

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, AUGUST 22, 1919

No. 34

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and

Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

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

Olive Butter

Dandy and
Delicious
for
Sandwiches
Salads, etc.



A product of unusual excellence that is proving itself a repeater wherever introduced.

Made from selected Olives, Spices, Pimento and Malt Vinegar and by a process that imparts to every morsel a piquancy that wins favor from the first.

A trial order of Olive Butter will show you the big advantages of featuring it regularly.

E. W. Jeffress, Limited

WALKERVILLE,

ONTARIO

Distributors:

W. G. Patrick & Co., Limited, Toronto

Going to The Toronto Fair?

If you visit the Exhibition this year don't forget to look us up.

Our booth will be situated as formerly in the Manufacturers' Building, where we shall have a big display of the BORDEN lines.

This annual exhibit of ours is having a splendid educational effect upon the buying public and is boosting the BORDEN demand still more. So if you are a Borden dealer you will be keenly interested, and if you've never yet sold BORDEN'S, come and see us anyway.

We'll be at home to you any day at all during the entire two weeks.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

VANCOUVER

DON'T READ THIS ANNOUNCEMENT

UNLESS

you want to make a little money
 you want to build up your business
 you want to control your trade
 you want to associate your name
 with goods that will give 100% satisfaction.

In this particular instance we refer to Baking Powder.

Having purchased the business of The Litster Pure Food Co. and Integrity Mills of Toronto, and reorganized same and installed new and up-to-date machinery, we are now operating one of the best Baking Powder Plants in Canada, and are producing a Baking Powder which we are happy to say, will produce for the housewife 100% satisfaction.

During the month of August and September, we will make and pack for any grocer in Canada, the highest grade baking powder in one-pound tins at a price of \$25.00 per gross F.O.B. Toronto.

We have a nice variety of special labels that we can prepare with your own name and address and brand on, as we operate our own printing plant, and are well fitted for this special work.

This will make for you the best possible value in Baking Powder that you can offer to your customers, and by selling same for 25c you have a profit of 44% on your investment, and at same time you are building up and controlling your own trade.

Specimen labels and sample of material will be mailed to any part of Canada on receipt of your request.

Orders will be filled in their turn as received at our office, and shipment will be made five days after receipt of order.

THE HARRY HORNE CO., LIMITED

PROPRIETORS OF INTEGRITY MILLS

1297-99 Queen st. West

Toronto

New 1919 Pack BEAVER BRAND BLUEBERRIES

Packing of above has now started. We will shortly make delivery. If you have not already booked your requirements, we would urge you to do so as the pack will not be large.

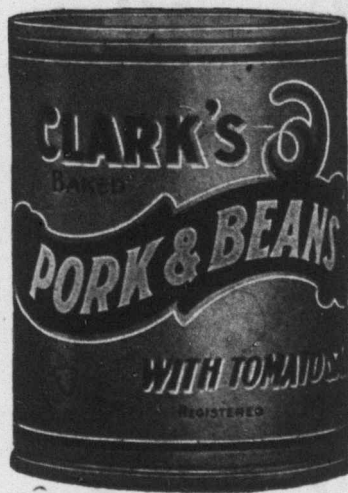
QUALITY ABSOLUTELY GUARANTEED

Prices on application.

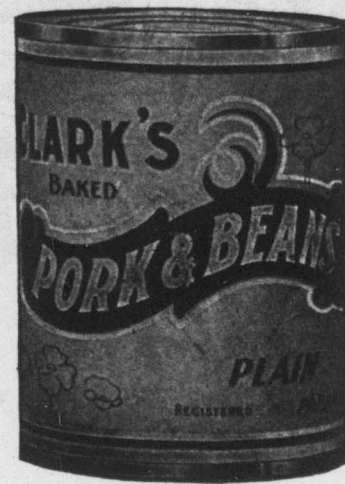
J. W. Windsor, Limited

Montreal, Que.

CLARK'S PREPARED FOODS



The popular
Made in Canada



Food
Specialties

- | | | |
|--|-------------------|---------------|
| Pork and Beans | Corned Beef | Ox Tongues |
| Beefsteak and Onions | Cambridge Sausage | |
| Boneless Pigs Feet | Potted Meats | English Brawn |
| Concentrated Soups | Tomato Ketchup | |
| Sliced Smoked Beef | Stewed Kidneys | Loaf Meats |
| Spaghetti with Tomato Sauce and Cheese, etc. | | |

Buy Canadian Goods

Keep Canadians Busy

W. Clark, Limited

Montreal





Whatever you do,
eat Krumbles
W. K. Kellogg

A cashier has to be quick-witted and wide-awake. And she can't be unless her body is rightly nourished. You may be a cashier or have any other indoor job, but "Whatever you do, eat Krumbles."

Here's why:

Krumbles is made of all the wheat grain—bran, kernel and all. It gives you every bit of the good nourishment nature puts in wheat.

We cook it, shred it and toast it, so that it is ready to eat just as it comes to you in our "Waxtite" package, which retains the delicate aroma and rich, tempting flavor Krumbles has when it comes crisp and hot from our ovens.

The National advertising now appearing in the daily papers will create a demand for Kellogg's Krumbles—the only Krumbles made. Be prepared for it.

Krumbles is made in the same kitchens as Kellogg's Toasted Corn Flakes.

KELLOGG TOASTED CORN FLAKE CO.
Battle Creek, Michigan Toronto, Canada





Story for Week Dated August 22, 1919

Being No. 48 in the Series

Completing the Manufacture of Eddy Company Packing Cases

LEAVING the "wet machine" exactly the proper thickness for their purpose, the sheets of board which are now very thick, heavy and damp, proceed to machines which cut them to the right sizes for the sides of the cases they are to make. These may be for matches, or for toilet papers, or any other Eddy Company product as ordered.

The sheets of board are cut, and then carried to hydraulic presses which reduce their thickness, squeeze the moisture out of them, and make them into very firm, strong board. A pressure of 1,250 lbs. per square inch is applied. No wonder Eddy Co. cases can stand a railway journey safely.

From the presses the board goes to the kilns in which they are dried thoroughly by hot air driven against them by great fans. They emerge from the kilns, warped a little, dry, and very hard indeed. They have to be slightly dampened before they pass through the calendering machine which smoothes their surfaces each side in turn.

The boards are now ready to go to the trimmers which cut them more closely to size to fit their places in the box sides they are required for. A special machine marks out on each board the necessary guide lines to show the bonds necessary in fastening. The assembling of cases from boards so clearly marked and accurately made is simple.

The strength of these Eddy Company packing cases is tremendous. The railway companies insist on a case that will resist a strain of 300 lbs. per square inch. Every Eddy Company case will stand at least 400 lbs. per square inch, and often 500 lbs. This ensures that you receive your goods from the Eddy plant in perfect condition as packed. The board cases for matches have a further merit, namely, that they tend to smother out any fire that might arise in their contents through careless handling. Wood cases are not so fireproof.



Pointers From The Plant On Eddy Goods

Buy Matches with an eye to full value.

When you buy Eddy Matches you can assure your customers of a generously filled box of sure, safe lights.

Eddy's Indurated Fibreware Pails, Tubs, etc., cannot fall apart or leak. Good grocers sell them, and enjoy profitable business from their sale.

The best is always the Cheapest. Wrap your goods in Eddy's wrapping papers. Qualities to suit all purposes.

Be economical and sanitary. Save laundry bills. Install Eddy's Sanitary Paper Towels in your place of business.

Eddy's self-opening, box-shaped Grocery bag is an Eddy Specialty worth your attention. The Eddy Company make paper bags for all purposes.

Watch for further articles on interesting manufacturing processes in the Eddy plant. They will appear on this page each week.

Enquiry Department

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

SHOW CARD MATERIAL

Kindly let me know where I can procure a book of instructions on show card writing, also brushes, pens, ink, etc., for same.—F. C. Fillmore, Moncton, N.B.

Answer.—There is a booklet on show card writing published by the Thompson School of Lettering, Pontiac, Michigan; the cost is \$1. Brushes, pens, etc., can be procured from the following firms: Art Metropole, 14 Temperance St., Toronto; Reliance Ink Co., Winnipeg; A. Ramsay & Son, Montreal; F. Webster & Co., Philadelphia, Pa.; Artist Supply Co., 77 York St., Toronto; Geo. M. Hendry Co., 215 Victoria St., Toronto.

MUST HAVE LICENSE TO SELL CIGARETTES

Do country stores have to have a license to sell cigarettes and what is cost of license, if any?—J. J. Stinson, Woodford.

Answer.—Yes, license is necessary—\$25 per year; if taken out now will be \$12.50 for balance of year.

MANUFACTURERS OF STORE FRONTS

As a subscriber to your paper should be glad if you would give me names of firms who issue a catalogue of store fronts.—Grocer, Kerrobert.

Answer.—H. J. St. Clair, 100 Church St., Toronto, Ont.; Taylor Mfg. Co., 43 Hughson St. N., Hamilton, Ont.; Kawneer Mfg. Co., Ltd., Guelph, Ont.; Hobbs Mfg. Co., London, Ont.; Consolidated Plate Glass Co. of Canada, 241 Spadina Ave., Toronto, Ont.

THE ALLIED PACKERS

Will you kindly advise the address of the Allied Packers' Inc., head office? — P. C. O'Driscoll, Ltd.

Answer.—The head office of the Allied Packers is located in the Continental Commercial Bank Building, Chicago, Illinois. The Canadian end of the business, known as the Canadian Packers' Association, is located at foot of Bathurst St., Toronto.

REGARDING SUGAR

Kindly advise me when Government control of sugar expires, also regarding the ordinary world consumption and visible

supply to meet it.—J. D. Ellis, Kingsport, N.S.

Answer. — Government control of sugar has ceased to exist some time ago. The only control now existing is due to the International Sugar Commission having purchased the whole of the past season's Cuban crop at a set price. Allotments were made by the Commission on the basis of this fixed price. As the past season's Cuban crop is practically a thing of the past as far as Canada is concerned, this condition has little effect.

In regard to world stocks of sugar, there is roughly speaking a normal production, with a material increase in yield in this continent and adjoining islands. There is, however, an unusual demand from Europe where Germany and Austria, formerly large producers, are bidding for supplies from this continent. There will in all probability be sufficient stocks to meet actual needs. At present there is a scarcity owing to strike and transportation difficulties. This, in addition to an adverse exchange, is given as a reason for advancing prices. You will have noticed that the Cost of Living Commissioner contends that the refiners are taking undue advantage of the situation to unduly enhance prices. An investigation of this charge will probably bring out the real facts regarding sugar.

U.S. GROCERY PAPERS

Kindly give us the name and address of the leading grocery trade journal in the States.—Anglo American Import, Montreal.

Answer.—The following are names and addresses of some grocery trade journals in the United States: Modern Grocer, Chicago, Ill.; New England Grocer, Boston, Mass.; Interstate Grocer, St. Louis, Mo.; Retail Journal, Chicago, Ill.; American Grocer, 90 West Broadway, New York.

The American grocery journals are not country wide, but serve only a limited section adjoining place of issue.

HAMILTON WHOLESALERS

Please give me the following information, name of wholesale grocer, Hamilton, Ont.—Address, 184 Grosvenor Ave., Hamilton, Ont.

Answer. — Bristol, Sommerville & Co., Lumsden Bros., W. H. Gillard & Co., Mac-

Pherson Glassco Co., Balfour?Smye & Co., Jas. Turner & Co., Fearman Bros.

CRATES FOR FOWL.

Please let me know through the CANADIAN GROCER the name of some firm or firms making crates for shipping fowl and oblige.—D. K. McLeod, Dunvegan, Ont.

Answer.—Cummer-Dowswell & Co., Hamilton, Ont.; Walter Woods & Co., Hamilton, Ont.; Canadian Wood Products, Toronto, Ont.; Alberta Box Co., Calgary, Alta.; Bar-chard & Co., Toronto, Ont.; Meyer-Thomas Co., Montreal; Murray & Gregory, St. John, N.B.

NEW FOOD FIRM FOR GUELPH, ONTARIO

The Guelph Chamber of Commerce have completed arrangements with the Canada Food Products Co. to have that company locate in Guelph. The company are taking steps to acquire the old Guelph Stove Co. plant on Paisley street either by purchase or rental.

The Canada Food Products Co. will be capitalized at \$50,000, divided into 5,000 shares of \$10 each, and arrangements are now being made for a charter in order that the company may make an early start. The officers of the company are: Mr. J. O. McCarthy, president; Mr. W. W. Leith, vice-president; and Mr. L. Kingesley, of Toronto, manager. Mr. McCarthy is well known in Toronto business circles, being first vice-president of the Security Life Insurance Co., and he has also served the city of Toronto as controller.

The Canada Food Products Co. will make sauces, pickles, chutneys, catsup, jellies and jams, and general food products. They will give employment as soon as they are well organized to about ten men and fifty girls.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following:Name
Address

The House To Push Your Line In The West

**A New
Winnipeg Wholesale
Brokerage House**

To be open for business on or before September 15 under the capable jurisdiction of Messrs. E. Nicholson and J. Howard Rankin. Headquarters will be in Winnipeg and the organization will cover the jobbing trade from Fort William to Victoria.

**A New Business With
New Methods, New Ideas,
New Aims**

Service, real, practical money-making service, will be the dominant idea of the organization. Mr. Nicholson's long experience in the brokerage business, together with Mr. Rankin's practical knowledge of the wholesale grocery end as manager for the Brandon Grocery Co., Ltd., Brandon, Man., form a combination that should produce big results.

Manufacturers, Importers and Shippers who desire to get in touch immediately should write or wire Mr. E. Nicholson, c/o Royal Alexander Hotel, Winnipeg. All communications will be handled by Mr. Nicholson until the big new offices are open.

Nicholson, Rankin, Ltd.

Wholesale Grocery Brokers

Winnipeg

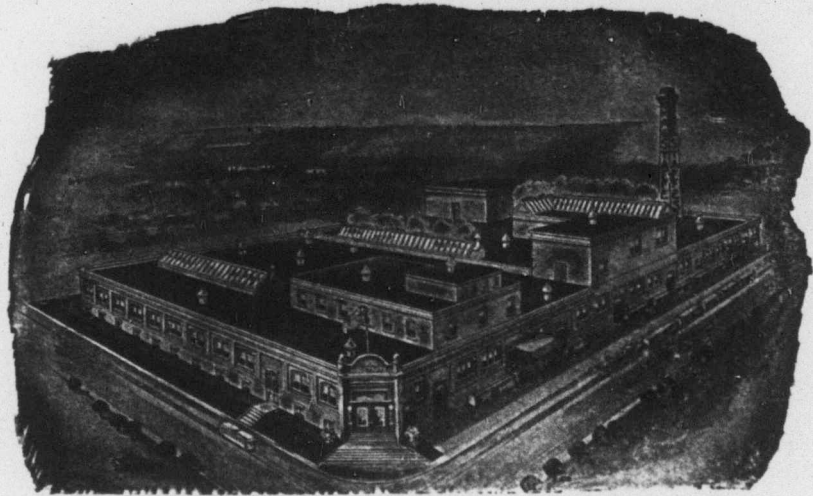
Canada

WAGSTAFFE'S

New
Season's
1919

Lemon
Orange
and
Citron

Caps or Cut
Ready for
Use.



THE MOST UP-TO-DATE CANDIED PEEL AND
CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

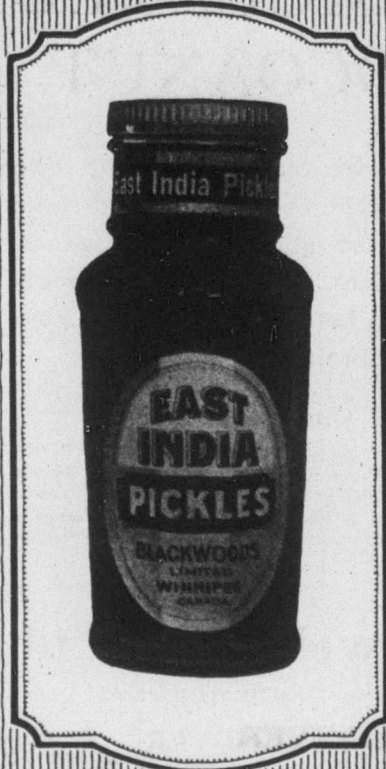
Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



"Here since 1857"

Blackwoods, Limited

WINNIPEG

- Temperance Drinks
- Pickles
- Flavoring Extracts
- Sauces
- Baking Powder
- Tea
- Fountain Syrups.

Use one source of supply—less worry—less trouble—better results. Let Blackwoods be that source.

"Here Since 1857"

Blackwoods, Limited

WINNIPEG

MAN.

WALNUTS, BEANS, RICE PEANUTS

DIRECT IMPORTERS FROM THE ORIENT

FUJITA & CO., LTD.

Head Office:
KOBE, JAPAN

VANCOUVER, B.C.

Branches: NATE, YOKOHAMA, TIENTSIN and TSINTOW

REPRESENTATIVES:

Quebec: C. B. Hart, Montreal.

Ontario: Lind Brokerage Co., Toronto.

Western Ontario
Manitoba
Saskatchewan
Alberta

DONALD H. BAIN CO.

WINNIPEG

Saskatoon
Edmonton
Vancouver

Regina
Calgary
London, Eng.

Every **EUREKA**
refrigerator

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

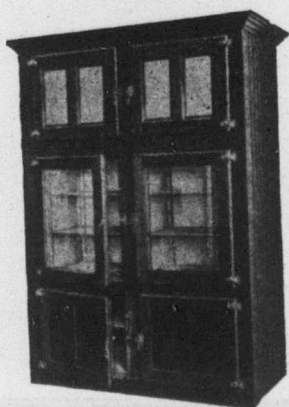
And because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable food-stuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

**EUREKA
REFRIGERATOR
CO., LTD.**

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



No. 19
Eureka Refrigerators

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

Imperial Rice Milling Co., Ltd.

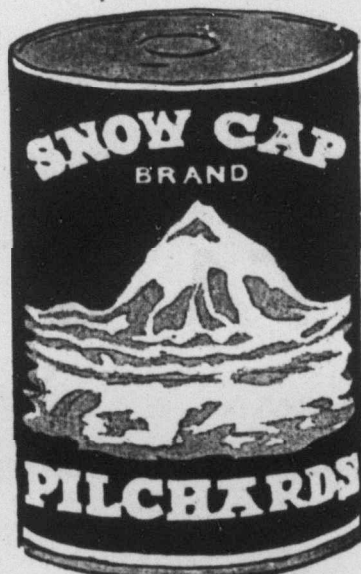
VANCOUVER, B.C.



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

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS



Delectable
and

Dainty

Hand

Packed

BY

The Nootka
Packing Co., Ltd.

Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by your jobber

EXCLUSIVE DISTRIBUTORS

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

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

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

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

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

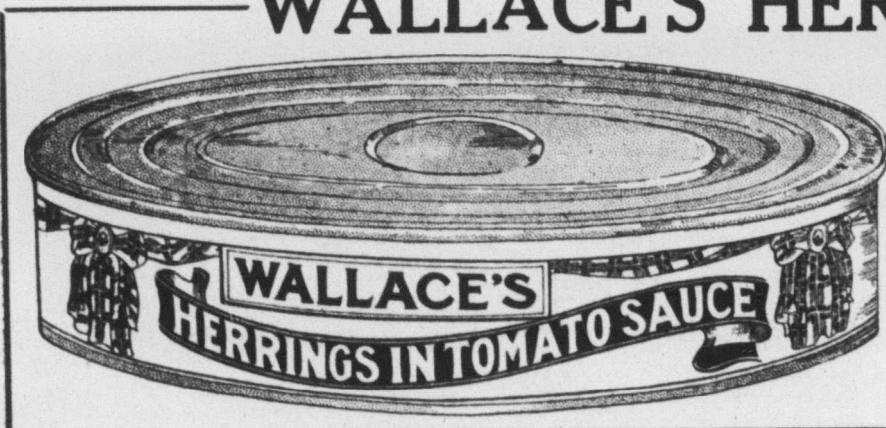
PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

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

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

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

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**Wholesale Grocery Brokers**
Commission Merchants410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents840 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

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

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg**THE McLAY BROKERAGE CO.**GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*

WINNIPEG

MANITOBA

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.**Ample capital—and the reliability that goes with it.****A record of results—and the prestige that follows it.****An energetic, result-getting organization—with satisfied clients to
prove it.****Are all at your disposal if WE represent you.****Every branch a business in itself, directed by capable, experienced
managers.****All varieties of Food Products.****If you want results get in touch with us.****Head Office: WINNIPEG****Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER****ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND**

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

SIX HOUSES IN WESTERN CANADA

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



CHRISTIE'S BISCUITS and Robertson's Confectionery

are both marketed in Western Canada by us.
Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott - Bathgate Company, Limited
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Avenue, East - WINNIPEG

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.

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

B. M. Henderson Brokerage, Ltd.

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

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

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Calgary Storage & Cartage Co., Ltd.

CALGARY, ALTA.

We can give you efficient service in
Storage -- Distribution -- Cartage
in this district.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION



MACARONI

The pure food that builds Muscle and Bone at small expense.

The Meat of The Wheat

Manufactured by the

Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

EL ROI-TAN PERFECT CIGAR

OCEAN BLUE
In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give all your customers the opportunity of testing it, and you will soon need to **Order more from your Wholesaler.**

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

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throughout the World
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DOG CAKES
and
PUPPY BISCUITS

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

QUEBEC

ROSE & LAFLAMME LIMITED
*Commission Merchants
 Grocers' Specialties*
MONTREAL TORONTO
 Canadian Food Control License Nos. 6-236/7/8

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Brokers and Commission Agents
 30 St. Francis Xavier St., Montreal
 Our Motto: Always at Your Service

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

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WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

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Only the best material used.
 See our traveller or write us direct.

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 If so, turn to page 74 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

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where. There is no bigger
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captivates and holds the
public approval more secure-
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Coca-Cola is in demand every-
where. Stock up now. Connect
with this abundant source of extra
profits.

THE COCA-COLA CO.
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Will you have it when they call?

137

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

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Biscuit Manufacturers
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For Every Customer

St. Williams Strawberry Jam



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When you sell a jam that is uniformly good you can count on increasing "repeats." The quality of St. Williams Strawberry Jam is guaranteed.

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Do not regard Chocolatta only as an Overseas Product.

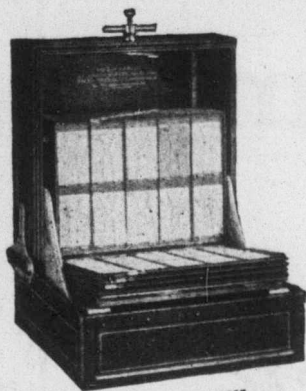
The same high nutritive qualities, the same ease of preparation which made Chocolatta so popular during the war, are making it a first favourite for use in the home.

Write us to-day for our attractive terms and prices.

THE NUTRIENT FOOD COMPANY LIMITED

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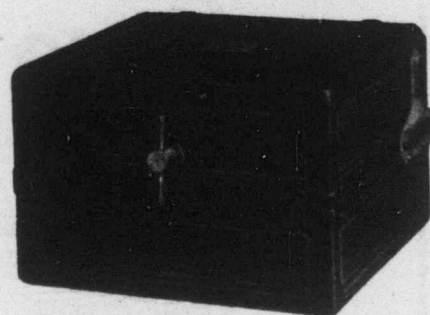
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Offices and Warehouses also in Montreal, Boston, New York, Chicago, Detroit, Buffalo, Pittsburg and Philadelphia.

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"SALADA" TEA COMPANY

**Every home needs a
GOOD broom or a whisk**

Every home needs a GOOD Broom or a Whisk. Not that 15-cent store variety. We don't make any. Every housewife is a good prospect for a sale of "Excelsior" Brooms and Whisks. They are serviceable lines—made in Canada at Owen Sound, Ont., and are priced in a way that will appeal to every woman.



Every repeat order will be right up to the sample. Our factory inspection guarantees this.

Send to-day for our price list. We give personal attention to every order and guarantee prompt service.

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Maker of Fine Brooms and Whisks

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**Canada
Beaver
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All grades of Brooms. Best material of Illinois Corn.

10 different grades of whisks.
3 different grades of Toy Brooms.

10 different grades of Household Brooms.

Warehouse Brooms a specialty. Best Maple Hardwood Handles.

Expert Workmen and first-class materials.

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A complete line for the Grocer, Butcher and Confectioner. See them at the Exhibition Booth No. 109, Industrial Building No. 3. You'll be sorry if you buy before you see us.

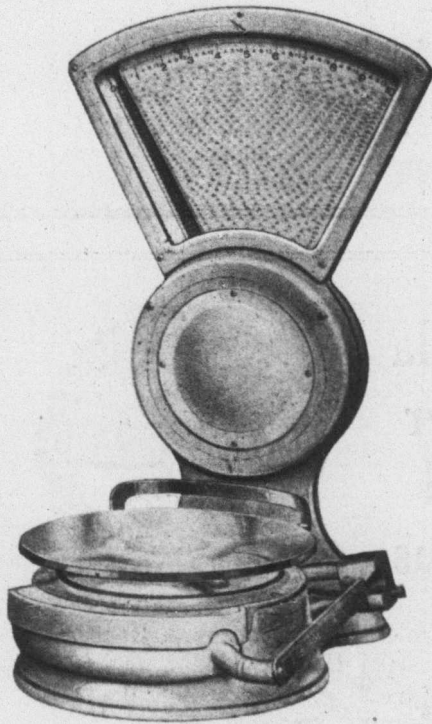
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THE TORONTO SLICER

has no competitor. It's in a class by itself. We also make

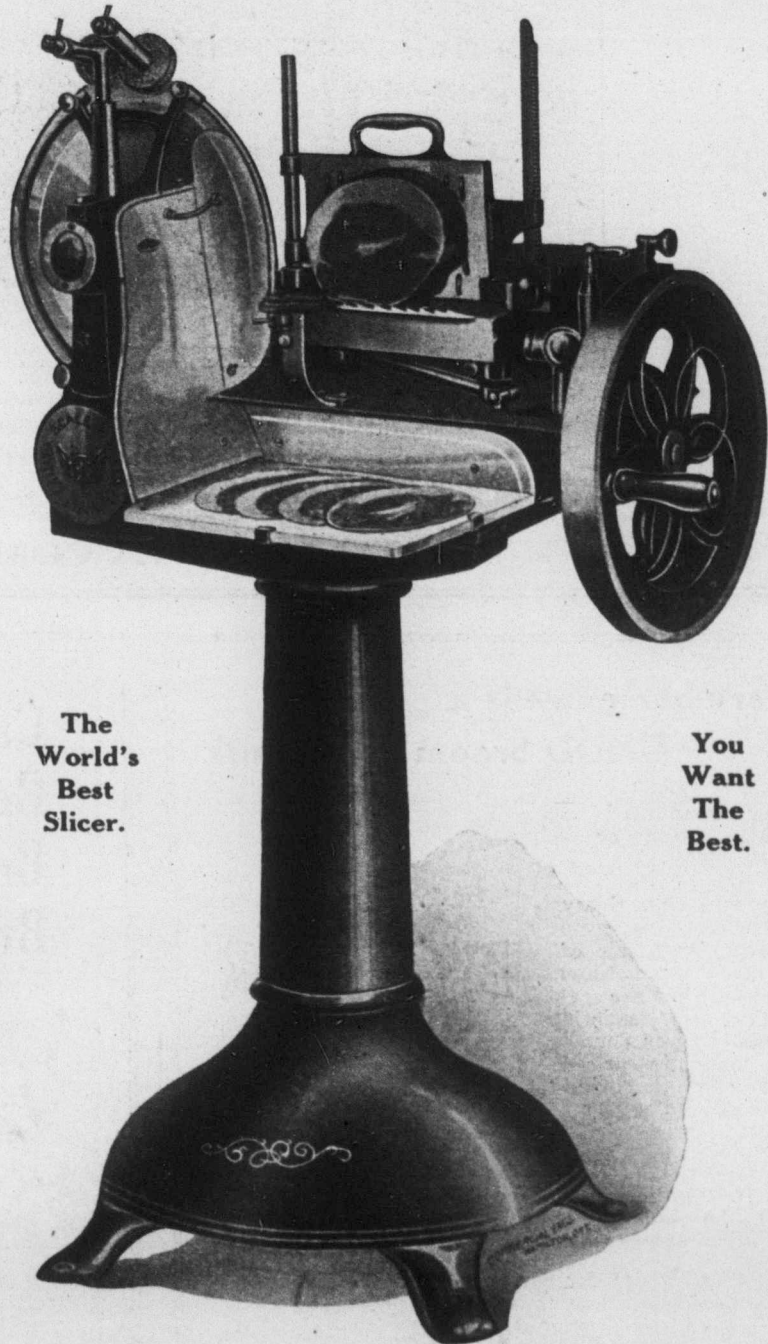
THE QUEEN CITY

A somewhat smaller slicer, but perfect in construction. This machine we will be glad to demonstrate against all others.



Capacity 20 Lbs.

Then we have the other sizes from 2 to 30 lbs., the AGATE BEARING, SPRINGLESS type which means long life and accuracy.



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remember that our Booth is located in the Manufacturers' Building and that we will be delighted to shake hands with grocers and their clerks.

If you have your wife with you, she will enjoy a cup of "good tea"—Red Rose Tea—that we are serving at our Booth.

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STICK LICORICE
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If every dealer knew the way Furnivall's Fine Fruit Pure Jams please even the most particular people — if they realized the nice profits to be made on these quick sellers — Furnivall's Jams would be displayed in every grocery store in Canada. Are you a Furnivall dealer?

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And it's yours for the asking—free of charge. Don't you want one?

Send your full address.



The entire Colman-Keen family is shown in vivid natural colorings—the entire appearance of the card is very effective

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A Sixty Seconds Talk About Your Product In The West

Whether you are now represented in the Western Field and disappointed with the results or whether you are just considering coming in to this big Western market, we can help you get the results you anticipate.

We have the facilities for doing so—a well-established house, a live wire staff, and a well-established reputation, not to mention an annual purchasing power now of \$15,000,000.

May we go further into the matter with you?

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The
**Consolidated Purchasing Co.
Limited**

313-319 PACIFIC AVE.

WINNIPEG

E. Nicholson, Gen'l. Mgr.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, AUGUST 22, 1919

No. 34

Prospects of High Prices for Fruits

Peach and Plum Crop Exceedingly Light—Bartlett Pears a Good Yield, But in Great Demand—Grapes Plentiful, But Will be High—Apples Also a Good Yield, But Show No Indication of Low Figures

DURING the past few weeks the fruit crop that in most sections the country was none too plentiful, has not improved. The prolonged dry spell, and sundry other causes have resulted in conditions that mean continued high prices throughout the crop year.

The complaint of the Cost of Living Commissioner regarding the shortage of sugar during the canning season does not touch as vital a chord as it might have done some years ago. Fruit up to the present has been too high-priced to offer any great inducement to the average purchaser to do much canning, and there appears to be little likelihood that there will be any material change in these conditions.

Pronounced Shortage of Tender Fruits

In the Niagara fruit belt there is a pronounced shortage of tender fruits. Plums will produce according to sections, 10 to 30 per cent. of a normal crop, with a general average of about one-quarter of a normal. Then, too, the canners are contracting plums at high prices and are taking practically everything that is offering, even varieties such as the Yellow Egg, which was formerly considered practically useless for canning purposes. There has been a very considerable dropping of plums recently due to the extreme drouth, but Bradshaws, Yellow Egg and Lombards are showing a fair yield in some orchards.

Pears are generally light, with the exception of Bartletts, which are showing up remarkably well in some sections and will probably yield 75 per cent. or better. Here again the bidding of the canning factories has forced the price very high, Bartletts, ones, twos, and threes selling on contract at from 7 to 8 cents a pound, which represents about \$1.45 a basket in the orchard, so it is readily seen that with handling and express charges added to this figure, pears will in all probability cost around \$1.75 to the retailer.

Peaches Seriously Affected

Peaches are probably the most seriously hit of all the soft fruit crop. Showing only a small prospect early in the season, they have suffered seriously from leaf curl during the past weeks, and the fall

has been extremely heavy. This disease has affected Elberta, the great canning peach, especially, and there will be only a limited yield. Taking the Niagara peninsula as a whole, the yield will not exceed 50 per cent. of a normal crop.

In the British Columbia fruit section the Okanagan section reports an apricot and pear yield about equal to last year. Peaches show a 10 per cent. increase, plums a 15 per cent. decrease, and prunes a 10 per cent. decrease.

In the Kootenay Valley plums and prunes show a slight increase in spite of a heavy drop, while pears will be about 75 per cent. of last year.

Vancouver Island reports the plum crop generally light, especially of Pond's Seedling, Diamond and Grand Duke. Monarchs are a full crop, with Yellow Egg and Victoria about 75 per cent.

The Grape Situation

In regard to grapes, there is a good crop reported in the Niagara district, a crop in fact that exceeds even the early optimistic forecasts. Unfortunately, however, this does not warrant the assumption that for that reason there will be a low selling price for grapes. The grape juice factories and wineries have set a contract price of \$65 a ton, with a guarantee of any raise in price. This simply means that the whole crop contracted for by these industries will be paid for on the basis of the highest price offered. Moreover, as the grape juice manufacturers in New York State have been contracting grapes at \$125 a ton, the Niagara growers are showing no inclination to accept the figures offered. But taking it on a basis of the \$65 a ton figure, it figures out to 33 cents a basket for the fruit, and the factories are not as formerly taking only the Concord crop but are taking the whole crop, white grapes and all. Judging from these conditions grapes will not be obtainable by the retailer much below 40 to 50 cents a basket, if any large part of the crop is contracted.

A certain measure of relief may possibly be affected by conditions that in a small measure relieved the situation on smaller fruits. The grower, in his efforts to get the last cent, sometimes overreaches himself. It was so in rasp-

berries and strawberries; growers who refused to contract their whole crop at around 25 cents sold them later at 18 cents because the warm weather forced them on the market in heavy quantities at a time. This is the only condition that might assist in moderating the price of grapes, but as grapes are a more stable commodity, and can be held for some time, it is questionable whether this condition will result.

Maritimes Have Splendid Apple Crop

In regard to apples, there is a prospect of a very satisfactory yield. Conditions in Nova Scotia and British Columbia have improved considerably of late. The Nova Scotian crop is estimated at about one and a half million barrels, of which some 200,000 barrels are usually consumed in the province. As it is permissible to export apples to Britain, it is believed that this market will take up a very large proportion of this pack. There is a considerable amount of scab noted, especially on the Gravensteins, but the loss from this cause will not exceed that of last year. King, Baldwin, Russet, Spy, Nonpareil and Ben Davis are the varieties most in evidence this year.

In New Brunswick there has been an unusually heavy drop of all varieties of apples. Despite this fact, however, reports continue to be favorable and there will be a very fair crop, which will be ready for market somewhat earlier than usual. The principal varieties are Duchess, Bishop Pippin, Golden Russet, Ben Davis, Gano and Dudley.

Ontario Apple Conditions

So far as Ontario is concerned the principal feature is the almost unanimous report from all districts that Spys give better promise than any other variety. In the eastern part of the province the production is not likely to exceed that of last year and there is a comparatively large percentage of low grade fruit, due to the development of scab. Most orchards which have been carefully sprayed are practically free. Prospects are more favorable in Prince Edward county than elsewhere in Eastern Ontario are generally unfavorable.

Continued on Page 46

Beans and Peas Show Record Demand

Heavy General Buying Throughout Canada in Addition to Sharp Export Demand Sends Prices Up—Spot Stocks on World Markets Light—Some Indication of Crop Prospects

CONDITIONS that have been forecast in CANADIAN GROCER for some time past in regard to the bean and pea market have become a fact. The Vancouver Milling and Grain Company, Vancouver, in commenting on the situation state: It is no exaggeration to say that more general interest has been shown, and more actual orders have been placed in the past two weeks than in the previous six months. New York exporters have been big buyers, yet it appears that fully one-half of the business booked during the past fortnight has been to wholesale grocers and canners in all parts of the country. This is indicative of present condition. A multitude of orders from all parts of the country, averaging from one to three cars each, is a much more bullish feature than would be an order for double the aggregate quantity from New York. In the present instance, of course, the orders are coming from both sources. And it is noteworthy that dealers who were not interested in Kotenashi at \$5.50 c. i. f. Pacific Coast, are heavy buyers at \$7.00 and \$7.25.

It is now quite evident that the enormous European orders for white beans received recently by New York exporters, proved the match which started the market upward in earnest. There were also three contributing factors which added fuel to the flames just at the proper time. The first of these was the general realization that stocks of beans throughout the country were not large and that Kotenashi would require to be bought now for early fall deliveries. The second was the realization that Kotenashi beans are fully equal to any domestic goods, and much lower in price. The third principal reason was that the cable service to the Orient was in a hopelessly congested condition, making it impossible for importers to replenish their small spot stocks on the coast without unusual delays and uncertainties. The latter situation was, in a measure, relieved by the resumption of the "urgent" cable service recently. However, after several days' trial it was found necessary to restrict each importer to only one cable of not over ten words each day, and this regulation is still effective. Using the ordinary cable some eighteen days would be required to send a message to Japan and receive a reply.

When the first flood of "urgent" buying cables reached Japan the market on Korean Kotenashi was nominally \$5.00 c.i.f. Pacific Coast. In one day the market rose to \$5.70. Next day the price was \$6.10, with further advances each day until to-day, an "urgent" cable from Kobe (Aug. 2) quotes Koreans \$7.20

cost to us for September shipment—earlier not being obtainable now."

Condition in Spot Stocks

Continuing the company states that the Oriental market on spot stocks is almost bare. There are practically no Koreans unsold and perhaps 4,000 tons Japanese Kotenashi available. The latter are in a few strong hands.

In regard to American conditions:—Stocks of Kotenashi very light in all quarters, even New York being but moderately supplied since recent shipments to Europe.

The Michigan crop is nearly cleaned up, only a few lots of small proportions remaining in growers' hands. Present values are from \$8.40 to \$9.25 shipping point, according to quality.

The California stocks remaining are firmly held by the Growers' Association, who may safely be assumed to have determined upon receiving a good price for the moderate quantity they hold. Furthermore, it is rumored that the growers will name prices on new crop beans during the coming week, and indications are that these prices will be higher than current quotations.

Regarding the new crop in the Orient

—the harvest will be late. Importers cannot safely undertake earlier than November, December shipment on Kotenashi. The weather has been mostly unfavorable in Japan, with a reduction of possibly 35 per cent. in the probable production. In Korea weather conditions are ideal and crop should be fully equal to last year. Accurate information from Manchuria is not obtainable, but it is believed the crop will be about the same as last year.

Colored beans show an increased acreage everywhere—equal to perhaps 15 per cent. This is due to the fact that there is a big domestic demand for colored beans as a partial substitute for rice, which has reached unprecedentedly high figures.

Green and white peas will also be produced in a greater volume this year—the increase being estimated at about 20 per cent. by some authorities.

In regard to the new American crop.—New York State will have a fairly good crop—about 80 per cent. of last year. Michigan crops are poor—due to bad weather—production is not over 60 per cent. this year. In California—some sections very good—others equally bad. Acreage is much reduced and under best of conditions will probably produce a bare 50 per cent. of last year.

Compared with prices of other food-stuffs, beans and peas are still much too low, and if the export demand continues, as we believe it will, further price advances seem inevitable. Advances would be greatly accelerated should new crop prospects continue to grow worse.

Biscuits Are Quoted Higher

Sodas Are Up 2 Cents Per Pound and Sweet Biscuits From 1 to 3 Cents, According to Variety—Increased Cost of Materials and Manufacture the Cause

SODA biscuits have advanced two cents per pound, and sweet biscuits are up from one to three cents according to the variety. The sodas are now quoted at 17 cents per pound. Increased cost of production, including higher wages and shorter hours enter into the advance, as well as the higher quotations on lard, butter, nuts and coconut. It has been asserted that these increased prices were not justified in the face of a decline in flour. Flour did drop in price in July, but just at the present time biscuit manufacturers are paying a premium to get old wheat flour. Even when this year's crop comes on the market the flour will not be of any use until it becomes aged.

H. A. Telfer, of Telfer Bros., biscuit manufacturers, when asked for an explanation of an increase in the prices, stated that to regulate the prices so as to maintain the same margin of profit they kept a cost clerk at work in their office continually, and that monthly statements were prepared showing the unit of costs. "There has been an increase in the cost of raw materials, in the cost of labor, a shortening of work-

ing hours, and a slightly lower production, although in so far as prices are concerned, shorter working hours should not seriously affect business," Mr. Telfer explained. The cost of biscuits in Canada, Mr. Telfer pointed out, was the cheapest in the world. There was no combine in the biscuit trade, he said, and no methods of holding up trade. Soda biscuits have been seventeen cents in the United States, while for several months they had only been 15 cents in Canada.

"We have advanced our soda biscuits two cents per pound, and our sweet biscuits from 1 to 3 cents per pound," John Edmunds, of the Christie Brown Co., told CANADIAN GROCER. "Apart altogether from flour, the cost of materials, such as shortening, lard, butter, nuts and coconut, higher wages and shorter hours, have all been factors in the advance. The increase in other ingredients has been more than sufficient to offset any decline in flour," Mr. Edmunds added. Nuts are advancing all the time, he stated, and coconut, too, is not only higher, but is inclined to be scarce. Lard and butter also are at very high levels.

Advance in Indian Exchange May Increase Tea Prices

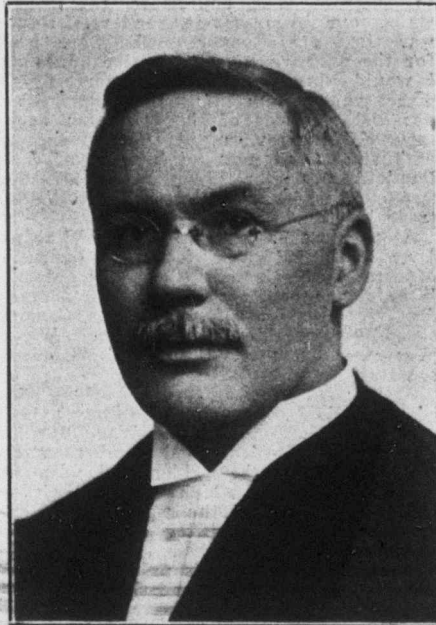
Another Sharp Advance in the Rupee in Ceylon and India—
Freight Rates Also Show Advances With Further
Advances in Prospect

THE exchange on the rupee, the medium of exchange in the purchase of tea on the Indian and Ceylon market, has been a large factor in increasing tea costs. There has been a noticeable advance in this regard during the last two weeks. This, in addition to increased cargo rates, will materially increase laid-down costs and will in all probability mean still further advances in tea prices in the near future.

P. C. Larkin, president of the Salada Tea Company, in speaking of this matter, states: "The rupee has again advanced in Ceylon and India, and is now worth a shilling and tenpence halfpenny. This is an advance of twopence in two weeks, and from the lowest point it is an advance of fifteen cents. This, of course, greatly affects all purchases of tea because one has to buy rupees before one can purchase tea in Ceylon or India, and the rupee, being a silver coin, is affected by the price of silver.

"We have noticed another advance of £1 per 50 cubic feet of tea freight this month, and we are advised that a further advance of £1 per 50 cubic feet of freight will take place on September 1. A great many people who have purchased teas in Ceylon or India will be horribly disappointed when they get in their goods. With the additional price of the rupee and the advance in freight, their tea will

cost them from four to six cents per pound more than they calculated upon."



JUDGE ROBSON,

Of Winnipeg, who has been appointed Chairman of the Canadian Board of Commerce, which will be charged with the investigation of all matters pertaining to trade conditions that are the occasion of dispute. Its duties will also comprise those formerly looked after by the Cost of Living Commissioner.

No Real Hardship in Sugar Expected

Grocery Trade Has Received Larger Amounts This Year Than Last—While May be Temporary Shutdowns at Refineries, Will Not Last Long—No Distress, Says Leading Refiner—Commissioner's Statements Said to be Unfounded

REFINERS view the outlook regarding the future supplies of sugar with confidence, and one large Eastern Canada refiner stated to CANADIAN GROCER this week that there would be no distress in his opinion in the coming months. The present situation is serious enough, and there will be a necessary suspension of refining for probably a week or ten days. At the same time, this informant stated that the trade had been receiving supplies regularly and that the distribution of refined sugars this year had been materially in excess of that of last year. Just what the increased percentage is could not be ascertained without totaling records. Nevertheless, the outturn and shipment to all sections of the trade has been much increased, and this over and above the supplies that have gone to outside export markets.

What Causes Shortage

CANADIAN GROCER pointed out last week that there had been difficulty in securing raw sugars. This developed from the serious marine strikes which took place in New York. The effects are

Steady Advances in Currants

Advices From Grecian Shippers State New Crop Will be Approximately 125,000 Tons

Importers' advices received from Greece in regard to the market for currants are to the effect that it is very firm, with an upward tendency. The currant market within the past two months has advanced continually, it being seen more and more that this year's yield of fruits all over the world will

being materially felt in Canada now and will continue for a while yet. Congestion of freight in a large receiving port such as New York under circumstances of this nature is not easily corrected, even after a labor trouble is settled, and the party who has no arrangements to make for the clearance of supplies has little conception of the difficulties confronting the refiner.

In the very nature of the buying, earlier in the present season, by the trade, there was little overstock anywhere. Later, when the fact became established that there would be no declines of price, the demand increased. This became very heavy, larger than normal because of the failure to buy earlier. This accounts for the larger distribution, said to have been made, in the statement of the informant above referred to.

Regarding Supplies

Refiners are not inclined to refute or deal in any way with the statements made last week in the press by Dr. McFall. While CANADIAN GROCER has endeavored to secure a statement of this nature, it has been freely stated by the refiners that there is nothing to be said, and that the assertions regarding unwarranted and excessive supplies being held over by them are absurd, to say the least. There has been a wide distribution, as already stated, of practically all the sugars refined in Canada.

The most reassuring statement available is that relative to the future. CANADIAN GROCER has been informed that, with the stocks already sent out, the trade should have no difficulty in taking care of the consumer. Sugar has gone out in such large quantities as to assure the consumer of needed requirements, according to the best information now available.

Jobbers Curtail Orders

While there has been a tendency to watch stocks more closely, as far as the jobber is concerned, he is still making deliveries. CANADIAN GROCER is informed that, in some cases where an order would be sent in for, say ten sacks of sugar, the order would be cut in two. It would thus be necessary for the grocer to order oftener, but with careful distribution on his part there has been no difficulty in getting supplies to all patrons. Enquiries reveal the situation to be one of somewhat limited supplies, but there is not likely to be a serious handicap as far as can be learned.

not be in proportion to the estimated needs. Weather conditions, it is pointed out, have been favorable to the new crop, and if nothing unforeseen now takes place until the cutting of the fruit, the coming crop will be approximately 125,000 tons. Old stocks are pretty well exhausted.

Successful Program at Man. Convention

Retailers Disclaim Responsibility for H. C. of L.—Decide to Form Joint Stock Fire Insurance Co. for Merchants—A. G. Box, Pierson, the New President—Small Attendance Did Not Mar Enthusiasm

Written by E. H. SCOTT, Western Representative MacLean Trade Newspapers

BRANDON, Aug. 15.—Business of far-reaching importance was transacted at the fifth annual convention of the Retail Merchants' Association of Manitoba, which was held at Brandon, August 13, 14, and 15, and this despite a very small attendance, there being present only about 30 delegates from points outside of Brandon. The membership in the province totals over 800. The fact that harvesting started about three weeks earlier than usual this year was mainly responsible for the poor attendance.

It was decided that in future district conventions should be held at points all over the province, these conventions to appoint delegates to the annual gathering.

Chief among the resolutions passed was one disclaiming responsibility for the high cost of living, and calling for an investigation of the charges made by Dr. R. J. McFall in this regard. It was decided to form a joint stock fire insurance company for merchants. There were several other resolutions passed, including a proposal to ask for a Federal law prohibiting premium contests. A. G. Box, hardware merchant, of Pierson, was appointed president. He is an energetic young country merchant, and as former vice-president took a leading part in the convention.

Several inspiring addresses were given by F. H. Mann of Devils Lake, North Dakota, and by R. L. Line of Columbus, Montana.

The entertainment features provided by the Brandon branch were excellent. Noonday luncheons at the Prince Edward hotel, with sing-songs from a printed card, were the rule daily. A well-staged banquet and dance brought the proceedings to a close.

The Secretary's Report

I have much pleasure in presenting to you the sixth annual report of the Manitoba Board of the Retail Merchants' Association of Canada, Incorporated. This report covers the fourteen months between the last convention held at Winnipeg on June 18 to 20, 1918, and the present meeting, August 13 to 15, 1919. During this period your Executive officers have had under consideration a large number of questions of great importance to the retail trade. The financial statement presented by the treasurer covers the fiscal year ending March 31, 1919.

Sixteen meetings of the Executive have been held. The membership as of July 31, 1919, totals 785; in Greater Winnipeg 330, other points in Manitoba 455. All of these members are in good standing; all dues having been paid. Our association work throughout Canada is receiving greater interest, more sympathetic co-operation and larger financial support on the part of members than formerly. This is due

to the fact that the members are beginning to measure and appreciate the service which our organization renders. During war time great opportunities were given for the exercise of co-operative effort and I would like to take this opportunity to direct your attention to the untiring and unselfish services of the Dominion Secretary, E. M. Trowern, at Ottawa, and the enthusiasm and genuine interest of J. A. Banfield, Dominion President, in all questions which affect the status of the retail trade in Canada.

At the last convention held in Winnipeg June 18-20, 1918, the following Executive officers were elected: George W. Markle, Winnipeg, president; A. G. Box, Pierson, first vice-president; A. F. Higgins, Carman, second vice-president; T. A. Connell, Winnipeg; treasurer; J. H. Curle, Winnipeg, secretary.

Action was taken on the resolutions passed at the last convention as follows:

1. Resolution on "Win the War Effort."—The Executive officers and members of the association have been identified with the various movements which had for their object the success of the war, and general rejoicing accompanied the signing of the armistice and peace terms.

2. Resolution asking merchants to study Transient Traders' Act, and that municipalities be requested to observe same. During the year this matter was covered in a bulletin to the members. In addition, municipal officers should be requested to examine the 1918 statutes and amendments.

3. Resolution asking for co-operation with the University of Manitoba in the establishment of a Chair of Commerce—The officers have the assurance of the Advisory Committee on Commercial Education of the University of Manitoba that a director of commercial education will be appointed as soon as a man with the qualifications desired can be secured. During the month of August, 1918, the university engaged W. J. Keyes, of the Kelvin Technical High School, Winnipeg, to conduct a survey of fifteen Manitoba towns. Your secretary accompanied Mr. Keyes. Meetings of the business and professional men were held in the following places: Carman, Miami, Morden, Manitou, Pilot Mound, Crystal City, Boissevain, Killarney, Deloraine, Melita, Napinka, Souris, Virden, Carberry and Portage la Prairie.

In February, 1919, the university conducted its second annual short course in merchandising. In addition to local business speakers, James W. Fisk, selling expert, and Andrew H. Melville, lecturer on business administration, were engaged. One hundred and nine merchants and clerks were enrolled in the day course, while 446 were in attendance at the evening lectures. Letters of approval have been received from those who took advantage of these lectures and discussions. Three hundred copies of the 1918 lecture course were printed in book form; 200 copies of this book have been sold by the university.

4. Resolution on Conference of Farmers and Commercial Organizations—A. F. Higgins and your secretary attended a meeting called by Henry Detchon, honorary secretary of the Joint Committee of Commerce and Agriculture, with a view to bringing about such a conference. Satisfactory arrangements were not made as to the date of the conference and the meeting was postponed indefinitely. The last general meeting of the Joint Committee of Commerce and Agriculture was held at Regina in March, 1918, when A. F. Higgins,

H. L. Montgomery and your secretary were present.

5. Resolution as to Time of the Holding of the Convention—To be determined by a questionnaire. Numerous interviews with members caused your executive to choose the month of June.

6. Resolution on Parcel Post—This matter was referred to the Dominion Executive for action. The Dominion Secretary has forwarded a letter to the members of the House of Commons and the Senate with statistics showing that the rates on parcels are not sufficient to pay for the service. Letter rates are high in order to absorb the loss occasioned on the parcel post service.

7. Resolution on Benefits of Prohibition in Manitoba—This resolution was passed to assist the campaign for prohibition in New Zealand. Your Executive is co-operating with the Social Service Council of Manitoba in an effort to secure satisfactory permanent prohibitory laws in Canada.

Resolutions 8 to 11 covered thanks to the press, Industrial Bureau and exhibitors and speakers.

12. Resolution appointed A. F. Higgins, H. L. Montgomery and William Iverach to farm, manufacturers and wholesalers. This matter was referred to in Resolution No. 4.

13. Resolution re Bankruptcy Act—A special committee of the Dominion board met a special committee of the Dominion House when this bill was introduced in 1918. Numerous changes were suggested so that the whole retail trade would not be tied up. Your Executive, co-operating with Horace Chevrier, met in conference with W. F. O'Connor, K.C., and H. P. Grundy, when further changes were considered and agreed upon. The Act goes into effect in 1920.

Recommendations.

In addition to the resolutions referred to, your Executive was requested to ask for a revision of, "The present method for the inspection of weights and measures." This matter has been referred to the Dominion Executive.

"The Cold Storage Problem."—This matter will have to be taken up with the Minister of Agriculture. The Deputy Minister will likely be present to make a statement to the convention.

"The Classification of Freight."—This was referred to the Dominion Executive.

"District and Sectional Meetings throughout the Province."—This matter is under consideration, and will go into effect with the appointment of a business expert at the university.

Community Building and Affiliation With Social Service Council.

During the year the Executive received an invitation to affiliate with the Social Service Council of Manitoba and they did so. Your secretary is a member of the Committee on Community Organization. This department of the Social Service Council has as its secretary F. C. Middleton, who was appointed on June 1, 1918. Excellent work has been done throughout the province, clubs having been formed in 25 centres. We expect during the year these will become a get-together medium for the farmers and the merchants to their mutual benefit and the good of the community generally.

Selling Policy of Wholesale Houses

Co-operating with a representative of the wholesale grocers, a questionnaire was pre-

pared with a view to securing the selling policy of all wholesale grocers soliciting business from the retail trade of Manitoba. The selling policy of these wholesale houses are now on file for reference. We would urge the members again to advise our office of all irregular selling.

Fixing of Prices by Dominion Government

Your Executive was requested to co-operate with the Government in the event of such action being taken.

Provincial Taxation Board

Your Secretary was appointed a member of the Manitoba Tax Commission. During the year meetings of the commission have been held at Winnipeg, Brandon, Souris, Portage la Prairie, Morden, Dauphin, Neepawa and Minnedosa. At all of these places evidence has been secured regarding the methods of making assessments and the collection of taxes. Merchants have shown their interest in the various sessions by submitting figures and other valuable information as a protest against the present tax on personal property and rental values. Practically every retail merchant was in favor of a tax on net profits and salaries in lieu of the business tax as now imposed.

Assisting Farmers in Greater Production

Reports go to show that great assistance was given to farmers by merchants and clerks throughout the Province of Manitoba during the 1918 harvest. In some places the stores were closed for part of the day to help the farmer in this movement.

Application by Express Companies for Increases in Rates

Your secretary appeared before the Board of Railway Commissioners at sittings held in Winnipeg, when objections to the appli-

cation of the express companies for increased rates were heard. The burden of the arguments were presented by the Winnipeg Board of Trade, with whom we were pleased to co-operate. An examination of the proposals of the express companies revealed the fact that they desired to reduce the tariff on those packages which entered into competition with the parcel post rates and have the increases apply to the heavier packages. We drew the attention of the commissioners to the fact that this would mean that one branch of the business would be conducted at a loss while another section would take care of this loss, and at the same time produce a profit on the entire investment. We opposed this attempt of the express companies to follow the lead of the Dominion Post Office in its policy of carrying parcels at less than the cost of the service.

1919 Legislation

(a) Licensing and Bonding of Produce Dealers—Manitoba has suffered for many years with certain produce dealers who were unbusinesslike and dishonest. Their plan was to offer higher prices than that paid by regular reliable dealers, with the result some persons, attracted by the price, made shipments and suffered losses accordingly. These were reported from time to time, the latest being those who shipped to the Anderson Produce Company December, 1918. Your Executive officers were of the opinion that the operations of this class of dealer should be checked. We sought and secured the support and co-operation of the officers of the Manitoba Grain-Growers' Association, the Home Economics Society and the Manitoba Agricultural Societies in our efforts to eliminate such, and by a special Act granted by the Government, which went into effect May 13, 1919, all dealers whose principal business consists of handling

farm produce shall be required to obtain a license of \$10.00 and furnish a bond for \$3,000 before doing business in Manitoba. I would urge all shippers of produce to co-operate as far as possible in carrying out the provisions of this Act. Our association will use its best efforts to make it hard to be dishonest in business.

(b) Amendment needed in respect to certain licenses. Your officers have applied for the Amendment of the Municipal Act and the Transient Traders' Act in respect to the exemption from licenses of goods manufactured in Manitoba if sold by the manufacturer or his authorized agent. This provision is unfair, is out of date and discriminates. At the suggestion of the Committee on Amendments to the Municipal Act this matter will be considered with the Union of Municipalities prior to being brought again before the Government.

(c) Early Closing Movement Growing.—This question has been a live issue in Winnipeg for years, but more particularly during the past year, due to an appeal that has been made from the decision of the magistrate based on the amended by-law. Your officers have studied this question carefully and are fully convinced that early closing by-laws if introduced must be properly enforced. Dealers who wish to enjoy the privileges of remaining open after the closing hours of other stores should (as provided for in the Shops Regulation Act) be required to confine their stocks to those lines which may be sold after hours. This action on the part of your officers has not been popular with some dealers, who looked at the question purely with a selfish motive, but we believe that early closing will never prove satisfactory until there is administration that is guided by the best interests of all concerned, and it must be fair and effective.



View of Rosser Ave., Brandon, Man., looking west. One of the principal retailing streets of this Western city. Inset is the new fire hall.

Many suggestions and inquiries have been received from country towns on closing stores for one-half day each week. Many merchants are enthusiastic over the advantage of having a half day free. No doubt this question will be brought before the convention for your consideration.

(d) The Chinese Trader—Complaints have been received from time to time during the year respecting the practice of certain Chinese merchants who conduct business under very unsanitary conditions, and who also ignore the Lord's Day Act. There is a strong demand for more effective regulation of such traders with a view to having them adopt higher standards of living.

Service of the Manitoba Office

Throughout the year every effort has been made to furnish the members with satisfactory service in the following branches:

1. Information on the best methods of bookkeeping.
2. How to display goods and where to get fixtures.
3. Information regarding competent help.
4. The checking of freight bills and information on other transportation matters.
5. Credit information and collections.
6. Information on advertising and selling.
7. Information on insurance, fire, accident and health.
8. Information on irregular selling.

Dominion Legislation and Activities

Mr. Banfield, Dominion President, will cover the work of the Dominion Executive in his address. I will not make any attempt to include these matters in this report except to state that I believe we have had good co-operation with the head office.

The Future of Association Work

If the association work is to make more rapid strides, there must be greater co-operation among merchants generally than there has been. I am convinced that the getting together of merchants will benefit customers and dealers, and would greatly add to the possible usefulness of the association.

J. H. CURLE, Secretary.

Many Important Resolutions Passed

One of the most important resolutions passed by the Brandon convention of the Manitoba Retail Merchants' Association was that disclaiming responsibility on the part of the merchants for increasing prices, and the high cost of living. The resolution demands an immediate investigation into this charge preferred by Dr. R. J. McFall, High Cost of Living Commissioner. The president of the Retail Merchants' Association for Manitoba, George W. Markle, moved the resolution, while the seconder was Ald. J. B. Curran, of Brandon. This important resolution asks that a speedy inquiry be undertaken at once by the Board of Commerce. It also further states that Dr. McFall is confusing the minds of the consuming public on the real causes of the trouble. This resolution is as follows:

Full Inquiry Invited

"Whereas the retail merchants of the province deplore the ever-increasing high prices prevailing for the necessities of life and realize that they are helpless to remedy the conditions, and whereas the High Cost of Living Commissioner, Dr. R. J. McFall, has given statements from time to time to the press which in effect indirectly charge the retail merchants as a class with demanding exorbitant prices. Now be it therefore resolved that this convention declare its stand in relation to these charges.

"The recent inquiry of the Federal Government and other investigations that have been made during the war and since the signing of the armistice, has shown conclusively that the retail merchants as a class have not made unfair profits. It must

be apparent to anyone who has followed the exposure of profiteering during the war and in recent months, that the retail merchants are not among those who have made even unusual profits, while at the same time these investigations have shown that enormous profits have been made by many other classes who are much nearer the source of supply than the retailer.

"It therefore appears to the delegates here assembled that the High Cost of Living Commissioner in making such charges is diverting and confusing the minds of the consuming public on the real causes of the trouble. And inasmuch as the retail merchant comes more closely in contact with the consuming public than the producer, manufacturer, or wholesaler, is therefore placed in a more or less defenceless position by these official charges.

"Therefore be it resolved that we urgently request that the newly-appointed Board of Commerce fully consider the



J. H. CURLE

Secretary of Manitoba Branch of the Retail Merchants' Association

question as it applies to the retailer, at the earliest possible date. Further, be it resolved that a copy of this resolution be sent to Dr. R. J. McFall and such other officials of the Government dealing with the problem of the high cost of living."

Other resolutions were passed as follows: "Resolved that the incoming executive be requested to secure legislation whereby all retail stores in Manitoba will be required to close on Wednesdays or Thursdays at 1 p.m. each week and every other day excepting Saturdays and days preceding holidays at 6 p.m. during the months of June, July and August."

Resolution of Community Work Lectures

"Whereas satisfactory results have attended the work of the University of Manitoba in the short courses in merchandising offered in February, 1918 and 1919, and the field work done among business people in August, 1918, therefore be it resolved that the members of this association express their appreciation for this service, which has been rendered by the University of Manitoba and that we continue to co-operate with the university for the advancement of commercial legislation with a view to having extension work serve as many business centres as possible."

Resolution on Community Work

"Whereas the Social Service of Manitoba established a Community Organization Department on June 1, 1918, with F. C. Middle-

ton as secretary, and which department has been the means of organization of a large number of community clubs throughout the province, which clubs have added to the happiness and prosperity of the centres so organized;

"Therefore, be it resolved that we the members of this association co-operate in every possible way with the Social Service Council in the promotion of this work."

Resolution on Soldier Settlement

"Resolved that the members of this association use every means possible to co-operate with and assist soldiers going on land in Manitoba."

Resolution on Taxation

"Whereas the Manitoba Taxation Commission had held sessions throughout the province to receive evidence on methods of assessment and taxation.

"And whereas it is the intention of said commission to make recommendations to the Government:

"Therefore, be it resolved that the members of this association be requested to submit to the commission evidence in the form of statements to show inequalities which exist in the distribution of the business taxes as distributed under the tax on retail values and personal property, and that we urge for the appointment of a permanent taxation board to have supervision over assessment on taxation matters in the province with a view to increased efficiency."

Resolution on Licenses Respecting Goods Manufactured in Manitoba

"Whereas under the Municipal Act no license is required in villages or rural municipalities for hawking, peddling or selling from any vehicle or other conveyance any goods, wares or merchandise manufactured in this province if the same is hawked or peddled by the manufacturer or by his bona fide servants or employees;

"And whereas such goods if stocked in a retail store are subject to a business tax;

"Therefore, be it resolved that the executive be requested to apply to the Legislature for an amendment to the Municipal Act whereby this exemption will be removed."

Resolution on Produce Dealers

"Whereas there have been many losses in the past on shipments of produce by farmers and merchants through the operations of unreliable and dishonest produce firms;

"And whereas the Manitoba Government at the 1919 session granted legislation whereby produce dealers are now required to be licensed and bonded;

"Therefore, be it resolved that we co-operate with the Department of Agriculture by reporting all cases of irregular buying or selling of produce with a view to having the provisions of this act carried out."

A resolution protesting against the alleged inequalities of taxation in Manitoba was passed as follows:

"Whereas the Manitoba Taxation Commission has held sessions throughout the province to receive evidence on assessment and taxation;

"And whereas it is the intention of said commission to make recommendations to the Government;

"Therefore, be it resolved that the members of this association be requested to submit to the commission evidence in the form of statements to show inequalities which exist in the distribution of the business taxes as distributed under the tax on rental values and personal property, and that we urge for the appointment of a permanent taxation board to have supervision over assessment on taxation matters in the province with a view to increased efficiency."

After some discussion among the members, this resolution was unanimously adopted. It was generally felt by the members that under existing conditions the merchants were being overtaxed. After a short discussion, an amendment is to be

asked for by the Retail Merchants' Association to the Municipal Act, requesting that the exemption be removed regarding non-requirements of a license for hawkers and pedlars selling from any vehicle or any other conveyance in the province.

Dominion President Speaks on Community Building; Outlines Aims of R.M.A.

J. A. BANFIELD, of Winnipeg, the president of the Dominion Board of Retail Merchants, addressed the delegates. He dealt with legislation enacted recently and suggested changes and improvements therein.

"I notice that in the Council of Agriculture platform," said Mr. Banfield, "their statement of regrets at the shifting of young men from the farms to the cities. Surely there is a remedy for this, and I feel that if they look into the homes they will find considerable of the cause, and the blame is not altogether with the farmer; it rests also on the merchants in the small towns, because in their hands lies the upbuilding of their community."

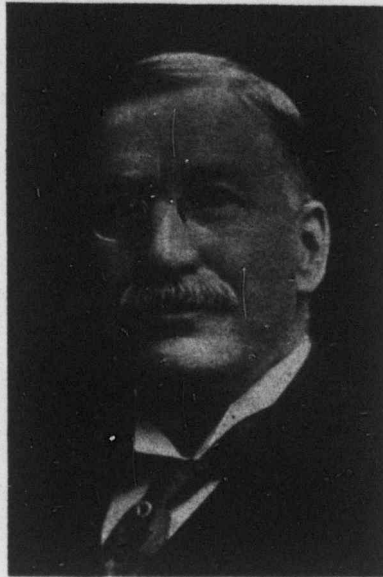
Mr. Banfield then dealt with the comparison of educational advantages, the wage question, and general public utilities in the farming districts. He advised the establishment of public libraries and the establishment of community centres "where all classes of the community might gather and get acquainted."

Dealing with the principles of the Retail Merchants' Association, Mr. Banfield stated that the association stands for "Honest weights and measures, no misrepresentation in the quantity, quality, or value of the goods sold; one price to customers on proprietary trade-marked articles upon which a fair price has been fixed and printed by the manufacturer; no deceptive tricks to allure customers to buy goods that they are familiar with at a cent or two below the regular price, and then get back from them more than the loss made in goods that they are not familiar with; no false advertising, no attempt to rob the working classes or the farmers by buying manufactured articles or produce that has been made by those who receive starvation wages."

Co-operatives and Mail Orders

The association aims to oppose any attempt on the part of any promoters or persons who are not familiar with the retail problem to induce our customers to place their money, or their trade in speculative co-operative stores or society ventures on the idea that they will be able to buy much cheaper and have dividends paid back to them, which dividends, if paid, are overcharges or bribes, paid back to customers in order to deceive them and endeavor to hold their trade; to point out to every resident of our cities and towns that if they want their city or town to prosper, they must keep their money in local circulation, and that the retail mail order houses that send goods into the municipality which are carried by merchants are not contributing to the support of the municipality; to endeavor to give the best service and accommodation to the buying public and to give to those who are worthy credit when they require it; to keep a register for the inspection of all the merchants, of those

persons who habitually make it a practice to avoid paying their accounts, so as to prevent them from securing further credit and to send the names of those who have met with misfortune to the proper officials



J. A. BANFIELD

Winnipeg, President of Dominion Executive Council of R.M.A.

in the municipality whose duty it is to examine into all such unfortunate cases; and to ask our customers and citizens of our cities and towns to patronize those retail merchants who believe in the above principles, and who have united with their fellow-merchants, whose duty it is to see that these principles are lived up to.

Retailers Decide to Form a Joint Stock Fire Insurance Company

AN important move in the history of Manitoba retailers was taken at the Brandon convention of the Manitoba Retail Merchants' Association when it was definitely decided to form a joint stock fire insurance company.

Little discussion followed the reading of the resolution, which was moved by D. W. Boyd, of Rose Isle, and seconded by W. E. Crawford, of Brandon. By this resolution it was decided to form the company as soon as sufficient stock is subscribed to by the members. Only members in good standing will be allowed to hold stock or carry insurance in the company.

Refused to Co-operate

This action was taken as a result of the refusal of the Saskatchewan Retail Merchants' Mutual Insurance Company to co-operate, and as a result of advice from the

Delegates Attending The Convention

The following merchants were in attendance at the Brandon convention:

S. R. Acheson, Boissevain; R. C. Balloch, Reston; Frank H. Brady, Reston; A. G. Box, Pierson; F. T. Baxter, Winnipeg; H. Bicknell, Wheatland; J. A. Banfield, Winnipeg; G. B. Bedford, Brandon; E. Bolton, Brandon; S. Broomhall, Brandon; J. Bedford, Brandon; W. D. B. Boyd, Roseisle; T. A. Connell, Winnipeg; W. Chrests, Brandon; W. E. Crawford, Brandon; J. N. Campbell, Makinac; W. J. Currie, Lauder; H. Cooperman, Brandon; S. Cooperman, Brandon; W. J. Draper, Brandon; A. J. Doak, Brandon; H. Davis, Desford; George Dinsdale, Brandon; J. F. Dobber, Brandon; W. W. Donaldson, Brandon; J. M. Donaldson, Brandon; John Farrell, Brandon; T. F. Foreman, Brandon; D. Hetherington, Souris; M. A. Hetherington, Souris; A. Hartley, Virden; H. E. Hatteim, Rapid City; A. L. Hall, Brandon; M. Johnston, Brandon; E. T. Johnson, Boissevain; W. S. Kenner, Pierson; A. B. Knowlton, Brandon; K. M. Kerr, Brandon; J. W. Kelly, Winnipeg; A. E. Ligne, Rapid City; P. Lamont, Brandon; S. H. Lees, Souris; T. E. Morris, Alexander; J. F. McDonald, Brandon; S. K. McDonald, Brandon; W. E. Minion Brandon; R. F. McBurney, Brandon; J. H. Niore, Souris; E. B. McDonald, Souris; W. F. Murphy, E. Newdale; J. W. McArter, Souris; E. J. McKittrick, Brandon; J. B. Ober, Brandon; John Pepkin, Brandon; Geo. Parrett, Brandon; Jas. Rothnie, Virden; J. H. Rankin, Brandon; J. M. Robertson, Brandon; E. E. Riesberry, Rapid City; S. D. Robertson, Brandon; J. G. Robertson, Brandon; H. H. Sutherland, Brandon; O. Sawyer, Aexander; Mr. Shewan, Brandon; R. H. Vankirk, Winnipeg; Chas. P. Williams, Plumas; Geo. White, Brandon; W. Hutchings, Brandon; Ed. Hill, Brandon; W. J. Creelman, Brandon; Louis Franchard, Ste. Rose Du Lac; S. Delveaux, Ste Rose Du Lac; Jos. Molgat, Ste Rose Du Lac; Wm. Shear, Brandon.

Manitoba Fire Insurance Committee against the forming of a mutual company. This action is being taken largely on account of high premiums charged by the insurance companies for insurance of retailers' stock and property.

The resolution, which follows, was adopted:

"Whereas a committee of this association has been studying the question of forming a fire insurance company with a view of effecting a saving on the insurance premiums for the members;

"And whereas negotiations have been carried on with the directors of the Saskatchewan Retail Merchants' Mutual Fire Insurance Company with a view to having their company extend its operations into Manitoba, and whereas the Saskatchewan Retail Merchants' Mutual Fire Insurance Company

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CANADIAN GROCER

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EDITORIAL BRIEFS

COMMENTING on the visit of W. F. O'Connor to Washington in connection with his duties as member of the Court of Commerce, the *Toronto Globe* says: "That man O'Connor will be more formidable than ever." The *Globe* can only mean formidable to all business interests and that evidently expresses its opinion of what the attitude of the Chamber of Commerce should be.

IN CONSIDERING Dr. McFall's statement that more sugar has been received in Canada this year than ever before it might be interesting to quote the comparative figures of Canada's exports for the years 1918 and 1919 as recorded by Willett & Gray. In April, 1918, the total Canadian exports of refined sugar were 225,765 pounds, while in 1919 the exports were 27,339,209 pounds, a difference that would account in itself for quite material increases in Canada's imports.

A NEW CATCHWORD

A NEW phrase has been coined at the White House. "Pitiless publicity" bids fair to be as popular as was "watchful waiting" some years ago. If "pitiless publicity" does anything to moderate the costs of living, everyone will wish it well, but it is

rather an ominous sign, that its precursor "watchful waiting" did not keep a great nation out of war.

A NEW DANIEL COME TO JUDGMENT

A CURIOUS and interesting sidelight on the daily newspaper viewpoint may be gained from the change in the attitude toward Dr. McFall. A few weeks ago when Dr. McFall, examining some industries, found them guiltless of any malpractice, the newspapers generally let out a wail of derision, and virtually accused him of being hand in glove with the manufacturing interests. Ah, for the good old days of W. F. O'Connor, they sighed. With Dr. McFall's startling statement regarding the sugar business he leaps into the limelight as a "fearless and able man." The newspapers are fostering the public opinion that is calling for a scapegoat, and only the official who is ready to start something is wanted.

MOB JUSTICE

THERE has probably never been a more galling application of the power of the trust or the combine than in the absolutely brutal squeeze inflicted by the sugar combine upon the housekeepers of Canada." So begins an editorial in the *Toronto World*. There is no hint of there being two sides to the question, the culprit or the victim as the case may be, has no opportunity for defence. He is adjudged guilty before the trial starts.

There is the overwhelming danger of this useless, expensive and vicious system that the Government has adopted, in their endeavor to placate a people driven wild by ever-increasing costs of necessities. It is an accusation and a condemnation in one breath. It is a system opposed to all our ideals of justice. The accusations are made on the authority of an official, who, granting the purity of his intentions, can know very little of the industry involved. Sugar refining is a business whose mastery requires years of study, yet it can be judged by a man untrained to business after a few hours' investigation.

Such a system is pernicious and dangerous, because no justification could ever eradicate from the public mind the poison of these charges.

If these charges are true, then all that the report has to say is mild enough, but they should be proven true, proven true on the evidence of accredited business men. More than that, there should be some recourse against the swift pronouncements of overzealous officialdom. One may not destroy a private reputation without danger. It should not be possible to besmirch the reputation of a business organization without the same danger. If the charges are true, prove them before a properly constituted court, and punish the culprit; if they are not sustainable, then the originator of the charge should be subject to some action for damage.

Fugitive Facts of the Food Trade

Some Things of Which It is Well That We Remind Ourselves Occasionally

By HENRY JOHNSON, Jr.

DO you know that 25 per cent. of the retailers in the grocery business do 75 per cent. of the business? That seems a startling thing to say. I have known manufacturers of foods to stop their work on account of it so that they might establish its correctness or fallacy, for it must mean a lot to them. A little alteration in their slant or angle on any phase of their distribution readily might be the cause of a radical upheaval in their sales plans. Yet here was something that indicated not a little but a very great and grave alteration in their notions of outlet.

But is it not rather easy to establish the soundness of this statement? Go into any town, say a city of 20,000. There you will find, if you examine local conditions, that one store, or at most two stores, flourish very prosperously. The one is an absolute leader in volume, outdistancing all competitors, or two run about neck and neck. Then, following at a perfectly safe distance, come from three to six or seven more. They do a safe and satisfying business, have a settled status, make a good capital return each year, are known as solid concerns. A dozen more do a fair business, make ends meet in rather doubtful fashion. Probably they would not withstand critical examination of their records. Probably their owners are not more than fairly sure how they stack up at the end of the year, for they are a little hazy as to just what constitutes expense, and whether they should pay themselves salaries and charge their own goods at cost or sale prices.

Three-Quarters Just Exist

So here we have around 20 stores, beginning with the really efficient ones and shading off into those which are doubtful, and it is perfectly safe to say that fifteen of them are doing the bulk of the business of the town, yet in the average town of 20,000 you will find 60 stores. Your investigations can continue as much into detail as you like, and you will find that three-quarters of all the stores eke out a bare existence on one-quarter of the total volume of retail food business.

Now, if these facts cause manufacturers to stand aghast and replan their sales policies, how much more startling should they prove to us? The manufacturer is interested surely, but we are bound up in the business body and soul. A few random conclusions, or tendencies, may be indicated, though I do not attempt to exhaust the subject. I doubt whether it can be exhausted.

For one thing, this condition shows what must certainly happen so long as grocers regard their business so indifferently that they do not care whether they improve it or not. Witness my story of last week about how important

meetings are neglected. So long as we feel, on the one hand, that our business is not worth studying with all our might the situation detailed above must continue to prevail.

Another point is that here we see one plain evidence why he who says: "There's room at the top," is right. For so long as 75 per cent. are so inefficient and indifferent there are all kinds of chances for the few who hustle while they wait for something to come to them. In fact this condition is not a cause for depression. It is an inspiration to those of us who seek opportunity and are ready to go where opportunity lives. No need to say that there are no chances in the grocery business so long as the present conditions remain unchanged.

How the Figures Vary

Of course, three to the thousand of population is a rough statement of the averages in the grocery business, for there are striking variations. It is about constant for the Pacific coast as a whole, and it is similarly constant in any other large regional division of the country, but in Chicago in 1913, with about 2,500,000 population, there were 6,500 grocers. That gave each grocer 384 customers on the average.

In Los Angeles in the fall of 1916, there were 1,601 grocers, with about 540,000 people, while in the fall of 1918 there were only 1,400 grocers and 600,000 people, so at the first date the stores had only 296 people each, and on the second they had 428 people. The average for both periods is 362.

In St. Louis, in 1917, there were 2,747 grocers. In 1918 there were but 1,808, a decrease of 939. This shows in the former year an average of only 273 people to a store, and in 1918 an average of 410 people, figuring both years on a basis of 750,000 population.

No explanation has been advanced so far as I know for the Los Angeles condition, but the Interstate Grocer has tried to account for the decrease in St. Louis stores by the increase in chain stores, but the account is not clear as to whether the grocery stores in both instances do not include chains. Chains are included in the Los Angeles figures.

To my mind the plain indication of these figures is that 333 people to a store is about the saturation point. When stores are so numerous that there are not 333 people on the average, a lot go out of business, literally starved out. Then, when conditions run along so there are many more than 333 people to each store, more stores open up again, until the balance is restored.

These are some plain facts we well may ponder, that we may see our way ahead a little more clearly. Facts are mighty useful in laying out any course of action.

Where the M. O. Wedge Enters

At the North Dakota state convention the other day at Mandan, E. B. Moon made many striking statements in a very thoughtful address, but none more remarkable than that touching his investigations of mail order beginnings in most families. Asking, by means of a questionnaire, what had induced families to send in their first order, he found that in 39 per cent. of the instances the first order was for infants' wear.

He talked about it this way: "In the old days, when the stork was expected, the neighbors all pitched in and sewed to help the prospective mother prepare a proper outfit for the new family member. But these days are gone. Such methods are no longer in vogue. But the trouble is that nothing has taken the neighbors' place except the mail order house!" He went on to say that not a single store in a line of big cities he mentioned had an infants' wear department, though I hardly think he said Chicago, for there Marshall Field always has had such a department, I think. But I am sure he instanced the great city of Minneapolis, saying:

"The only store in Minneapolis in which I heard there was such a department was Blank's. I went there and asked to be shown the goods. The young lady in charge said she was sorry, but they had no stock at present—it was between seasons!" Here he was unable to get a hearing because of laughter. No wonder his hearers laughed. Think of a "between seasons" in the business of baby production!

The point here is that the local merchant has been asleep, sound aslumber, to a crying need right under his nose at home, a need for as great a staple in the outfitting of humans as any other that could be imagined. So 39 per cent., almost two-fifths, of all his customers who deserted him gradually for the mail order houses, were driven away from his counters by his inability to supply something required by every family, big and little, everywhere.

Keep Your Eyes Peeled

It is therefore pretty good business to keep your eyes open all your working hours at least. For lots of things are happening every day which concern you as intimately as that baby outfitting incident.

For example, the farmer now travels as much or more than city folks. This is a matter of statistics, for it is shown that passenger tickets are sold in greater proportion from country stations than from city ones. The farm home of today is not only as near the centres of cultivation and relaxation as that of the city man, but it is as comfortable, as filled with modern conveniences and as

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CURRENT NEWS OF THE WEEK

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

MARITIME

L. B. Wood, grocer, Welsford, N.B., has sold to Harold D. Woods.

Clarence E. Dickson, a young grain merchant of Sackville, N.B., was drowned Monday morning of this week while bathing in front of the Clarcondon Hotel, at Ste. Anne de Bellevue. Mr. Dickson, and his bride of only one week, were spending the week-end at Ste. Anne's, and he left the hotel for a swim before breakfast, got beyond his depth and became exhausted before he could reach the shore.

QUEBEC

T. A. Berube, grocer, Montreal, is dead.

Ulderic Fiset, grocer, Montreal, is dead.

Zephirin Hebert, president Hudon, Hebert & Co., Montreal, was this week a visitor to Ottawa.

B. Trudel, tea buyer for L. Chaput, Fils and Co., Ltd., Montreal, has returned from his holidays.

P. C. Boerum, vice-president of Geo. F. Hinricks, Inc., New York, was in Montreal last week.

A. J. Mimmagh, representing Nice and Scriber Co. of Philadelphia, spent some time in Montreal last week.

J. G. Gordon, of the Cowan Company, Montreal, is spending holidays this week at Kennebunk Beach, Maine.

Emile Chaput, of L. Chaput, Fils and Co., Ltd., Montreal, returned this week from a motor trip to the United States.

W. Fred McBride, of John T. McBride, grocery importers, Montreal, was a visitor this week to Kennebunk Beach, Me.

E. Percy Robert, of John T. McBride, wholesale importers, Montreal, returned from a trip to Old Orchard Beach and Boston.

J. A. Paulhus, proprietor D. Hatton Co., Montreal, was called to Sorel last week through the serious illness of his father.

Armand Chaput, vice-president and general manager of L. Chaput, Fils and Co., Ltd., Montreal, was in Ottawa this week.

A. C. MacVicar, sales manager of Gunns, Ltd., Toronto, was last week a visitor to the Montreal office of Gunn, Langlois & Co., Ltd.

J. E. Pollard, Montreal manager of the Quaker Oats Co., spent several weeks in the United States. New York and Atlantic City, being in his itinerary.

E. M. Dixon, a director of the Interstate Fish Company, New York, and formerly connected with D. Hatton Co., Montreal, was a visitor in Montreal last week.

Chas. Chaput, president of L. Chaput, Fils and Co., Ltd., Montreal, is home again after an extended trip to the United States, where he and Mrs. Chaput spent several weeks at Old Orchard, Maine.

ONTARIO

A. G. Patterson, grocer, St. Thomas, has sold to W. E. Whitehall.

W. Laver, grocer, Toronto, is discontinuing business.

J. G. Eyres, grocer, Toronto, is moving to Grimsby East.

Geo. Cooper, grocer, Toronto, is discontinuing business.

Mrs. Lester, grocer, Toronto, has sold to Mrs. I. P. Booth.

A. V. Brown, grocer, Hamilton, has sold his James street store.

F. W. Humphreys, grocer, Toronto, has suffered loss by fire.

Michael McParland, of Jas. McParland & Bro., Gananoque, is dead.

Otis Eastman, grocer, Walkerville, has been succeeded by Wm. O'Hara.

Jos. Johns, grocer, Windsor, has been succeeded by Thos. J. Zade.

Mrs. J. M. Lord, Windsor, has been succeeded by W. A. Brown.

E. Barrett, grocer at C.P.R. station, Galt, has sold out his business.

J. W. Halliday, general merchant, Phillipsburg, has sold to Clifford Beach.

L. G. Dubois has opened a grocery store at the corner of College and Kathleen streets, Sudbury.

A. Blain, of R. B. Hayhoe & Co., Toronto, is spending his holidays at the Lake of Bays.

J. McCarthy, a returned soldier, has bought the grocery business of Mr. Marshall of West Main St., Galt. The deal was completed about the 1st of August.

R. Riseborough, who recently returned from Toronto, after more than four years in France, in the 15th Battalion, has bought the grocery business conducted by Mrs. E. Milligan, 493 Bloor Street W.

Congratulations are being extended to D. S. McGugan, London, on his appointment as sales manager for the IXL Spice & Coffee Mills, Limited, for whom Mr.

McGugan has been covering territory west of London for the past six years.

R. A. Connor, grocer, of Cambridge St. West, Galt, Ont., has sold one of his two stores and is retiring. The remaining store will continue to be run under the management of his son.

R. B. Hayhoe & Co., wholesalers, have purchased the premises at 7 Front Street East, Toronto, now occupied by the Red Rose Tea Company. They do not expect to move from their present quarters on Colborne street, however, for another year. Larger quarters were necessary in order to keep pace with the growing business.

NEW GROCERY PAPER

CANADIAN GROCER is in receipt of the first issue of the "Western Retailer," published by the Saskatchewan Retail Merchants' Association. This takes the place of the "Retailer," which they have been printing in small size up to the present. The new paper is now the regulation business paper size.

Britain Gives Preference To Other Parts of Empire

The New British Preferential Tariff that becomes effective September 1 shows a very marked advance in the preference given by the British Government to the other parts of the Empire.

The following is copy of schedule: Tea, cocoa, coffee, chicory, currants, dried or preserved fruit within the meaning of section eight of the finance number two act, nineteen fifteen; sugar, glucose, molasses, saccharin, motor spirit, tobacco, five-sixths of full rate. Articles chargeable with new import duties imposed by section twelve of finance number two act, nineteen fifteen, two-thirds of full rate. Wine—not exceeding thirty degrees proof spirit—sixty per cent. of full rate; exceeding thirty degrees proof spirit, sixty-six and two-thirds per cent. of full rate. Sparkling wine in bottle, additional duty seventy per cent. of full rate. Still wine in bottle, additional duty fifty per cent. of full rate. Spirits rates equivalent to full rates as chargeable under this Act up to September first, nineteen nineteen. Goods must be consigned from and grown, produced or manufactured in British Empire, proportion value in British material and labor in accordance with Board Trade regulations. There are other minor modifications.

NEWS FROM WESTERN CANADA

M. Razek, grocer, Winnipeg, has been succeeded by S. Dobnov.

J. Stiemann, grocer, Winnipeg, has been succeeded by Johnson Bros.

D. Adelman & Co., general merchants, Robsart, Sask., have dissolved partnership.

Fisher & Son, grocers, Edmonton, Alta., have been succeeded by Emile Jodouin.

Robins & Reid, general merchants,

Kindersley, Sask., have dissolved partnership.

Paul Pitura, grocer and butcher, Winnipeg, has been succeeded by Klos & Nowacki.

A. C. Begg, general merchant, Acme, Alta., has been succeeded by the Acme Trading Co.

J. E. Howard & Co., groceries and shoes, Mather, Man., have been succeeded by Howard Bros.

They rank as a theatrical show the same as any other group of entertainers. A series of six large brown tents are used, and six performances proceed continuously in as many towns, the performers moving on from one to another from day to day.

B.C. STRAWBERRY DISTRICTS HAD RECORD YEAR

Victoria, B.C. — Gordon Head and Keating districts strawberry crops totaled 260 tons as against 150 tons last year. The value of the crated fruit shipped was about \$43,000.

TO HANDLE FOREIGN GROCERY DEPT.

Vancouver Milling and Grain Co. Appoint New Manager to Department—Also Opening Offices in Shanghai and Hankow

In line with the rapid expansion of the last two or three years that has been the policy of the Vancouver Milling and Grain Co., Limited, Vancouver, comes the announcement that Maylor Avery, lately a partner in Creedon & Avery, Ltd., has become associated with the company, taking over the management of the grocery division, foreign department, Vancouver office. The offices maintained in Kobe, Yokohama, London, etc., in connection with the company's extensive produce importing business will now buy also coconut, rice, sagos, ginger, etc. In Maylor Avery the Vancouver Milling and Grain Company have again secured a thoroughly practical man of established experience to take care of this new department.

On Thursday, the 7th, M. H. Thorbourn, for many years associated with Balfour Guthrie, in Vancouver, left on the "Empress of Russia" to open and manage offices for the Vancouver Milling and Grain Co. in Shanghai, with a branch office in Hankow. These offices are for the purpose of buying Chinese Food Products for the Canadian and American markets.

FUGITIVE FACTS OF THE FOOD TRADE

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artistic, on the average, as that of the city.

Here again we get a hint from the mail order men, because we find that there is more high grade merchandise, goods of better quality, quoted in wider variety in the M.O. catalogs than was formerly the case. The mail order men know the needs of the farmer. Do we?

Western Merchants Not Keen on Chautauqua Idea

Have Guaranteed Success in Past, But There Has Been a Change of Feeling—Claim That Such Entertainments Do Not Benefit the Town

A SOURCE of constant criticism throughout Western Canada is the method employed by the Chautauqua managements in asking the merchants in all towns in which they operate to put up a guarantee of \$1,500 to ensure the success of the entertainment. The tickets for the six-day series of entertainments is sold by the merchant, or by the town committee, largely composed of merchants, all of this money going to the show. Over and above those tickets receipts the Chautauqua takes 75 per cent. of all money taken at the gate. As most of the seat sale is made in advance the gate receipts are necessarily small, leaving a very narrow margin for the expenses of the local committee.

Very attractive young ladies are usually employed as advance agents to visit the merchants and secure their signatures to the guarantee, and they usually succeed. This year, however, they were turned down cold by the merchants of Virden, Man., and, judging by the remarks in other towns they will experience some difficulties next year. This annual problem is facing the merchants and they have apparently reached a point where they are going to deal with it. They are faced with the situation that whereas they charge a stiff license fee to the local picture house, which gives good service the year round, and also make the travelling circus and other forms of entertainment pay heavily for showing, they allow the Chautauqua to come in scot free, and, in addition, they undertake to guarantee the success of the undertaking. It is charged, too, that the Chautauqua entertainers, instead of staying at the local hotels and spending their money freely, are billeted in town homes.

The original idea of having merchants make the guarantee was that the week's entertainment would bring a very considerable number of farmers to town, with a consequent increase in business. This has not been found to work out, however. In fact in some towns the merchants close up their stores in the afternoon in order that their clerks may attend the show.

In the old days the Chautauqua was an educational event of great value to the community. Those showing in Western Canada, while having certain merits as pure entertainments, are practically devoid of these educational features.



MAYLOR AVERY

Lately partner in Creedon & Avery, Limited, joins the Vancouver Milling & Grain Co., to manage the grocery division of their foreign department.

RETAILERS DECIDE TO FORM JOINT STOCK FIRE INSURANCE CO.

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does not consider the time opportune for such extension of operations;

"And whereas the Manitoba Fire Insurance Committee has advised against the formation of a mutual fire insurance company in Manitoba,

"Therefore, be it resolved that the officers of this association take the steps necessary to form a joint stock insurance company as soon as sufficient amount of stock has been subscribed by the members, the said stock to be limited to the members in good standing in this association."

During the discussion which ensued President Markle pointed out that in the case of a joint stock company all risks could be reinsured, whereas this would be impossible in the case of a mutual company. Under this plan, too, the operations would be unlimited. He stated that in April or May of last year, when enquiries were sent out, the merchants immediately offered business amounting to \$215,000. He made the statement that A. F. Higgins, a Winnipeg grocer, had offered to subscribe

\$10,000 for stock in a merchants' insurance company.

F. H. Mann, president of the North Dakota Retail Merchants' Association, said that he was also president of the Merchants' Mutual Fire Insurance Company of North Dakota. This company, he said, wrote all classes of insurance, and operated the same as the old-line companies. They offered a cash discount of ten per cent. for insurance paid within 15 days. Insurance to the amount of \$4,000,000 was carried, and the company had been able to pay a dividend of 20 per cent. His company, he said, had the privilege of reinsuring risks, and further protects itself by scattering its insurance. For instance, it would not place insurance on an entire block. He told further about the Implement Dealers' Insurance Company in his state, which had been operating successfully for 18 years on the note system. That is to say that only 60 per cent. of the premium was payable in cash, the other 40 per cent. in the form of notes, on which money was never realized except it became necessary to assess the members in the case of some great conflagration. He said that the merchants' company was the largest in the state.

Particularly in respect to the jobber selling goods direct to the consumer, in a district at a price that prevented the local dealer from competing for the business. Better co-operation between the wholesaler and retailer was considered necessary and the following resolution was adopted:

"Whereas, the problem of the efficient sympathetic co-operation of manufacturers, wholesalers and retailers, and

"Whereas, the limited co-operation of the past has not produced as rapid strides as is desired in solving the problems of modern merchandising.

"Therefore, be it resolved that the executive be requested to use their best efforts to get the manufacturers and jobbers of Canada to assume greater responsibility in studying and assisting to solve the common problems of distribution."

In some districts, it was pointed out, there existed a class of dealer, registered as a restaurant or ice cream parlor, who really carried on a grocery business day and night, and during hours in which the legitimate grocer was by law compelled to close. This class of dealer escaped taxation, it was alleged, by not carrying a sufficiently large stock at the time the assessor was making his rounds. As a remedy for this it was suggested that steps be taken to have the minimum value of stock greatly reduced.

* * *

A window dressing contest was a feature of the convention of the Manitoba Retail Merchants' Association at Brandon, August 13-16.

The judges, H. R. Vankirk and J. Baxter, expert window dressers, stated the interest taken was very keen and the windows generally were exceptionally good. The prizes were awarded as follows:

First prize—Knowlton's shoe store. This was a display of ladies' footwear. The feature of this window was a neat and well-executed background. The merchandise was seasonable and neatly displayed. Another good point was the splendid range of all prices ticketed with exceptionally neat price tickets. A well-designed and harmonious show card was well placed in the display. The percentage awarded was 95 per cent.

Second prize—Clement's drug store. A display of toilet powder. 90 per cent. award.

Third prize—W. T. Creelman, display of ladies' and men's footwear, 85 per cent. award.

Fourth prize—McPherson & Bedford, a display of bedroom furnishings; awarded 80 per cent.

Fifth prize—McCulloch Drug Co., a display of kodaks and candies, 75 per cent. award.

Sixth prize—Johnson Hardware Co., a general display of hardware.

Seventh prize—Star Grocery.

Eighth prize—W. S. Gooden, gents' furnishings.

Ninth prize—S. A. Thompson, clothier.

Tenth prize—Cut Rate American Shoe Store.

Newsy Features of the Convention Briefly Told

The Dominion executive of the Retailers will be requested to secure legislation which will make premium contests unlawful. The Saskatchewan association has already taken action on the same lines.

* * *

A very important resolution was passed by the R.M.A. regarding future plans for conventions. It was decided that in future, district conventions would be held. At these district conventions delegates familiar with local conditions in their respective districts would be appointed to attend a yearly conference to conduct the general business of the association. It was further pointed out by J. H. Curle, provincial secretary, that such a movement would awaken intensified interest among merchants who have not as yet linked up with the association.

* * *

The advisability of promoting increased production of farm products received the support of the convention by adopting the following resolutions:

"Whereas, the best interests of Western Canada can be served by the increased productiveness of land and the settlement of unoccupied lands;

"Therefore, be it resolved that our members be urged to study the conditions in their respective districts with a view to securing settlers or lands unoccupied and better farming methods for lands already under cultivation."

* * *

As an amendment to the early closing resolution, passed by the conference Thursday, it was decided to ask for legislation for all retail stores in rural municipalities, including the cities of

Brandon and Portage la Prairie, and incorporated towns and villages for closing at 12 noon for a half-day on Thursdays of each week during June, July and August, and at 6 p.m. every day excepting Saturday and the day preceding a holiday. There was a long discussion, some of the merchants being in favor of a whole holiday Thursdays.

* * *

W. J. Keyes, of Kelvin Technical School, Winnipeg, spoke on practical retail advertising: "Many merchants," said Mr. Keyes, "could not see the connection between selling and advertising. Good advertising results in reduction in price of goods to the consumer, an important item at the present time. He advised co-operation between retailer and manufacturer in advertising as this would result in assisting the retailer in making his advertising expenses cheaper.

Edwin Loftus, K.C., lecturer of the Manitoba Law School, addressed the convention on "Commercial Law as Related to the Retailer."

"Partnership," said Mr. Loftus, "is a poor proposition for the reason that partners are liable for partnership debts even if they do not know such debts are being or have been contracted. Oral contracts," he said, "open up a large field for fraud." In order to get away from this in 1910, the statute of frauds was passed. His whole address dealt largely with questionings of vital interest to merchants, and was made interesting by the illustration of practical cases coming under his attention daily.

* * *

The question of better distributing of merchandise caused a brief discussion.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

MARKETS AT A GLANCE

REPORTS from all markets this week point to scarce supplies in a number of lines and advancing prices on new buying. Primary markets in teas, coffees and rices are very high. Sugar is still moving slowly and refineries are still behind in their deliveries.

MONTREAL—Price changes for the week are numerous, and with very few exceptions advances have been the order of such changes as are made. Coffee has advanced two cents per pound on all grades. Soap chips are higher and various sauces, olives, pickles and compound jams are marked higher. Mincemeat has made a stiff advance to around 26-28c per pound, in bulk. New prices to the trade are out for salmon and jobbers' prices will probably soon be announced. Canned fruits in heavy syrup are marked higher. Nuts are firming and almonds, walnuts and filberts are moved up this week. Grain markets, while easing in the States, are tending upward here, but the likelihood is that prices will recede at any time. Gingers and cloves are higher and white peppers are very firm.

Declines are made in hay of various grades, green vegetables and fruits. The tendencies are very firm on beans and peas and trade conditions are reported reasonably satisfactory all around.

TORONTO—Generally strong markets, with sharp upward tendencies in a number of instances, mark the week in grocery commodities. The story as told by those in close touch with the situation is still one of rising prices and nothing to indicate early recessions in values. Coffees have advanced to new high levels this week. Reports of frost damage in Brazil have again boosted the market at primary points and spot quotations, too, have gone up two cents. Teas are very high on all new buying, but holders have not increased their prices on spot offerings. The situation in rices

is one indicating very much higher prices in the not distant future. No improvement is noted in the movement of sugar. Supplies are still scant, although nothing is heard of actual want. There seems to be enough to supply the trade in small quantities at a time. Three refineries quote prices steady at the 55-cent advance of last week. Other refineries are steady at the old figure. All are awaiting the shipment of new raws now en route. Canned goods are experiencing a heavy export demand. Supplies are scarce in some lines, while others are completely off the market. Prices are for the most part steady and firm. Raisins and currants are moving freely at unchanged figures. Supplies of the former are ample in some varieties, but some brands are not now available.

The fact that packers are bidding lower prices on live hogs has given a somewhat easier feeling to the markets for fresh pork and pork products. While no marked declines are noted as yet, there is a tendency in that direction. A very heavy export demand, however, exists for pork and pork products. Butter and egg markets are firm and cheese is steady at the lower prices inaugurated a few weeks ago.

WINNIPEG—There is a generally strong feeling on this market at the present time and stocks of essential products, such as tea, coffee, rice, beans and sugar are held in comparatively limited supply and will have to be purchased on an advancing market, so that there is every prospect of advances in a number of these lines. Canned goods prices have been named in many lines and there is a good movement in these stocks.

In regard to produce there is a somewhat easier feeling. Hogs show a tendency to decline and changes may be expected in the near future. Creamery butter has declined and dairy is expected to follow suit. Eggs are fairly plentiful and are easier in tone.

QUEBEC MARKETS

MONTREAL, Aug. 20—Markets are ruling firm and on quite a number of lines there have been increases. The undertone is generally firm and while some lines are seasonably quiet, there is every reason to anticipate a good trade this fall.

Soap Chips Marked Higher; So Is Sauce

MONTREAL.
SOAP CHIPS, SAUCE.—Increased

prices are in effect for soap chips of the Pugsley Dingman make. The advance is 20 cents per box and the present quotation here is \$4.40 per case. H.P. sauce has registered an advance of 25c

per dozen, the present price being \$3.50.

*Pickles Move Upward;
Olives; Chow Chow, Too*

MONTREAL.
PICKLES, OLIVES, ETC.—An upward revision of price has been affecting various pickles, olives, gherkins, etc. This applies to lines of Libby, McNeill and Libby pack, and some of the changes are as follows: Sweet mixed pickles in 20-oz. jars are advanced from \$4.25 to \$4.85 per dozen and sweet gherkins in the same

size from \$4 to \$4.55, while sour mixed pickles are up to \$4.50 from \$3.75, and to \$4.50 from \$3.90 for sour gherkins. Chow chow is advanced from \$4 to \$4.50. Queen olives of this pack are priced on the new schedule as follows: 5-oz. \$1.25; 6-oz. \$1.55; 8-oz. \$2.30; 10-oz. \$2.80, and 16-oz. \$3.40.

This firm's mincemeat in one pound packages is advanced from \$1.45 to \$1.75 per dozen, and their orange marmalade from \$3.25 to \$4.25 in 16-oz. size.

Mincemeat Much Higher; Compound Jams, Too

Montreal.

MINCEMEAT AND JAMS.—Prices have materially advanced on mincemeat. This is probably the result of higher costs for raisins and currants as well as for other ingredients. In 25-lb. pails the price quoted, per pound, is 26c, this grade having sold previously for 15c. Mention was made last week of the firming prices obtaining for various compound jams. New high prices have been announced, now, for other makes. Raymond's, for instance, in 30-lb. pails, are selling up 1c at 14c per lb.; 4-lb. tons up 5c to 65c per ton, and in 1-lb. glass jars, 15c per dozen to \$1.80. Upton's, in pails, is quoted up 2c to 18c per lb.; 4 lb. pails, 6c, to 76c per tin, and 12-oz. jars 25c per doz. to \$2.35.

Sugar Holds Firm At Recent Advance

Montreal.

SUGAR.—Since the changes recorded in last week's report there has been no change on refined sugar. One refinery continues to sell at \$9.95, but there is an adherence to the prices adopted by the refineries, who changed quotations on the 8th and 9th of the month. The only feature of great importance is the somewhat serious narrowing of supplies, and this is due, in large measure, to the difficulties occasioned by the marine strike at New York. Refiners believe that enforced shut-downs will be of short duration and that they will be able to keep customers reasonably supplied.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	10 50
Aeadia Sugar Refinery, extra granulated	10 50
St. Lawrence Sugar Refinery	10 50
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	10 50
Iceing, barrels	10 70
Iceing, 25-lb. boxes	11 10
Iceing, 50-lb. boxes	10 90
Do., 1-lb.	12 20
Yellow, No. 1	10 10
Yellow, No. 2 (Golden)	10 00
Yellow, No. 3	9 90
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 98
Cubes and Dice (asst. tea), 100-lb. boxes	11 10
Do., 50-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50

Salmon Prices Out; Canned Fruits Up

Montreal.

CANNED GOODS.—Canners have announced their opening prices to the wholesale trade on canned salmon, and the same will be found elsewhere in this issue. There have been advances for canned fruits and new prices on cherries are, for the red and white, pitted, \$4.65, heavy syrup grade. Gooseberries are the same price with 100 per cent. delivery. The selling basis is also \$4.65 per dozen for strawberries and raspberries. Jobbers' prices to the trade on salmon will probably be available in their entirety within a week or two.

Canned Fruits—		
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.		5 25
Blueberries, 2s		2 40
Currants, black, 2s, doz.		4 65
Do., gallons, doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 40	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.		4 65
Do., 2s (pails)	2 77 1/2	2 80
Peaches, 20 oz., doz.		
Do., No. 2	2 80	3 00
Do., 2 1/2 (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2 1/2s		3 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 2s		3 60
Do., 2 1/2s		4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s		2 45
Do., (light syrup, 2s)		2 00
Raspberries, 2s, black or red, heavy syrup		4 65
Do., 2 1/2s		
Strawberry, 2s, heavy syrup		4 65
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.		5 75
Asparagus, imported (2 1/2s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee		1 75
Beets, new sliced, 2-lb.		0 95
Corra (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s		2 55
Spinach, California, 2s	8 15	8 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 50
Tomatoes, 2 1/2s		2 10
Tomatoes, 3s		2 15
Tomatoes, gallons	6 00	7 02 1/2
Pumpkin, 2 1/2's (doz.)		3 25
Pumpkins, gallons (doz.)		1 90
Peas, Standards	1 85	1 90
Peas, early June	1 92 1/2	1 97 1/2
Peas, extra fine, 2s		8 00
Do., fancy, 20 oz.		1 67 1/2
Potatoes, Can. sweet, 2 1/2-lb. tins		2 75
Do., 2-lb. tins		1 35
Olives (in bls, 40 wine gals.), gal.		1 35
Canned Fish—		
Salmon—		
Chums, 1-lb. talls		2 15
Do., 1/2s, flat		1 12 1/2
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat		2 35
Pinks, 1-lb. talls	2 60	2 75
Pale, 1/2-lb., doz.		1 87 1/2
Pale, 1 lb., doz.		2 87 1/2
Pinks, 1/2-lb., doz.		1 62 1/2
Cohoes, 1-lb. talls		3 75
Cohoes, 1-lb. flats		2 25
Cohoes, 1/2 lbs., flat		1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, 1/2 lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz.		2 25
Labrador salmon, 1-lb. flat		3 60
Alaska, red, 1-lb. tall		4 50
Fileheads, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Herrings, kippers, dz. (4 dz. case)		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (1/4-lb.)		1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (1/4s)		25 00

Oysters (Canned)—		
5 oz., doz.		2 60
10 oz., doz.		4 20
Lobsters, 1/4-lb. doz.	3 00	3 10
Do., 1/2-lb. tins, doz.		5 10
Do., 1-lb. talls		8 25
Do., 1/2-lb., doz.		6 00
Do., 1-lb. flats		8 25
Lobster paste, 1/2-lb. tins		3 50
Sardines (Amer. Norwegian style)		14 50
Sardines (gen. Norwegian)		25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French		32 00
Scallops, 1-lb. doz.		3 25
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)		6 75
Crab meat (Japanese), doz.		6 50
Clams (river) (1 lb.), doz.		1 90
Scotch Snack, No. 1, dz., Montreal		2 50

Marked Up Prices On Walnuts, Filberts, Etc.

Montreal.

NUTS.—Importers who have visited United States markets recently come back with the reports that there are practically no surplus supplies of nuts there. Prices also are extremely high and the scarcity of peanuts on spot at various points has become aggravated by non-delivery on the part of farmers. Locally, this week, the prices on walnuts, filberts and almonds have been advanced, walnuts selling at 90c per pound. The undertone is decidedly firm.

Almonds, per lb.		0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)		0 70
Brazil nuts (new)	0 28	0 33
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 29	0 31
Filberts, Barcelona	0 26 1/2	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 13	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16 1/2	0 18
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 26
Walnuts (shelled)		0 90
Walnuts (Spanish)	0 30	0 33

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

Dates Are Less; Currants Arrive; Gone

Montreal.

DRIED FRUITS.—One local jobber has slightly reduced his prices on dates. The Dromedary are quoted at \$7.25 per case and the Royal Excelsior at \$6.25. There is a decidedly bare market on new arrivals, one car of currants which arrived last week being distributed within a day or two. There seems to be an insistent call from all directions for dried fruits and from the West, in particular, the demand is heavy.

Apricots, slabs		0 25
Apples (evaporated)		0 22
Peaches (fancy)		0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears		0 25
Drained Peels (old)—		
Citron		0 45
Lemon		0 38
New—Lemon	0 41	0 42

Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Muscateles, 2 crown	0 16	
Do., 3 crown	0 17	
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	0 12	
Fancy seeded, 16 oz. pkge.	0 14	
15 oz.	0 17	
11 oz.	0 18	
Choice seeded, 15 oz.	0 16	
Seedless, 11 oz. pkge.	0 14	
Seedless, 15 oz. pkge.	0 20	
Currants, old pack, 15 oz.	0 27 1/2	0 28
Currants (Amarites), loose	0 27 1/2	
Dates, Excelsior, per case (36-10s)	6 25	
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	7 26	
Packages only, Excelsior	0 20	
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	5 40	
Do. (28 8-oz. boxes)	3 50	
Do. (12 10-oz. boxes)	2 20	
Figs, Spanish (cooking), 22-lb. boxes		0 14
Prunes (25-lb. boxes)—		
30-40s		0 32
60-70s		0 25
70-80s (25-lb. box)		0 22
80-90s		0 19
90-100s	0 15	0 17
100-120s		0 14
Peels—		
Orange	0 37	0 38
Cut mixed (1-lb. cartons), doz.	4 10	4 30
In 36 ls. case	12 75	
Cut, 10-lb. boxes (lb.)		0 48

**Bean Demand Small
But a Firm Market**

Montreal.
BEANS.—While there is really a quiescent state, as far as domestic trade is concerned, large lots of beans have been passed through to various U. S. points. The undertone of the market is a strong one and for the present, at least, jobbers do not seem inclined to do much shading.

Canadian, hand-picked, bush	5 40	5 70
British Columbia		5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes		5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Pean, white soup, per bushel	3 25	3 50
Pean, split, new crop (88 lbs.)		6 50
Pean (blue)	0 08	0 09

**Rice Changes Many,
Market Very Nominal**

Montreal.
RICE.—Changes are frequent on rice. The market becomes bare of supplies of certain grades and then a supply, in limited quantities, may be available. To say the least, the market is a most decidedly nominal one, and the tendencies indicate that some of the better grades will be jobbing at around 20c per pound ere long. Tapioca is also steadily firm.

Carolina	17 00
Honduras	18 00
Siam No. 2	13 00
Siam (fancy)	12 00
Rangoon "B"	13 00
Rangoon CC	12 75
Mandarin	13 75
Pakling	13 00
Patna	0 14
Japan	0 16
Broken rice, fine	7 00
Do., coarse	8 50
Tapioca, per lb. (seed)	0 15
Tapioca (pearl)	0 15
Tapioca (flake)	0 12 1/2

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

**Syrup Makers Are
Filling Orders**

Montreal.
SYRUPS AND MOLASSES.—Corn syrup manufacturers are tackling the

many orders in hand in real earnest, and there has been a heavy movement of late. Prices have held without change and the use of syrup has been steadily large for some time. Molasses is steadily holding on an unchanged basis and there is the customary small demand, with supplies ample.

Corn Syrups—

Barrels, about 700 lbs., per lb.	0 08 1/4
Half bbls.	0 08 1/2
Kege	0 08 3/4
2-lb. tins, 2 doz. in case, case	5 45
5-lb. tins, 1 doz. in case, case	6 05
10-lb. tins, 1/2 doz. in case, case	5 75
20-lb. tins, 1/4 doz. in case, case	5 70
2-gal. 25-lb. pails, each	2 60
3-gal. 38 1/2-lb. pails, each	3 85
5-gal. 65-lb. pails, each	6 25

White Corn Syrup—

2-lb. tins, 3 doz. in case, case	5 05
5-lb. tins, 1 doz. in case, case	6 55
10-lb. tins, 1/2 doz. in case, case	6 25
20-lb. tins, 1/4 doz. in case, case	6 20

Cane Syrup (Crystal) Diamond—

2-lb. tins, 2 doz. in case, per cs.	7 60
Barrels, per 100 lbs.	10 00
Half barrels, per 100 lbs.	10 25
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—

Punchons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08

Antigua Molasses—

Punchons	0 95
Barrels	0 98
1/2 barrels	1 00

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

**Maple Syrup Slow;
Honey Expected**

Montreal.
MAPLE PRODUCTS AND HONEY. Prices have held steadily on maple syrup and on sugar. There is not a big demand at this time of the year, but those wanting supplies are paying pretty high prices for any round lots wanted. Honey of new crop has not arrived in excessive quantities as yet, but this should soon move freely. There is still some old crop honey for distribution.

Maple Syrup—

13 1/4-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 16
5-lb. cans, 12 in case, per case	17 10	21 05
2 1/2-lb. cans, 24 in case, per case	18 50	21 30

Maple Sugar (nominal), small lots 0 27 0 33

Honey, Clover—

Comb (fancy)	0 20
Comb (No. 1)	0 22
In tins, 60 lbs., per lb.	0 24
30-lb. pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Buckwheat, 6-lb. tins., lb.	0 19
	0 20

**Gingers Are Higher;
Cloves; White Pepper**

Montreal.
SPICES.—There is not a single item in the spice list which can be reported easy. Higher prices are in effect for gingers, and the range, according to quality, is from 30 to 40 cents per pound. Cloves are ruling at 60 to 70 cents per pound. White peppers are very firm, but without change. The selling has been quite satisfactory, packers report.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls		0 35
Pure ground	0 35	0 40
Cloves	0 60	0 70
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 30	0 40
Gl. ger (Cochin or Jamaica)		0 35
Mace	0 80	1 00
Mixed spice	0 80	0 92
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk		2 00
Carraway (nominal)	0 75	0 80
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded coconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 4 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

**May Be Mark Ups
Soon For Teas**

Montreal.
TEAS.—Prices, not only on Japans and Ceylons, but as well on Javas, are

**Opening Prices for Salmon Are
Announced**

THE British Columbia packers have announced their prices to the wholesale trade, also their opening quotations to the retail trade, according to agreement, on Clover Leaf and Maple Leaf Brands.

The opening selling prices to the retail trade of Sockeye salmon as announced on August 15, by the association, are cancelled, and the quotations now ruling are, f.o.b. wholesalers' warehouses: Talls, \$4.65 per doz.; flats, \$4.75 per doz.; halves, \$2.57 1/2 per doz.

The delivery of Sockeye salmon will be much better than was first anticipated, being 25 per cent. on talls, and from 40 to 50 per cent. on pounds and halves. Red Springs are a short pack. Cohoes are a forty per cent. delivery on

talls, and from 75 to 80 per cent. on flats and halves. Pinks are a ninety per cent. delivery, and Chums are a full delivery. There is also being offered this year a new line to be known as Kipper Spring salmon. This is put up in half pound flats only, and the price will be \$13 per case to the trade.

How Did It Get There?

Mrs. Clarke came running hurriedly into her husband's office one morning. "Oh Dick," she cried, as she gasped for breath. "I dropt my diamond ring off my finger, and I can't find it anywhere."
"It's all right, Bess," replied Mr. Clarke. "I came across it in my trousers pocket."—London *Tit-Bits*.

firming. It is stated that the buying in United States centres has been so brisk of late as to absorb thousands of chests above the average, and at a premium over the ruling Canadian prices. Advances may be anticipated in the local market ere long. The movement is good.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55

Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javrs—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

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

**Two-cent Advance
Made on Coffee**

Montreal.
COFFEE, COCOA.—An advance of approximately 2c per pound has been made in all coffees. The tendencies, as reported in last week's CANADIAN GROCER, have been very firm, and the market is not likely to rule easy unless an unexpected change comes. Local stocks are stated to be ample but not excessive, and there has been a good movement to the trade for many weeks past. The cocoa situation is a decidedly firm one, but there is no quotable change.

Coffee—		
Bogotas, lb.	0 45	0 47
Maraibo, lb.	0 42½	0 44
Jamaica, lb.	0 40	0 43
Mocha (tynes)	0 44	0 47
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	5 25	
In ½-lbs., per doz.	2 75	
In ¼-lbs., per doz.	1 45	
In small size, per doz.	1 10	

**Some Milling Yet
Fair Local Sales**

Montreal.
FLOURS.—The milling of flour has been curtailed of late, and some of the mills are running intermittently only. There is enough flour to meet the local domestic trade, but this is not very large. Some export is still being done, it is understood, where surplus flour is held, but this is limited.

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

**Cereal List Steady;
Not a Big Demand**

Montreal.
CEREALS.—A fair amount of business is passing in cereals, but there are really no new features. The tendencies have been steadily downward on oats and other grains and corn, too, has been easing. There may be changes in the quotable basis later if this downward course is maintained, but at present there is no indication now of reductions being made.

Self-rising Flour—		
3-lb. pkcs., doz.	2 90	
6-lb. pkcs., doz.	5 70	
Cornmeal, Gold Dust	6 00	
Golden	5 75	
Barley, pearl	6 75	6 00
Barley, Pot., 98 lbs.	5 00	5 25
Barley (roasted)	7 50	
Best wheat flour, 98 lbs.	5 60	6 00

Cornflour, white	6 00	
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s.	4 60	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rollod oats, 90-lb. bags	5 25	5 50
Rollod oats (family pack), case	5 60	
Rollod oats (small size), case	2 00	
Oat flakes (case 20 pkgs.)	5 30	
Rollod wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	6 00	
Packages, 20 in case (family pack.)	5 80	
Puffed wheat, c/s	4 25	
Puffed Rice	5 25	
Wheat Food, 18, 1½ lbs.	3 25	
Tapioca flour, lb.	0 15	0 16

**What Feeds Available
Selling High Prices**

Montreal.
FEEDS.—There is really quite a demand for feeds, considering the available supplies. For this reason bran and shorts are commanding high prices, and while the quotable basis is held unchanged, more money has been paid for the two lines than these prices indicate. With milling operations curtailed there is little likelihood of a surplus of feed accumulating.

**Local Grains Up;
Hay is Lower**

Montreal.
HAY AND GRAIN.—Prices are lower on hay. No. 1 is quoted down \$3 to \$27 per ton; No. 2 \$2 to \$25, and No. 3 is selling at \$22 to \$23 per ton. There is not a great deal of demand just yet. Grain prices are marked up here on both oats and barley, although the tendency has been lower in the United States markets. Lower prices will probably prevail here ere long.

Good, No. 1, per 2,000-lb ton.	27 00
Do., No. 2	25 00
Do., No. 3	22 00 23 00
Straw	11 00
Oats—	
No. 2 C.W. (84 lbs.)	1 03
No. 3 C.W.	1 01½
Extra feed	1 01½
No. 1 feed	1 02
No. 2 feed	0 98
Barley—	
No. 3 extra	1 56
No. 3	1 50

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

**Green Fruits Have
Active Demand**

Montreal.
FRUITS.—Green fruits are selling freely and there is quite a variety from

which to choose. Gooseberries, cherries, raspberries, etc., are finished for the season and there is a maintenance of rather high prices for most lines. Apples of Duchess, Strawberry and Yellow Transparent varieties are now available in barrels at prices quoted below. Canteloupes are easier this week. Montreal melons are selling at \$20 to \$25 per dozen and are in good supply just now.

Apples—		
Hampers	3 50	3 75
Barrels, No. 1	6 50	7 00
Duchess, No. 2	5 50	6 00
Yellow Transparent Strawberry	4 50	5 00
Apricots, box		3 25
Bananas (as to grade), bunch	5 00	6 00
Blueberries, qt.		0 30
Do., (11 baskets)		3 75
Canteloupes, doz.		2 75
Grapefruit (fancy Porto Rico)	4 50	5 50
Grapes (basket, 30 lbs.)		4 00
Lemons, Messina	6 00	7 00
Melons (Montreal), doz.	20 00	25 00
Watermelons, each		0 75
Pears, California, (110 size)	4 75	5 00
Peaches, California (box)		2 00
Plums, box	2 75	3 00
Oranges, Cal., Valencias	6 50	7 00
Do., 159		4 50
Do., 175		5 00
Do., 200-216		5 00
Blood oranges		4 50

**Tomatoes Are Less;
Beets; Carrots, Too**

Montreal.
GREEN VEGETABLES.—Lower prices are being quoted on tomatoes, and there are easier tendencies on most of the green vegetables of the coarse sort. New potatoes are quoted at \$2.60 per bag and there is a good supply. Corn is quoted at 15c per dozen. There are plenty of carrots and beets, turnips, etc., and the prices are getting less from week to week. The selling is brisk.

Beans, new string, Montreal, 20-lb. bag		
lb. bag		1 25
Beets, new, doz. (Montreal)		0 40
Cucumbers (Montreal), doz.	0 20	0 25
Chickory, doz.		0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.		0 75
Carrots (new), doz.	0 15	0 20
Celery, doz.		1 00
Corn (per bag, doz.)	0 15	0 20
Cabbage (Montreal), doz.		0 75
Lettuce (curly), doz.		0 25
Lettuce (curly), box		0 15
Lettuce (Montreal), head		0 50
Leeks		1 50
Mint		0 30
Mushrooms, lb.		1 75
Basket (about 3 lbs.)		4 00
Onions, Texas, hamper		4 00
Yellow, 95-lb. sack		7 00
Do., Red (bunches), doz.		1 00
Parsley (Canadian)		0 20
Potatoes, Montreal (90-lb. bag)		2 60
Radishes, doz.		0 25
Rhubarb, doz.		0 25
Spinach, box		0 75
Turnips, Quebec, bag		1 75
Do., new, doz.		0 40
Tomatoes (Montreal), 30-lb. box		1 00
Do., hothouse, lb.		0 30

ONTARIO MARKETS

TORONTO, Aug. 22—Little improvement is reported in the market for sugar this week. Supplies are still inclined to be scarce, and deliveries are slow. Prices are unchanged from last week. Coffees have again advanced at primary points and quotations on spot are also higher this week. The tea market is strong, although dealers have not increased their prices on old stocks. Rice is very light in supply and prices are strong.

**Little Improvement
In Sugar Market**

Toronto.
SUGAR.—Little improvement is re-

ported in the sugar situation this week. The three refineries who advanced their quotations last week 55 cents per cwt. are steady and firm, and the Canada Sugar Refinery is unchanged at \$10.16.

One refinery is now closed down, and another one is contemplating doing so in the next few days, until such times as there is a freer movement of raws. Shipments are now on the way to the refineries from Cuba and San Domingo, and the arrival of these is eagerly awaited in order to relieve the present situation. Wholesalers are getting some sugar, and no reports have been heard where the consumer could not actually get sugar.

St. Lawrence, extra granulated	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

Molasses and Syrups Moving Slowly

Toronto.
CORN SYRUPS, MOLASSES.—The market for molasses and syrups is steady, with no changes in quotations as compared with a week ago. There is not much moving in molasses and syrups just now, the demand being a little slow as is usual at this season.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	\$0 08 1/4	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	5 96	
Cases, 5-lb. tins, white, 1 doz. in case	6 55	
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 85	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	1 00	1 00
West India, bbls., gal.	0 44	0 44
West India, No. 10, kegs	6 50	6 50
West India, No. 5, kegs	3 25	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 80	4 80
Tins, 2-lb. table grade, case 2 doz., Barbadoes	6 75	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 50	6 00
West Indies, 1 1/2s, 48s.	4 60	6 95

Packaged Goods At Firm Figures

Toronto.
PACKAGE GOODS.—The market for all packaged lines is firm and very strong. All con and oat products are holding at unchanged levels, but the tendency is towards higher figures as oats are inclined to be high and the corn market, while easier at the close of last

week, is again showing strength. Other lines are at steady prices.

PACKAGE GOODS		
Roller Oats, 20s round, case	55 60	
Do., 20s square, case	5 10	5 60
Do., 36s, case		4 00
Do., 18s, case		2 00
Corn Flakes, 36s, case	3 60	4 25
Shredded Wheat, 36s, regular, case		4 50
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		5 00
Cooker Package Peas, 36s, case		2 00
West Indies, 1 1/2s, 48s	4 60	6 05
Cornstarch, No. 1, lb. cartons	0 11 1/2	0 11 1/2
Do., No. 2, lb. cartons		0 10 1/4
Laundry starch		0 19
Laundry starch, in 1-lb. cartons		0 12
Do., Do., in 6-lb. tin canisters		0 13 1/4
Do., Do., in 6-lb. wood boxes		0 13 1/4
Potato Flour, in 1-lb. pkgs.		0 15
Fine oatmeal, 20s		5 60
Cornmeal, 24s		3 85
Farina, 24s		2 35
Barley, 24s		2 35
Wheat flakes, 24s		5 40
Wheat kernels, 24s		4 50
Self-rising pancake flour, 24s		3 30
Buckwheat flour, 24s		3 30

Export Inquiry For Canned Goods

Toronto.
CANNED GOODS.—There continues a heavy demand for canned salmon, and a good deal of American salmon is supplying the inquiry. Canned peas are very firm at the opening prices announced by the canners. There is a possibility of American canned peas coming on the market, and they may have the tendency to ease Canadian quotations. One wholesaler told CANADIAN GROCER that these American peas would cost around \$1.75 laid down in Toronto, making it possible to sell them slightly lower than the Canadian goods. There is quite an export demand for canned fruits. Quotations, as far as the Toronto market is concerned, on canned fruits is unchanged.

Salmon—		
Sockeye, 1s, doz.	4 75	
Sockeye, 1/2s, doz.	2 95	
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s		3 00
Chums, 1-lb. talls	2 85	2 60
Do., 1/2s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	2 00	2 10
Cohoos, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2 lb. doz.		6 00
Do., 1/4-lb. tins		1 75
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	2 10	2 15
Canned Vegetables—		
Beets, 2s		1 95
Tomatoes, 2 1/2s		2 25
Peas, standard	1 07 1/2	2 02 1/2
Peas, early June	2 12 1/2	2 17 1/2
Do., Sweet Wrinkle	2 40	2 45
Do., extra sifted	2 77 1/2	2 82 1/2
Beans, golden wax, doz.		
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2 1/2s		2 50
Canadian corn		
Corn, American, 2s, doz.	2 15	2 25
Pumpkins, 2 1/2s		1 25
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.		
Do., shredded, 2s, doz.		
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard, 10s, doz.		6 00
Apples, gal. doz.		
Peaches, 2s		2 87 1/2
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s		2 40
Do., Green Gage		
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.		5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 90
Black currants, 16 oz., doz.		4 50

Do., 4s, each	1 10
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 80
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	4 50
Do., 4s, each	1 10
Strawberries, 16 oz., doz.	4 50
Do., 4s, each	1 15

Smyrna Figs Now On the Market

Toronto.
DRIED FRUITS.—Smyrna figs in bags are quoted by wholesalers now at 18 and 19 cents per pound. Supplies are fairly plentiful. Grecian currants are coming forward and are selling at 22 and 23 cents per pound. The Australian 3-crown are quoted at the same figure. Dried peaches and apricots are off the market, but there are still some small sizes of prunes available. Seedless raisins in 15 oz. packets are selling at 22 cents and the seeded raisins in the same sized packet are selling at 17 cents. Thompson's seedless, bulk, are selling at from 18 to 22 cents.

Apricots, unpitted		
Do., fancy, 25s		
Do., choice, 25s		
Do., standard, 25s		
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange		0 45 1/2
Citron	0 47	
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case		6 50
Dromedary, 3 doz. in case		7 50
Figs—		
Large, lb.		
Medium, lb.		
Comadre figs, mats, lb.		
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 3 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		3 25
Prunes—		
30-40s, per lb.		
40-50s, per lb.		
50-60s, per lb.		
60-70s, per lb.		0 26 1/2
70-80s, per lb.		
80-90s, per lb.		
90-100s, per lb.		
100-120s, per lb.		0 15 1/2
Peaches—		
Standard, 25-lb. box, peeled		0 20
Choice, 25-lb. box, peeled		0 23
Fancy, 25-lb. boxes		0 24
Practically peeled, 25-lb. boxes		0 22 1/2
Extra choice, 25-lb. box, peeled		0 23
Raisins—		
California bleached, lb.		
Extra fancy sulphur, blech., 25s		
Seedless, 15-oz. packets		0 22
Seeded, fancy, 1-lb. packets		
Seeded, 15-oz. packets		0 17
Seedless, Thompson's, bulk		0 20
Seedless, 16-oz. packets		0 20
Crown Muscatels, 25s	0 15 1/4	0 17

Bulk Cereals Are Holding Firm

Toronto.
CEREALS.—No changes are reported in quotations on bulk cereals this week. The market is very firm on rolled oats and cornmeal, and according to the statement of some jobbers further advances are not unlikely. Barley is holding steady.

		Single Bag	Lots
		F.o.b. Toronto	
Barley, pearl, 98s	5 50	6 00	
Barley, pet, 98s	4 25	4 50	
Barley Flour, 98s		4 50	
Buckwheat Flour, 98s	7 25	8 00	
Cornmeal, Golden, 98s	5 75	6 25	
Do., fancy yellow, 98s	5 75	6 25	
Hominy grits, 98s		5 25	
Hominy, pearl, 98s	5 00	5 25	
Oatmeal, 98s		4 75	
Oat Flour		5 75	
Roller oats, 90s		5 75	

Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1.....	6 15	6 15
Do. No. 2	6 15	6 15

Teas Are Likely To Advance

Toronto.
TEAS.—Advances on Indian and Ceylon teas are very marked, and are largely accounted for because of the strong position of the rupee. Recent cable advices show that it has advanced to 22½d., which boosts the prices of teas two and three cents per pound. A further advance in tea freights is also announced to take effect on September 1. There is a very heavy demand for all teas, and some holders here have been turning it over to their competitors at a very fair profit. The first crop of Japan teas is quoted higher than the second, from 10 to 12 cents per pound. This is not usually the case. The London market is also very firm. Stocks of old crop teas are said to be low. No higher quotations are named on these, but as the new teas come on the market the prices will be undoubtedly stronger.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyon thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Rice Flour, per 100 lbs.		10 00
Linseed Meal, 98s		6 75
Peas, split, 98s		6 50
Blue peas, lb.		0 10

Above prices give range of quotations to the retail trade.

New Prices On Coffees Higher

Toronto.
COFFEES.—New advances are reported in the market for coffees on primary markets, on the report of frost damage to the crop from Brazil. Quotations at primary points have jumped a cent and a half. Dealers in coffees here announce an advance of two cents per pound on all spot coffees. Holdings among dealers are said to be very light. The situation is very strong, and just the extent of the damage to the new crop in Brazil is not yet known, but at the first announcement prices jumped to new high levels.

Java, Private Estate	0 55	0 57
Java, Old Government, lb.	0 52	0 57
Bogotas, lb.	0 52	0 57
Guatemala, lb.	0 48	0 52
Mexican, lb.	0 52	0 57
Maracaibo, lb.	0 47	0 50
Jamaica, lb.	0 47	0 49
Blue Mountain Jamaica	0 52	0 57
Mocha, Arabian, lb.	0 57	0 59
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 47	0 50
Ceylon, Plantation, lb.		
Chibory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 31	
Sweet, lb.	0 31	

Rices Are in Scant Supply

Toronto.
RICES.—The market for rices is very strong, with increasing difficulty reported in any effort on the part of dealers to secure supplies. Chinese XX is

off the market, but in its place some dealers supply a good quality Texas rice around \$17 per cwt. There is a very heavy demand from all the world markets for rice, and the fact that an embargo prevails on shipments from Japan increases the inquiry from various centres. Tapioca is steady and strong at from 13½ to 14½ cents.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.		18 00
Honduras, fancy, per 100 lbs.		
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 60	14 50
Japans, fancy, per 100 lbs.		17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.		
Do., Simiu		16 00
Do., Mujing, No. 1		16 00
Do., Packing		14 00
White Sago	0 13½	0 14½
Tapioca, per lb.	0 13½	0 14½

Pickling Spices In Brisk Demand

Toronto.
SPICES.—There is a very active demand for pickling spices at the present time. Cloves are very strong, selling at from 70 to 75 cents per pound, and the tendency is upwards, not down. Peppers are holding at high levels, and advanced again this week. Black pepper is quoted at from 40 to 43 cents per pound. White pepper is offered at from 50 to 53 cents. Cream of tartar is still in very small supply, stocks held by dealers being very light. French pure cream of tartar is offered at 80 cents per pound. American high test in bulk is quoted at the same figure. The eight-ounce tins of the latter are \$6.75 per dozen, the four-ounce packages \$3.25 per dozen, and the two-ounce packages \$1.75 per dozen.

Allspice	0 19	0 21
Cassia	0 33	0 48
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley,		
mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Wase	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 50s		0 55
Do., 25s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure		0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.		1 75
4-oz. packages, doz.		3 25
8-oz. tins, doz.		6 75

Nut Prices Again Show Advances

Toronto.
NUTS.—The tendency in all kinds of nuts is towards higher prices. Indications point to scarce supplies, when the demand increases in the fall. French walnuts, shelled, are quoted at from 88 to 90 cents per pound, and Chinese walnuts are selling easier at from 75 to 78 cents. Shelled almonds are quoted higher this week at from 62 to 65 cents per pound, and some dealers for shelled Jordan almonds are asking as high as 75 cents. Filberts are quoted at from 50 to 55 cents, and Brazil nuts are from

85 to 88 cents. Coconut is very much higher, and the prices to the retail have again risen. For the unsweetened coconut the price is 35 cents per pound, and for the sweetened kind, 43 cents.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 05
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.		0 35
Do., sweetened, lb.		0 43
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 98	0 90
Peanuts, Spanish, lb.		0 20
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.		0 88

New Honey Now Being Offered

Toronto.
HONEY, MAPLE SYRUPS.—The new crop of honey is beginning to come along now fairly plentiful. The ten pound tins are selling at 22 cents, and the sixty pound tins at 21 cents. The five pound tins are also quoted at 22 cents. There is still some old crop honey on the market. Maple syrup is at strong figures, although the demand for the same is not so active just now.

Honey—		
Clover		
5-lb. tins	0 22	
10-lb. tins	0 22	
60-lb. tins	0 21	
Buckwheat, 50-lb. tins, lb.		0 16
Comb, No. 1, fancy, doz.		
Do., No. 2, doz.		
Maple Syrup—		
3½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.		0 29

Demand For Beans is Quiet

Toronto.
BEANS.—There is not much demand for beans just now, but prices are holding very firm. Hand-picked beans are quoted at from \$5.50 to \$5.75 per bushel. Indications point to a very fair crop of beans this fall. The New York market for beans is very strong just now.

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

Can. Peaches Are Now on Sale

Toronto.
FRUITS.—Both domestic and imported fruits are arriving on the market in plentiful supply. Messina Verdelli lemons are now arriving, selling at \$7 per box. Valencia oranges are quoted at from \$5.50 to \$6.75 per box according to sizes. Canadian peaches are now being offered, the early varieties, Triumphs, and early St. Johns, being the first to come. Large baskets of the former are selling at 75 to 80 cents, and St. Johns at \$1 and \$1.25. Black currants in 11-quart baskets are selling at \$3.50, and blueberries at from \$2.75 to \$3.25. Lawtonberries are still quoted by the

dealers at 25 cents per box. Canadian canteloupes are arriving freely, the large baskets ranging from 75 cents to \$1.50, and the smaller ones from 40 cents to \$1 according to the variety.

Bananas, per lb.	0 08 1/2	
Valencia Oranges—		
100s, 126s, 150s, 176s, 200s,		
216s, 250s	5 50	6 50
288s, 300s, 360s	4 75	5 25
Lemons, Cal., 270s, 300s, case	5 50	6 50
Do., Messina Verdellis, box	7 00	
Cherries, Montmorency—		
11-qt. basket	1 75	1 85
6-qt. basket	0 60	0 75
Black Currants, 11-qt. basket	3 50	
Do., 6-qt. basket	1 75	
Blueberries, 11-qt. basket	2 75	3 25
Lawtonberries, box	0 25	0 25
Watermelons	0 75	1 25
Cal., Elbertas, peaches, 70-35s	1 75	1 85
Domestic peaches—		
Triumphs, 11s	0 75	0 80
St. Johns, 6s	1 00	1 25
Canteloupes, 9s, 12s and 15s, New		
Mexico pinks, flats, 12s and 15s,		
crate	2 50	
Do., Canadian, 16 qts.	0 75	1 50
Do., Canadian, 11 qts.	0 40	1 00
Plums, Cal., per box	3 50	
Apples, yellow transparent, 11 qts.	0 75	1 25
Cal. Bartlett Pears; box		4 75
Cal. Gravenstein Apples, box, all		
sizes	4 00	4 25
Grapes, Cal., Malaga, crate		4 00

Ont. Potatoes

\$3.50 Per Bag

Toronto.

VEGETABLES.—New Ontario potatoes are quoted at from \$3.50 to \$3.75 per bag. Jersey potatoes in 150-pound sacks are quoted at \$7.25. Tomatoes have declined to 60 cents for a large basket. Kentucky onions in 100-pound sacks are quoted from \$6.50 to \$7. Carrots, beets, peppers, cucumbers and beans show little change from last week, holding at easy figures.

Beets, per doz. 0 35

Cabbage, per large crate	4 00	4 75
Do., 32-qt. crate	2 25	2 50
Carrots, per doz.	0 30	0 40
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-		
lb. sacks	6 50	7 00
Do., doz.	0 50	0 60
Parley, per basket		1 00
Peppers, green, doz.		0 50
Do., sweet		1 00
Celery, doz.	0 45	0 50
Wax Beans, Can., 11-qt. basket		0 60
Do., 6-qt. basket		0 35
Cucumbers, 11-qt. basket	0 25	0 50
Potatoes—		
Jersey, 150-lbs. sacks, No. 1s	7 25	
Ontarios, 90-lb. bags	3 50	3 75
Turnips, doz.	0 30	0 40
Marrows, basket		0 50
Tomatoes, 11-qt. basket		0 60
Can. Corn, doz.	0 20	0 25
Ex gplant, 11-qt. basket	1 25	1 50

Flour Steady;

Demand Active

Toronto.

FLOUR.—The market for flour is steady, with demand active. New Ontario winter wheat flour is now coming on the market. Supplies of Manitoba flour are becoming light. Prices to the trade remain unchanged.

Flour—

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

Heavy Inquiry For

Bran and Shorts

Toronto.

MILL FEEDS.—There is such a heavy demand for millfeeds, both bran and shorts, that the average mill couldn't begin to supply it. Prices are very firm at unchanged figures.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

WINNIPEG MARKETS

WINNIPEG, Aug. 16—There is a very firm feeling noticeable in the market this week and there are indications of probable advances in various lines. The sugar situation is reported to be serious, many wholesalers, despite the Cost of Living Commissioner's report of the substantial holdings in wholesalers' hands, having only a fraction of their requirements. The announcement that sugar is being despatched in large quantities from the Eastern refineries is welcome news.

Canned Vegetables

Probably Higher

Winnipeg.

CANNED VEGETABLES.—Prospects for tomatoes and corn pack are looked upon as very favorable.

The opening prices on other varieties are very much higher than last season's pack, with deliveries considerably below that of last year. Standard grades are only 40 per cent. deliveries, and the better grades 75 per cent.

Canned Fruits Show

Good Delivery

Winnipeg.

CANNED FRUITS.—New prices on strawberries and raspberries have been named and are very high. Deliveries, 100 per cent. strawberries. Deliveries, 70 per cent. raspberries.

B. C. Apples

Of Record Quality

Winnipeg.

APPLES.—It is generally expected that opening prices on box apples, both early fall and winter varieties, will be somewhat higher than a year ago. The strong demand is expected to cause the opening prices to go higher.

British Columbia apples are reported to be better in quality and grade than last season.

The Okanagan expects to ship the best quality fruit this fall that has ever come out of that valley.

Sharp Advance Expected

All Confectionery Lines

Winnipeg.

CONFECTIONERY.—Confectionery prices are expected to advance any time,

owing to the sugar situation and the increased cost of labor.

Confectionery has not changed in price for some time and jobbers expect a sharp advance anytime.

Expect Heavy Buying

On Strong Market

Winnipeg.

TEA.—Market very strong. There is considerable movement on the primary markets.

There has been an increased rupee exchange, which will cause an advance of almost 2c per lb.; also the higher shipping rate to go into effect Oct. 1st of \$5.00 per ton. Space on incoming vessels is impossible to get at present and is not promised before Oct. 15th, even then in very small quantities.

Tea stocks are fast becoming depleted and very heavy buying is looked for by the jobbers and brokers in the next two weeks.

Expect Coffee to

Go Still Higher

Winnipeg.

COFFEE.—Coffee continues to be on the upward path. Very high prices are looked for this fall. One large importer states that he firmly believes coffee will cost the consumer from 80 to 90c per lb. this winter.

All milder grades have advanced; also a slight advance in Santos. Rio only is a little weaker.

Santos, old crop, per lb.	0 42
Bourbon, per lb.	0 43
Costa Rica, per lb.	
Maracaibo, per lb.	0 46
Mexican, per lb.	0 46

Sockeye and Cohoe

Very Light Pack

Winnipeg.

SALMON.—British Columbia packers have just named opening prices to-day. The prices are closely in line with those expected by the jobbers here. Sockeye pack is light, 25 per cent. below expectations. Cohoe and pinks are 50 per cent. below expectations. However, this is expected to improve as the pack is not yet completed.

Packers claim they are offering to the Canadian trade salmon at much less than they are offered for export.

Sockeye salmon is expected to be bought up quickly, as the demand is exceptionally keen, both at home and abroad.

Better Grade Rice

Almost Unobtainable

Winnipeg.

RICE.—Many qualities of the better grades are unobtainable at any price. No. 1 Japan is being offered in very small quantities at the coast at \$300.00 per ton.

China rice is practically all cleaned up at much higher prices. The same can be said about Siam. They are asking \$250.00 per ton at the coast.

The market here is a little under that (Continued on page 49)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Aug. 19.—Ordinary cornmeal is now quoted at from \$4.50 to \$4.75 in bags. New Brunswick cheese is selling at from 27 to 28 cents per pound, and Ontario cheese at the same figure. Eggs are 54 and 55 cents per dozen. Dairy butter is 45 cents per pound, and tub butter 43 cents. Standard peaches are \$7.40 per case, and gallon apples are still available at \$5 per dozen. Breakfast bacon is two cents lower at from 48 to 50 cents, and new potatoes are quoted at from \$4 to \$4.25 per barrel.

Flour, No. 1 patents, bbls., Man.	12 50	
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 75
Rolled oats		12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	10 05	
No. 1, yellow	9 55	
Cheese, New Brunswick	0 27	0 28
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 60	0 65
Eggs, case	0 54	0 55
Breakfast bacon	0 48	0 50
Butter, creamery, per lb.		0 56
Butter, dairy, per lb.		0 45
Butter, tub		0 43
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 35	0 35½
American clear pork	70 00	77 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case		4 90
Raspberries, 2s Ont., case		4 90
Peaches, 2s, standard case		7 40
Corn, 2s, standard case		4 70
Peas, standard case	4 20	5 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Chooks	14 00	15 00
Chums		8 50
Evaporated apples, per lb.		0 24
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.		6 00
Do., Canadian		6 00
New Potatoes, barrel	4 00	4 25
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	4 00	4 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Cal., Gravensteins		4 50
Peaches, Cal., box		2 50
Bananas, per lb.	0 09	0 10

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Aug. 19.—The sugar situation is unchanged. Efforts to locate the sugar reported coming west have so far been unavailing. In the meantime the effect on the fruit market has been to ease off prices. Prunes, crab apples

and other lines show a tendency to decline. Tomatoes are lower. Jobbers' prices are \$2.75 for 20 pounds. New potatoes show a decline of \$2.00 per bushel. Ten days ago they were quoted at \$3.00. To-day's jobbers' price is \$1.00. Beans are about seven cents per pound.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	3 86
Puffed Rice, case	5 25
Rice, Siam, cwt.	14 00
Sago, lb.	0 11½
Tapioca, lb.	0 11½
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1, Ontario, large.	0 34½
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 31
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Seekeye, tall, case	
Salmon, pink, tall, case	10 25
Perk, American clear, per bbl.	41 00
Peaches, Cal.	2 75
Apples	4 50
Washington yellow transparents,	
2 lbs.	0 36
Tomatoes, 20 lbs.	2 75
Cucumbers, doz.	3 00
New potatoes, bushel	1 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Aug. 19.—Siam rice is selling at from 12 to 15 cents and

No. 1 Japan at from 17 to 18 cents. Whole dried green peas are firmer at 11 cents. Cheese quotations are mostly 32 cents, with offerings at 30 cents to arrive soon. Tapioca and sago are now 14 cents. Eggs are selling at from \$15.50 to \$16.50. Dairy butter is selling at from 40 to 42 cents. No evaporated apricots are being offered. Peaches 30 cents. There are a few fifty-sixty pines to be had at 28 cents. No other sizes are available. A drop in lard is expected. Rolled oats are \$4.50 per case. Oranges are \$7.75. Canteloupes are \$6.50. The raspberry season is over. Tomatoes, 2½s, are \$4.60.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 90s, per bbl.		12 50
Rolled oats, 80s		4 50
Rice, Siam, cwt.	12 00	15 00
Japan, No. 1	17 00	18 00
Tapioca, lb.		0 14
Sago, lb.		0 14
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large.	0 30	0 32
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s, per case	22 50	22 80
Eggs, new-laid, local	15 50	16 50
Tomatoes, 2½s, standard, case		4 60
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	9 00	9 50
Cherries, 2s, red, pitted		11 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.		0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.		0 30
Prunes, 90-100s		
Do., 40-50s		0 28
Do., 50-60s		0 28
Salmon, pink tall, case	9 00	10 25
Salmon, Seekeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges		7 75
Lemons	9 00	9 50
Grapefruit		7 00
Canteloupes, crate		6 50
B.C. Raspberries	4 75	5 00

A World Shortage of Rice

Heavy Demands Will be Made on Producing Countries, With Little or No Rice Being Offered From Japan—High Prices Will Prevail

LARGE importers of rice stated that all advices pointed to a world shortage in rice this coming year. The fact that Japanese rices are not being shipped out of the country, because of an existing embargo, has created an abnormal demand for the crops of other producing countries. The crop in Japan this year was a partial failure, and as rice is a staple there, the Government took precautions to conserve the supply for domestic account. As far as production in other countries is concerned, it is not a question of crop failure or such like, but the demand is so great that supplies will not be sufficient to meet it. Producers, too, because of the like-

likelihood of a world shortage, are holding out for strong prices. Just as an example of the high prices that are likely to prevail, an importer told CANADIAN GROCER that the opening quotation on Honduras fancy rice was 14½ cents, f.o.b., New Orleans. This rice is now ready for shipment, but this importer stated that the figure asked was much too high to interest buyers. Prices on spot are now ruling higher than ever before, and all indications point to even higher levels on rices that will be bought from now on. Stocks among wholesalers are not heavy, and there is increasing difficulty being experienced, in buying at anything like reasonable prices.

PRODUCE AND PROVISIONS

Egg Production Improves

Report of Department of Agriculture Shows Considerably Improved Production, Though Quality is Not of Best—Little Poultry Moving—Some Export Figures

EGG production generally through the country is reported to be increasing, according to the Department of Agriculture reports, and quality much improved since the hens have been able to pick up the loose grain from harvesting. Toronto and Montreal have received a number of cars from the Prairie Provinces and from the United States. Some of the Western eggs are very poor quality, and some of the recent arrivals from the United States have also been very disappointing in quality. These, with the increasing receipts of local eggs have had a depressing effect on the market, particularly for the lower grades, which have been very difficult to move, even at considerable concessions in price. It is not likely many more Americans will be imported for the present as with the lower prices now prevailing at local country points and the lower exchange rates on Canadian currency in the United States, it will be difficult to import at a cost laid down to meet the price of the home product. Dealers claimed to be buying at 48c f.o.b. country points the end of last week. Consumption continues good but it may be adversely affected by the quality of considerable of the Western and United States eggs.

Little Dressed Poultry Moving

In regard to poultry, receipts of broilers and spring ducks showed a material increase for the week, for which the market dropped several cents. Other varieties remained about the same. Very little dressed poultry is coming, the arrivals consisting almost entirely of live birds. There is still some storage poultry left. This consists mainly of roasting chickens and turkeys, which are moving at unchanged prices.

The United States poultry markets were firmer for live and fresh dressed, New York prices ranging from 38 to 40 cents for live fowl. Broilers were more plentiful and inclined to weakness. Frozen poultry is reported dull, especially broilers, which are being pushed for sale at reduced prices.

In regard to the export movement, the receipts at the Port of Montreal were as follows:

	Butter Pkgs.	Cheese Boxes.
Week ending Aug. 2, 1919.	19,714	84,654
Week ending Aug. 3, 1918.	17,996	79,926
From May 1 to Aug. 2, 1919	226,585	769,082
From May 1 to Aug. 3, 1918	216,442	867,724

This is a fairly heavy decline in receipts, while overseas movement of cheese continues to be heavy. The figures are as follows:

	Butter Pkgs.	Cheese Boxes.
Week ending Aug. 2, 1919.	791	52,777
From May 1 to Aug. 2, 1919	14,467	609,243

MILK PRODUCERS MAY HAVE SELLING AGENCY

Reorganization of the Montreal Milk Shippers' Association to improve marketing and distribution of milk, to regulate prices, and bring about co-operation among shippers, was recommended at

a meeting held in Freeman's Hotel. A committee named in April to draw up some scheme reported in these terms. It was suggested that the price of milk to customers be fixed by negotiation rather than by dictation.

Co-operative selling was also suggested in the report, a selling agency to be established in Montreal, the plan being to incorporate and make each shipper a shareholder.

Prof. H. Barton, of Macdonald College, in presenting the report, said that farmers as well as other business people must be able to make out a good case before the public, and in many instances they had not taken the trouble to do this, it being one of the greatest weaknesses of farmer organizations. Further, that at the present time the milk producers of Montreal are not in a position to state their case authoritatively until they had investigated the subject from every angle.

While the committee appointed had made a thorough investigation of conditions covering the production, sale and distribution of milk in Toronto and New York

Cutting Up a Wiltshire Side

The Way in Which a Side of Bacon Should Be Cut Up That It May Be Retailed to the Best Advantage

From "The Packer," published by the William Davies Co.

HEREWITH is given a useful chart showing how a side of Wiltshire bacon should be divided in order to retail to the best advantage.

"Wiltshire" is an unusually mild-cured bacon, very popular in the Old Country and highly esteemed in thousands of Canadian homes to-day on account of its sweet and natural flavor and juicy tenderness. The sides are specially selected for thickness of lean meat with a light covering of fat—the product of choice, lean, bacon hogs.

The retail cuts are as follows:

The Collar.—The upper part of the shoulder, consisting principally of lean meat. No bone. This is an inexpensive cut, mostly used for boiling, and occasionally fried.

The Hock.—The lower part of the shoulder, containing the hock bone, shoulder bone and about two ribs. An inexpensive cut, used almost exclusively for boiling.

Loin and Back.—A fairly lean cut and regarded as one of the choicest parts of the side. Used for frying.

Streak Breakfast.—The under portion of the hog, consisting of "streaky" bacon and containing the lower end of the rib bones. Used for frying.

Coffee House Cut.—The part between the loin and gammon. A choice cut, mostly lean meat and used for frying.

Flank.—The part between the gammon and the "breakfast" cut. Fairly fat and used for frying and boiling.

Cushion.—The corner of



the gammon. Contains a fair proportion of fat and is generally used for boiling.

Gammon.—The hind leg or ham, including the round bone and the hock

bone. The thick part of the ham is generally sliced for frying and the shank end used for boiling. Consists chiefly of lean meat.

Education Essential in Fish Selling

Consumer Apathetic Toward Some Varieties is One Great Reason for High Costs

UNTIL the consumer appreciates the imperative need of purchasing the less expensive varieties of fish, this wholesome food will continue to be high in price—that is the higher-priced varieties. At least this is the opinion of J. A. Paulhus, second vice-president of the Canadian Fisheries Association, and this subject is one which Mr. Paulhus has carefully considered and upon which he has meditated carefully for some time.

The public thinks it must have the higher-priced varieties of fish and continue to demand them. Of course the dealer does not need to care, for he may as well sell the customer the higher-priced fish if the higher-priced it will have, but, in the long run, it does not pay the dealer any more profit, and it certainly requires that the consumer pay through the nose good and plenty for what he buys. It is the consumer's fault, Mr. Paulhus says, and his contentions are logical and clearly set forth.

How It Works Out

Some grades of fish have been popularized greatly. Among these are halibut, salmon, lobsters, etc., all good food. The supplies come to hand and are rather quickly absorbed. But, in many communities everybody wants these varieties and will take nothing else. There is a great demand, frequently taxing the available quantities to the very limit. The results are easily understood. Of rather limited proportions, the catches of these fish are not sufficient to meet all demands and there is but one result—a boosting of prices to high levels.

This condition may be easily corrected, Mr. Paulhus maintains. There are many varieties of excellent fish which the public would find most wholesome and very tasty. They would be quite as nutritious, their preparation would be quite as simple, and if the same care was taken as with other varieties the strong probabilities are that the enjoyment of the user would be quite as great. Sentiment has played an important role in the selection of fish at the fish market or stall, and education alone will correct the evil of thinking that high-cost fish is that much better.

The Grocer Can Help

In assisting the work already begun by the Government and in helping to popularize fish, the grocer can be a considerable factor. He has a n opportunity of suggesting wholesome kinds of fish. Met with arguments to the contrary, he may be able in an inoffensive manner to point out where cod or haddock, for instance, at 7c to 10c per pound is economi-

cal food of the very best value. In many cases it has been nothing but prejudice—and prejudice for which there is no legitimate reason or argument, which has caused many customers to pass some varieties of fish up for others. The advertisements of some of the most successful fish dealers in Canada have pointed to the excellent food properties of inexpensive fish and have followed this up by making suggestions for its appetizing preparation. That is good business.

One of the first requisites demanded in the successful selling of fish is that of maintaining fresh supplies. Now that transportation has been so greatly improved, the grocer can arrange with his fish wholesaler to send him regular supplies. Refrigerated cars carry this from the large producing centres to the bigger distributing points. From here it is shipped in crushed ice.

Must Maintain Freshness

It is easier to say that freshness must be maintained than to maintain it, but determined effort will accomplish this. Crushed ice must be used freely. The fish must be covered with ice and accumulated slime and foreign matter removed and kept out of the ice chest. This done, the disagreeable odors will be controllable. Fix your window up and arrange a plan whereby the fresh fish can be appetizingly displayed. Have at least two fish days weekly and advertise generously to your trade that the most wholesome fish will be ready for them on Tuesdays and Fridays, or on any days best suited to the transportation facilities at your disposal. Then, through the employment of fresh vegetables as a help in displaying, make this showing of fish so attractive as to really create an appetite for some of your newly-arrived fish. Is it any wonder that many people have been steered away from purchasing fish when many towns and cities have most disreputable purchasing stalls, abundant with flies and evil smells? This naturally must be corrected.

Selling will have to be conducted energetically. It will require initiative to evolve plans. Supplies will have to be brought in regularly. They will then have to be disposed of quickly. And, quite as important as anything else, the grocer will stand in his community as the link necessary in popularizing the use of fish—of moderately-priced fish. He will build up a larger weekly turnover and will also help in the expansion of Canadian fisheries. And, in the last analysis, he will have helped in the reduction of living costs through the adoption by the consuming public, gradually, of a food that is within their reach from the standpoint of outlay.

FOOLING HENS INCREASES EGG SUPPLY

Prof. T. R. Johnson, of Purdue University, after elaborate experiments, has discovered that art can beat nature in the matter of producing eggs. By the use of electric lights in the experimental hen houses, the biddies have been made to materially increase their laying. According to the report, two pens of thirty-five white leghorn hens are being fed the same ration. The chickens are as near alike as possible and have practically the same laying abilities. One lot keeps good hours, rising and going to roost with the other chickens on the University farm. The other lot is being "kidded along" with an electric light, which burns from 6 o'clock in the morning until the light of day is at hand. The lights are turned on again about 4 o'clock and allowed to run until about 9 o'clock in the evening. This causes the chickens to rise earlier and work later.

The experiment started November 1st, and in the first thirty days the birds in the lighted pen produced 503 eggs, while the short day advocates laid only 352 eggs. Thanksgiving Day the lighted pen yielded twenty-eight eggs and the unlighted only sixteen. A pen of twenty-five barred rocks responded to the electric lights within ten days. They were started November 18th, laying only five eggs that day; on November 27 they produced twenty eggs and have been going at that pace since.

The lighting costs 6½c a day per pen, or \$1.95 for November. The increased egg production for that time, figuring the eggs worth only 5c apiece, meant \$7.55, a profit of \$5.60 for the month alone.

PROSPECTS FOR HIGHER PRICE IN FRUIT

Continued from page 25

The drop has been unusually heavy, particularly on early varieties. Conditions in the Georgian Bay district are somewhat more favorable.

British Columbia Also Has Record Crop

In B. C. apple sections there is a material improvement over the yield of last year, and the quality generally is reported to be the best that the province has known. In the Okanagan Valley it is expected that the crop will exceed last year's yield by 30 per cent., with Wealthy, Jonathan and McIntosh giving the best promise. In the Kootenay district there has been a heavy drop, due to the prolonged dry weather, but even considering this, it is estimated that the district will show an improvement of 15 per cent. over last year. On Vancouver Island the crop is reported to be from medium to good.

Even with the prospect of a heavy yield of apples, however, there is small likelihood of cheap prices. Labor for packing has gone up enormously, while the price of barrels is about four times what it was prior to the war. Many other expenses, too, have increased, and this in conjunction with a strong export demand to relieve the market will preclude the possibility of low prices.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 19—Produce markets are quite steady here this week and the changes of importance are those of declines for live and dressed hogs and some of the various cuts of these and also of cattle. The demand for pork, locally, is still very light. The influences in the States have probably had some effect on the local price situation, too. Cured meats are somewhat easier, hams in particular. Lard and shortening are unchanged. Butter is one cent higher this week. Eggs are very firm and the demand is on strictly high-grade stock, making a firmer undertone. Prices are lower on live poultry. The receipts of these are quite heavy and the buying has somewhat slackened, but there is good sale for dressed fowl and chickens. The fish markets are rather quiet and the tendency is easier on fresh and other varieties.

One-Fifty Decline On Hogs; Cattle Down

Montreal.
FRESH MEATS.—Lower prices are in evidence for hogs, live declining from \$1 to \$1.50 per cwt. during the week. There has been a corresponding lowering of prices for dressed, \$32 per cwt. ruling now for 65-90 lbs. Various legs of pork are ruling easier, too, and the whole tendency has been that of a softening market, sales being limited at this season of the year.

Cattle markets have been easier too, declines of about one cent per lb. obtaining on steers and cow cuts, with whole carcass steers being quoted at around 14c. There is a fairly active market but tendencies are downward.

Hogs, live	22 00	23 00
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	32 00	
Sows (heavy)	25 00	25 50
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	0 33	0 40
Loins (trimmed)	0 44	
Loins (untrimmed)	0 41	
Spare ribs	0 25	0 26
Trimmed shoulders	0 29	0 32
Fresh Beef—		
(Cows)		(Steers)
\$0 20	\$0 22	Hind quarters.. \$0 25
0 12	0 12	Front quarters.. 0 14
0 27	0 27	Loins .. 0 34
0 28	0 28	Ribs .. 0 25
0 12	0 12	Chucks .. 0 14
0 18	0 18	Hips .. 0 22
Calves (as per grade)	0 22	0 25
Lambs, 25-40 lbs. (whole carcass), lb.	0 20	0 25
No. 1 Mutton (whole carcass), lb.	0 20	

Hams Now Easier Pork May Lower

Montreal.
CURED MEATS.—There has been quite an active demand for hams and bacon, and this has been a factor in steadying the price basis. A reduction of about one cent per lb. has been made, however, on cured hams, but there is little reflection of the lower hog markets in barrelled pork. This will very probably come in the immediate future, and more favorable prices should be immediately available. Bacon has been in active export demand, and this has sold at good prices, so that there has

been no great tendency to softening. If pork stays down there may be reductions for bacon.

Hams—

Medium, smoked, per lb.—	
(Weights), 12-14 lbs.	0 47
14-20 lbs.	0 46
25-35 lbs.	0 42
20-25 lbs.	0 40
Over 35 lbs.	0 38

Backs—

Plain (as to trimming)	0 58	0 57
Breakfast, per lb. (as to qual.)	0 44	0 50
Rolls, per lb.	0 40	

Dry Salt Meats—

Long clear bacon	0 34	0 34½
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Barrel Pork—

Canadian short cut (bbl.) 30-40 pieces	65 50
Clear fat backs (bbl.) (40-50 pieces)	70 50
Heavy mess pork (bbl.)	56 00
(60-80 pieces)	70 50
	56 00

Cooked and Jellied Meats Have a Market

Montreal.
COOKED MEATS.—While there is a sale for various cooked and jellied meats, quite up to the average of the season, there has been little change in the price basis. Summer resort trade is still clamoring for supplies, and there is quite a steady outgo from week to week. Cooked hams are ruling a trifle easier.

Head Cheese	0 18	0 15
Choice jellied ox tongue	0 70	
Jellied pork tongues	0 48	
Ham and tongue, lb.	0 32	
Veal and tongue	0 25	
Hams, roast	0 65	
Hams, cooked	0 65	
Shoulders, roast	0 60	
Shoulders, boiled	0 60	
Pork pies (doz.)	0 85	
Blood pudding, lb.	0 12	

Heavy Export Sales Make Lard Very Firm

Montreal.
LARD.—Despite the easing of pork prices, there has been a large demand for lard from export sources, so that the price has held steadily without reduction. There is a fair local demand, too. It is probable that prices may be somewhat reduced if the position of live and dressed hogs continues on the lower levels now obtaining.

LARD, pure—

Tierces, 400 lbs., per lb.	0 37½
Tubs, 50 lbs., per lb.	0 38

Pails, 20 lbs., per lb.	0 38½
Bricks, 1 lb., per lb.	0 39

Just Fair Demand For Shortening

Montreal.
SHORTENING.—Very little feature has developed in this market. There is a routine amount of business, but beyond this not a great deal new is apparent. The supplies are none too large, but are perhaps ample for present needs.

SHORTENING—

Tierces, 400 lbs., per lb.	0 31	0 31½
Tubs, 50 lbs., per lb.	0 31½	0 31¾
Pails, 20 lbs., per lb.	0 31¾	0 32
Bricks, 1 lb., per lb.	0 33	0 34

While Moderate Seller Margarine Holds Firm

Montreal.
MARGARINE.—While there is not a large demand for margarine, the sales are steady each week. Exchange rates have served to firm the basis on such grades as come in from the States and no weakness is apparent here in the undertone.

MARGARINE—

Prints, according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 34	0 36

One Cent Higher Is Best Butter

Montreal.
BUTTER.—In view of the fact that the produce men have been compelled to pay increasing prices for their supplies of butter, the basis has advanced one cent. The market is quite firm, the buying active, and the receipts fair. It is questionable if much lower prices will prevail, with the farmer able to get a good price for his milk for cheese.

BUTTER—

Creamery prints, fresh made..	0 57
Creamery solids, fresh made..	0 56
Dairy prints	0 46
Dairy, in tubs, choice..	0 45

Cheese Basis Held With Much Exported

Montreal.
CHEESE.—With the basis for cheese held unchanged, the export tonnage from week to week is quite considerable and large shipments are moving outward. The local demand is a seasonable one, too. Receipts to date, this year, show that the shipment to the Port of Montreal is less than it was last season to the extent of over 105,000 boxes.

CHEESE—

New, large, per lb.	0 28
Twins, per lb.	0 28
Triplets, per lb.	0 28
Stilton, per lb.	0 34
Fancy, old cheese, per lb.	0 32

Eggs Receipts Big But Export Heavy

Montreal.
EGGS.—While there has been quite a considerable quantity of eggs coming to hand here of late, the heavy demand from the consumer has been for choice stock. This has tended to keep prices

high, select stock having to take the brunt of this excessive demand, and as a consequence prices are high, and somewhat firmer than they were a week ago. It should also be borne in mind that, while the receipts here have been decidedly large, much of the product has gone right through to the Old Country. The export is said to be very heavy.

BEGGS—

No. 2	0 45
No. 1	0 51
Selects	0 58
New laids	0 64

Fowl Buying Prices Have Been Reduced

Montreal.
POULTRY.—In view of the fact that buyers are erratic in their wishes, and leaving the market somewhat uncertain, buying prices being paid by the produce men have been lowered considerably. There also has been a big increase in the receipts, and this is one reason for the lower prices offered to the producer. Dressed selling prices are, as yet, unchanged.

POULTRY (dressed)—
(Selling Prices)

Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	0 46	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	0 49	0 49
Turkeys (young)	0 50	0 50
Geese	0 30	0 31
Old fowls (large)	0 34	0 34
Old fowls (small)	0 30	0 30
POULTRY (live)— (Buying Prices)		
Live—Old fowl	0 23	0 28
Roosters	0 18	0 18
Turkeys	0 40	0 40
Broilers	0 28	0 32

Trifle Easier is One Kind Salmon

Montreal.
FISH—There is a somewhat lower basis this week for Gaspé salmon, the prices being from 35-40c per lb. Fresh fish is a good seller to the summer resort trade, and the movement has been on for some time. Some enquiry has been also made for salt and pickled varieties, but the sale of frozen fish is light. Packers are now looking ahead to the opening of the oyster season next month.

FRESH FISH

Carp, per lb.	0 11	0 12
Dore	0 22	0 22
Eels, lb.	0 12	0 12
Bullheads (dressed)	0 15	0 15
Gaspereaux, each	0 08	0 08
Haddies	0 12	0 13
Fillet Haddies	0 20	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	0 40	0 40
Pike, per lb.	0 14	0 14
Live lobsters	0 45	0 45
Boiled lobsters	0 45	0 45
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspé	0 35	0 40
Shad	0 20	0 20
Skate	0 07	0 07
Lake Trout	0 19	0 20
Mackerel	0 18	0 18
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 35	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07

Mackerel	0 14	0 15
Dore	0 14	0 16
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 07½	0 08½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspé Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	6 00
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	21 00	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	20 00	20 00
Codfish, No. 2, 200 lb. barrel	18 00	18 00
Pollock, No. 1, 200 lb. barrel	15 00	15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 20
Codfish (boneless) (24 1-lb. cartons)	0 18	0 18
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 23	0 23
Boneless cod (2-lb.)	2 40	2 50
Shredded codfish (12-lb. box)	2 40	2 50

Dried codfish 100-lb. bbl.	13 00	13 00
PICKLED FISH		
Herrings (Scotch cured), barrel 11 2;	12 00	12 00
Scotia, barrel	12 00	12 00
Do., half barrel	6 25	6 25
Mackerel, barrel	34 00	34 00
Salmon, Labrador (200 lbs.)	26 00	26 00
Salmon, B.C. (200 lbs.)	24 50	24 50
Sea Trout (200-lb. bbls.)	25 00	25 00
Turbot (200 lbs.)	17 00	17 00
Codfish, tongues and sound, lb.	0 17	0 17
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	0 18	0 18
Bloters, box	2 00	2 00
Kippers	2 25	2 25
OYSTERS		
Cape Cod, per barrel	16 00	16 00
Batouche, per barrel	15 00	15 00
Scallops, gallon	4 50	4 50
Can No. 1 (Solids)	2 50	2 50
Can No. 3 (Solids)	7 50	7 50
Can No. 5 (Solids)	12 50	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	9 00	9 00
SUNDRIES		
Paper Oyster Pails, ¼ lb. per 100	1 75	1 75
Crushed Oysters Shell, 100-lb.	21 60	21 60
Paper Oyster Pails, ¼-lb. per 100	2 25	2 25

ONTARIO MARKETS

TORONTO, Aug. 22—Packers are bidding lower again this week for live hogs, and price tendencies in the hog market are towards weaker levels. Quotations in pork products are generally steady with a week ago, the declines in the market for live hogs not yet being reflected in the prices of lard, provisions, etc. Cheese is holding at easy figures and butter and eggs are firm. Fresh poultry is arriving more abundantly.

Fresh Meats Are Selling Easier

Toronto.
FRESH MEATS.—Fresh meats are ruling fairly easy. Live hogs are selling at easier figures on the basis of \$22.25 f.o.b., and the tendency is towards even lower prices. Fresh legs of pork, up to 18 pounds, are selling at 41 and 42 cents, and loins of pork at 42 and 43 cents. Quotations on fresh beef are easier, too. Hind quarters of beef range all the way from 15 to 26 cents per pound, and front quarters from 10 to 14 cents. Calves are selling at from 23 to 30 cents, and spring lamb is from 27 to 28 cents per pound.

Hogs— FRESH MEATS

Dressed, 70-100 lbs., per cwt.	\$30 00	\$30 00
Live, on cars, per cwt.	22 75	22 75
Live, fed and watered, per cwt.	23 25	23 25
Live, f.o.b., per cwt.	22 25	22 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 41	0 42
Loins of pork, lb.	0 46	0 46
Tenderloins, lb.	0 46	0 46
Spare ribs, lb.	0 14	0 15
Picnics, lb.	0 34	0 34½
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	0 32	0 34½
Boston butts, lb.	0 35	0 35
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 14
Ribs, lb.	0 15	0 26
Chucks, lb.	0 08	0 14
Loins, whole, lb.	0 30	0 30
Hips, lb.	0 18	0 24
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 30
Lambs, whole, lb.	0 20	0 20
Spring lamb	0 27	0 28
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Hams and Bacon At Steady Figures

Toronto.
PROVISIONS.—Quotations on hams

and bacon are steady, no changes being reported in comparison with last week. But the tendency is towards weaker levels. There is a brisk demand for both hams and bacon. The decline in the hog market last week is not yet reflected in the quotations on provisions. Dry salt meats and barrel pork are holding steady.

Hams—

Medium	0 46	0 49
Large, per lb.	0 42	0 44
Bacon—		
Skinned, rib in.	0 52	0 55
Boneless, per lb.	0 55	0 59
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 56	0 68
Roll, per lb.	0 40	0 41
Wiltshire (smoked sides), lb.	0 45	0 45
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-90 lbs.	0 31	0 31
Fat backs, 16-20 lbs.	0 38	0 36
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	55 00	56 00
Short cut backs, bbl., 200 lbs.	66 00	66 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	58 00	60 00
Lightweight	64 00	64 00

Above prices subject to daily fluctuations of the market.

Active Inquiry For Cooked Meats

Toronto.
COOKED MEATS.—There is a very active inquiry for all cooked meats, and the demand is maintaining prices at high levels. Both boiled and roast hams are selling at from 65 to 66 cents per pound. Roast shoulders are selling at from 53 to 54 cents per pound. Choice jellied ox tongue is selling at 70 cents per pound.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and		

Cheese, lb.	0 27
Choice jellied ox tongue, lb.	0 70
Pork and Tongue, lb.	0 35

Above prices subject to daily fluctuations of the market.

Butter Market Continues Firm

Toronto.
BUTTER.—The butter market is strong at unchanged figures. Dealers are paying 53 cents per pound for prints and 52 cents for solids. The prints are selling to the trade at from 55 to 56 cents.

Creamery prints (fresh made)	0 55	0 56
Creamery solids (fresh made)	0 54	0 55
Dairy prta., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	0 45	

New-laid Eggs Arriving Freely

Toronto.
EGGS.—There is a very steady demand for eggs, and the production is fairly heavy. Dealers are buying them at 49 cents per dozen in the country. New-laid, in cartons, are selling at from 58 to 60 cents, and number ones at from 54 to 55 cents.

Eggs—

New laids, in cartons, doz.	0 58	0 60
New laids, doz.	0 54	0 55

Prices shown are subject to daily fluctuations of the market.

Cheese Prices Ruling Easy

Toronto.
CHEESE.—The cheese market is unchanged. There is a demand for colored cheese just now, and, of course, a large proportion of the white cheese is selling for export, on the basis of Montreal delivery at 25 cents. Dealers are paying 26 cents for the colored cheese. Large cheese are selling to the trade at 28 cents, and New Stiltons at 29 cents.

Cheese—

Large	0 28
Stilton (new)	0 29
Twins ½ lb. higher than large cheese. Triplets 1½ higher than large cheese.	

Margarine Prices Are Firmer

Toronto.
MARGARINE.—There is a fairly good demand for margarine these days. The number one pound prints are slightly firmer, at from 36 to 37 cents. Other grades are steady.

Margarine—

1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Lard Has a Brisk Demand

Toronto.
LARD.—Lard is holding strong at 37 and 37½ cents per pound, tierce basis. There is a brisk demand for lard, and the strength of the market for all pork products finds lard no exception.

Lard, tierces, 400 lbs., lb.	0 37	0 37½
In 60-lb. tubs, ½c higher than tierces, pails ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Shortening Prices Steady

Toronto.
SHORTENING.—Shortening is in good demand, and quotations vary according to the make. It is for the most part, however, selling at from 31½ to 32 cents per pound.

Shortening—

Tierces, 400 lbs., lb.	0 31½	0 32
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Spring Chickens Sell Easier

Toronto.
POULTRY.—Live spring chickens are quoted easier this week in the country at 29 cents per pound to the dealer. The dressed is selling at 32 cents. Supplies coming forward now are more plentiful. Dressed spring chicken is quoted to the retail trade at from 40 to 45 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 22	0 25
Fowl, over 4½ lbs.	0 30	0 30
Fowl, under 4½ lbs.	0 27	0 27
Spring chickens	0 29	0 32

Prices quoted to retail trade:—

	Dressed
Hens, heavy	\$ \$ 0 35
Do., light	0 33
Chickens, spring	0 40
Ducklings	0 35
Turkeys	0 49

Haddock and Cod A Little Scarce

Toronto.
FISH.—Haddock and cod are reported a little scarce this week. Rough weather has interfered with the catch, dealers state, and the supplies coming forward have not been as heavy. Fresh flounders are selling at 10 cents per pound and supplies are being quickly picked up. There is no fresh Restigouche salmon on the market, but B. C. salmon is selling at from 27 to 28 cents per pound. Fresh pickerel is quoted at 18 cents per pound, and fresh mackerel at 20 cents.

FRESH SEA FISH

Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	0 12	
Do., heads on, lb.	0 10	
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	0 27	0 28
Fresh B. C. Salmon		

FROZEN SEA FISH

Salmon	0 25
Herring	0 09
Mackerel	0 12

FRESH LAKE FISH

Lake herring, round lb.	0 10
Do., dressed, lb.	0 11
Trout, lb.	0 17
Whitefish, lb.	0 16
Mullets, lb.	0 05
Fresh pickerel	0 15
Ciscoes	0 16
Pike	0 09
Fresh mackerel	0 15

WINNIPEG MARKETS

WINNIPEG, Aug. 16—There is a generally easier feeling in produce lines during the week. High prices are expected to decline, and this will, of course, have an effect on all associated lines. Butter is fairly plentiful and creamery shows a slight decline, with indication of a decline in dairy also. Eggs are fairly plentiful and show an easier feeling.

Expect Slight Decline In Hog Prices

Winnipeg.
Hogs are expected to have a slight decline, following the American market. The trade, even at such high prices, continues very brisk.

Slight Declines Recorded in Butter

Winnipeg.
BUTTER.—Creamery butter is showing a slight decline. Dairy butter is a little weaker, with a drop expected.

Eggs Plentiful; Prices Decline

Winnipeg.
EGGS.—Eggs are quite plentiful for all requirements at present. The market at present shows a slight decline.

Serious Shortage Of Sugar Stocks

Winnipeg.
SUGAR.—The situation here is very serious, as a number of refiners are refusing orders. One large retail firm has thirty-five cars on order and are only able to get two and three cars at a time and are in doubts as to the order being filled.

The Government has been requested to see that retailers be supplied in preference to manufacturers of confectionery, as there are large quantities of fruit now ready for preserving, and unless sugar is available it will necessarily spoil.

Still Firmer Feeling In Bean Stocks

Winnipeg.
BEANS.—The bean market is practically unchanged, if anything, a little firmer for the better quality stock. British Columbia stock of best quality is cleaned up, only a limited quantity of inferior quality now being offered. Owing to export demand the price on these is likely to advance.

WINNIPEG MARKETS

(Continued from page 43)

of the coast at present. Supplies are getting very short, and buyers are buying freely.

LARD

A good time to buy lard. And when you buy—buy "Star" Brand. There will be a big demand for lard to go to Europe—prices will be higher.

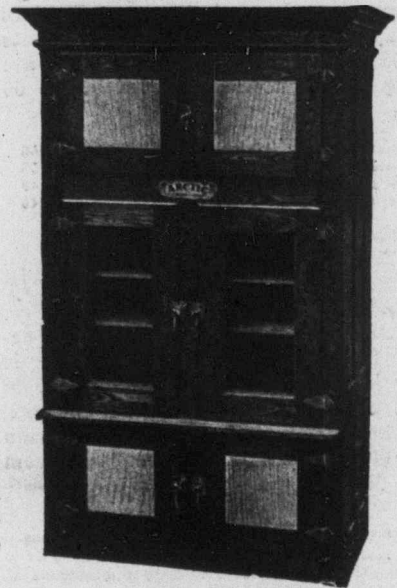
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F. W. FEARMAN CO.
LIMITED
HAMILTON

ARCTIC SAFETY

More Necessary
than Ever

You simply can't take chances these days. With prices of many things going still higher people are becoming more critical than ever of the condition of the food they buy and the policy of the merchant in keeping everything fresh beyond a doubt. Don't take the risk of uncertain refrigeration. Get an Arctic at once and be safe. There's a style and price that will exactly fit your needs. Write to-day for free catalogue and prices.



JOHN HILLOCK & Co. Limited

Office, Showrooms and Factory: 154 GEORGE ST., TORONTO
AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.



SALT PLANT, WINDSOR, ONTARIO

For years and years, the purity and quality of Windsor Salt have been the standby in the grocery trade of Canada. This is why practically every grocer sells

Windsor
Table
Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only \$18.00.



The CANADIAN Open

The Computing Cheese Cutter Co.
WINDSOR, ONT.



From the cool depths of the Atlantic
come these delicious Brunswick Brand Sea Foods

Out beyond Passamaquoddy Bay on the New Brunswick Sea Coast the fishing fleets of Connors' Bros., Limited, are busily engaged in securing the "catches" from which are later selected the very finest fish to be processed and put up in the well-known Brunswick Brand containers.

Through every part of the process, from the moment the fish is taken from its natural element until the container is finally sealed and labeled, every possible precaution is taken to assure a continuance of that standard of goodness for which Brunswick Brand Sea Foods are noted.

Always have a good stock of Brunswick Brand on hand.

CONNORS BROS., LIMITED
Black's Harbor, N.B.

Ford

Announcement

FORD policy has always been one of progress.

We now announce a pronounced step forward.

Ford Touring Cars and Runabouts may still be purchased at the minimum price—Runabout \$660; Touring \$690.

Electric Starting and Lighting equipment will be supplied if desired, at \$100.00 extra.

Coupe \$975, Sedan \$1175 (Closed model prices include electric starting and lighting equipment).

If you wish demountable rims, tire carrier and non-skid tires on the rear, they will be supplied on closed cars only, at \$25 extra.

These prices are f. o. b. Ford, Ontario, and do not include War Tax. ¹²⁵

Ford Motor Company of Canada
LIMITED
Ford, Ontario

PURINA PRODUCTS

AT THE EXHIBITION

Toronto, August 23rd to September 6th

**Branzo's, Purina Whole Wheat Flour,
Ralston Wheat Flour**

See Exhibit in Manufacturers' Building

A full line of these famous, scientific, health and strength producing foods will be exhibited and explained. Grocers particularly will be interested.

PURINA POULTRY FEEDS

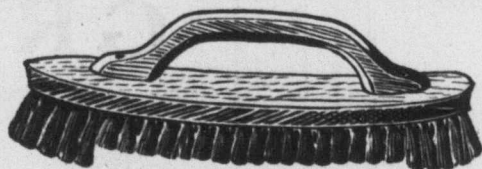
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THE PUBLIC AND THE TRADE CORDIALLY WELCOME

THE CHISHOLM MILLING CO., LTD., TORONTO

Better

Brushes



Greater

Sales

Your Customers Come Back For More

Once your customers use **Simms' Brushes and Brooms** they readily see how much better they are in every way. From the cheapest household brush to the best broom they find Simms' Brushes and Brooms give more satisfactory service in every way—they wear longer, stand up longer, and the stock is in to **stay**.

Simms' Brushes bring people back. A display of Simms' Brushes and Brooms during Spring Housecleaning time will mean sales in other housecleaning lines.

Make sure you have a good stock on hand, and don't disappoint your customers when they ask for **Simms'**. Get price-list from us at once.

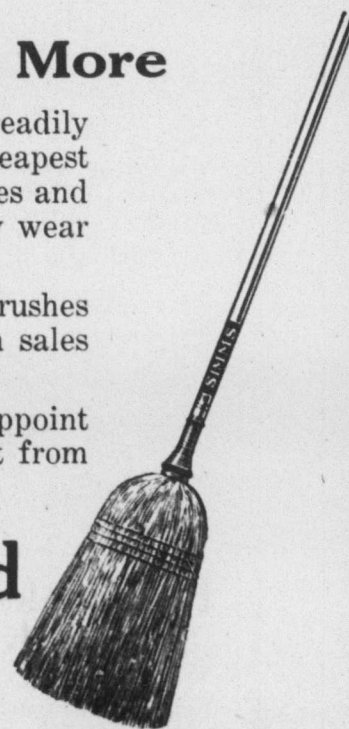
T. S. Simms & Co., Limited

ST. JOHN, N.B.

Branches: Montreal

Toronto

London





ROSE'S LIME JUICE

The Original and Genuine Brand

Rose's Lime Juice looks so tempting in the bottles that a little display pulls big results.

Then the taste! And the flavor! Just the kind to captivate people who are particular.

Try Rose's. It's a good repeater.

Holbrooks, Ltd.
Toronto and Vancouver

MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

**TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS**

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW

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

Order from your wholesaler or

Cie Canadien Importation

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every
City and Town.





Fine, full-flavored Dressings

Royal Salad Dressing and Royal Mayonnaise

You can guarantee flavor and quality to the last drop when the name "Royal" is on the label.

Salads make ideal substitutes for high-priced meats and the two Royals make the most pleasing salad dressings.

Start sales with a good counter display.

HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA

Buy Macdonald's—

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

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

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

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



*Trade Mark
Registered*

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



Brier Caddy



Prince of Wales Caddy

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

Just As Good As They Can Be Made

If it were possible to make **Malcolm Milk Products** any better we would make them so. But science and skill cannot produce milk products of finer quality than those put up under the Malcolm Condensing Co.'s labels. They are made from selected creamy milk from healthy Canadian cows, processed and put up by Canadians for the Canadian trade.

If you have yet to try out **Malcolm's**, send to-day for a 5-case lot. We pay freight charges up to 50c per 100 lbs.

The
Malcolm Condensing Co., Ltd.
ST. GEORGE, ONT.



KING GEORGE'S NAVY

CHEWING
TOBACCO

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider.

People there are in every community who are "strong" for a real, good Chewing Tobacco

such as King George's Navy.

They like the palate tickling goodness of King George's Navy. A first purchase brings

them back for more and clinches their tobacco trade for the King George dealer.



Rock City Tobacco Co., Ltd.

**JAMS
MARMALADES
PEELS**

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lambertson, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

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Agents

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: PRODUCE MERCHANTS :**

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

**SHIPPERS, PACKERS and EXPORTERS
INVITED TO CORRESPOND**

Bankers: ROYAL BANK OF SCOTLAND

**DELICIOUS
NON-ALCOHOLIC
LIQUEURS**



Made by experts who know how to make sparkling wines of non-alcoholic nature.

- CREME DE MENTHE
- CHERRY WINE
- GINGER WINE
- SLOE GIN
- BLACKBERRY BRANDY

In Quarts and Pints

These wines make delicious beverages, and have a taste that's different.

This is a high class line that will show good profit.

SELLING AGENTS
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30 St. Francois Xavier St.
MONTREAL

For All Nervous Diseases
**MATHIEU'S
NERVINE POWDERS**



An unequalled remedy for such every-day complaints as Headache, Neuralgia, Insomnia, etc.

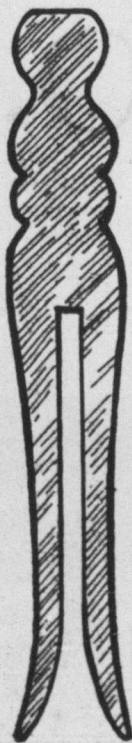
Many of your customers need such a nerve soother. Remember these Nervine Powders contain absolutely no Morphine, Opium or other habit-forming drug.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

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



Lake Megantic, Que.



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

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**The Perfect
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Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

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will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

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POTS & PANS IN
TWO MINUTES
WITHOUT TOOLS

Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, \$2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operating Vol-Peek Mfg. Co.)

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

Is there a water-closet in your store building?

Clean it with *Sani-Flush*.

You will be convinced that *Sani-Flush* is an article to recommend.

Get your customers to try *Sani-Flush* and they will keep on buying it.

Sani-Flush makes good and repeats.

HAROLD F. RITCHIE & CO.
LIMITED

10-12-14 McCaul Street

TORONTO, ONT.





**The
flavor
convinces**

It requires only one taste of Klim dissolved in water to convince the most skeptical that it is nothing more nor less than the purest and freshest separated milk. "The flavor Nature gave it" distinguishes Klim from any other milk product you sell, and further, gives it many more uses. Once Klim is introduced in the home it becomes a daily necessity.

Canadian Milk Products, Limited
TORONTO
 Winnipeg Montreal St. John



**COSGRAVE'S
PURE
Malt Vinegar**

It pays you best to sell branded, guaranteed goods. That's why you ought to sell **COSGRAVE'S PURE MALT VINEGAR.**

*Attractively Labeled
Bottles—2 Sizes*

RETAIL PRICES:
 Large Bottle 25c. Small Bottle 15c.
 100% Pure Well Advertised
ASK YOUR JOBBER FOR IT

**QUOTATIONS FOR
PROPRIETARY ARTICLES**

**SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR**

JAMS
DOMINION CANNERS, LTD.
 Hamilton, Ont.
 "Aylmer" Pure Jams and Jellies.
 Guaranteed Fresh Fruit and
 Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz.
 glass, 2 doz. case. Per doz.

Strawberry\$4 60
 Currant, Black 4 50
 Pear 3 90
 Peach 3 90
 Plum 3 70
 Raspberry, Red 4 50
 Apricot 4 00
 Cherry 4 30
 Gooseberry 4 00

**"AYLMER" PURE ORANGE
MARMALADE**

Tumblers, Vacuum Top, 2
 doz. in case\$2 30
 12 oz. Glass, Screw Top, 2
 doz. in case 2 55
 16 oz. Glass, Screw Top, 2
 doz. in case 2 25
 16 oz. Glass, Tall, Vacuum,
 2 doz. in case 3 25
 2's Tin, 2 doz. per case 4 80
 4's Tins, 12 pails in crate,
 per pail 0 78
 5's Tin, 8 pails in crate, per
 pail 0 97
 7's Tin or Wood, 6 pails in
 crate 1 36
 30's Tin or Wood, one pail in
 crate, per lb. 0 20

**PORK AND BEANS
"DOMINION BRAND"**

Individual Pork and Beans, Per doz.
 Plain, 75c. or with Sauce,
 4 doz. to case\$0 85
 1's Pork and Beans, Flat,
 Plain, 4 doz. to case 0 92½
 1's Pork and Beans, Flat,
 Tom. S ice, 4 doz. to case 0 95
 1's Pork and Beans, Tall,
 Plain, 4 doz. to case 0 95
 1's Pork and Beans, Tall,
 Tomato or Chili Sauce, 4
 doz. to the case 0 97½
 1½'s (20 oz.) Plain, per doz. 1 25
 Tomato or Chili Sauce ... 1 27½
 2's Pork and Beans, Plain,
 2 doz. to the case 1 60
 2's Pork and Beans, Tomato
 or Chili Sauce, Tall, 2
 doz. to case 1 52½
 2½'s Tall, Plain, per doz. 2 00
 Tomato or Chili Sauce ... 2 35
 Family, Plain, \$1.75 doz.; Family,
 Tomato Sauce, \$1.95 doz.; Family,
 Chili Sauce, \$1.95 doz. The above
 2 doz. to the case.

CATSUPS—In Glass Bottles

Per doz.
 ¼ Pts., Aylmer Quality\$1 90
 12 oz., Aylmer Quality 2 85

Per jug.
 Gallon Jugs, Aylmer Quality 1 62½

Per doz.
 Pints, Delhi Epicure 2 70
 ½ Pints, Red Seal 1 45
 Pints, Red Seal 1 90
 Qts., Red Seal 2 45
 Gallons, Red Seal 6 45

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

CONDENSED MILK
 Terms, net, 30 days.

Eagle Brand, each, 48 cans. \$9 60
 Reindeer Brand, each 48 cans. 9 15
 Silver Cow, each 48 cans 8 40
 Gold Seal, Purity, each 48 cans 8 25
 Mayflower Brand, each 48 cans 8 25

Challenge Clover Brand, each
 48 cans 7 78

EVAPORATED MILK

St. Charles Brand, Hotel, each
 24 cans\$6 90
 Jersey Brand, Hotel, each 24
 Cans 7 00
 Peerless Brand, small, each 24
 cans 3 15
 St. Charles Brand, Tall, each
 48 cans 6 90
 Jersey Brand, Tall, each 48
 cans 6 90
 Peerless Brand, Tall, each 48
 cans 6 90
 St. Charles Brand, Family,
 48 cans 6 50
 Jersey Brand, Family, each
 48 cans 5 75
 Peerless Brand, Family, each
 48 cans 5 75
 St. Charles Brand, small, each
 48 cans 2 90
 Jersey Brand, small, each 48
 cans 2 90
 Peerless Brand, small, each 48
 cans 2 90

CONDENSED COFFEE

Reindeer Brand, large, each
 24 cans\$6 50
 Reindeer Brand, small, each
 48 cans 6 50
 Regal Brand, each 24 cans. 5 90
 Cocoa, Reindeer Brand, large,
 each 24 cans 6 25
 Reindeer Brand, small, 48 cans 6 50

**W. CLARK, LIMITED,
MONTREAL.**

Compressed Corn Beef—½s, \$2.95;
 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.
 Lunch Ham—1s, \$6.95; 2s, \$13.85.
 Ready Lunch Beef—1s, \$4.95; 2s, \$9.
 English Brawn — ½s, \$3.65; 1s,
 \$4.45; 2s, \$8.95.
 Boneless Pig's Feet—½s, \$2.95; 1s,
 \$4.45; 2s, \$8.95.
 Ready Lunch Veal Loaf—½s, \$2.45;
 1s, \$4.45.
 Ready Lunch Beef-Ham Loaf—½s,
 \$2.45; 1s, \$4.45.
 Ready Lunch Beef Loaf—½s, \$2.45;
 1s, \$4.45.
 Ready Lunch Asst. Loaves — ½s,
 \$2.50; 1s, \$4.50.
 Geneva Sausage—1s, \$4.45; 2s, \$8.75
 Roast Beef—½s, \$2.95; 1s, \$4.95;
 2s, \$9.45; 6s, \$34.75.
 Roast Mutton—1s, \$6.35; 2s, \$11.95;
 square cans, \$45.
 Boiled Mutton—1s, \$6.35; 2s, \$11.95;
 6s, \$45.
 Jellied Veal—½s, \$3.35; 1s, \$4.95;
 2s, \$9.25.
 Cooked Tripe—1s, \$2.95; 2s, \$4.95.
 Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.
 Stewed Kidneys—1s, \$4.45; 2s, \$8.45.
 Mince Collops—½s, \$1.95; 1s, \$3.90;
 2s, \$6.85.
 Sausage Meat—1s, \$3.95; 2s, \$7.95.
 Corn Beef Hash — ½s, \$1.99; 1s,
 \$3.95; 2s, \$5.90.
 Beef Steak and Onions—½s, \$3.05;
 1s, \$4.95; 2s, \$8.95.
 Jellied Hocks—2s, \$9.45; 6s, \$30.
 Irish Stew—1s, \$2.95; 2s, \$5.95.
 Cambridge Sausage—1s, \$4.45; 2s,
 \$8.75.
 Boneless Chicken—½s, \$5.95; 1s,
 \$9.95.
 Boneless Turkey — ½s, \$3.95; 1s,
 \$9.00.
 Ox Tongue—½s, \$4.95; 1s, \$12.00;
 1½s, \$18.50; 2s, \$23.95; 3½s,
 \$44.00; 6s, \$60.00.
 Lunch Tongue—½s, \$4.90; 1s,
 \$10.45.
 Mince Meat (Tins)—1s, \$2.90; 2s,
 \$4.00; 5s, \$12.90.

The Sale Is Increasing

The high price of local fruits this year is going to result in a still greater consumption of the already popular

Shirriff's

(True Seville)
**Orange
Marmalade**



It has become a regular standby in many homes, for every member of the family relishes it. Made of the true Seville oranges and pure cane sugar by real specialists, its uniformity of

quality and delicious flavor have won for it a permanent place of supremacy.

If you are not already prepared to meet the demand for Shirriff's, order a case or two to-day

Imperial Extract Company, Toronto

Selling Agents for Canada : Harold F. Ritchie & Co. Ltd., Toronto, Montreal

When you say "Gold Dust," does anyone ever ask, "What is it?"

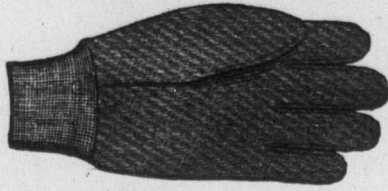
GOLD DUST
Washing Powder

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

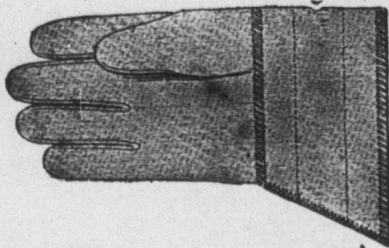
Let the **GOLD DUST** TWINS do your work.

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REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario

Every Sip Invigorates

Marsh's Grape Juice and Marsh's Unfermented Port; Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe are just the right sort of non-intoxicating beverages to attract more trade to your store and bring you good profit as well.

We can fill your orders promptly for any of the above with the exception of Marsh's Grape Juice, our stocks of which are entirely exhausted at present.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Ontario Agents:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.



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By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

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

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Vancouver

Have You Noticed?

In any conversation that is fairly general, some firebrand slashes out with condemnations right and left? What he says is interesting, but it isn't informing. Usually there is at least one man present who listens to the general villification thus started and then quietly brings out a point which causes all to pause and think.

This is the man with the balanced viewpoint—the man who gets to the bottom of things before condemning—who takes notice of the various influences at work.

It is this balanced viewpoint which is presented in the editorials of THE FINANCIAL POST.

**Government Advertising and the C.P.A.
Consider Some Recent Editorials.
Responsibilities of Auditors.
Careless Methods of Manufacturers.
A Good Man Gone Wrong.
Dr. McFall's Profiteering Charges.**

**The New Liberal Leader.
Need for Thrift and Greater Production.
The Western Budget Supporters.
Taxation Discouragement.
The Standard Reliance Scandal.
A Shortage of Unskilled Labor.
Dangerous Juggling With Figures.**

This is an age when many papers seem overly anxious to advocate what will be popular—to attack the "classes" and so to please the "masses." THE FINANCIAL POST'S aim is to get after the truth. THE POST frankly believes in capital. It believes capital has a right to a square deal, and that causing capital to fear for its future in Canada will do the Dominion inestimable harm. But THE FINANCIAL POST believes capital has obligations as well as rights, and holds capital—where necessary—to account.

You will find enlightenment in the balanced viewpoint of THE FINANCIAL POST'S articles and editorials. You will find its "Answers to Enquiry" department of value. THE POST is the paper for the thinker—be he rich or poor; the paper for the man who is eager to study not only what is best for his business, but what is best for Canada. This is the paper which you may receive weekly for one year at a cost of \$3.00. Fill in the attached coupon:

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FOR FAMILY TRADE

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

R. E. BOYD & COMPANY
Agents for the Province of Quebec
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OF-
RATS**

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.90 per lb. in bulk
BERG & BEARD MFG. CO Inc.
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(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

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J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

**Oranges
California Lemons
and Early Vegetables**

We Invite Correspondence

LEMON BROS.
Owen Sound, Ont.

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins 1 50
Forest and Stream, 1-lb. glass humidors 1 75
Master Workman, bars, 7s, 3 1/2 lbs. 1 20
Derby, 9s, 4-lb. boxes 1 08
Old Virginia, 12s 1 50
Old Kentucky (bars), 8s, boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal
BABBITTS

Soap Powder, case 100 pkgs. \$5 66
Cleanser, case 50 pkgs. 3 10
Cleanser (Kosher), cs. 50 pkgs 3 10
Pure Lye, case of 4 doz. 5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40
Lemons, 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb. \$0 24
In cases 12-12 lb. boxes to case 0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 25
Perfection, 1/2-lb. tins, doz. 2 75
Perfection, 1/4-lb. tins, doz. 1 45
Perfection, 10s size, doz. 1 10
Perfection, 5-lb. tins, per lb. 0 42
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb. 0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. 0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box. 1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box. 1 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes 0 32
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case. 0 31
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case 0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33
Diamond Crown Chocolate, 28 cakes in box 1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 36

No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
NUT MILK CHOCOLATE, Etc.
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 46
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. 0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box. 2 85
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box. 2 50
Fruit and Nut Milk Chocolate Slabs, per lb. 0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 43
Plain Milk Chocolate Slabs, per lb. 0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$5 50
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 2 75
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 5 50
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 2 75
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. 2 75
Crystallized Ginger, 1/2 lb., 1 doz. in box, per doz. 2 75
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb. 0 46
Triumph Chocolate, 1/4s, 4-lb. boxes, 35 boxes in case, per box 0 47
Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb. 0 46
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
12-1c. Milk Chocolate Sticks, 60 boxes in case. 0 80

5c LINES

Toronto Prices Per box

Filbert Nut Bars, 24 in box, 60 boxes in case \$0 95
Almond Nut Bars, 24 in box, 50 boxes in case 0 95
Puffed Rice Bars, 24 in box, 50 boxes in case 0 95
Ginger Bars, 24 in box, 50 boxes in case 0 95
Fruit Bars, 24 in box, 50 boxes in case 0 95
Active Service Bars, 24 in box, 50 boxes in case 0 95
Victory Bar, 24 in box, 60 boxes in case 0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case 0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case 0 95
Royal Milk Cakes, 24 in box, 50 boxes in case 0 95
Cream Bars, 24 in box, 50 boxes in case, per box. 1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box 1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Queen's Dessert, 10c cakes, 24 in box, per box. 1 00

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of all varieties of

Domestic Fruits and Vegetables

California Bartlett Pears

Finest Elberta Peaches
(Bushels)

NEW POTATOES AND ONIONS
100lb. Sacks

ORANGES LEMONS BANANAS

The House of Quality

HUGH WALKER & SON

Established 1861

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Exhibition visitors will be welcomed at the Fruit Market (foot of Yonge St.) Will have on display a full assortment of Local and Foreign Fruits.

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Toronto, Ont.



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We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices *right.* *Quality* as usual.

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LONDON, E.C. 4, ENGLAND

Cables: "Loudly, London."
Codes (Private): A. B. C. 4th and 5th Editions.
Western Union and Bantlays.

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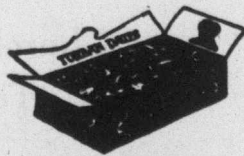
Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates

BRAND BUSREH

IN CARTONS. Cases each 60 nominal pounds



Turban Puddings

COMPLETE

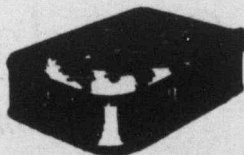


Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

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Cosgraves Pure Malt Vinegar.	60	Montreal Nut & Brokerage Co.	58
D		N	
Davies Co., Wm. Inside back cover		Nagle & Co., H. (Vol-Peek) ...	59
Dayton Scale Co. Back cover		National Biscuit & Confection	20
Des Brisay & Co., M.	11	National Fly Catcher Co.	23
Dodwell & Co.	10	National Licorice Co.	23
Dole Bros. Hops & Malt Co.	64	Nelson, C. T.	11
Dominion Salt Co.	67	Nicholson, Rankin & Co.	7
E		Nootka Packing Co.	10
Eckardt & Co., H. P.	63	Nutrient Food Co.	20
Eddy Co., E. B.	5	O	
El Roi-Tan Co.	15	Oakey & Sons, Ltd., John.	62
Escott Co., Ltd., W. H.	13	P	
Estabrooks Co., T. H.	23	Pacific Cartage Co.	14
Eureka Refrigerator Co.	10	Parke & Parke	68
F		Patrick & Co., W. G.	15
Fairbanks & Co., N. K.	61	Pennock & Co., Ltd., H. P.	13
Fearman, F. W.	50	Perry & Co., H. L.	14
Field & Co.	66	Pullan, E.	68
Ford Motor Co.	52	R	
Freeman & Co., J. L.	16	Red Rose Tea Co.	23
Furnivall-New Co.	23	Regina Cold Storage Co.	14
Fugita & Co.	9	Rock City Tobacco Co.	56
G		Rose & Laflamme, Ltd.	16
Gaetz & Co.	16	S	
Gauvreau, Paul F.	16	Salada Tea Co.	21
Gillard & Co.	67	Sarnia Paper Box Co., Ltd.	67
Grant, C. H.	12	St. Williams Fruit Preservers,	
Gray & Co., John	57	Ltd.	19
H		Scott-Bathgate Co., Ltd.	14
Hanson Co., Ltd., J. H.	16	Simms & Co., T. S.	63
Hargreaves, Ltd.	15	Sibbald & Co.	13
Henderson Brokerage, Ltd., B.		Sloane & Co., J. C.	21
M.	14	So-Clean, Ltd.	67
Hillock & Co., John	50	Spratts, Ltd.	15
Holbrooks, Ltd.	54	T	
Horne, Harry & Co.	2	Taylor & Pringle	54
Horton Cato	55	Thompson & Co., J. C.	16
Howe, McIntyre & Co.	16	Toronto Pottery Co.	67
Huntley & Palmers, Ltd.	18	Toronto Salt Works	67
Hygienic Products Co.	59	Trent Mfg. Co.	67
I		Turton, J. E.	16
Imperial Extract Co.	61	V	
Imperial Rice Milling Co.	10	Venables & Merryfield	11
Island Lead Tea Mills	64	W	
J		Wagstaffe, Limited	8
Jeffress, Ltd., E. W.		Walker & Son, Hugh	65
Inside front cover		Wallace Fisheries, Ltd.	11
K		Watford Mfg. Co.	65
Kelly-Clarke Co.	11	Watson & Truesdale	13
Kellogg-Cereal Co.	4	Western Transfer & Storage Co	14
		White & Co.	65
		White Cottell's	67
		Windsor & Co., J. W.	2
		Whittall Can Co., A. R.	22
		Williams Storage Co.	15
		Woods & Co., Walter	60

Wanted

Classified Advertising

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

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

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

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

WANTED

WANTED—GROCERY DELIVERY WAGON with cover, all in good repair; must be bargain. Cawker & Hooper, Bowmanville, Ont.

WANTED—AN EXPERIENCED TEA TRAVELER for Eastern Ontario and Ottawa District. Apply Box 1454, Montreal.

SALESMEN—LONG ESTABLISHED CONNECTION with grocery trade in Montreal, is open for one or two good lines on commission. Box 706, Canadian Grocer, 143 University Avenue, Toronto, Ont.

WANTED

AGENCIES FOR
Butter, Flour, Cheese, Oats,
Beef and Dried Fish, Pork
Products.

Area: Guiana and West Indies

A. H. ROBERTS
GEORGETOWN DEMERARA

FOR SALE

The Wholesale Grocer
Sundries business of
F. COWARD
with good C.O.D. connection.

As going concern.
Established 10 years.
Excellent reasons for
selling. About \$4,500.

Apply

MR. FAHEY
THE COWAN CO.

We have reply to New Liskeard advertisement, but as name was not signed, we do not know to whom replies are to be forwarded.

CANADIAN GROCER.

FOR SALE

FOR SALE—GENERAL STORE AND DWELLING in a good locality. Annual turnover about \$30,000. Apply Box 712, Canadian Grocer, 143 University Ave., Toronto, Ont.

ANY FIRMS BUYING POTATOES IN CAR lots will do well to communicate with Prior Bros., merchants, Portage la Prairie, Man.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 115 Sumach St., Toronto.

WANTED
USED JUTE
**SUGAR
BAGS**
AND COTTON LINERS

E-PULLAN
TORONTO

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

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

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENCIES WANTED

MONTREAL COMMISSION BROKERS ARE looking for additional agencies, grocery and candy specialties, chocolates, etc. Strong connection, wholesalers and jobbers. Address "D." care of 12 Fernwood Park Ave., Toronto.

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

CATSUP THAT WILL KEEP

IS MADE FROM
**Parke's Catsup Flavor
and Preserver**



A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.
No Additional Spices
Required

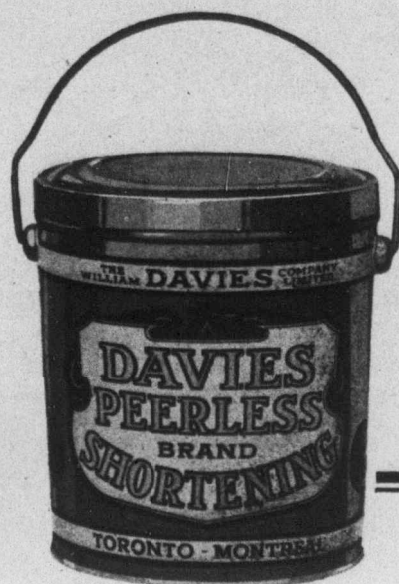
Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price: \$2.25 per doz.; \$27.00 per gross.
PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

CANADIAN GROCER

Judged by Results

—here is a Shortening
that WILL
and DOES
give satisfaction!



“Peerless” Shortening

IT makes an attractive exhibit on your shelves and in your window—but best of all it's a SELLER, and that's what counts most, isn't it?

When a customer buys a product time after time—and always insists on getting the same particular brand—that brand must have MERIT.

And this is what happens continually with “PEERLESS SHORTENING.”

*Sold in 3lb., 5lb. and 10 lb. Bright Tin Pails
and in 1 lb. Sanitary Cartons.*

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO & MONTREAL

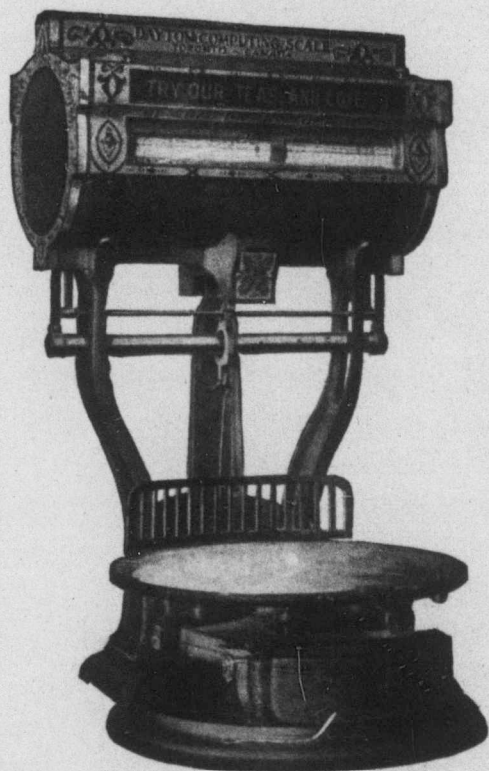
Canada Food Board Packer's License No. 13-50

VICTORY YEAR!

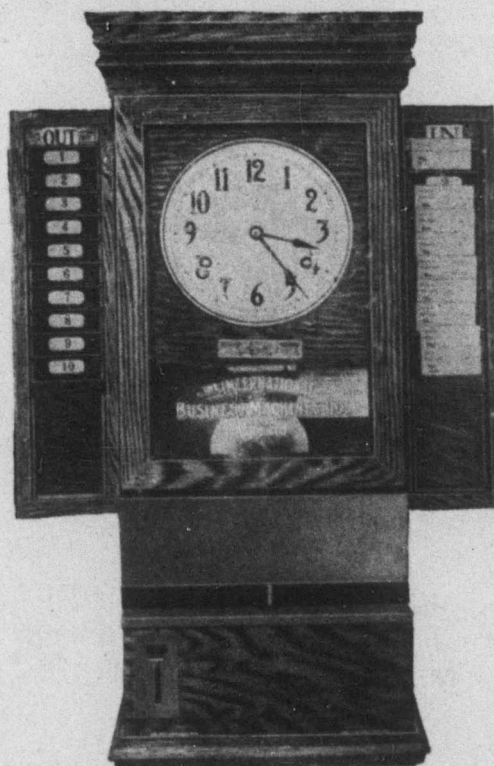
Get the feeling! Get the swing of Victory! Get it into your business. Come to the great National Exposition at Toronto this year with a mind open to new ideas—Victory Ideas—to help your business make more money. See our Exhibit of

Dayton Computing Scales and International Time Recorders—in Industrial Bldg.

They point the way to bigger profits for every retail store.



THE DAYTON SCALE
"The World's Greatest Computing Scale"



INTERNATIONAL TIME RECORDERS
"Make Every Working Hour Yours"

Our products are the highest priced in the world—yes—but they do more and better work and last longer—and they are made in Canada. They cost money—to be without!

DAYTON COMPUTING SCALES

Frank E. Mutton
Vice-Pres. and Gen'l Mgr.

Royce and Campbell Avenues, Toronto.
Also at Montreal, Winnipeg, Vancouver

Division International Business Machines Co., also makers of International Time Recorders and Hollerith Electric Tabulators