scarce and prevailing prices are around 19c to 20c per pound. Until the arrival of larger stocks of Rangoon beans there is little hope of relief in the bean situation. Where Ontario beans are available they are quoted from \$9.50 to \$11 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bu.	9 50	11 00
Black eyes, Cal., bushel	6 50	
Limas, per pound	0 19	0 20

Certain Lines Of Package Cereals Up

Toronto.
PACKAGES.—As intimated in these columns last week there was a strong probability that a certain brand of krumbles was likely to advance. Which advance has taken place. Kellogg's krumbles are now quoted at \$3.50 per case, an advance of 80c. Kellogg's bran has been advanced 5c and is now quoted at \$1.45. Other lines of package cereals remained unchanged during the week, with a continued good demand.

Cornflakes, per case	3 25	3 40
Rolled oats, round, family size, cs.	4 00	4 50
Rolled oats, round regular 2-lb size, case	1 45	1 80
Rolled oats, square case	4 00	4 50
Shredded wheat, case		4 00
Cornstarch, No. 1, pound cartons	0 10%	
No. 2, pound cartons	0 09%	
Starch, in 1-lb. cartons	0 10%	
Do., in 6-lb. tins	0 12½	
Do., in 6-lb. papers	0 09½	

Trout Coming Well; Whitefish Scarce

Toronto.
FISH.—There were fairly heavy arrivals of salmon trout during the week but whitefish was very scarce. Storms on the upper lakes are presumed to have had a bad effect on fishing operations so far as whitefish is concerned. Prices held steady during the week and demand for fresh fish is keeping pace with the supply. Crabs are now off the market. Other fish lines remained unchanged in price.

SMOKED FISH.		
Ciscoes, per lb.	0 15	0 15
Haddies, per lb., new cured	0 12	0 12½
Haddies, fillets, per lb.	0 14	0 15
Kippered herring, per box		1 60
Digby herring, bundle 5 boxes	1 10	1 25
Strip cod, 50-lb. boxes		4 50

PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	2 60	
Salt mackerel, kits 15 lbs.	2 25	

FRESH SEA FISH.		
Herring, fresh	0 08	0 09
Halibut, frozen	0 16½	0 17
Halibut, medium, fresh, lb.	0 16½	0 17
Cohoe salmon (red), frozen	0 14½	0 15
Haddock, fancy, express, lb.	0 08	0 09
Steak, cod, fancy, express, lb.	0 10	0 11
Flounders, lb., frozen	0 09	0 10
Winkels, per bag		1 75

FRESH LAKE FISH.		
Herring, lb.	0 10	0 12
Pike, lb.	0 08	0 08½
Whitefish, lb., frozen	0 13	0 13½
Whitefish, lb., fresh	0 15	0 16
Trout, lb., fresh	0 12	0 13
Herrings, frozen		0 06
Tullibees, lb.	0 09	0 09½
Do., fresh, lb.		0 10

New Potatoes And Tomatoes Are Easier

Toronto.
VEGETABLES.—Easier prices prevailed on new potatoes in hampers from the Southern United States, the range being from \$3 to \$3.50 per hamper as compared with \$3.75 last week. New Brunswick and Western potatoes are holding steady at the quotations of last week. Tomatoes in six-basket carriers are also slightly lower, the range being from \$3.50 to \$4. Canadian hothouse cucumbers on the other hand were higher, the price ranging from \$1.75 to \$2. Florida cukes in hampers were also higher in price for the better grades. Green string beans were 25c to 50c per hamper down at \$3 to \$3.50. Imported vegetables were the heaviest arrivals in the market, local products as yet not arriving very freely.

Asparagus, Can. grass, 11-qt. bkt.	1 25	2 00
Beets, new, hamper		2 25
Beans, green, string, hamper	3 00	3 50
Beans, golden wax, hamper	3 50	3 75
Cucumbers, Can., hothouse, 11-qt. basket	1 75	2 00
Cucumbers, Florida, hampers, 6 doz.	3 00	3 50
Cabbage, case	6 00	7 00
Carrots, new, hamper	2 00	2 25
Celery, Florida, half case		3 00
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 30
Cal. head lettuce, hamper	4 00	6 50
Mushrooms, 4 lbs.		2 50
Onions—		
Texas, 50-lb. box	2 75	3 25
Green, per doz. bunches		0 40
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks		4 75
Elbertas, bag	4 25	4 50
New, hamper	3 00	3 50
Peas, green, hamper	2 50	2 75
Radishes, doz. bunches	0 30	0 35
Soinach, bushel hamper	1 00	1 50
Green peppers, doz.		1 00

Tomatoes, Flor., 6-bkt. carriers	3 50	4 00
Parsley, doz.	0 75	1 00
Watercress, basket		0 75
Turnips, bag		1 25
Turnips, new, hamper		1 50

Pineapples Likely To Be Lower Again

Toronto.
FRUIT.—Now that the strike in Havana has been settled pineapples from Cuba are again reaching the market in good quantities. Pines were higher during the week but heavy arrivals are due in New York this week and it is anticipated that pineapples will be at their best price for the season during the second week in June. California navel oranges are about cleaned up at the Coast and prices are firmer accordingly. Mediterranean sweets are coming now, however, and with the passing of the California navels the seedless oranges will be off the market for some time. Lemons showed a tendency toward firmer levels during the week. Rhubarb is coming more plentiful and in larger bunches, with the price showing an appreciable decline. Strawberries were firmly quoted at 20c to 22c per quart.

Apples—		
Boxes, American	2 75	3 00
Bananas, yellow, bunch	2 25	2 75
Bananas, red, bunch	2 50	3 00
Cherries, Cal., box		3 50
Oranges—		
Cal. Navels	3 00	3 50
Mediterranean Sweets	2 75	3 00
Grapefruit, Cuban, case	3 75	4 00
Florida, case	5 00	5 50
Lemons, Cal., case	3 75	4 00
Messinas, case	3 50	3 75
Pineapples, Porto Rican	3 25	4 00
Cuban, case	3 25	3 75
Rhubarb, doz. bunches	0 20	0 30
Strawberries, 1-qt.	0 20	0 22
Watermelons, each	0 75	1 00

MANITOBA MARKETS

WINNIPEG, May 30.—No advances have taken place lately in Crisco. This line advanced considerably several times in succession a month or so ago. Another advance is not out of the question, as both lard and shortening have been advancing consistently, although there is no advance reported this week. Deliveries on condensed and evaporated milk have improved very materially of late. Considerable difficulty was experienced by jobbers securing supplies a month ago, but they are coming through better now. An advance took place on May 11th on St. Charles of 25c. per case. The trade is expecting another advance on corn syrup. Last advance on corn product was on starch on April 18th, when the price went up ¼c. per lb.

Country Dealers Continue To Buy Sugar

Winnipeg.
SUGAR.—Demand from the dealer in the country continues to be heavy, and no attention apparently is being paid to the fact that the market for raw sugar is slightly easier. The opinion held by local

jobbers is that the market in Canada is away below New York basis.

To-day's Quotations On Corn Syrup

Winnipeg.
SYRUP.—Corn syrup continues very firm, and the trade here are expecting a further advance in view of the fact that an advance took place recently on starch. The following prices are being quoted on corn syrup to-day:—

2-lb. tins "Beehive" and "Crown"	\$4 73
5-lb. tins "Beehive" and "Crown"	5 13
10-lb. tins "Beehive" and "Crown"	4 86
20-lb. tins "Beehive" and "Crown"	4 87
½ bbl. "Beehive" and "Crown"	7 50
Crown, in quart sealers	4 43
"Lily White," 2-lb. tins	5 23
"Lily White," 5-lb. tins	5 63
"Lily White," 10-lb. tins	5 36
"Lily White," 20-lb. tins	5 37

Cooking Figs In Mats Remain Around 7½c

Winnipeg.
DRIED FRUITS.—Some idea of the way the prune market has been going can be gathered from the fact that Oregon prunes were offered here to cost laid

down in Winnipeg 90-100 at 13c. The usual price for this size is around 10c. It is stated that spot prunes in California are practically off the market, and in many cases prices on both prunes and raisins have been withdrawn. Attention has been drawn several times to the fact that cooking figs in mats are selling to the retailer at 7½c. per lb., and are the cheapest dried fruit on the market. Jobbers are expecting further supplies of this fruit from Portugal at the same price.

Dried Fruits—		
Apples, evap., 50-lb. boxes, lb.	0	13¼
Apples, 25-lb. boxes	0	13¾
Apples, 3-lb. cartons, each	0	42
Pears, choice, 25's	0	13¾
Apricots—		
Choice, 25's	0	23
Choice, 10's	0	24
Peaches—		
Choice, 25-lb. boxes	0	12
Choice, 10-lb. boxes	0	13
Currants—		
Fresh cleaned, half cases,		
Australian, lb.	0	19
	0	22
Dates—		
Hallowees, 68-lb. boxes	0	12½
Fards, box, 12 lbs.	2	00
Raisins, California—		
16 oz. fancy, seeded	0	11½
16 oz. choice, seeded	0	11
12 oz. fancy, seeded	0	09½
12 oz. choice, seeded	0	08¾
Raisins, Muscatels—		
3 crown, loose, 25's	0	09¼
3 crown, loose, 50's	0	09
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes	0	10
3 crown, loose, 10-lb. boxes	0	10½
Figs—		
Cooking, in mats	0	07½
Mediterranean, 33-lb. mats	0	08½
Prunes—		
90 to 100, 25s	0	11½
40 to 50, 25s	0	15
Peels—		
Orange, lb., 7-lb. boxes	0	22¼
Lemon, lb., 7-lb. boxes	0	21¼
Citron, lb., 7-lb. boxes	0	25

White Beans \$7.50 Bushel; Higher Prices Coming

Winnipeg.

DRIED VEGETABLES.—Some of the jobbers seem to be getting supplies of white beans from somewhere, but not in large volume. Prices vary considerably. One house announced this week that they have a supply of fancy white beans at 7.50 per bushel. Limas vary in price from 20c. to 25c. lb., and there are very few selling at that price. The feeling is that barley has about reached its limit if it is to sell at all. Following prices are about as low as barley can be had to-day: pot, 98's, 5.25; pearl, 98's, 7.25. It would not be surprising to see barley go higher later on, but it can hardly do it just now. A local broker states that he placed an order this week for Indian beans, which are similar to Manchurians, to cost the local jobber 6.45 delivered Winnipeg. These are for June shipment.

California Lima Beans—		
80-lb. sacks	0	20
	0	25
Peas—		
Split peas, sack, 98 lbs.	7	00
Whole green peas, bush.	5	50
Whole yellow, bushel	3	50

Events In Brazil Make Coffee Market Erratic

Winnipeg.

COFFEE.—The market has been very erratic ever since it became evident that Brazil was likely to go to war with Germany. Altogether there has been an ad-

vance of 50c. per cwt. on Rios, and Santos were affected proportionately. In view of these conditions there was a tendency on the part of local brokers to buy heavily, but some hesitancy was shown owing to the fact that Brazil, at the time of writing, was not sure whether she was going to fight or not. It is not likely that this advance will have any effect on the price to retailers in Western Canada, as stocks of coffee in Winnipeg are rather heavy.

Advance Announced In Japanese Teas

Winnipeg.

TEA.—An advance is announced in Japan teas. This comes rather as a surprise, as it had been announced that the crop was a good one. Japanese tea was sold this year on the limit of last year's prices, but within the last few days prices have advanced 2c., and the reason given is that ocean and overland tonnage necessitates this advance.

Macaroni Good Value At To-day's Figures

Winnipeg.

MACARONI.—The statement was made by a local house this week that macaroni at present price is very good value. On most lines there have been no advances for six months or more, and on account of the high price paid for flour, it is natural to expect a higher price before long. For example, it is stated that a well known brand which cost the retailer \$2 to-day, would cost the jobber \$2.05 if bought at to-day's prices.

Higher Price On Pure Fruit And Apple

Winnipeg.

JAMS.—There have been gradual advances in a number of lines of jams, and the advances are more noticeable in the cheaper grades of pure fruit and apple. As low as 43c. per tin is being asked for 4-lb. tin of pure fruit and apple, but 48c. is the price that will have to be paid soon.

Biscuits Up, But Should Remain Steady

Winnipeg.

BISCUITS.—Most lines seem to be on the up-grade following the recent extraordinary advances in flour, the average advance amounting to about 2c. per lb. Further advances are unlikely as flour has been easier, but jobbers state they do not expect any reduction.

Rice Quiet, Gradual Advance Certain

Winnipeg.

RICE.—There does not appear to be any further advance in sight on rice, but this will have to come sooner or later, and will probably take place gradually. The higher price which has gone into effect does not seem to be felt very much, as the demand is very light just now, as it always is in the summer time.

Japan, No. 1, lb.	0	06¼
Japan, No. 2, lb.	0	05¾
Siam, lb.	0	05¼
Patna, lb.	0	06¾
Tapioca, lb.	0	09¾
Sago, lb.	0	08

Retailers Raise Prices On Canned Vegetables

Winnipeg.

CANNED GOODS.—There seems to be a tendency on the part of most jobbers in Winnipeg to raise their quotations on canned tomatoes and corn, slightly. Another jobber announces an advance this week on tomatoes, 2½'s, which he is now selling at 4.35, and corn at 3.50. His quotations on peas are unchanged. Everything in the line of canned vegetables seems to be moving very well, and it looks as though good prices are going to be secured this year. Canned fruits are all going well, and there is a marked scarcity of canned raspberries. All indications are that prices on canned salmon will be high from now until arrival of new pack. It is understood that the demand for canned vegetables is improving to such an extent in the retail stores that dealers are beginning to advance their prices. This is the time of year when the demand for canned goods becomes heavy, when the supply of roots, such as carrots, parsnips and turnips, is pretty nearly exhausted.

Potatoes Decline To \$1.75 Per Bushel

Winnipeg.

FRUITS AND VEGETABLES.—The most important news of this market is a marked drop in the price of potatoes, which can now be bought at \$1.75 per bushel. A week ago there was a scarcity, and dealers were paying as high as \$2.25. There has been a heavy demand from the East for a month, and it was this which sent the price of potatoes so high. Then it was found that the long haul of ten days was too much, especially in hot weather; the potatoes commenced to grow in the cars, and soon the demand from the East began to drop off. Another factor in bringing the market down was the arrival of new potatoes on the market from the United States; while the price for these was very high—\$4 per bushel—the fact that they were arriving was sufficient to cause a sag in the market for old potatoes. There has also been a falling off in demand for Canadian potatoes in the United States, where new potatoes are now cheaper than those imported from Canada. There are very few potatoes being offered in Manitoba now, and the feeling among dealers is that the market will remain firm around \$1.75 per bushel. A frost in Missouri had the effect of raising the price of strawberries to \$5.50 per case of 24 quarts. Strawberries from Arkansas apparently are finished. California cabbage is down to 8c. per lb.

Manitoba potatoes, bushel	1	75
Celery, Cal., case	8	50
Cucumbers, box	4	50
Carrots, new, lb.	0	06
Turnips, old, lb.	0	02
Cabbage, Cal., lb.	0	08
Cauliflower, Cal., small crates	3	00
Head lettuce, Cal., doz.	1	25
Lettuce, leaf, doz.	0	40
Imported mushrooms	0	90
Parsley, imported, doz.	0	60
Peas, green, lb.	0	20
Spinach, lb.	0	15
Tomatoes, Florida, case	6	00
Fruits—		
Oranges, navel, case	4	00
Lemons	5	00

Continued on page 46.

FLOUR AND CEREALS

Flour Declines And Is Easier

Montreal.
FLOUR AND FEEDS.— Since last report flour has dropped a dollar owing to the generally easier tone of the wheat market. The boom of speculation has subsided, and the outlook in the view of some of the best posted men in touch with matters, is towards even easier conditions as to price for some little time yet. So far it would appear that the reduction in prices has not stimulated buying very greatly. People are still buying rather sparingly, and only to meet immediate needs though stocks in some quarters are supposed to be running low. There is a tendency to wait until flour seems to have really touched the bottom of the market again, and buying will probably begin then very actively with flour once more on the rise. Reports from the wheat zones are encouraging, the weather in the west being better apparently than it has been in the past during May. Much seeding has been successfully done, and crop outlook at this early stage is satisfactory. As regards feeds the market is easier by a couple of dollars on all the principal feeds per ton, and feed oats are down also. The demand for bran has been weaker, and demand for the other feeds is falling off with the rapid growth of the grass. It is not expected, however, that feeds will ever be what might be called cheap this season, and with maintenance of demand for lines required steadily in farm stock feeding these will probably hold fairly steady at higher levels than in previous years' experience.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	13 60	13 80
Second patents	13 10	13 30
Strong bakers	12 90	13 10
Winter Wheat Flour—		
Fancy patents	15 00	15 50
90% in wood	14 00	14 50
90% in bags	6 50	6 75
Bran, per ton	38 00	40 00
Shorts	44 00	46 00
Special middlings	50 00	51 00
Feed flour	61 00	62 00
Feed oats, per bushel	0 88	0 90

Cereals Firm And Package Oats Steady

Montreal.
CEREALS.—Cereal prices remain for the most part steady this week except for those based upon wheat and flour markets, such as Graham Flour, Whole Wheat Flour and Wheatlets. Most of the package cereal are at steady figures as last week's and in fair demand, the fact being that package rolled oats for instance offers better value cent for cent

than bulk goods and many retailers are recommending them. Well known and advertised lines of rolled oats in round packages are selling to the retailer at \$4.50 per case of 20 packets. Cartons are from \$1.40 to \$1.55 according to size of cartons and number in case. Corn is easier in principal markets, but wholesale prices of corn-meal are steady. Barley, hominy, peas etc., are steady.

Barley, pearl, 98 lbs.	7 50	8 00
Barley, pot, 98 lbs.	6 00	7 25
Buckwheat flour, 98 lbs.	5 25	5 50
Corn flour, 98 lbs.	6 00	6 00
Cornmeal, yellow, 98 lbs.	5 50	6 00
Graham flour, 98 lbs.	6 55	6 55
Hominy, grits, 98 lbs.	6 15	6 75
Hominy, pearl, 98 lbs.	6 15	6 75
Oatmeal, standard, 98 lbs.	5 25	5 25
Oatmeal, granulated, 98 lbs.	5 25	5 25
Peas, Canadian, boiling, bush.	4 25	4 25
Split peas	9 50	10 00
Rolled oats, 90-lb. bags	4 50	4 75
Whole wheat flour, 98 lbs.	6 55	6 55
Rye flour, 98 lbs.	5 25	5 50
Wheatlets, 98 lbs.	6 80	6 80

Flour Dropped \$1 Per Barrel

Some Ontario Flour Going Into United States to Supply Army—Wheat Declines During Week

Toronto.
FLOUR.—Declines were registered in both Manitoba and Ontario wheat flour during the week. First patents Manitoba in carload lots is now being quoted at \$13.50 per barrel, which is a decline of \$1. Ontario winter wheat flour on the other hand is being quoted from \$12 to \$13.50 per barrel. There is a fairly good demand reported for Ontario flour within the past week, considerable sales having been reported for export into the United States for use of the military forces. From some quarters locally reports are to the effect that the local demand is picking up somewhat. But millers for the most part state the inquiry is very small, due in large measure to the declining market. People are evidently waiting to see if the bottom has been reached. There was a gradually sagging market for cash wheat during the week at Winnipeg and flour followed down in sympathy. On Tuesday of last week sales of cash wheat were made at \$2.75 per bushel and the following day it dropped to \$2.55. On Monday of this week it went as low as \$2.44 per bushel. The October option in wheat also declined but not to such a degree as the cash wheat.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	13 50	13 70
Second patents	13 00	13 20
Strong bakers	12 80	13 00
Ontario Winter Wheat Flour—		
High patents	12.00-13.50	12.30-13.50
Second patents	13 10	13 30

Graham Flour And Whole Wheat Down

Toronto
CEREALS.—Following the decline in flour there have been sympathetic declines in graham flour, whole wheat and wheatlets. There has been considerable strength in the market for all corn products, advances having been recorded in corn flour, cornmeal, hominy grits and pearl hominy. The firmness is due to the condition in the corn market. Rolled oats held in a steady market with demand fair. Mills are busy on old contracts on account of Governments orders.

	Less than car lots	Car lots
Barley, pearl, 98 lbs.	7 00	8 50
Barley, pot, 98 lbs.	5 20	7 00
Buckwheat flour, 98 lbs.	7 00	7 00
Corn flour, 98 lbs.	6 20	6 45
Cornmeal, yellow, 98 lbs.	5 00	5 50
Farina, 98 lbs.	6 20	8 00
Graham flour, 98 lbs.	6 00	7 00
Hominy grits, 98 lbs.	6 20	6 20
Hominy, pearl, 98 lbs.	6 20	6 25
Oatmeal, 98 lbs.	5 20	6 25
Rolled oats, 90-lb. bags	4 60	5 00
Rolled wheat, 100-lb. bbls.	7 35	7 50
Whole wheat flour, 98 lbs.	6 00	7 00
Wheatlets, 98 lbs.	6 50	8 00
Peas, yellow, split, 98 lbs.	10 20	11 00
Blue peas, lb.	0 10	0 12

Above prices give the range of quotations to the retail trade.

Bran, Shorts And Middlings All Down

Toronto
MILLFEEDS.—A decline of \$2 per ton was recorded in the price of bran during the week following the slackening of demand with the coming of the grass feeding season. Shorts also declined from \$2 to \$5 per ton in certain instances, while middlings were lower by \$2 per ton and feed flour declined a like amount. Ontario oats were higher in price the quotations running from 82c. to 86c. per bushel. Manitoba oats remained unchanged. Demand for mill feeds locally is getting into the light season. There is, however, a heavy demand on account of the British Government.

	Mixed cars	Small lots
Mill Feeds—		
Bran	\$38 00	\$40 00
Shorts	44 00	46 00
Special middlings	50 00	52 00
Feed flour	61 00	63 00
Ontario oats, No. 2 (nominal)	0 82	0 86
Manitoba oats, No. 2 (nominal)	0 88	0 89

Flour Declines Sharply; Rolled Oats 80's \$3.75

Winnipeg.
FLOUR AND CEREALS.—The close of the week showed a decided tendency toward weakness. There was a decline on Saturday of \$1 and a further decline

of 40c. on Monday bringing it down to a \$12.70 basis. The reason for the easiness is that farmers cannot find a market just now for their wheat, and are compelled to take what they can get. Ultimately, however, the price of flour will be firm, although there may be a temporary set back just now. One of the reasons for the easiness is that an embargo on deliveries to Sweden and the Baltic has been placed, which throws considerable stuff back on the market, and cancels contracts. Price of rolled oats 80c at the beginning of this week was \$3.75, and this price was being quoted by most mills. This lower price is attributed to the lower oat market. Cornmeal is selling for \$5 for 98's. The grain market has lately been reaching unheard of figures, and difficulty is experienced getting any milling corn, in fact it is bringing a premium. Standard oatmeal, 89's, is selling for \$4.85, having declined slightly lately. Feed is inclined to be a little easier, bran selling for \$36, shorts, \$39, oat chop, \$51.

Flour—	
Best patents	12 70
Bakers	12 20
Clears	11 60
XXXX	10 60
Cereals—	
Rollled oats, 80's	3 75
Rollled oats, pkgs., family size.	4 50
Cornmeal, 98's	5 00
Oatmeal, 98's	4 85
Feeds—	
Bran, per ton	36 00
Shorts, per ton	39 00
Mixed chop, ton	52 00

WEEKLY MARKET REPORTS

(Continued from page 44).

Grape Fruit	6 00
Wine saps, box	2 50 3 00
Rome Beauties, box	2 50 3 00
Cranberries, bbls.	11 00
Strawberries, case of 24 qts.	5 50
Bananas, lb.	0 05
Rhubarb, Washington, box	1 25
Pineapples, case	4 50

Salmon Late In Arriving; Fresh Pickerel At 12c

Winnipeg.

FISH AND POULTRY.—Fresh salmon is not arriving nearly as quickly as is usual. It is stated that very little is being caught at the Coast, and that the run is late. When salmon does begin to arrive, it should come in large quantities, as this is the big year. Fresh pickerel is coming in now, and should be plentiful for some weeks; it is bringing 12c. per lb. Whitefish is arriving in fairly large quantities, and is selling to the trade at 14c. Fresh salmon should be down to 21c. or even 20c. this week. Poultry is still very quiet.

Whitefish	0 12
Salmon, frozen	0 15
Salmon, fresh	0 22
Halibut, fresh	0 15
Cod, Ling	0 10
Cod, black	0 12½
Kippers, boxes	2 00
Bloaters, boxes	1 75
Mackerel, 20-lb. kits	3 00 3 50
Finnan haddie, lb.	0 13½
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50
Smelts, extra	0 23
Brook trout, frozen	0 35
Smoked fillets	0 17
Sea herring	0 07½

WEEKLY MARKET REPORTS BY WIRE

(Continued from page 47).

Sugar—	
Standard granulated	8 55 8 60
Bright yellow	8 35 8 40
No. 1 yellow	8 15 8 20
Paris lumps	9 75 10 00
Cheese, N.B., twins	0 27 0 28
Eggs, new-laid	0 33 0 36
Roll bacon	0 28 0 28
Breakfast bacon	0 28 0 31
Butter, dairy, per lb.	0 37 0 40
Lard, pure, lb.	0 29½
Lard, compound	0 22½
American clear pork	54 00 57 00
Beef, corned, 1s	4 25
Tomatoes, 3s, standard, case	4 70
Corn, 2s, standard case	3 60
Peas, 2s, standard case	2 80
Apples, gals., N.B., doz.	3 50
Strawberries, 2s, Ont., case	5 00
Raspberries, 2s, Ont., case	5 40
Peaches, 2s, Ontario, case	4 00
Salmon, red spring, talls, case	10 00 10 50
Salmon, pink, talls, case	6 25 6 50
Salmon, Cohoes, case	9 75 9 50
Salmon, Chums	5 25 5 50
Sardines, domestic, case	6 00
Cream tartar	0 51 0 54
Currants, lb.	0 20 0 21
Raisins, choice, lb.	0 12
Raisins, fancy, lb.	0 12½
Raisins, seedless, lb.	0 15
Prunes, 90-100, lb.	0 12½ 0 13
Candied peel, citron	0 30 0 31
Candied peel, orange and lemon	0 26 0 27
Evaporated apples, lb.	0 12½ 0 13
Evaporated apricots, lb.	0 21
Pork and beans, case	4 00 5 50
Fresh Fruits and Vegetables—	
Apples, Oregon, box	3 75 4 25
Lemons, Messina, box	4 00 4 50
Lemons, Cal., box	4 00 4 50
Oranges, Cal., box	4 00 4 75
Grapes, Malaga, keg	5 00 7 00
Grapefruit, per case	5 50 6 00
Potatoes, bbl.	8 00
Onions, Bermuda, 50-lb. crate	3 00 3 25
Tomatoes, Florida, 30-lb. crate	4 50 5 00
Cucumbers, doz.	1 00 1 25
Pineapples, per crate	3 50 4 00

A SLICE O' BREAD

"I am a Slice of Bread.
"I measure three inches by two-and-a-half, and my thickness is half-an-inch.
"My weight is exactly an ounce.
"I am wasted once a day by 48,000,000 people in Britain.
"I am 'the bit left over,' the slice eaten absent-mindedly when really I wasn't needed; I am the waste crust.
"If you collected me and my companions for a whole week you would find that we amounted to 9,380 tons of good bread—WASTED!
"Two Shiploads of Good Bread!
"Almost as much—striking an average—as twenty German submarines could sink—even if they had good luck.
"When you throw me away or waste me you are adding twenty submarines to the German Navy."—Issued by the National War Savings Committee, Salisbury Square, E.C.

THREE MILLION BUSHEL OF WHEAT WASTED ANNUALLY

That over 3,000,000 bushels of Canadian wheat could be saved annually if millers were to cease the production of white flour, and instead, roll out the whole wheat in one uniform mixture, is the opinion of C. J. Lovell, a Winnipeg financial broker. Mr. Lovell says white flour is too much of a luxury in war time and that millers could save thousands of dollars in labor and machinery necessary to separate the white flour from the bran.

COMMERCIALIZING OF THE WORD ANZAC PROHIBITED

Orders in Council under date of March 30 and May 11 have been passed prohibiting the word "Anzac" to be used in any trade-mark registered in Canada, and further prohibiting the use of the word "Anzac" either alone or in a compound word in or as descriptive of the name of any company in Canada; and further the application of the said word to any article sold or offered for sale in Canada is prohibited, as is the importation into Canada of any goods bearing such trade mark.

This action has followed similar action by the Governments of Australia and New Zealand in view of the word "Anzac" being composed of the initial letters of the words "Australia and New Zealand Army Corps," which has become almost sacred for its associations with the heroism and self-sacrifice of the Australian and New Zealand troops in the Gallipoli campaign.

BRITISH EMBARGO ON LEAD NECESSITATES MANUFACTURE OF BOTTLE CAPS OF FINER MATERIAL

Owing to a recent regulation issued by the British Government, it is forbidden to ship or even manufacture any articles containing lead. Betts and Company, London, England, probably the largest manufacturers of bottle capsules in the world, have sent a circular to the trade notifying them of the fact that because of this restriction the capsule of the usual material cannot be supplied. For this reason, they state, in order that their clientele may not be disappointed, they are undertaking the manufacture of capsules in a more expensive material in which no prohibition exists. There will be some slight increase in cost, but it is not believed that it will be a sufficiently large item to deter any users from handling this interim commodity.

SCOTT AND BOWNE

Watsessing Ave. Station, Bloomfield, N.J.
May 17, 1917.

Mr. B. T. Huston,
c.o. CANADIAN GROCER,
143-145 University Ave., Toronto.

Dear Sir,—The copy of your April issue mentioned in your letter of the 1st inst., has been delayed in arriving, but the writer has just looked it over with keen delight and am agreeably surprised at the snap and vigor of its articles, as well as the handsome typographical effect of the whole magazine.

Canadian grocers may well feel proud of their spokesman, its whole make-up shows a keen search for workable ideas which are particularly well presented.

Very truly yours,

SCOTT AND BOWNE.

(Signed) Geo. W. Jackson.

People judge stores by their outward appearance just as they size up people in the same way. Make your store front create a favorable impression.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., May 29.—It is some time ago since a shortage in spices, especially peppers, was mentioned. The shortage in this regard is becoming more acute, especially as the Dominion inland revenue department has been getting particularly busy in this section and the laboratories are unhesitatingly reporting the presence of foreign matter where found. A leading local wholesaler and manufacturer, whose goods were found good by government test, said to-day that war or no war Vancouver would soon have to go short on genuine peppers and spices or use substitutes. Currants are almost unobtainable and a firm holding stock of Australian currants refuses to name a price. Flavoring extracts have advanced to retailers but hardly enough to warrant the grocer selling at two for a quarter instead of ten cents each. Flour has eased up another fraction but not enough to affect the price of bread. The California strawberry crop is now cleaned up and despite wails about hard times Vancouver took a large share of it. Washington and Oregon "Straws" will be coming next week. The California Navel Orange crop is about exhausted and prices have advanced but there is no diminution in demand. The dry onion market has slumped a little owing to the fact that supplies of dry onions are coming from California; they are poor keepers though and the long keeping Australian browns are not likely to be sacrificed.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	8 95
Flour, first patents, Manitoba, per per bbl., in car lots	15 20
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	140 00
Rice, Siam, No. 1	125 00
Do., Siam, No. 2	70 00
Beans, Japanese, per lb.	80 00
Potatoes, per ton	0 28 1/2
Lard, pure, in 400-lb. tierces, lb.	0 47
Butter, fresh made creamery, lb.	0 45
Eggs, new laid, in cartons, doz.	0 29 1/2
Cheese, new, large, per lb.	

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, May 29.—Flour declined to \$13.40 per barrel during the week and a further decline is expected. Small white beans are offered at 12c. to 15c. per pound and lima beans at 16c. to 17c. per pound. Sago is now selling at 10c.

and tapioca at 11c. per pound. With exception of Patna all rices show advances. New Ontario cheese large is quoted to arrive at about 20c. per pound. There is a firm situation in molasses and fancy Barbadoes has advanced to 82c. per gallon. Prunes have again advanced and 90-100s are now selling at 13 1/2c. per pound. Gold, Ivoy and White Naphtha soaps are all up 70c. per case. Choice evaporated pears are now being offered at 16c. to 17c. per pound. Gelatine, package teas, lye, split peas, peels, pork and beans and canned meats are all higher this week. Starches are up 1/4c. per pound. Canned soups, soaps, jelly powders, pickles, lamp chimneys are also some of the recent advances.

CALGARY:

Beans, small white, Japan, lb.	0 12	0 15
Flour, No. 1 patents, 98s, per bbl.	13 40	
Molasses, extra fancy, gal.	0 82	
Rolled oats, 80s	3 50	
Rice, Siam, cwt.	5 20	5 30
Sago and Tapioca, lb.	0 10	0 11
Sugar, pure cane, granulated, cwt.	9 45	
Cheese, No. 1 Ontario, large.	0 27	0 30
Butter, creamery, lb.	0 45	
Lard, pure, 3s. per case		
Eggs, new-laid, case	11 50	12 00
Tomatoes, 2 1/2s, standard case.	4 50	4 80
Corn, 3s, standard case	3 70	4 00
Peas, 2s, standard case	2 95	
Apples, gals., Ontario, case.	2 50	
Strawberries, 2s, Ontario, case.	5 25	
Raspberries, 2s, Ontario, case.	5 50	
Peaches, 2s, Ontario, case	4 40	
Salmon, finest sockeye, tall, case.	12 25	
Salmon, pink, tall, case	6 00	6 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 29. — Favorable conditions prevail for the crop outlook and trade throughout the district is good. Flour has declined to \$13.50 per barrel. Sugar is firm at \$9.24; lard is quoted at \$16.50 per case for three pound pails. Eggs are slightly lower at 37c. per dozen and pineapple is higher at from \$4.75 to \$5.15 per case. Peanut butter has advanced 25c. a case. Sauerkraut is higher by 50c. a keg; gold dust is up 75c. per case and Fairy soap has advanced \$1 per case. Red Rose tea, 3 lbs. is \$1.13 and Blue Ribbon tea, 3 lbs. 93c. Laundry and cornstarch recently advanced 1/4c. per pound. Stove polish has advanced 10c. and coconut is up 1c. per pound. Eggo baking powder has advanced \$3 per case. Grapenuts have advanced 10c.

REGINA—

Beans, small white Japan, bu.	7 50
Flour, No. 1 patents, 98s, per bbl.	13 50
Molasses, extra fancy, gal.	0 71
Rolled oats, bails	4 75
Rice, Siam, cwt.	5 50
Sago and tapioca, lb.	0 10 1/2
Bacon, smoked backs, lb.	0 30 1/2

Bacon, smoked, sides, lb.	0 30
Sugar, pure cane, gran., cwt.	9 24
Cheese, No. 1 Ontario, large.	0 30
Butter, creamery, lb.	0 42
Lard, pure, 3s, per case	16 50
Bacon, smoked sides, lb.	0 32
Bacon, smoked backs, lb.	0 30
Eggs, new-laid	0 37
Pineapples, case	4 75
Tomatoes, 3s, standard case.	4 65
Corn, 2s, standard, case.	3 75
Peas, 2s, standard, case.	2 95
Apples, gals., Ontario	2 25
Strawberries, 2s, Ont., case.	5 15
Raspberries, 2s, Ont., case.	5 45
Peaches, 2s, Ontario, case.	3 75
Salmon, finest sockeye, tall, case	13 25
Salmon, pink, tall, case.	7 50
Pork, American clear, per bbl.	40 75
Bacon, breakfast	0 27
Bacon, roll	0 22

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 29.—Flour continued to show a weak tendency during the week, a decline of \$1 per barrel in Manitoba was followed by a drop of a similar amount in Ontario and another of 60c. today also in Ontario, making the price of Manitoba now \$14.50 and Ontario \$13.55. Rice also a downward tendency, making the price for Siam now \$7 per hundred. Dairy products are in easier tone, butter now being quoted 37c to 40c, and eggs 33c. to 36c. per doz. Other changes in grocery commodities are all in an upward direction. Rolled oats have advanced 25c. and are now quoted at \$10 per barrel. American clear pork shows a still higher tendency, now being quoted at \$54 to \$57. Canned corn has advanced to \$3.60. Canned apples are quoted at \$3.50 dozen, while domestic sardines are up to \$6. Oregon apples are 50c. per box higher, now being quoted at \$3.75 to \$4.25. Grapefruit is now quoted at \$5.50 to \$6 per case. Bermuda onions were lower by 25c. during the week, the price now being \$3 to 3.25 per box. Florida tomatoes are higher at \$4.50 to \$5 per carrier. Potatoes have reached a new record of \$8 per barrel, an advance of 50c. and are very scarce and hard to get even at the figure quoted. Soaps are advancing, some manufacturers having withdrawn prices today, while others announce increases of 25c to 50c per case.

ST. JOHN, N.B.—

Flour, No. 1 patents, bbls., Man.	14 50
Ontario	13 55
Cornmeal, gran., bbls.	9 75
Cornmeal, ordinary, bags	3 50
Molasses, extra fancy, gal.	0 61
Rolled oats, bbl.	10 00
Beans, white, bush.	9 25
Beans, yellow-eyed	8 75
Rice, Siam, cwt.	7 00
Sago and tapioca, lb.	0 13 1/2

Continued on page 46.

PRODUCE AND PROVISIONS

Hogs Very Scarce; Products Very Firm

Montreal.

PROVISIONS.—Supplies of hogs coming in are neither sufficient nor satisfactory as to quality at present, and it would seem as if the new season's production of pork on the hoof were to be late this summer like many other agricultural products. Cost of feeds may have retarded things in this direction, but better developments are hoped for than present indications promise. Live hogs were selling in Montreal at time of writing at \$18.25 to \$18.50 per 100 lbs. Dressed were bringing \$25.00 per hundred as last week. Products are not altered much in price, though it may be noted that breakfast bacon is priced 35 cents to retailers in some quarters, and plain backs 37 cents, with boneless backs 39 cents. These prices are higher than quotations below which are however, still available in other quarters. Shortening is again up half a cent due to firmness in cotton seed oil.

Hams—		
Medium, per lb.	0 31	0 32
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 32	0 34
Boneless, per lb.	0 34	0 35
Bacon—		
Breakfast, per lb.	0 32	0 33
Roll, per lb.	0 26	0 27
Dry Salt Meats—		
Long clear bacon, ton lots....	0 24	0 25
Long clear bacon, small lots...	0 24½	0 25½
Fat backs, lb.	0 23	0 24
Cooked Meats—		
Hams, boiled, per lb.	0 42	
Hams, roast, per lb.	0 46	
Shoulders, boiled, per lb.	0 36½	0 37½
Shoulders, roast, per lb.	0 37	0 37½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 27½	
Tubs, 60 lbs.	0 27¾	
Pails,	0 28	
Bricks, 1 lb., per lb.	0 29	
Shortening—		
Tierces, 400 lbs., per lb.	0 22¾	0 23
Tubs, 50 lbs.	0 23	0 23¼
Pails, 20 lbs., per lb.	0 23¾	0 24
Bricks, 1 lb., per lb.	0 24	0 24¼

Poultry Market Is Steady; Good Demand

Montreal.

POULTRY.—There is very little alteration in conditions as to supply of poultry during the current week in Montreal. The market for cold storage birds continues very good, and a few arrivals of live poultry are coming forward. Demand is certainly well maintained, and the public appreciation of the food values offered in poultry at the prices prevailing is being duly encour-

aged. Prices show no alteration this week.

Poultry (dressed)—

Chickens, milk-fed, crate, fattened, lb.	0 30
Old roosters	0 20
Roasting chickens	0 25
Young ducks	0 25
Turkeys (old toms, dressed, lb.)	0 32
Turkeys (young)	0 33

Eggs Decidedly In An Easier Market

Montreal.

EGGS.—The market is decidedly weaker for eggs. Some large dealers are practically out of the market this week stating that they have enough eggs in hand un-candled to keep their men supplied all week. Supplies are coming in fast from practically all quarters and although in some districts receipts are reported less than last year at this time, these are off-set by heavier receipts in other quarters. The English market is decidedly easier, and there is no prospect of business at present in that direction. Dealers have received numerous enquiries for prices from Western Canada and are quoting 35 cents as the general price in Ontario at time of writing is put at 37 cents to stores. There arrived in Montreal for the week ending May 26, 27,246 cases of eggs, as compared with 21,547 cases for the previous week, and only 15,962 cases for the corresponding period last year.

Eggs—

New laid	0 43	0 44
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Butter Prices Show Signs Of Weakness

Montreal.

Butter.—An easier tone is found in the butter market this week, and prices are distinctly lower than last week's quotations. At Cowansville at the end of last week the Board business showed butter prices below 40 cents, the lowest for some time. Thirty-nine cents was the figure for finest. This week to the retailer creamery prints fresh made are selling at 42-42½ and solids 41-42 cents. Dairy prints are at 35 to 36 cents, and choice dairy in tubs a cent a pound lower in the same range. There has, however, been a reaction in bakers' butter and for good bakers' butter one dealer has been able to get easily 33 cents. There arrived in Montreal for the week ending May 26, 8071 pkgs. of butter as compared with 8,789 pkgs. for the previous week, and 9,387 pkgs. for the corresponding period last year.

Butter—

Creamery prints (fresh made) ..	0 42	0 42½
Creamery solids (fresh made) ..	0 41	0 42
Dairy prints, choice, lb.	0 35	0 36

Dairy, in tubs (choice) 0 34 0 35
Bakers 0 32 0 33

Cheese Market Is Not Very Settled

Montreal.

CHEESE.—There has been a period of dullness in the cheese market generally during the waiting spell brought about by the operations of the cheese commission. Prices have shown tendencies towards reduction, but no changes had been made at time of writing. Large quantities of cheese are being held in the country until decision is reached as to the prices, which depend on information from Britain. Some holdings of cheese have however been marketed at as low as 22½ cents to 23½ in the country but higher prices are more probable when the business really moves normally again for its season. Export of cheese is still full of the element of doubt as to space to be available. Some cheese shipments have been travelling via New York, a route full of business inconveniences but still feasible for some exporters.

Cheese—

Large (new), per lb.	0 26	0 26½
New twins, per lb.	0 26	0 26½
Triplets, per lb.	0 26	0 26½
Stilton, per lb.	0 29	
Fancy, old cheese, per lb.	0 32	

Strong Demand Found For Maple Sugar

Montreal.

HONEY AND MAPLE SYRUP.—There is little or no change in the market condition as to honey, and price quotations are maintained with moderate demand, and supplies only sufficient to last until the new crop commences to come in. Maple product is firmer in tone, for production is long over now, and it is by no means certain that sufficient was made to supply demand of both Canadian and United States consumers, let alone the overseas demand which is growing greater owing to the presence of so many Canadians in France and Britain setting the fashion and creating a taste for maple sugar and syrup. One wholesale firm this week quotes \$1.75 for syrup per gallon and 17 cents for sugar.

Honey—

Buckwheat, 5-10 lb. tins, lb.	0 13	0 13½
Buckwheat, 60-lb. tins, lb.	0 13	
Clover, 5-10 lb. tins, per lb.	0 15½	
Clover, 60-lb. tins, per lb.	0 14½	
Comb, per section	0 18	0 19

Maple Product—

Syrup, 131 lbs. Imp. meas., per gal.	1 45	1 75
11-lb. tins	1 20	1 25
Sugar in blocks, per lb.	0 14	0 17



Every day the people in Canada know more and more about *Lantic Sugar*

PROGRESSIVE GROCERS who appreciate the economy, cleanliness and labor-saving of well-packed goods are recommending LANTIC bags and cartons to their customers. Such progressive grocers are the most effective publicity any food product can have.

THE RED BALL TRADE-MARK is known everywhere. Any child in the street will tell you it stands for LANTIC SUGAR.

24 SHEET POSTERS, conspicuously located in every important town and city, tell the story of LANTIC. Everybody walks and rides, whether they read or not.

OUR NEWSPAPER ADVERTISING is stronger and better than ever. Nearly every paper you pick up has a LANTIC ad.

THE WOMEN'S MAGAZINES—the trade papers of the home—tell their readers to use LANTIC SUGAR and how to use it.

OUR THREE NEW COOK BOOKS — "Lantic Cakes and Candies," "Lantic Desserts," "Lantic Preserves," contain the most complete collection of recipes for delicious sweets ever offered to the housewife. We send these for a red ball trade-mark cut from a package. Every woman in Canada will buy a package of LANTIC to get these books.

This well-considered publicity will still further increase the enormous demand for LANTIC SUGAR.

"Pure And Uncolored"

The recent ruling of the government prohibiting the use of dyes or coloring in sugar does not affect LANTIC SUGARS, as the trade is well acquainted with the fact that we have never used artificial colorings.



Atlantic Sugar Refineries, Ltd.

Power Bldg., Montreal

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

Cooked Meats Easier In Tone

Hams Slightly Lower in Price—Lard and Compound Hold Steady—Live Hogs Arriving in Good Numbers.

Toronto

PROVISIONS.—There was a tendency to lower prices in cooked hams during the week as an encouragement to this trade with the coming of the summer months. Plain backs were also lower in some quarters but boneless backs were ½c higher. The demand for cooked meats of all kinds is keeping up well and with the coming of the summer season heavier consumption is expected. Pure lard and compound lard held steady during the week. The demand for pure lard is fairly good and stocks are not heavy. In compound lard and shortening there has been a steady market with a strong position in cotton seed oil which in the opinion of some well-informed on the conditions will undoubtedly work out toward higher prices for compound. Live hogs were in slightly easier tone during the week in the face of fairly heavy arrivals, the range for fed and watered being from \$16.50 to \$16.75 and off cars \$16.75 to \$17. Packers are inclined to keep away from live hogs f.o.b. as they prefer to see what they are buying

Hams—		
Medium, per lb.	0 29½	0 31
Large, per lb.	0 26	0 28
Backs—		
Plain	0 33	0 38
Boneless, per lb.	0 38	0 40
Bacon—		
Breakfast, per lb.	0 32	0 34
Roll, per lb.	0 27½	0 29½
Wiltshire bacon, per lb.	0 31	0 34
Drv Salt Meats—		
Long clear bacon	0 26½	0 27
Fat backs, lb.	0 25	0 27
Cooked Meats—		
Hams, boiled, per lb.	0 40	0 42
Hams, roast, per lb.	0 42	0 45
Shoulders, roast, per lb.	0 40	0 42
Barrel Pork—		
Mess pork, bbl., 200 lbs.	46 00	48 00
Short cut backs, bbl., 200 lbs.	50 00	
Pickled rolls, bbl., 200 lbs.	49 00	
Lard—		
Pure tierces, 400 lbs., per lb.	0 26½	0 27
Compound tierces, 400 lbs., lb.	0 22¼	0 22¾
In 60-lb. tubs, ¼c higher than tierces; pails, ¼c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	23 50	25 50
Live, off cars	16 75	17 00
Live, fed and watered	16 50	16 75
Live, f.o.b.	15 65	15 85

Easier Tone Prevails In Butter Market

Toronto

BUTTER.—An easier tone prevailed in the butter market during the week as the result of heavier production. While the prices were not actually lower at the beginning of the week there were indications that lower levels might be reached before the week was over. On the local produce exchange on Monday the highest bid for butter was 38½c for fresh made creamery. Holders were asking 41c and as a result no sales were made. Consumption of butter is fairly heavy at present. Eastern prices are down and commission men assert local prices will have to follow in the same direction.

Creamery prints, fresh made ..	0 44	0 45
Creamery solids ..	0 42	0 43
Dairy prints, choice, lb.	0 39	0 42
Dairy prints, lb.	0 36	0 37½
Bakers	0 28	0 35

Production Of Eggs In Ontario Heavier

Toronto

EGGS.—Production of eggs in Ontario was noticeably better during the week and there was a continuation of arrival of supplies from the Chicago district. One commission man well versed in the egg situation stated it as his belief that the production of eggs would be close to that of last year. The season had been a little backward but eggs are now being produced in quantities. Although arrivals from country points were heavier there was no inclination to make lower prices, except in the case of eggs in cartons where quotations were made in one instance at 45c, but the range more generally being from 46c to 47c per dozen. Ex-carton remained practically unchanged.

Eggs—

New laid, cartons	0 45	0 47
New laid, ex-cartons	0 42	0 44

Uncertainty Still Continues About Cheese

Toronto

CHEESE.—There is a continued uncertainty over the price of cheese with very little activity manifested on the boards. The condition is due to the fact that the purchasing commission has not yet named the price at which they will take cheese on account of the British Government. Some sales were made at the boards during the past week as low as 20½c per pound and commission men are of the opinion that the price to be named by the purchasing commission will be somewhere between 18c and 21c per pound. There are fairly good arrivals of new cheese, but old cheese is now about cleaned out of the market. Prices locally remained unchanged.

Cheese—

New, large	0 26	0 27½
Old, large	0 28½	0 29
Stilton	0 28½	0 30

Live Hens Were In Good Demand

Toronto

POULTRY.—Owing to a Jewish holiday season during the past week there was eager buying of live hens and prices went to a wider range. Supplies of this class of poultry were not large and bidding was eager for anything available. A wider range of prices and toward higher levels was the outcome of the flurry in hens. Spring chickens are arriving in small quantities. Gobblers are also coming fairly well but sale of these latter is slow. Frozen poultry has been moving fairly well during the week. Turkey gobblers were quoted down 2c and live hens up as high as 27c.

Roosters, live, per lb.	0 18	0 20
Hens, live, per lb.	0 22	0 27
Hens, fresh, dressed, per lb.	0 20	0 24
Turkey gobblers, dressed, fresh.	0 22	
Spring chickens, live, lb.	0 45	

Prices are those paid at Toronto by commission men.

Honey Supplies Are About Cleaned Out

Toronto

MAPLE SYRUP, HONEY.—Supplies of honey are getting within very narrow compass, as there has been a fairly good demand. There is very little to be had among local wholesalers with the exception of some comb honey. In maple syrup there is also a quietness to the market owing to the passing of the season, the edge being off the market and interest waning somewhat. Supplies for the local market are about all in and disposed of. It is believed that arrivals from this forward will be very light. Prices remained unchanged.

Honey—

Clover, 5 and 10-lb. tins.	0 14	0 15
60-lb. tins	0 13½	0 14
Comb, No. 1, doz.	2 40	2 75
Maple Syrup—		
8-lb. tins	1 25	
Gallons, Imperial	1 75	1 90

Egg Market Easier; Higher Prices On Bacon

Winnipeg.

PRODUCE AND PROVISIONS.—No advances took place last week on provisions and lard. Thus pure lard in tierces is bringing 26¼c. and shortening 20¼c. As regards bacon, regular backs have been raised to 32c., and select backs to 34c. Eggs.—Receipts have been better of late, due to country roads being in good shape, and on account of warmer weather. With the American market slightly lower and the Eastern Canada situation easier, the market is also easier in the West. Prevailing prices from country shippers is 38c. delivered Winnipeg. It is hard to say, however, how long these prices will remain where they are. Butter.—Creamery butter market has a slight undertone, although no marked decline has taken place as yet. Fresh-made creamery No. 1, in cartons, is bringing 43c., No. 2, 42c. Cheese.—There is little to report on this commodity, the market being unchanged, with supplies from country commencing to arrive in small quantities.

Hams—

Light, lb.	0 30	
Medium, per lb.	0 28	0 29
Heavy, per lb.	0 26	0 27

Bacon—

Breakfast, per lb.	0 32	0 33
Breakfast, select, lb.	0 38	0 39
Backs, regular	0 32	
Backs, select, per lb.	0 34	

Dry Salt Meats—

Long clear bacon, light	0 24½	
Backs	0 25½	

Barrelled Pork—

Mess pork, bbl.	45 00	
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Lard, Pure—

Tierces	0 26½	
20s	5 55	
Cases, 5s	16 25	
Cases, 3s	16 35	

Lard, Compound—

Tierces	8 20½	
Tubs, 50s, net	10 25	
Pails, 20s, net	4 25	

Butter—

Fresh made creamery, No. 1 cartons	0 43	
Fresh made creamery, No. 2.	0 42	

Fresh Eggs—

New laids	0 40	
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Cheese—

Ontario, large Sept.	29 00	30 00
Ontario large fresh	0 28	
Manitoba, large, fresh.	0 27½	0 28

How Other Grocers Do Things



Appropriate Show Cards

T. W. Collins, who recently won first prize in the Ottawa Citizens' Window Display contest, with a window of oranges, introduced a novel idea in show cards. These cards were all cut in the shape of a segment of an orange, and proved a very effective addition to the window.

Keeping Goods Displayed in Bulk

F. McDougall, of Ingersoll, is a great believer in bulk advertising. His idea is that this argument can be effectively used in almost every line. For that reason he has been accustomed to use tin tubs or large bushel baskets to display these goods. Such goods as beans, peas, prunes, dried peaches, were displayed in this way with marvelous effects on their selling qualities.

The Harp in Window Display

Scandrett Bros., of London, Ont., recently decorated a very attractive window in which an Irish harp was the central display. The harp was entirely made of goods displayed in the store. For example, the strings of the harp were of macaroni; some notes of music that formed part of the display were made of lemons, the shaft of the note being pieces of macaroni. It was a window that drew a good deal of favorable comment.

Displaying Soft Fruits Near the Passerby

It is a good idea to keep fresh fruits constantly on display so that they may be a constant invitation to the passerby. Many merchants do this by putting a display outside in the open. This unfortunately renders the products displayed subject to dust and dirt of traffic.

J. A. Debién, of Park Avenue, Montreal, has a platform placed in front of his store, which many people cross in going down the side street. Outside display of food products is not permitted in Montreal, so a clever device has been arranged. It is a large box-like structure that slopes up from the street. The body of the box is shallow, and there is a glass cover that can be raised at will. In this case, so well located, there is displayed all the new fruits, early strawberries and cherries and goods of that nature, that without this protection would be very subject to loss. It has proved a very effective method with this store.

Displaying Oranges in Small Space

The A. P. Johnson Store, Bronson Ave., Ottawa, has a novel method of displaying oranges. The covers of the boxes are removed, and over the face of them is nailed some wide meshed wire. The boxes are then piled one on top of another, the wire which is practically invisible in that position holding them in place. This makes a very interesting and novel method of display and enables a goodly quantity to be actually displayed, without the deterioration incident on quantity of oranges disturbed from their original pack.

Using a Small Advertising Space

Henry Gatehouse & Son, of Montreal, are accustomed to use small space in newspaper advertising to most remarkable effect. In this small advertisement barely an inch square, there is always suggested something of peculiar interest to the housewife who is worried as to how best to vary the monotony that seems bound to crop up in the family menu.

These small advertisements have come to be an established fact with this firm and have proved as effective as many more sensational displays. The housewife has come to look for these little announcements with their helpful suggestions. The size of an advertisement does not necessarily dictate the exact selling value that it may have. It takes far more brains, however, to write a small and effective advertisement than it does to write a lengthier one.

Uses Glass Shelves in Window

J. A. Trestain, of Tillsonburg, Ont., has introduced a novel idea into his window display. He has two plate glass shelves, one above the other, suspended from the roof of his display window with light brass chains.

On these shelves are displayed some of the fancier lines that the store handles, as their position in the very centre of the window gives them an unusually attractive appearance.

This little device has met the difficulty that many merchants have felt that unless their window displays are built up very high their window has a somewhat bald appearance. These attractive shelves, as well as affording more display space, dispose of this difficulty, by lending a balanced appearance to the window.

The Vacant Space by the Door

In the average store there is a vacant space just inside the door that does not pay its share of the expenses because it does not earn anything. The George Graham store, Montreal, has utilized this space for a small silent salesman. It occupies space that would otherwise be wasted, and it is the first thing the purchaser sees on entering the store and the last they notice as they turn to close it as they go out. That means that it is an effective display.

Stocking Cameras as a Trade Bringer

Monty Bros., who have a fine general store in Granby, Que., have found the sale of cameras and supplies a most effective method of increasing trade. They not only mean good business in that particular line, but bring to the store people in search of supplies who might not otherwise visit the store at all. They are displayed in a silent salesman that stands near the door. Everybody is using a camera nowadays. It is a line that would pay a good many general stores to handle.

Self-Respect in Business

In order to attain any respectable degree of success in the grocery business a man must cultivate his ego. That does not imply that he should learn to strut and talk loudly. No, the Big-I-and-little-you attitude never paid anybody and never will, but that doesn't excuse a merchant from neglecting his hereinbefore mentioned ego. It is largely a matter of self respect, and but a comparatively few people have it. It is that in a grocer which convinces him that his place in the world is just as essential as the banker's, the dry goods man's, or the county prosecutor's. Believing this he unobtrusively acts accordingly, and his customers and fellow-townsmen think all the more of him for it. Cultivating the ego scientifically — scientifically, mind you—is a thing that can't be overdone.

FOOD SPECULATION PROHIBITED IN ENGLAND

Speculation in foodstuffs in England is to be prohibited immediately by the Ministry of Food. Speculation in lard and wheat had already been under the ban, and it is now proposed to include meats and other foods in the prohibition. The new order will estimate from dealings in food those not actually engaged in its distribution.



Sell the soap with the neat red label

Build up a better business and larger profits for yourself by constantly stocking and suggesting **WONDERFUL SOAP**.

The service it gives will bring the housewife back for more.

Guelph Soap Co.
Guelph, Ont.

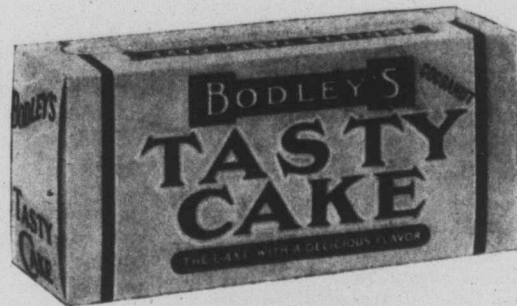
Bodley's Cakes sell and satisfy

We can supply you with the kind of Fruit Cake you want—the kind your customers will buy, the kind they'll come in again for

All varieties of our Fruit Cake are put up in 5 and 6-lb. slabs to retail at 25c, 30c, 35c and 40c.

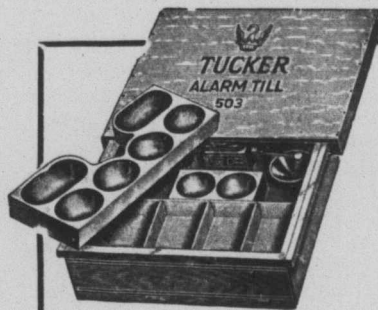
Bodley's Overseas Cakes in tin boxes are a big hit. Try them out.

We ship to all points.



C. J. Bodley

95 ONTARIO STREET TORONTO



Tucker Alarm Till

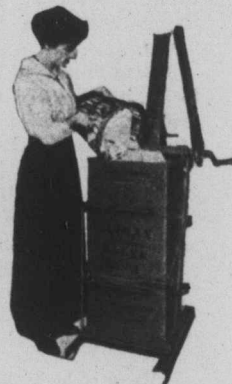
Every Grocer needs one. A sure protection against pilfering, etc. Combination under-drawer rings gong if wrong keys are used.

\$4.00 to any point in Ontario, or \$3.75 f.o.b. Hamilton.

Satisfaction or money refunded.

The Benson Johnson Company, Limited
Expert Office Outfitters
HAMILTON

WASTE PAPER BALERS



ALL STEEL
CLIMAX
FIREPROOF

Made in 12 sizes, \$22.50 up.

Bale your waste paper, cardboard, etc., it's worth far more per ton than coal, besides it helps to keep down the price of new paper.

Write for Catalog and Prices.

CLIMAX BALER CO.

Burton St., Hamilton, Ont.

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, 30 or 50 lbs. each, containing 1/4, 1/2 or 1-lb. packets, or assorted.

Orders Executed Promptly, Direct or Through

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. MONTREAL

More Dollars

You can make "Dollars Grow" out of your *spare time*. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

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

Every Lemon

of the big California
Crop will be sold
over a retail counter.

And there will be
2000 car loads more
than ever before.

Be prepared to get your
share of this increased busi-
ness. Don't let it go to
the store in the next block.

California lem-
ons are of uni-
form size and
good keeping
quality. Sup-
plies will be
plentiful and
steady. Printed advertising is tell-
ing your customers how to use more
of them.



Keep your stock up and let your
customers know that you can give
them California's Sunkist Lemons.

California Fruit Growers Exchange

A Co Operative, Non-Profit Organization of 8000 Growers
Los Angeles, Cal.

Canadian Offices:

Calgary, Alta.
Montreal, Que.
Regina, Sask.

Toronto, Ont.
Vancouver, B.C.
Winnipeg, Man.



Worth featuring at any time—

Mathieu's Nervine Powders

Neuralgia, Headaches, Sleeplessness and other
nerve complaints are effectively removed with

Mathieu's Nervine Powders

Free from harmful drugs, such as morphine,
chloral, opium, etc., these nerve soothers may
be safely recommended to everybody requiring
a quick and sure remedy for nerve troubles.

Stock Mathieu's Nervine Powders now and add
to your profits.

J. L. Mathieu

SHERBROOKE

QUEBEC

**NORWEGIAN
SARDINES** (STYLED
SMOKED
SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!

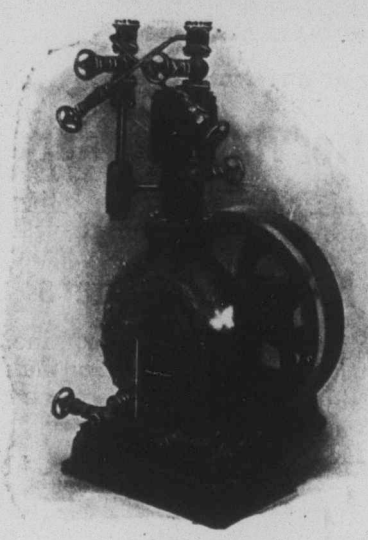


A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)

Apply: STANDARD IMPORTS, LIMITED, Montreal

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

THE BRUNSWICK-FREEMAN System of Mechanical Refrigeration will increase your business and raise your profits.



STOP! melting your dollars and draining them down the sewer. Cool your refrigerator and produce with the Brunswick-Freeman absolute temperature at all times. No trimming choice cuts of meat. No ice handling during the rush hours. Just turn the switch and the Brunswick - Freeman does the rest.

For using ice to cool your refrigerator is the same as lighting your store with a candle when your store is wired for electric light.

Write to us for Bulletin No. 103A.

The W. A. FREEMAN CO., Limited
Hamilton, Canada

Bacon

"Star" Brand English Breakfast Bacon as sent out by us is the result of over sixty years of experience in the Curing of Good Bacon. It has no superior for delicious quality. Just try it yourself and you will be able to tell your customers so.

Made under Government Inspection.

Let us have your inquiries and your orders.

F. W. FEARMAN CO.
LIMITED
HAMILTON

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

BAKING POWDER
ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0.95	\$0.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.90

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms.

BAKING POWDER
WHITE SWAN SPICES AND CEREALS, LTD.

4-oz. Tins, 4 doz. to case weight 20 lbs.	80
6-oz. Tins, 4 doz. to case weight 25 lbs.	1.20
8-oz. Tins, 4 doz. to case, weight 35 lbs.	1.60
12 oz Tins, 4 doz. to case, weight 48 lbs.	2.00
16-oz. Tins, 4 doz. to case, weight 65 lbs.	2.50
3-lb. Tins, 2 doz. to case, weight 85 lbs.	5.00
5-lb. Tins, 1 doz. to case weight 75 lbs.	9.50

DOMINION CANNERS, LTD. JAMS

"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	\$2.40
Currant, Black	2.50
Plum	2.30
Pear	2.30
Peach	2.30
Raspberry, Red	2.50
Raspberry and Red Currant.	2.40

DOMINION CANNERS, LTD. CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	\$1.75
½ Pts., Red Seal, screw tops	1.35
Pts., Delhi Epicure	2.40
Pts., Red Seal	1.85
Qts., Delhi Epicure	2.60
Qts., Red Seal	2.40
Qts., Lynn Valley	2.40

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2-lb. tins, 2 doz. case	\$4.10
5-lb. tins, 1 doz. in case	4.70
10-lb. tins, ½ doz. in case	4.40
20-lb. tins, ¼ doz. in case	4.25
Perfect seal glass jars in the case	3.40

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe Quaker.

	Per doz.
Individual Baked Beans, Plain 80c. or with Sauce, 4 doz. to case	\$0.90

1's Baked Beans, Plain, 4 doz. to case	.95
1's Baked Beans, Tom. Sauce, 4 doz. to case	1.15
1's Baked Beans, Chili Sauce, 4 doz. to case	1.15
2's Baked Beans, Plain, 2 doz. to case	1.60
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	1.85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1.85
Family, Plain, \$1.85 doz.; Family, Tomato Sauce, \$2.45 doz.; Family, Chili Sauce, \$2.45 doz.; 3's, Plain, Tall, \$2.40 doz.; 3's, Tomato Sauce, \$3 doz.; 3's, Chili Sauce, \$3 doz. The above 2 doz. to case. 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$9 doz.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1.60
12-oz. Glass, Screw Top, 2 doz. in case	1.80
16-oz. Glass, Screw Top, 2 doz. in case	2.30
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2.30
2's Tin, 2 doz. per case	3.20
4's Tin, 12 pails in crate, per pail	.59
5's Tin, 8 pails in crate, per pail	.72
7's Tin or Wood, 6 pails in crate	.94
14's Tin or Wood, 4 pails in only, per lb.	13½
30's Tin or Wood, one pail crate, per lb.	13½

BLUE

Keen's Oxford, per lb.	0 17½
In cases 12—12 lb. boxes to case	0 17

CEREALS

WHITE SWAN

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$3.00
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	3.00
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	3.00
Health Flour, 5-lb. bags, per doz.	4.50
King's Food, 2 doz. to case, weight 95 lbs.	6.00
Diet Flour, 3½ lbs., 1 doz. to case, per case	4.50
Wheat Flour, per case of 2 doz., 25c pkgs.	4.75
Wheat Kernels, 2 doz. to case	3.00

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA.

Empire Breakfast Cocoa, 2 doz. in box, per doz.	2.45
Perfection, ½-lb. tins, doz.	2.45
Perfection, ¼-lb. tins, doz.	1.85
Perfection, 10c size, doz.	.95
Perfection, 5-lb. tins, per lb. (Unsweetened Chocolate)	.37
Supreme Chocolate, 12-lb. boxes, per lb.	.36



YOU never stand to lose any money on your stock of SURPRISE SOAP.

SURPRISE is a soap that is always worth its face and is always in demand. It never deteriorates in quality; in fact there is nothing you sell to-day which holds more stable from year to year as a selling favourite. Is it any wonder that all house-keepers, too, like to buy it?

THE ST. CROIX SOAP MANUFACTURING CO., Limited
ST. STEPHEN, N. B.

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

WEST INDIES

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



Everyone is a satisfaction giver

The approval of the discriminating customer is only won by featuring and recommending lines of proven quality, such as

Brunswick Brand Sea Foods

Quality is the one big idea embodied in every Brunswick Brand Product. The ideal location of our modern plant and the scrupulous care exercised in the selection and processing of the fish positively guarantee against inferior quality.

Order from this list:

- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams
- Scallops

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.

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

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box.	1 80
Diamond Chocolate, 7s, 4-lb. boxes	1 10
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, 1/4's, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz.	1 25
Chocolate Confections	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box.	0 95
Nut milk chocolate, 1/2's, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake.	0 75
Almond nut bars, 24 bars, per box	0 90

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	Picnic Can	.....

BORDEN MILK CO., LTD. CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	\$8 00
Reindeer Brand, each 48 cans	7 70
Silver Cow, each 48 cans	7 15
Gold Seal, Purity, each 48 cans	7 00
Mayflower Brand, each 48 cans	7 00
Challenge, Clover Brand, each 48 cans	6 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 90
Jersey Brand, Hotel, each 24 cans	5 90
Peerless Brand, Hotel, each 24 cans	5 90
St. Charles Brand, Tall, each 48 cans	6 00
Jersey Brand, Tall, each 48 cans	6 00
Peerless Brand, Tall, each 48 cans	6 00
St. Charles Brand, Family, each 48 cans	5 25
Jersey Brand, Family, each 48 cans	5 25
Peerless Brand, Family, each 48 cans	5 25
St. Charles Brand, small, each 48 cans	2 50

Jersey Brand, small, each 48 cans	2 50
Peerless Brand, small, each 48 cans	2 50

CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 50
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans	5 20
Cocoa, Reindeer Branch, each 24 cans	5 80

COFFEE

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 35

ENGLISH BREAKFAST COFFEE

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 23
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 21

MOJA

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 31
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 31

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin.	
1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight 3 lbs.	\$1 00
2 oz. bottles, per doz., weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz., wght. 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 28 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 35

W. CLARK, LIMITED MONTREAL

Assorted meats, 1s.	*\$4.25.
Compressed Corn Beef—1/2s.	*\$2.90;
1s.	*\$4.25; 2s. \$9; 6s. \$34.75; 14s. *\$75.
Lunch Ham—1s.	*\$4.25; 2s. \$8.
Ready Lunch Beef—1s.	*\$4.25; 2s. \$9.
English Brawn—2s.	\$8.
Boneless Pigs' Feet—1s.	\$8.
Roast Beef—1/2s.	\$2.90; 1s. \$4.25; 2s. \$9; 6s. \$34.75.
Boiled Beef—1s.	\$4.25; 2s. \$9; 6s. \$34.75.
Jellied Veal—1/2s.	\$2.90; 1s. \$4.25; 2s. \$9.
Corned Beef Hash—1/2s.	\$2.
Beefsteak and Onions—1/2s.	\$2.90; 1s. \$4.25; 2s. \$9.

Great Sales-Makers


Let it be known that you sell Sunset Soap Dyes, and the news quickly spreads. The women who buy these wonderful dyes from you, will think of other wants while in your store, and many times will leave an order for groceries. It pays to handle

Sunset Soap Dyes

—popular priced dyes that any housewife can use successfully in her own home. With them, any kind of material may be dyed with fast, brilliant colors, that will not crack or fade. Contain no acids—will not injure the most delicate fabrics. They clean and dye at the same time. No trouble to use—directions are very plain and simple. Sure to please your customers as Sunset Dyes always give satisfactory results.

Write for prices and discounts to

Canadian Distributors: HAROLD F. RITCHIE & CO., LTD., Toronto, Ontario
 Manufactured by Sunset Soap Dye Co., Inc., New Rochelle, N.Y.



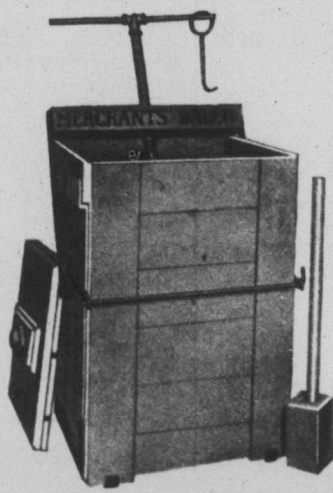
KLIM
 SPELL IT BACKWARD
 PURE SEPARATED MILK
 IN POWDER FORM
 FOR ALL COOKING
 WHERE MILK IS NEEDED

WHEN YOUR CUSTOMER ASKS FOR MILK SELL KLIM

Pure, separated milk, dried into a powder and packed in 5-oz. and 1-lb. tins. KLIM is used for all cooking where Milk is needed. Remains fresh indefinitely, and can be used dry, as a powder, or as a liquid by dissolving in water. Sell your customer the first tin and she will order regularly.

CANADIAN MILK PRODUCTS, LIMITED
 10-12 William Street
 TORONTO

Merchants Baler
 MADE IN CANADA




No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
 Manufacturers
 60 Front St. West, - Toronto

The Best Asset of a Grocery Business is Satisfied Customers

Baker's Cocoa and Chocolate



Preparations are reliable, always of uniformly high quality, easily sold, in constant demand; the standards of the trade.

Registered Trade-Mark

ALWAYS SATISFACTORY

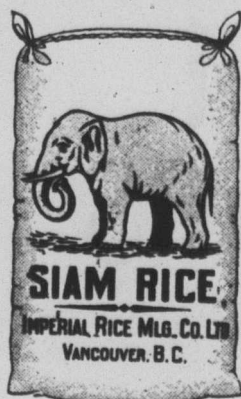
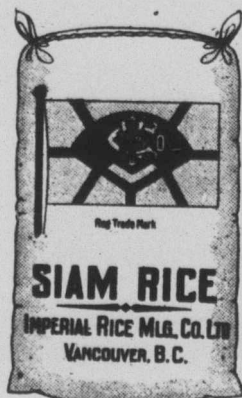
Made in Canada by
Walter Baker & Co., Limited
 Established 1780
 Montreal, Can. Dorchester, Mass.

Kindly mention this paper when writing the advertiser.

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.

Let it prove our claims

Get a trial supply of that most delightful summer beverage.

BARNES GRAPE JUICE

and prove to your own satisfaction what a dandy seller it is.

Summer will see the demand increasing. Will you be one of those to profit thereby?

The Ontario Grape Growing and Wine Mfg. Co.
ST. CATHARINES, ONT.



- Cambridge Sausage, 1s, \$4; 2s, \$7.75.
- Boneless Pigs' Feet, 1/2s, \$2; 1s, \$3.50; 2s, \$8.
- Lambs' Tongues, 1/2s.
- Sliced Smoked Beef, tins, 1/2s, \$2.25; 1s, \$3.25; 4s, \$20.
- Sliced Smoked Beef, glass, 1/4s; 1/2s, \$2.25; 1s, \$3.50.
- Tongue, Ham and Veal Pate, 1/2s, \$1.95.
- Ham and Veal, 1/2s, \$1.95.
- Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, 1/4s, 65c; 1/2s, \$1.30.
- Potted Meats, Glass—Chicken, Ham, Tongue, Verison.
- Ox Tongues, tins, 1/2s, \$3.75; 1s, \$7; 1 1/2s, \$12.50; 2s, \$16.
- Ox Tongues, Glass, 1 1/2s, \$13; 2s, \$15.
- Mincemeat in Tins, 1s, \$2.50; 2s, \$3.50; 3s, \$4.55; 4s, \$6.25; 5s, \$9.50.
- In Pails, 25 lbs., 15c lb.
- In 50 lb. Tubs, 15c lb.
- In 85 lb. Tubs, 14 1/2c lb.
- In Glass, 1s, \$3.
- Clark's Peanut Butter—Glass Jar, 1/4, \$1.22; 1/2, \$1.70; 1, \$2.25.
- Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c; 50-lb. pails, 24c.
- Clark's Tomato Ketchup, 16 oz.
- Pork and Beans, Plain, Talls, 1s, \$1.15; 2s, \$1.75; 3s, \$2.75; 6s, \$9; 12s, \$16; 3s, flat, \$2.45.
- Individuals, 85c doz.
- Pork and Beans Tomato Sauce, Talls, 1s, \$1.25; 2s, \$2; 3s, \$3.20; 6s, \$10.25; 12s, \$19.50; 3s, flat, \$2.90.
- Individuals, 95c doz.
- Pork and Beans, Chili, 1s, \$1.25; 2s, tall, \$2; 3s, flat, \$2.90.
- Individuals, 95c.
- Tomato Sauce, 1 1/4s, \$1.85; Chili Sauce, 1 1/4s, \$1.85; Plain Sauce, 1 1/4s, \$1.60.
- Vegetarian Baked Beans, Tomato Sauce, Talls, \$2.
- Clark's Chateau Chicken Soup.
- Clark's Chateau Concentrated Soups, No. 2 assorted, \$1.25.
- Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.25.
- Spaghetti with Tomato and Cheese, 1/2s, \$1.30; 1s, \$1.75; 3s, \$2.90 doz.
- Fluid Beef Cordials, 20 oz. bottles, 1 doz. per case, at \$10.00 per doz.
- English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

JAPAN TEAS

- H. L., ch. 90 lbs., lb. 0 35
- Victoria, ch. 90 lbs., lb. 0 25

COFFEES

- Victoria, Java and Mocha Blend, 1 lb. tin, lb. 0 34 1/2
- Victoria, 5, 10, 25, 50-lb. tins lb. 0 32
- Princess, 1-lb. tin, lb. 0 22

MUSTARD

COLMAN'S OR KEEN'S

- Per doz. tins
- D. S. F., 1/4-lb. \$ 1 75
- D. S. F., 1/2-lb. 3 30
- D. S. F., 1-lb. 6 25
- F. D., 1/4-lb. 1 10
- Per jar
- Durham, 4-lb. jar, each. 1 10
- Durham, 1-lb. jar, each. 0 35

JELL-O

GENESEE PURE FOOD CO.

- Assorted case, 4 dozen. \$ 3 60
- Lemon, 2 dozen 1 80
- Orange, 2 dozen 1 80
- Raspberry, 2 dozen 1 80
- Strawberry, 2 dozen 1 80
- Chocolate, 2 dozen 1 80
- Peach, 2 dozen 1 80
- Cherry, 2 dozen 1 80
- Vanilla, 2 dozen 1 80
- Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

- Assorted case, 2 dozen. \$ 2 50
- Chocolate, 2 dozen 2 50
- Vanilla, 2 dozen 2 50
- Strawberry, 2 dozen 2 50
- Lemon, 2 dozen 2 50
- Unflavored, 2 dozen. 2 50
- Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

- White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 1 05

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

- | SPICES. | 5c | 10c |
|--|----------|----------|
| | Round | Oval |
| | litho. | litho. |
| | dredge | dredge |
| | Per doz. | Per doz. |
| Allspice | \$0 48 | \$0 95 |
| Arrowroot, 4 oz. tins | | 0 95 |
| 90c | | 0 95 |
| Cayenne | 0 48 | 0 95 |
| Celery salt | | 0 95 |
| Celery pepper | | 0 95 |
| Cinnamon | 0 48 | 0 95 |
| Cinnamon whole, 5c pkgs., window front 45c | | 0 95 |
| Cloves | 0 48 | 0 95 |
| Cloves, whole, 5c pkgs., window front 45c | | 0 95 |
| Curry powder | | 0 95 |
| Ginger | 0 48 | 0 95 |
| Mace | 1 25 | |
| Nutmegs | 0 48 | 0 95 |
| Nutmegs, whole, 5c pkgs., window front 45c | | 0 95 |
| Paprika | 0 48 | 0 95 |
| Pepper, black | 0 48 | 0 95 |
| Pepper, white | 0 52 | 1 00 |
| Pastry spice | 0 48 | 0 95 |
| Pickling spice, window front, 90c | | 0 95 |
| Shipping weight per case | 10 lbs. | 15 lbs. |
| Dozens to case | 4 | 4 |

LAPORTE MARTIN, LIMITEE

Montreal. Agencies

BASIN DE VICHY WATERS

- L'Admirable, 50 bottles, litre cs. 8 00
- Neptune 9 00
- San Rival 9 00

VICHY LEMONADE

- La Savoureuse, 50 bottles, cs. 11 00

IMPORTED GINGER ALE AND SODA

- Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 35
- Ginger Ale, Trayders, cs., 6 doz., splits, doz. 1 25
- Club Soda, Trayders, cs., 6 doz., pts., doz. 1 30
- Club Soda, Trayders, cs., 6 doz., splits, doz. 1 20

BLACK TEAS

- Victoria Blend, 50 and 30-lb. tins, lb. 0 48
- Princess Blend, 50 and 30-lb. tins, lb. 0 41

STRAWBERRIES

Arriving fine quality and prices lower.

BANANAS

California Navel
Oranges

Florida Tomatoes

All big sellers just now.

"The House of Quality"

HUGH WALKER & SON
GUELPH, ONT.

The Largest and Freshest Assortment of Seasonable

Fruits and Vegetables

in Toronto.

Importing from all the Continent.

Buyers located in all producing centres.

Wholesale Distributors to the Trade.

WHITE & CO., LIMITED
Front and Church Streets
TORONTO

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe
Agent
TORONTO

Let us handle your fruit requirements

You will find our stocks tip-top in every way, and our service entirely satisfactory. The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

Lemon Bros.
OWEN SOUND, ONT.

Wholesale Fruit and Produce Merchants

Established
1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus
Fruits
Cranberries,
etc.

25 CHURCH ST.
TORONTO

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

Sell the delightfully appetizing

Sterling Tomato Catsup



Its rich, tempting redness makes an unusually attractive display, and the unequalled goodness of every drop guarantees steady repeats after the first sale.

Keep a few bottles constantly displayed and watch the way your profits grow.

Sterling Tomato Catsup contains no artificial coloring or foreign matter whatever. It's pure all the way through.

T. A. Lytle Co., Ltd.
STERLING ROAD, TORONTO

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Advertising Lowers the Cost of Living

By DON FRANCISCO

Advertising Manager California Fruit Growers' Exchange

VARIOUS causes are assigned for the present high cost of living, one of which is that the consumer pays the millions and millions of dollars spent each year for advertising. That the consumer does pay the advertising bills cannot be denied, but this acknowledgment does not by any means imply that advertised goods cost more than goods that are not advertised.

As a matter of fact, goods that are not advertised can seldom be sold as cheaply as goods that are widely advertised. Advertising creates an enormous demand for goods, and this demand calls for the greatest possible efficiency in manufacturing and the most exacting economy in buying raw products. It is quite easy to see that the automobile manufacturer who makes and sells but five hundred machines a year could not possibly sell as cheaply as the manufacturer who makes and sells fifty thousand machines. The consumer, of course, pays the advertising bills, but the larger manufacturer has so reduced the cost of manufacturing and makes such great savings in buying material, and through efficient methods of distribution, that he saves the buyer many times the cost of the advertising.

The assertion is also made that advertisements are so subtly worded that many purchase goods which they do not need, or at least, for which the need is not very

pressing. There is little doubt that there are many things which we could do without. Our forefathers got along very well without many of the comforts of modern living. And yet, who of us would give up our modern conveniences and comforts because they cost money? Who would go back to the kerosene lamp because electric lights cost more? Advertising has since increased the comforts of living, and if these comforts and conveniences cost more, they are certainly worth it.

Advertising has made possible the purchasing of guaranteed goods. If goods were not advertised one could not buy with the confidence that the purchaser possesses to-day. The public has learned in fact that goods that are advertised possess merit—that the advertiser is confident that his goods will give satisfaction, else he would not risk money in buying advertising space.

Advertising has made it possible to buy intelligently—to choose—to discriminate—to select the very article wanted, at the price that one can afford to pay for it.

Advertising whets competition, and when competition is keen, prices are as low as it is possible to make them. If merchants and manufacturers did not advertise, there would be no set prices—no settled policies of selling.

Buyers' Guide

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 remittance cannot be acknowledged.

WANTED

WANTED—NUMBER OF SIDE LINES — Traveler permanently located in north country, open to look after several side lines for manufacturers and wholesalers. Address A. L., Box 85, Timmins, Ont.

WANTED—SIDE LINES. WE ARE OPEN TO handle a number of side lines for manufacturers and jobbers. Good references.—Cleary Bros., P.O. Box 436, Sydney, C.B.

WANTED—EXPERIENCED CLERK FOR GEN- eral store. Married man preferred. Apply, with references, stating salary, to Lewis Bros., Richmond, Ont.

WANTED—MAN TO DO DELIVERING AND outside work around general store and to fill in time behind counter. Married man preferred. Apply, with references, stating salary, to Lewis Bros., Richmond, Ont.

WANTED—EXPERIENCED GROCERY SALES- man and window trimmer for largest rural department store in B.C. State salary wanted and give references. Order takers need not apply. Send replies to Box 229, Canadian Grocer.

GROCERY SALESMAN WITH SEVEN YEARS' retail and traveling experience, desires position with well established Toronto firm, either wholesale or retail. Write Box 228, Canadian Grocer.

FOR SALE

HIGH CLASS GROCERY AND PROVISION for disposal. Turnover about \$350.00 per week. Cash trade. Ontario manufacturing city. Owner retiring on account of bad health. Fullst investigation.—Apply Box 227, Canadian Grocer.

GOOD GROCERY BUSINESS FOR SALE — established 20 years; good reasons for selling, dwelling attached; manufacturing city. Apply Box 230, Canadian Grocer.

Try **MANN & CO.** for
FANCY POULTRY

Roasting Chickens, Boiling Chickens,
Ducks, Geese, Turkeys.

C. A. MANN & CO.

78 KING ST. LONDON, ONT.

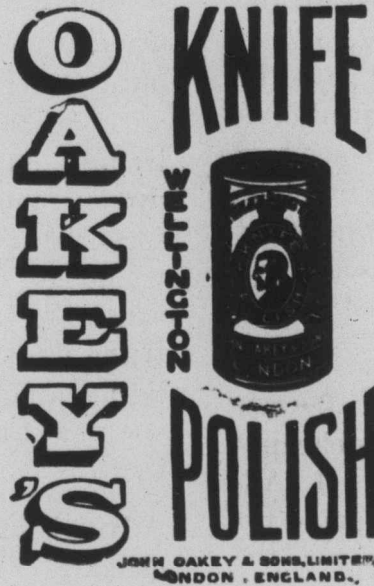


TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year



AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of
the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters
of Sausage Casings, Packers' and But-
chers' Supplies, Outfitters of Meat Mar-
kets. Pure Spices a Specialty. But-
chers' Coats and Aprons.

49 DUNDAS STREET. TORONTO

Make your genuine but strictly tem-
perance

Lager Beer

at home with pure

Hop Malt Beer Extract

Agents wanted—no license neces-
sary. Write for particulars and
terms.

HOP-MALT COMPANY
Dept. 52. Beamsville, Ontario

LARGEST CANADIAN DEALER

**WASTE
PAPER**
E. PULLAN TORONTO

Notice to Merchants:—We will adjust
your bad accounts satisfactorily for you.
Our system is "Direct from Debtor to Cred-
itor." We handle none of your money.
Through our system, you can put your
business on a cash basis. We will under-
write any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South Hamilton, Ontario

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

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

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.

Why You Should Feature

KING GEORGE'S NAVY

The Gardener Who Chews

These are busy days in the garden, and most gardeners are lovers of the "weed" in some form.

Many gardeners are "strong" for *KING GEORGE'S NAVY*—the ideal chew that meets the requirements of the particular man. Grocers should keep their stocks constantly displayed and secure their share of the popular demand.



Rock City Tobacco Co., Ltd.

Handled by
the Wholesale
Trade

In your Locality
are many

Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

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