

# CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, MAY 31st, 1918

No. 22

*It Pays to Please*

Push **WHITE STAR** Yeast

and please your customers.

Per box \$1.25 of 3 doz. pkts.

Less 3%



CANADIAN GROCER

# KING GEORGE'S NAVY

CHEWING  
TOBACCO

The demand is there. Why not meet it?

Good grocers everywhere are finding it good business to stock and suggest the delightful Canadian chew — King George's Navy.

Men who buy it once come back for more, and the profit margin is indeed worth while.

Your wholesaler handles King George's Navy.



Rock City Tobacco Co., Ltd.

## **PROHIBITION** BY THE BRITISH GOVERNMENT

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

### **MUNITIONS OF WAR**

This regulation precludes our manufacturing (for the present)

### **BOTTLE CAPS**

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

**BETTS & COMPANY, LIMITED**

1 Wharf Road . . . . . LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

# BORDEN'S

Push *Borden's* Now  
and "ring in" on the Summer demand



WARM Summer days  
enhance the well-  
established popularity of  
Borden Milk Products.



Their splendid convenience, coupled with their unimpeachable quality—the famous Borden quality—have placed them first in favor with Campers, Picnickers, Summer Cottagers and the many other Summer outing folks.

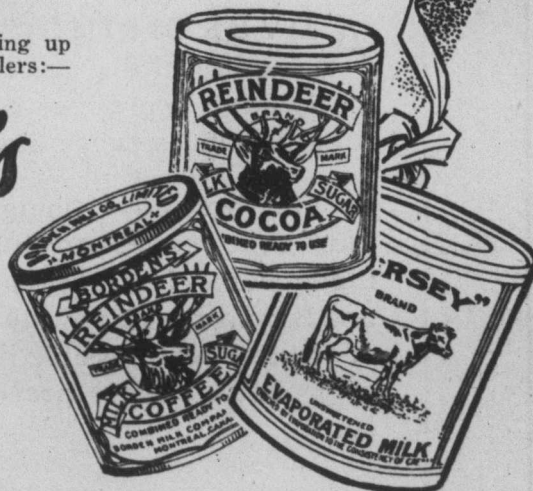
Grocers should keep their Borden stocks well to the front during the warm weather weeks.

Lively selling will result and—well you know the splendid margin on Borden sales.

If your stock is not complete, ring up your wholesaler. Here are the sellers:—

## *Borden's*

- Eagle Brand Condensed Milk.
- St. Charles Evaporated Milk.
- Reindeer Condensed Milk.
- Reindeer Coffee and
- Reindeer Cocoa.



# Borden Milk Co. Limited

"Leaders of Quality"  
Montreal

Branch Office:  
No. 2 Arcade Bldg., Vancouver

# Save Sugar and Ships

By using more Brown Sugar and less Granulated you will release much extra tonnage in ships for the use of the Allies for carrying men and supplies overseas. This will be a patriotic duty and help win the war.

*Royal Acadia Sugars—Highest Purity.*

## The Acadia Sugar Refining Co.

Limited  
HALIFAX, CANADA



**"EVERY GRAIN  
PURE CANE"**

**A**DVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

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



Lake Megantic, Que.



**Represented by**

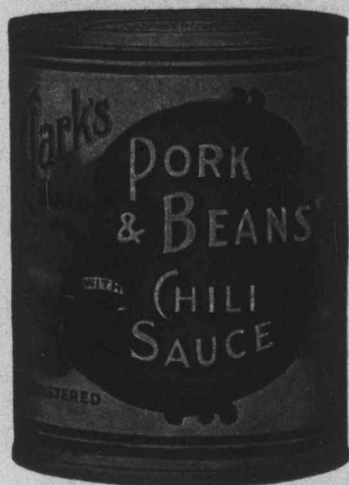
Boivin & Grenier, Québec.  
Delorme Frère, Montréal.  
J. Hunter White, St. John, N.B.  
H. D. Marshall, Ottawa.  
Harry Horne Co., Toronto.  
Tomlinson & O'Brien, Winnipeg.  
Oppenheimer Bros., Vancouver.

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

Satisfaction on these three lines guaranteed.



# CLARK'S



## TWO READY SELLERS

Well advertised and with an unrivalled reputation for

## QUALITY

*Economical for your customer.*

*Profitable for you.*

**W. CLARK LTD.**



**MONTREAL**

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

# H.P. SAUCE

The Ideal Leading Line

H.P. is selling freely by sheer merit and good advertising.  
 H.P. Sauce makes business—keeps business—increases business.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.  
 R. B. Seeton & Co., Halifax, N.S.  
 The Midland Vinegar Co., Ltd., Birmingham, Eng.



**Approved  
 by dealer  
 and customer**

Marsh's Grape Juice pleases the dealer with lively selling and the customer with its delicious Concord Flavor.

Freight prepaid on 5-case lots or more.

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

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.



## Cobban's Herb Tablets

THE GREAT CURATIVE HERB TABLETS

A Superior Laxative and System Renovator  
 Direct from Nature's Dispensary



A PURE HERB TABLET

for correcting all abnormal conditions of the Blood, Stomach, Liver and Kidneys.

No. 3299

The Proprietary of Patent Medicine Act

Trade Mark

## A Good Profit and a Satisfied Customer

Those two things about represent what any dealer wants in every sale he makes.

COBBAN'S Herb Tablets yield you a liberal margin, and certainly do satisfy the purchaser. That is why they are always good for repeat orders.

## COBBAN'S HERB TABLETS

are the ever-popular herb remedy in the modern, easy-to-take form of tablets. They are guaranteed to fulfil every claim.

Order a box of one dozen cartons from your wholesaler or direct from us. The advertising campaign we are running is bringing enquiries that live dealers are turning into sales.

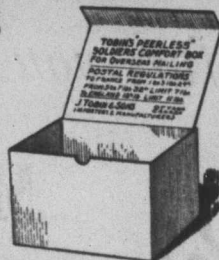
## Muncey Supply Company

Muncey - - - Ontario

Maclure & Langley, Toronto, Distributors for Ontario.  
 Watson & Truesdale, 120 Lombard St., Winnipeg,  
 Distributors for Canadian North-West.  
 Robert Gillespie Co., Vancouver,  
 Distributors for British Columbia and Alberta.

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

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



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

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

## SMALL'S MAPLE SYRUP

Maple Butter



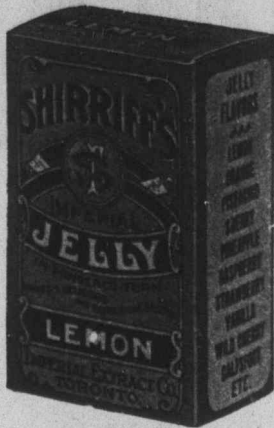
Maple Sugar

World's Standard For Nearly One Hundred Years

— AT ALL JOBBERS —

**SMALL'S, Limited** - - - **Montreal, Que.**

**“On again! Off again! Fine! Again!”**



On your shelves, off again—that is the way with these Shirriff ready-sellers. For they make desserts which combine delicious flavor, attractive appearance and economy of both time and money for the busy housewife.

# Shirriff's Jelly Powders

afford a complete line of fruit flavors, including lemon, orange, pineapple, strawberry, raspberry, etc.

Start with a case or two now and remind your customers what splendid desserts Shirriff's make—they won't linger on your shelves. We supply handsome window material to hasten turnovers. Write to-day.

**Imperial Extract Company, Toronto**

## WETHEY'S

# Orange Marmalade

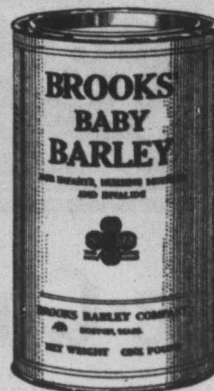
**excels  
all others**

## This is the barley

—that, because of its purity, freshness and high quality has won the endorsement of the highest Infant Specialists.

## BROOKS' Baby Barley

**Fast Seller. Good Profits. Satisfied Customers.**



*Order from your wholesaler.*

**Three Sizes**

1/2 lb.,	per doz.	- \$ 2.30
1 "	" "	- 3.80
3 1/2 "	" "	- 11.50

**Agents for Canada:**

**Harold F. Ritchie  
& Co., Limited  
TORONTO**

Made by BROOKS BARLEY CO., Boston, Mass.

Now for regular  
Summer displays of

**MINTEES**

and

**KRACKLEY NUT**

Everybody likes **MINTEES** and  
**KRACKLEY NUT**

**T**HESE delicious confections have a particular appeal to all manner of summer folk. To campers, Picnickers, Week-end Trippers; to each and every holiday maker **MINTEES** and **KRACKLEY NUT** are simply necessities.



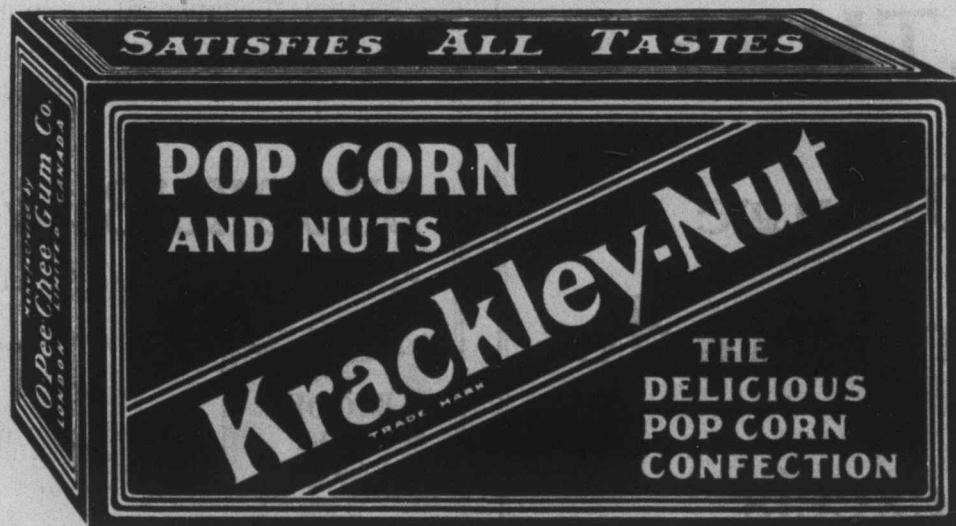
After Eating - After Smoking

You know **MINTEES** — the delightful little five-cent line that comes to you in boxes of twenty-five neatly wrapped rolls. Put up in attractive looking counter displays that pulls immediate attention and keeps the small change rolling in every day and all day.

And **Krackley-Nut**—always a big seller wherever introduced. Big, generous-sized boxes strikingly labeled in red and green. Just the kind that makes effective displays easy. And **Krackley-Nut** goodness assures regular repeats.

Feature **Mintees** and **Krackley-Nut** strong during the holiday season. Be sure your stock is ample enough.

ORDER FROM YOUR JOBBER



**O-Pee-Chee Gum Co.**

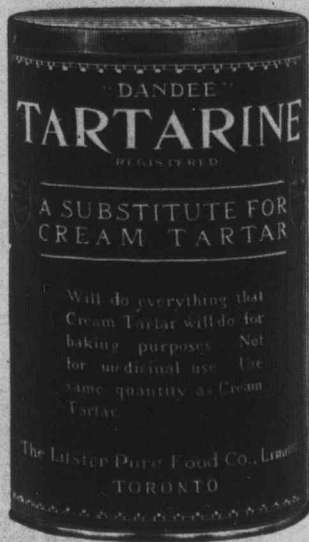
Limited

LONDON CANADA



# Guaranteed

equal  
to  
Cream  
of  
Tartar  
for  
all  
Baking  
Purposes.



*Leading Jobbers Sell Tartarine.*

**Litster Pure Food Co.**  
Limited  
TORONTO



A 10c.  
Can for  
5c. and  
premiums  
for Trade  
Marks

That is the selling proposition you get in Babbitt's Cleanser.

The Housewife knows Babbitt's. It only needs a little selling effort on your part to keep your stock moving briskly.

Babbitt's Cleanser is always reliable. That's the reason it repeats.

**Wm. H. Dunn Limited, Montreal**  
General Representatives for Canada  
**DUNN-HORTOP, LIMITED, TORONTO**  
*Special Agents*

**Imperial Rice Milling  
Co., Ltd.**  
VANCOUVER, B.C.



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

**Mr. George Washington  
of New York  
Says**

that he has turned the entire output of the G. Washington Refined, Soluble Coffee, over to the Government for the Soldiers in the front line trenches Overseas.

He hopes shortly to be able to again supply the trade; in the meantime you and your customers' indulgence is asked.

Some of the Jobbers still have stock.

# BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.)

HAMILTON

We are Hamilton Agents for DIAMOND CRYSTAL SALT  
*"The Salt That's All Salt"*

Big shipment just to hand. Send us your order for quality goods.

**BRISTOL, SOMERVILLE & CO.**



## PROFITS and REPEATS

are characteristic of Barnes' Pure Concord Grape Juice. Good dealers know this and keep their stock constantly displayed. Are you getting your share?

The  
Ontario Grape Growing  
and Wine Mfg. Company  
ST. CATHARINES, ONTARIO



## Today - Tomorrow - Everyday

Get Wonderful Soap displayed in your store and watch how well it will sell and the good profits it will give you.

The demand for Wonderful Soap is evident always. Today, To-morrow, Every day of the year, you'll find this popular cleanser worth showing.

Include Crystal Soap Chips in your order.

**Guelph Soap Co.**  
Guelph, Ont.

We have a quality record to live up to in every jar of jam we produce.

The Furnivall reputation has been built upon the lasting foundation of better quality.

There we mean to keep it if care and skill coupled with the most up-to-date equipment can do it. You can always boost Furnivall's.

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

**Furnivall's**  
FINE  
FRUIT  
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

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



The beverage of untold centuries—is of the same matchless quality today as a thousand years ago. It cannot be improved. The Government of Japan guarantees the purity of Japan Tea. Its use by more than 50 per cent of Canada's tea drinkers testifies as to its quality.

*"The salts of tea reduce the amount of solid food necessary and maintain the vigor."*

—Dr. Williams, Yale.

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One of our consumer ads

We create the demand for Japan Tea —its own good quality maintains that demand.

No amount of consumer publicity, however attractive, could continue to increase the demand for Japan Tea if the quality wasn't all that the customer requires.

Get your share of the demand for Japan Tea by suggesting it to the Housewife. She is constantly reading about it in our consumer ads, and a suggestion from you will start sales going.

Japan Tea is a money-maker.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

When answering  
Advertisements please mention  
Canadian Grocer

**MANUFACTURERS:**

Do you require first class representation?  
Write us. Satisfaction guaranteed.  
**GEO. W. GRIFFITHS & CO., LTD.**  
Manufacturers' Agents and Commission  
Brokers  
402 Chamber of Commerce  
Winnipeg - Manitoba

**The Canada Nut Co., Limited**

"Specializing in Shelled Peanuts"  
Large stock always on hand.  
VANCOUVER, B.C.

## We will push your product in the West

Get the very best results from this prosperous field by letting us represent your interests right on the spot.

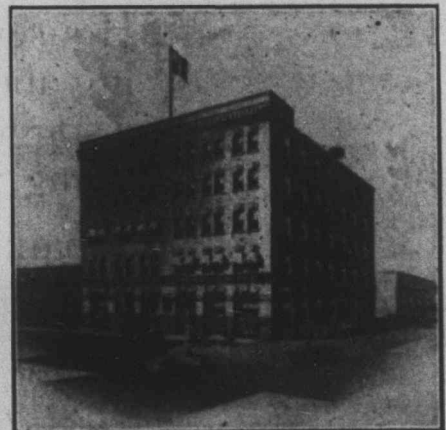
Twelve aggressive men (nine doing retail work exclusively) guarantee you rapid results.

Full particulars without any obligation from

### Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## WHOLESALE GROCERY BROKERS

*Manufacturers' Agents  
Commission Merchants*

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

Est. 1907. Write us.

Correspondence Solicited.

Head Office and Warehouse, 181-183 Bannatyne  
Ave. E., Winnipeg, Can.

## THE Robert Gillespie Co.

MALTESE CROSS BUILDING  
WINNIPEG

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

## Winnipeg Warehousing Co. Winnipeg

Prompt and Efficient  
SERVICE

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

WAREHOUSING  
DISTRIBUTING  
STORAGE

## WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage  
Storage  
Distri-  
bution

## C. H. GRANT CO.

Wholesale Commission Brokers and  
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manu-  
facturers first-class service.

# Warehouse Space To Rent

We have to rent in our Calgary warehouse two floors 50 x 110, and two floors in our Edmonton warehouse 50 x 120. These warehouses are located in the centre of the wholesale district, are of finest mill construction, and are equipped with two elevators. Lowest rate of insurance and good loading and trackage facilities. If you require warehouse space in Calgary or Edmonton, write our offices at these points.

# DONALD H. BAIN Co.

WINNIPEG

Head Office

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

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

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

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ONTARIO

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

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

**This Space is Yours**  
**For \$2.50**  
**On Yearly Order**

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

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

**Just try how MacKay's will sell**



**IT'S THE REAL MACKAY**


You can strongly recommend this delicious, wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

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



**Show her how to save the eggs**

Get your customers acquainted with the great economy of

**CANADIAN EGG & BAKING POWDER**

—a thoroughly dependable substitute for eggs in cake and pastry making.

First class results are always assured where Canadian Egg and Baking Powder is used.

Once the housewife recognizes how good and reliable this Egg and Baking Powder substitute is your stocks will quickly diminish.

**AGENTS**  
Robt. Gillespie Co., Winnipeg and Vancouver.  
Johnston Brokerage & Drayage Co., Sherbrooke, Que.

**The ECONOMICAL MILL**  
817 Laurier Ave., Montreal

# EL ROI-TAN PERFECT CIGAR

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

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**QUEBEC**

Complete Trade Connection.

## JOHN E. TURTON

Importer and Commission Merchant  
55 St. Francois Xavier St. - Montreal  
Wholesale and Retail

## G. B. MacCALLUM & CO.

GROCERY BROKERS  
489 St. Paul St. W., Montreal  
Complete connection with the Grocery and Confectionery trade of Montreal.  
Daily Motor Delivery to all parts of City and Suburbs.

## ROSE & LAFLAMME LIMITED

Commission Merchants  
Grocers' Specialties  
MONTREAL TORONTO

## H. D. MARSHALL

Wholesale Grocery Broker  
OTTAWA MONTREAL HALIFAX

## Oats—Peas—Beans—Etc.

Handled in any quantities to best advantage by  
**J. R. GENEST**  
Wholesale Grain, Flour, Feed and Provision Merchant  
BOARD OF TRADE BUILDING, MONTREAL

## FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS  
St. Nicholas Bld. - Montreal

**MARITIME PROVINCES**

## C. B. HART, Reg.

Montreal, P.Q.  
Grocery and Chemical Brokers  
Commission Agents

Do you require representation in New Brunswick?

Schofield & Beer, St. John, N.B.  
Commission Merchants  
Agents for: Acadia Sugar Refining Co., Ltd., Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.

## Gaetz & Mosher

MANUFACTURERS' AGENTS AND GROCERY BROKERS  
P. O. BOX 145 HALIFAX, N.S.

## NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!  
NO BONES!  
ALL MEAT!



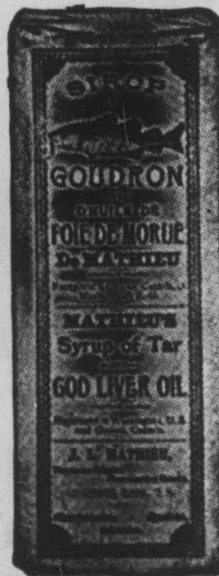
A/s NORWEGIAN CANNERS' EXPORT OFFICE  
Stavanger (Norway)  
Apply: STANDARD IMPORTS, LIMITED, Montreal

## Recommend these profit makers

You can do so confident that the excellent good qualities of

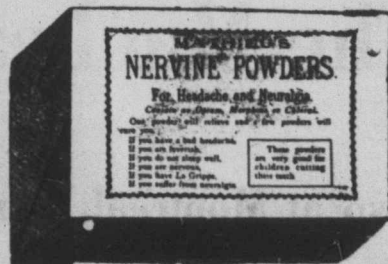
### Mathieu's Nervine Powders and Syrup of Tar

will give your customers that satisfaction which means repeat sales and good profits. The Mathieu lines are dependable remedies. Their reputation will be a big factor in netting you good sales and securing you more customer satisfaction.



## J. L. MATHIEU

COMPANY  
Sherbrooke Quebec



# John Wanamaker's Dominance

**J**OHAN WANAMAKER surpassed the merchants of the days of his beginning because he had an idea that they didn't have: namely, to multiply sales and customers. John Wanamaker has possessed this identical idea ever since, and it has made him the prince of merchants.

Smaller men among manufacturers and retailers lack this idea: they devote more thought and effort to buying right and running their business trimly. But they are not master merchants.

Now great success cannot come to any firm or any man apart from the Wanamaker idea—which is to multiply sales and customers. Given this idea, and pursue it ardently always, and fortunes and dominance are secured.

The winning and holding of customers and the enlargement of sales call for the employment of advertising. The printed solicitation gets to buyers that flesh-and-blood salesmen cannot get to, and gets to them at right times, and wears down resistance. Printed solicitations produce friendliness, and accelerate the traveller's sales efforts when he calls. Printed solicitations lower the cost of selling. The flesh-and-blood man cannot call on men for much less than \$2 a call. The printed solicitation can make calls for as low as a cent a call.

A cent a call! For this very small sum a seller can have access to a very complete list of buyers—the best of them as well as the most of them. A seller can get to this fine company of buyers no matter where they may be—in large cities, in crossroad villages, in off-the-main-line towns. He can get to foreign prospects—in Newfoundland, British West Indies, in South America. A seller can have access to a class of men who have formed the habit of reading advertisements as a necessary part of their day's work; and reading in particular the advertisements which are carried in their specialized business newspaper which they subscribe to, paying cash in advance therefor, and which they rely on for complete news relating to their business, including the news of advertisers—their proposals or statements about their goods.

All this for a cent a call!

Are you a director or official, with a voice in the selling policies of your house? And are you discouraging the use of advertising when advertising proposals come up for consideration? Think of John Wanamaker, Timothy Eaton, Marshall Field, Gordon Selfridge, Sears-Roebuck, Butler Bros., and a score of other firms making a great success. Think of the firms in Canada who have built up tremendous demand for their trade-marked, standardized and advertised product. And analyze the reasons for their great success. You will perhaps then have a new view concerning the function and value of advertising as a sales force or agent.

Then consider the cheapness of advertising to the retailer. You will get help from the table following:

	Cost per page (minimum)	Cost per year for page space	Cost per call
Dry Goods Review.....	\$35	\$420	1 2-5 cents
Men's Wear Review.....	30	360	2 cents
Canadian Grocer.....	24	1,248	5-11 cents
Hardware and Metal.....	24	1,248	8-11 cents
Bookseller and Stationer.....	25	300	1 2-3 cents
Sanitary Engineer.....	16.70	400	1 3-4 cents

**P**RI NTED solicitation at such low cost ought assuredly to be incorporated into the selling plans of every wholesale or manufacturing firm relying on retailers to distribute their products or merchandise. Will you discuss the matter with us?

## The MacLean Publishing Co., Limited

Toronto, Canada

Also at Montreal, Winnipeg, New York, Chicago, Boston and London, Eng.



## Canada's Appeal—"Conserve Food"

Waste of food—even the very slightest—under present conditions, is absolutely criminal.

Packers should take every possible precaution against loss to this year's preserve pack by sealing glass packages of Jam, etc., under the positive security of Anchor Caps.

Anchor Caps have been proven by experience the one best method of protection against jars, moldy contents and general contamination.

Besides these handsome seals so add to the appearance of your stock that its selling value will be materially enhanced.

Protect yourself this season against loss by sealing your glass packages with the seal of security—Anchor Caps.

### Anchor Cap & Closure Corporation OF CANADA, LIMITED

FACTORY AND  
GENERAL OFFICES



50 Dovercourt Road  
TORONTO, ONTARIO

## "RETAIL ADVERTISING— COMPLETE"

By  
*Frank Farrington*

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

"Retail Advertising—Complete" contains much information and many ideas.

Start to-day to solve your advertising problems by sending \$1.00 for your copy of this book.

**MacLean Publishing Co., Ltd.**

(*Technical Book Dept.*)

143-153 University Ave. - Toronto, Ont.

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

## CANNING SHOOKS

ON HAND

Write or wire for prices.

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

OTTAWA, ONTARIO

ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

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CORNER MULLINS AND CHARLEVOIX STREETS

**A. R. WHITTALL CAN COMPANY, LIMITED**

MANUFACTURERS OF

ROUND AND SQUARE CANS FOR MEAT, FISH,  
FRUIT, MILK, SYRUP, PAINT AND VARNISH, Etc.

LEAD AND PUTTY IRONS

MONTREAL  
CANADA

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

# It Takes Time To Train New Clerks

It surely is enough to teach new clerks the grocery business without attempting to give them an education in tea, which is a business in itself and requires years to learn.

Better by far to specialize on Red Rose Tea, which has been selected and blended by experts and is so well-known that new clerks have no difficulty in selling it. The weight is plainly marked on the package, eliminating chances of new clerks giving overweight. All a clerk has to do is to hand out the package of black, green or mixed and take in the money.

Red Rose Tea is a friend of the new clerks who have so much to learn and the grocer who is so busy these days.

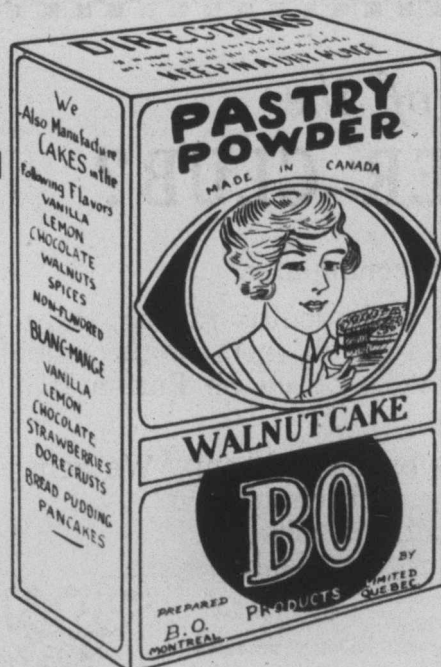
## T. H. ESTABROOKS Co., LIMITED

St. John

Toronto

Winnipeg

Calgary



### DIRECTIONS

Pour the contents of this box in a dish and add one tablespoonful of melted butter and enough milk to make a regular cake dough. Put immediately in the oven. This powder is prepared with the purest ingredients and will give you perfect results, economically and without trouble.

The economy campaign will boost the demand for

## B. O. Pastry Powder

It offers the housewife an excellent means for saving Flour, Eggs and Sugar in her cake-making. For B.O. Pastry Powder, when mixed with a small quantity of milk and butter, will make tasty, dainty cakes—good enough to satisfy any good housewife.

**No other ingredients are required.**

B.O. Pastry Powders come in these flavors: Vanilla, Lemon, Chocolate, Walnut, Spices and Non-flavored as well.

When you are ordering a supply ask about the following "ready" products—Pancakes, Bread Pudding, Dore Crust, Blanc Mange (four flavors).

They are all good easy sellers and money-makers.

## B. O. PRODUCTS, LIMITED

QUEBEC

**THE NEW APPETISER**

*Delicious Flavour*

*Delicate Aroma*



**SAVORA**

**SAVORA**

Made by J. & J. Colman, Ltd., London, England, with Colman's D.S.F. Mustard.

Therefore, Savora can be recommended to your customers without hesitation as the best Mixed Mustard packed.

In large glass jars to retail at 35c In small glass jars to retail at 20c

Let us send you a case of each

**MAGOR, SON and COMPANY, LIMITED**  
 Canadian Agents  
 191 ST. PAUL ST. W., MONTREAL  
 30 CHURCH ST., TORONTO

*Have you started that branch of the*  
**CHICKEN CHOWDER CLUB?**

There's room for a branch in your community.

Lots of your customers are interested in poultry raising, and their interest will be stimulated when you tell them of the valuable prizes to be won for the best chicks raised on Purina Poultry Products.

Once you get the club started it's bound to boom. We help you

keep things humming with circulars for distribution, Poultry Books for customers, Posters for your displays, etc.

The Chicken Chowder Club will boost your sales and increase production of meat and eggs at the same time.

May we send you full particulars?



**The Chisholm Milling Company, Limited**  
 Toronto

# CANADIAN GROCER

Vol. XXXII.

TORONTO, MAY 31, 1918

No. 22

## The Making of a Glass Jar

How the Glass Manufacturer Takes Silica Sand and Converts it Into the Preserving Jar Sold by Thousands Through the Grocery Trade—An Interesting Process

*Being the record of the visit of a Canadian Grocer representative to the plant of the Dominion Glass Co., Montreal.*

**I**N all the years that the average grocer has been selling jars by hundreds and thousands to his trade he has probably given very little thought or concern to the methods used in making these products.

It is generally known, of course, that glass is a product of sand. Pure silicate sand must be used and this is quarried and transported to the glass factory from time to time as required. Through various treatments it finds its way into as many different shapes of jars, bottles, glasses, chimneys, etc., as the fancy of the manufacturer or user may dictate.

In addition to the pure silicate sand used it is necessary to utilize given quantities of lime, soda ash and potash. Old broken glass, commonly called "cullet," is also used, and this latter enters into each batch in various proportions as desired. Through its use two ends are obtained. In the first place, its use is economic, whereby broken glass is utilized, and in the second place, a foundation is provided in the furnace for the sand and other ingredients as they are melted.

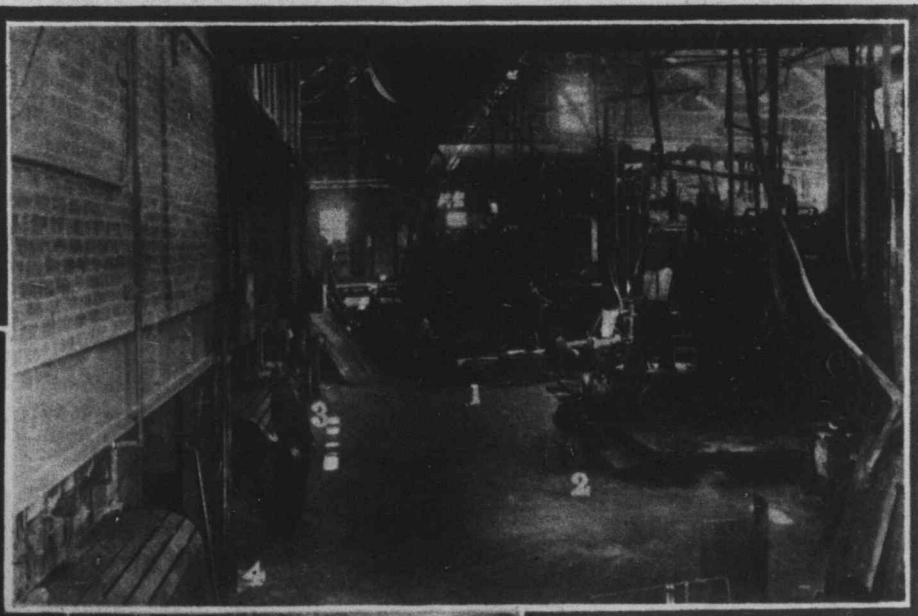
For the purposes of coloring, such substances as sulphur, manganese and cobalt are used, while the fluxing and other properties comprise the above-mentioned lime, soda ash and potash. Some of these impart, as well, relative hardness to the glass. The soda ash is really a reducing and combining agent.

In order that the broken glass may be taken to the heating furnaces without impurities a revolving screen is used to separate foreign substances, water washes the glass and magnets are used to separate any metallic substances that may have passed through.

Passing through chutes to the mouth

of a huge furnace built of firebrick an operator uses a long iron-handled tool to push the dropping mixture into the already molten mass of glass and fluxes. This process goes on continuously so that there is a constant lake of molten glass in preparation to keep the operators and the huge machinery busy throughout the day.

The furnace itself is a huge rectangular affair with walls of as much as 18-inch thickness. The intense heat which must be maintained makes the life of the furnace as short as twelve months and not longer than eighteen. In some cases this is even shorter and great ex-



Nos. 1 and 2 mark the huge Owens Glass Machines which take the semi-molten glass from the furnace and through a series of operations turn out the finished jars.

Nos. 3 and 4 show one end of the "lehrs" or annealing ovens explained in the article. The "slats" are long bars of heavy iron, being made of this to withstand the heat of 1200 degrees.

In the lower photo the finished jars are shown after delivery from the discharging end of the "lehrs." They come out here after passing through various temperatures which serve to temper them so that they are not easily broken.

pense is entailed in frequent renewals. While in operation the heat required is about 2,500 degrees and this must be well maintained. While various shapes and types of furnaces are used, that employed for making a great many of the regular products is of the rectangular style.

#### Producer Gas as Fuel

In the employment of producer gas made from a special coal suited to this an intense heat is secured and this can be best maintained at the desired temperatures. It is made in a separate building and huge conveyors carry it to the furnace where it is introduced through one of two alternate feeds supplied to each furnace. Thus, by reversing the feeds from time to time, the flame is directed in alternate directions over the body of glass and a more regular or "mean" temperature is maintained. The flame is drawn over the melted glass through natural draft. The furnace is divided into two parts, the reducing and the refining ends. Introduced at the "mouth" the mixture passes through and out of the "neck" into the revolving pot.

#### The Wonderful Glass Machine

The great interest of course centres around the wonderful glass making machine. From the time it picks up its load of congealed glass to the delivery of a finished jar or other product its operation is almost human in intelligence.

This automatic glass machine consists of a series of arms radiating from a perpendicular axis and each terminating in a combination or two-piece mould. The shape of the machine is cylindrical, weighs many tons, is probably 15 to 20 feet in diameter and when operating runs much on the principle of a merry-go-round. The glass is melted in the furnace already described and passing from the first of two chambers into the second one it is delivered into a revolving pot or tank. From this the arms, one after another, dipping into this revolving pot or tank literally "suck up" their capacity of glass, this being automatically cut off by a blade or shear. Rising from the tank the mould forms the neck of the bottle and gives the glass a general shape, cooling it so that it will not run. As the first mould withdraws, a second or finishing mould closes around the still red hot glass form and when the two arms of the mould close around this a plunger forces itself into the neck of the jar or bottle and immediately withdraws, compressed air forces out the glass to the shape of the mould, the jar being now completely formed and at once discharged into a tray or receiver.

The process is continuous and uninterrupted, all the forming being accomplished while the machine is revolving and from twenty to sixty complete jars or bottles being made per minute according to the speed and capacity of the machine.

#### The "Lehr" or Annealing Oven

In making many of its products the

glass factory has to resort to a process of annealing so that when the atmosphere is reached outside the bottles and jars will withstand all changes in temperature. Therefore, and without delay, the jars are taken by boys or men on specially-made handled carriers to large ovens also built of firebrick. The bottom of these ovens or more clearly the "rests" for the jars are made on the endless carrier principle of a moving stairway and their position is of course horizontal. The front is open so that the jars may be seen and so that more may be placed in as fast as made by the machine.

This endless carrier is constructed of heavy iron bars of about four inches width and half inch or more thickness and they are twenty or more feet long. When the carrier is set in motion the bottles or jars are carried through slowly to the delivery side of the lehr where they are taken by other operators and packed. While passing through this process heat is introduced at 1,200 degrees, finally passing out at a temperature near that of the surrounding atmosphere. They are thus finally annealed or toughened to withstand average temperatures to which they may be subjected anywhere.

It may be stated that the shape of any jar or bottle and its size is governed solely by the mould used and when using a machine each of the hundreds of thousands of units delivered by it contain

an exact amount of glass and must be uniform.

#### Other Interesting Features

In addition to making the great bulk of its products by machinery the glass company makes some bottles and other products still through the employment of skilled operators. This is really quite a rapid means of making and the skill of the glass maker is naturally considerable. Moulds specially designed are used and the initial shaping of the glass is made on a marble slab, passed into a mould and "blown," the neck being finished last by an operator using specially designed tools.

The firm name so often seen on bottles, is in reality a very simple matter. In making jars or bottles or anything of the kind for a firm any special name may be used simply by the employment of a "die" or by having the mould made specially to suit this purpose.

The present increases for glass jars have been necessitated through higher labor costs and those of the products, manganese, coal, fuel oil and storage, that are such an important element in the business. This latter item is by no means the least. For bottles and jars have to be stored against the demand of the trade which in many cases is not steady but rather seasonal. The necessary equipment is costly and increasing overhead charges have had to be met.

## Canning Trade Under License June 15

Future Buying and Selling is Limited in Extent—Wholesaler May Not Sell Futures Without Special Permission—How These Regulations Will Affect the Trade

ON June 15 the canning trade joins the many other branches of trade that are now under license. The licensing regulations impose some rather drastic restrictions. Possibly the most radical of these in view of the accepted practice of the trade is the regulation of the contract. On and after the date referred to no canner is permitted to contract for more goods than he may reasonably expect to be in a position to pack. Lest this clause should be open to question, it is further elaborated by limiting the amount that may be contracted to the average of the four years preceding 1918. As the 1917 pack was a practical failure and 1916 was not much better, this clause would seem to be fairly severe as the four years' average that takes in these two years would scarcely measure up to the average yearly production, and would unquestionably be well below a maximum production.

#### Contracting to Deliver Stocks

The clause forbidding the wholesale dealer from contracting to deliver stocks not in hand without a special permission from the Food Board is also fairly stringent. The bearing of this clause depends of course on the question

of how readily these permissions will be granted. The ordinary custom to the present has been for the canner to contract to the wholesaler for future delivery and the wholesaler to do the same to the retailer. In this way a rapid distribution was assured once the pack was available. If these permissions are not readily obtainable it will mean that this distribution will be slowed up. Canners will find their pack piling up on them, while wholesalers' warehouses will be congested with the very possible result of loss in that the products will have to be shipped in the late fall when there is danger of loss by excessive cold. As it is manifestly the aim of this legislation, however, to do away with some of the evils of future buying, and not to embarrass the trade, there is little likelihood that any great obstacles will be placed in the road of obtaining these contract permissions. Another important clause is that requiring the minimum net contents on many lines of canned and bottled goods.

No one is permitted to carry larger stocks of any kind of preserved milk than may be necessary to carry him over the period of scant production without permission in writing from the Canada Food Board. The terms of the

regulations are in brief as follows:

On and after June 15, 1918, it will be illegal for any person who has not first secured a "canners' manufacturer's license" to engage in the manufacture, for sale, of canned or preserved fruits or vegetables, meats, poultry, soups, seeds or grains or products made therefrom, jellies, jams, sauces, condensed, evaporated, dried or powdered or canned milk; or dried, evaporated or desiccated vegetables or fruits.

**Meat Packers Excepted**

Persons operating a canning factory in connection with a commercial meat packing factory are not required to obtain such a license.

On and after June 15th, it will also be illegal to deal wholesale or as brokers or commission merchants in any of the products named without having first obtained from the Canada Food Board a "canners' wholesale license," "canners' brokers' license," or a "canners' commission merchant's license," depending upon the nature of the trading operation of the applicant.

**May Not Make Contracts for Future**

The order provided that no manu-

facturer of canned or evaporated fruits or vegetables, without the written consent of the Canada Food Board shall at any time contract for the sale of more goods than he reasonably expects to be in a position to pack, and in no case shall the amount contracted for exceed 100 per centum of the average yearly delivery of such articles made by him during the four years preceding 1918. No wholesale dealer in canned or evaporated fruits or vegetables will be permitted to contract for sale of goods not then held by him in stock, or purchased for future delivery, except by permission of the Canada Food Board.

Any violation of the Adulteration Act, or the Meat and Canned Food Act will be deemed sufficient reason for suspensions or cancellation of any canner's license.

**Commodities Requiring Declaration of Minimum Weight**

On and after June 15th, all containers or packages in which condensed, evaporated, dried, powdered or canned milk, meats, poultry, soups, seeds or grains, or products made therefrom, jellies, jams, sauces or pickles are placed, must have marked on the principal part of

the label in plain type the minimum net weight of such contents.

No person without first having obtained permission in writing from the Canada Food Board may legally have in his possession, or under his control, any quantity of condensed, evaporated, dried, powdered, or canned milk, greater than is reasonably necessary to supply his own Canadian trade requirements during the period of scant production, which season will be deemed to have expired on May 1st of each year, and on that date no person may legally hold more than sufficient to supply his own trade requirements for thirty days.

**Reasonable Profit Without Regard to Replacement Value**

Every licensee is required to sell such products, covered by this order, as he may have in his possession or under his control at not more than a reasonable advance over the average cost of the season's pack, without regard to the market or replacement value of such products at the time of sale.

Destruction of food fit for human, animal, or poultry consumption is forbidden.

# Encounter Export Trade Difficulties

Canadian Jam Manufacturers Not Supplying Canadian Troops — Government Assistance in Developing Export Trade Would Help Eliminate Enormous Food Wastage at Home

**T**O-DAY the cry is for production and more production of foodstuffs, but when these foodstuffs are grown, where will they be marketed? Canada produces far greater quantities of many lines than she consumes and unless steps are taken to insure a market, the energy expended as well as the foodstuffs is an absolute loss.

In normal times, manufacturers could send forth their salesmen to foreign fields and develop their own market, but under to-day's conditions when transportation is under government control, there is no assurance that these markets would be supplied—ships are too scarce. Why then, if, as is the case to-day, the government controls practically all shipping, are not steps taken by the government towards providing a market for surplus manufactures? Why does not the government encourage the manufacturers to pack and preserve all the foodstuffs possible and lend every assistance toward marketing these goods?

It was early in 1917—February 3, to be exact—that a prominent jam manufacturer wrote to Sir Robert Borden, Premier, to the Minister of Trade and Commerce and in fact to all the Cabinet ministers, pointing out the fact that Canadian boys were not getting Canadian jams, and asking why? This manufacturer went further and gave approximate figures as to the consumption of jam by our boys overseas and then drew comparisons with the amount shipped from Canada. That was early in 1917—over one year ago—and to date there is nothing to indicate that the case of

the Canadian manufacturers has received further consideration.

The figures as to consumption of jams by the Canadian troops as compiled by this manufacturer are illuminating and interesting. They are based on the assumption that each man is allotted two ounces a day or about one pound of jam per week and are given herewith:

These figures show that during the first 2½ years of war, the Canadian

Period of War	No. of Troops	Week's Consumption	Consumption
1st 6 months	50,000	1 lb. per man	1,300,000
2nd 6 months	100,000	1 lb. per man	2,600,000
3rd 6 months	150,000	1 lb. per man	3,900,000
4th 6 months	200,000	1 lb. per man	5,200,000
5th 6 months	250,000	1 lb. per man	6,500,000

troops overseas consumed approximately 20,000,000 pounds of jam, and of this Canadian manufacturers supplied only about 3,500,000 pounds. **Australia during 1916 alone shipped 23,000,000 pounds of jams.**

Since this letter was written another year has passed. In each six months period it is safe to assume that Canadian troops overseas have increased 50,000 and on the same basis of figuring as that adopted above, the consumption of jams has increased during the year about 17,000,000 pounds for a total of over 36,000,000 pounds, but the total Canadian shipments amount to only about 6,000,000 pounds.

Canadian manufacturers are in a position to handle heavy export business. Manufacturers state that they are already working on contracts for one of the Allied Governments, but yet can't

do business with our Government. Their position to handle greatly increased business was placed before the British War Office over two years ago, but Government co-operation has been lacking and the results are as outlined above.

During the past winter thousands of dollars worth of apples went to waste which could have been used by jam manufacturers were they placed in a position to market their product. How-

ever, unless there is a larger market available than that offered by the Canadian consumer, there is little use in expanding plants and putting up goods which will not be used.

Canada has the fruit, Canada has the sugar, Canadian manufacturers have the equipment and are willing to place it at the disposal of the Government to any extent necessary; why, then, it is asked, cannot our Government secure for our manufacturers the contracts for supplying our boys overseas with the jams they eat?

Canadian industry should be encouraged and when so much stress is placed on the production of foodstuffs, every effort should be exerted by our Government to see that a market is provided for capacity output of manufacturers which can certainly be claimed as essential.



A newspaper display week window featured by Dan Carter, Richmond Street, London, Ont., illustrates a method of handling a variegated display.

## Dating Canned Goods Would Serve no Useful End

Experience Proves That Time Does Not Influence Quality of Properly Protected Goods—Would be a Drag on Increased Production—U.S. Discussed Such a Measure and Discarded it

THE dating of canned goods has been a much mooted proposition and one that has not found much sympathy among the trade. There is one general feeling among those who are most competent to pronounce on the wisdom of such a question, the canners and handling trade, and that is that any such move would entail restriction of pack, and an increase in loss and wastage. Canners, it is urged, would unquestionably curtail their pack to avoid the danger of having to carry over large stocks, that might or might not be salable at a later date. The retailer would be the greatest sufferer, however. There are often times when he has to carry this stock from season to season. With the date appearing on the can the customer is more than likely to feel that goods that are a year old are stale. This is far from the fact, as is evidenced by some extracts from the *New York Journal of Commerce* of some years ago supplied by W. R. Drynan of the Dominion Canners, Hamilton.

"The canned salmon which was awarded first prize at the Berlin Fisheries Exposition was from the same lot which took the prize at the Centennial Exposition in Philadelphia five years before."

"General A. W. Greely has testified that the unequalled health of his command in the Arctic expedition was largely due to the excellent quality and variety of the canned goods consumed carried through two winters, frozen and thawed as they were. The stores included canned apples, peaches, pears,

rhubarb, green peas, corn, onions, potatoes and tomatoes, all subject to a temperature of 60 degrees F. below zero,

### TWO IMPORTANT TAX QUESTIONS SETTLED

Some little time ago there appeared in these columns the statement that the retailer had 1,000 pounds exemption before he became affected by the tax of 10 cents a pound on tea. Since that time a multitude of letters have been received from merchants stating that inspectors visiting their places of business had stated that this was not correct.

Recently confirmation has been received. The 1,000-pound exemption for retailers is a fact. Every merchant has a right to that amount free, and need not pay an excise duty upon it, irrespective of the statements of inspectors, who evidently have not been well posted on the matter. Here is the wording of the memorandum going to inspectors everywhere:

Part 4, No. 3—"There shall be levied, collected and paid a war excise tax of 10 cents per pound on all tea entered at Customs on or before the thirtieth day of April, 1918, by any importer and dealer, and which remains unsold on that day. Provided that retail dealers shall only pay such war excise tax upon tea held by them on that day in excess of 1,000 pounds."

There has been some uncertainty, too, as to when the tax on matches becomes operative. The manufacturer affixes stamps to every package of matches shipped after April 30. Here again, however, the retailer is given a slight favor. Matches in stock in the hands of wholesaler or retailer, the regulations state, must be stamped by the holder on and after July 1. The fine for the infringement of this act is a minimum of \$50 and a maximum of \$250.

and were solid for months at a time. The second summer they thawed and froze solid again the next winter."

General Greely also testified that all the articles named presented the same appearance as though freshly canned, and their flavor was as good when the last can was eaten as in the first month. He also said:

"No illness of any kind occurred prior to the retreat," and those most inured to canned fruits and vegetables were the healthiest and strongest of the party."

At the London Exhibitions of 1851, 1862 and 1863, tins of meat which had been put up from twenty-five to forty years were exhibited, and when tasted were found perfectly sound.

### Will Keep Good for Long Periods

Professor Duckwall, member of the Society of American Bacteriologists and of the American Chemical Society, an unquestioned authority on the subject, states in a work on bacteriology:

"Age does not affect canned goods unless a perforation should happen to be made in the tin. So long as the air is kept away the contents will remain in an unfermented condition. From time to time there have been rumors of laws to declare the date of the pack on tin cans in various States, the idea being to limit the sale of canned goods to the year immediately following the pack. This would be very unjust because, as we say, canned goods are unaffected so long as the container prevents the germs in the air from gaining entrance. We have opened canned goods of various ages ranging from five to twenty years and have found that in every case where the can was not perforated the contents were perfectly good, and tasted as well as the freshly canned product.

In the United States the Beveridge bill originally provided for the dating of canned goods, but the representatives of the packers demonstrated to the satis-

(Continued on page 34.)



# Relief from Saturday Night Shopping

Saskatchewan Merchants With Introduction of Motor Cars Find Too Much Work Crowded Into a Few Hours—One General Store Gets Orders in Early Over Phone and Has Them All Ready—Another Suggests Friday Special Sales

Special Staff Correspondence

**L**T. McLANDRESS, general merchant, Redvers, Sask., put before the Saskatchewan merchants' convention an important practical problem.

"On Saturday night," he said, "there is invariably a string of automobiles before practically every store in the towns throughout the province. Farmers and their families who are unable to get in during the week come to town that night to do their shopping. At the same time the people of the town and nearby farms crowd the store to overflowing and it is impossible to give an adequate service to them all. Are there any remedies for that condition?"

H. D. McPherson, Regina, suggested that the same method be followed as is used in getting customers to do their Christmas shopping early. "It used to be we sold nearly all our Christmas goods on Christmas eve and Saturday preceding but now the Christmas shopping is practically over a week or two before. Why not talk to your customers in a confidential way asking them, judiciously, of course, if they could help you out by buying the week-end supplies earlier in the day or week?"

Another member gave the following suggestion: "We ask our will-to-do customers to phone in their orders to us Saturday morning as far as possible and also telephone the larger farmer customers to tell us in the morning what goods they think they will require that day. In this way we are able to put up their goods when we are not busy and have them already in a separate box when they come in Saturday night. This we find works well."

Pres. A. A. Evans, Outlook: "How would it do to offer some special lines for Friday sales only? We used to find by doing this Friday business was nearly as good as Saturday. Of course, we sold them other goods on Friday besides the specials."

One member said that if you put a sale on Friday the farmers' gasoline for his motor car would run out before Sunday.

The feature of the evening session was an address by A. L. Struthers, efficiency man, Winnipeg.

Mr. Struthers urged the use of more letters in developing business. Mailing lists with particulars about the customer, his or her hobby, politics, names of children, etc., were recommended strongly. "Have all this information on cards, you can't trust your memory," he said.

"There are five motives that move people to buy goods. You should appeal to these desires—not one of them but to them all:—

"1. The money motive—making or sav-

ing money—in other words, the price motive.

"2. Caution—buying now for certain reasons.

"3. Appeal to customer's pride—tell her that so and so, an important family in the community, buys the article and has been for several months, etc.

"4. How to utilize the article in the home or on the farm, etc. Tell about its many uses.

"5. Show how easy it is to manipulate the article.

"If you only bring forward one of these motives you are using only 20 per cent. of your available selling power. Make these motives stand out in all your advertising and in personal selling. That is what the catalogue house does when it describes an article. It means Desire—Decision—Action.

"Hold a 'convention' frequently among your own staff, even if the staff comprises only yourself, your wife and a clerk. Get their ideas and selling points about a line you want to push. You will be surprised what new ideas come to light."

Dwelling on the psychological effect on the mind of a customer by adopting certain methods, Mr. Struthers appealed to the retailer to study the mind of that customer.

"A sale is a mental thing," he said. "As soon as the customer gets a picture in his or her mind of the advantages of possessing the goods, then the sale is completed. If you don't know the mental operations or the laws of the mind you are going it blind. Read every article of this kind you can get hold of in your trade paper. The things that are unseen are greater than the things that are seen. Goodwill, for instance, is worth more than a can of beets, a scarf or a chisel. You can't always put your finger on service, and yet it is a most important asset in every business. Goodwill and service save you many a loss."

A number of questions were asked at the conclusion of Mr. Struthers' talk. Among them were these and the one at the top of this article:

Q.—Is it a good thing to have the cashier near the door?

A.—General impression was that it was not.

Q.—How often does it pay to send out letters to your customers?

A.—As often as you have something worth while to tell them.

## Community Club Idea

At the Wednesday morning session Mr. Struthers spoke on developing a social interest in the farm community. If the merchant hasn't the time to go out to the country to visit the farmer, next

best thing to do is to get the farmer coming to you. The "Community Club" idea was suggested to bring about this condition. This club should be of a social character, in which all sections should be represented and should include everybody who can at all be interested. Meet the farmer in the moving picture theatre, at the rink, etc., and let him know you are human and not a bad fellow after all. The "Community Club" should be a booster of the town.

"How should we go about it?"

"Get members of all social functions—ladies' aid, farmers' organizations, sewing circles, sports' clubs, etc.—to join together with the idea of forming the club. Call a general meeting, talk it over among yourselves, and arrange for a debate on something else. A club in Hamilton got up a dramatic function of local talent; secured out-of-town speakers; held debates, etc., which had the splendid effect of combining all sections closely and of making everyone boosters of the town, and the farmers more frequent visitors to it.

"The merchant should specialize as far as possible on visiting the homes. See the people about coming to the club, taking part in the proceedings and generally getting closer to your customers. They do not then get the idea you have come to get their business in this way, but eventually you will indirectly get it.

## Serve Customers Intelligently

"Customers should be studied one by one. If, for instance, a customer is a big, strenuous-looking fellow he should not be shown goods of a flimsy, refined character. Show him goods that appeal to a hard-working, strong individual. You then do not talk over his head. By visiting the home you get in touch with the various types of men, their hobbies, and those of their family.

"If you have a class of goods you think you can sell to some customers more than to others, send out a letter to only that class. Postage and stationery should not be wasted on the others.

"I have met merchants," Mr. Struthers stated, "who are getting a dollar here and there from individuals who had some distinctive trait of character. For instance, they have a customer interested in some special religious thought, or who is a 'fanatic' in something else. They suggest they send away for a book on this and that or a magazine that will give them regularly information along a particular line. They pick up many a dollar or two here and there in this way."

Dealing with the importance of the community church, the speaker said:

"You cannot as an individual do with-

(Continued on page 34.)

# The Manufacturer and His Problems

Laboring Under Uncertain Conditions, but Carrying on—Baking Powder an Essential  
—Tin Containers Being Supplied—Jams Should be Plentiful—  
Preparations For Heavy Pack Canned Goods

**T**HERE are many difficulties to-day in the manufacturing game which have never before been encountered, and that Canadian manufacturers have so far met each difficulty fairly and in as far as possible overcome it speaks well for their initiative and aggressiveness.

Those manufacturing or packing food-stuffs have had to contend with uncertain crops, uncertain labor, some uncertainty with respect to containers, uncertainty as to what restrictions were to be put on their operations by government control and uncertainty as to a market for their goods. Hanging over their heads has been continually a cloud of uncertainty, but the Canadian manufacturers have dispelled the clouds in as far as possible, taken steps to meet all possible contingencies and they are going ahead, making progress and smiling. There you have it—they wear a smile, and whereas they have met reverses they are coming out on top—facing their problems as they meet them and “carrying on.”

## BAKING POWDER AN ESSENTIAL

“Baking powder has been placed on the list of essentials by the United States War Board,” stated Mr. Willard, of the Egg-O Baking Powder Co., Ltd., Hamilton, to a CANADIAN GROCER representative, “so that will really mean that containers will be provided for this product as long as plate is available. In as far as we know we will be able to get containers—so far we have not suffered for lack of them. That will answer your question as to whether containers will be procurable.”

Asked as to whether any move toward standardization of packages had been inaugurated by the government, Mr. Willard stated that he knew of no action having been taken by the government. The question of so many sizes was brought up, and CANADIAN GROCER asked whether these could be curtailed, and were this done, would there be any great saving effected. “I believe in the larger size container,” Mr. Willard said. “They are the best from the retailers’ point of view. In selling a pound tin he gives his customer a supply ample for some little time. He makes his profit and only has half the work he would have in handling half a pound or one quarter the work in handling quarter pound packages. He saves time, saves labor, and those are two very essential factors to-day. As far as we are concerned in concentrating our efforts on one size, we would undoubtedly be able to increase production.”

The question of labor is not one which

presents insurmountable difficulties to this firm. Girls are employed largely, and Mr. Willard has had no great difficulty in securing help at any time he has required it. “Manufacturing conditions with us are not bad,” stated Mr. Willard. “Help we can procure as we need it, and generally speaking, we have no complaint to register. Costs have mounted, of course, and some of our raw materials have reached a point where it may be necessary for us to declare higher prices. However, we will hold at present basis as long as possible.”

## TIN CONTAINERS BEING SUPPLIED

“The situation to-day in respect to tin plate is fairly satisfactory,” stated Mr. Anderson, of the American Can Co., Hamilton, in response to a query from the representative of CANADIAN GROCER. “There is no surplus available, but the actual needs of the trade are being supplied. Our customers are getting and have been getting their requirements right along.”

It was to get a line on the tin plate situation as it might apply to the food container end of the game that a representative of CANADIAN GROCER travelled to Hamilton the latter part of last week. There have been many conflicting reports, and with the big canning and preserving season just approaching some doubts have been expressed as to whether canners would be able to get their supplies. In speaking to Mr. Anderson of the future prospects, he stated, “We cannot and would not attempt to predict the future—we are dealing only in the present—it is the only thing we can do, but I will say that it looks as though we will secure all the necessary plate to take care of this year’s pack—another year is another matter. However, my belief is that Canada will be supplied with all the tin plate required for essential food pro-

ducts—those packed in hermetically sealed cans—by the United States, even if the United States has to shut down on some of her own non-essential industries.

“As far as we are concerned, those manufacturers to whom we supply containers for foodstuffs get any preference there may be. There have been two or three occasions during the past few months where we have been held up temporarily for supplies owing to uncertain traffic conditions. At such times we devoted our energies to turning out food containers, and that would be the position we would have to take were our supplies limited.”

Mr. Anderson intimated that they were having some difficulty in securing help. Women had been engaged to operate some of the machines, but it was hard to hold them when other work of a more pleasing nature was procurable. The labor situation as it applies to women is best expressed when I say that householders cannot get help at any cost. Enlistment and the draft have made heavy inroads on the man-power, and generally speaking the labor situation was considered bad.

Whether the elimination of the small size container would be an advantage at this time was a question. Mr. Anderson believed that business should be disturbed as little as possible. They had the equipment for turning out the sizes of containers now used, and were a sudden switch to any one size be made the increased demand for this one size could not be met readily with present equipment.

Since the representative of CANADIAN GROCER secured this interview with Mr. Anderson a memo has come through from Washington to the effect that a ruling has recently been put into effect that tin plate mills will now re-



strict deliveries to manufacturers making food containers for the government and its allies. The inference is drawn that tobacco and paint cans, bottle stoppers, and other products are thus cut from the list. Should this ruling be now effective in the United States there is no question of doubt but that the same conditions will be made effective here as Canada is now dependent on the United States for her supplies of tin plate.

**JAMS SHOULD BE PLENTIFUL**

That jams will be plentiful is the view expressed by James Wagstaffe, managing director, Wagstaffe, Ltd., Hamilton, in response to a query by CANADIAN GROCER on the outlook for the coming season. "We have every reason to believe that prospects for jams are good," stated Mr. Wagstaffe, who had only recently returned from a trip to California and along the Pacific coast to Canadian coast cities. "We purchase an enormous quantity of our raspberries and strawberries from the State of Washington," Mr. Wagstaffe continued, "and incidentally I might say that I think our home farmers are missing a splendid opportunity for profit in overlooking these two lines. The question of labor should easily be solved when there are so many school boys and girls who could take care of the picking. When I was in British Columbia at the little town of Mission, I found out that they secured from 1,000 to 1,500 boys and girls to

come in and pick these crops, and that similar steps could be employed here in Ontario with profit to the farmer there can be no doubt."

The question of containers was brought up and Mr. Wagstaffe intimated that these would most likely be available for all manufacturers of foodstuffs. They were securing their supplies right along and were looking forward to a continuation of present ample requirements.

Mr. Wagstaffe employs a large number of women though he intimated that none of these were actually taking the men's places. "We have experienced difficulties," Mr. Wagstaffe said, "but the labor question is one which we must meet as cheerfully as possible. I am to-day compelled to work harder than for some years past—looking after details which had been entrusted to competent employees now overseas, and whom I cannot easily replace, but I am smiling and working. We have to keep at it."

**PREPARATIONS FOR HEAVY PACK CANNED GOODS**

"We are making preparations for a heavy pack of canned goods," stated Mr. Nairn, of the Dominion Cannery, Limited, Hamilton, "but of course we cannot yet tell what the pack will be. However, if the goods are grown and inclement weather doesn't interfere, there should be a splendid pack. We shall be ready to take care of the goods

grown, and you may be sure we would welcome a good pack. By using larger quantities of canned goods in Canada other products may be released for overseas and even our boys overseas are glad to get canned goods when they are available."

Mr. Nairn intimated that practically all of their factories would be in operation this year, the only ones closed being those where help could not be secured. Reports from practically every centre indicated that efforts to grow the vegetables were being made, and with reasonably good luck the result should pan out ahead of last year.

**THE COCOANUT SHELL IN FRANCE**

German poison gas has given the shell of the cocoonut a humane as well as a commercial value and thousands of cocoonuts are being shipped from Porto Rico so that the shells may be used in the manufacture of gas masks for American troops in France. Space is being found on ships to take care of all cocoonuts offered.

The shell of the cocoonut, it was found after much experimentation, could be made into a high grade of charcoal. This charcoal, it is said, is a valuable antidote for poison gases. The cocoonut is the only nut on the list of 81 essential imports prepared by the United States Government.



Attractive interior of the James Osborne & Son store, James Street, Hamilton. Note the prominence given to counter display.

# Analyzing the Cause of Failure

Some Interesting Deductions From Mercantile Returns Regarding Business Failure—Satisfactory Decline in Gross Number of Failures—Contributory Cause.

**A**N ANALYSIS of the causes of failures in Canada since the war began, in comparison with the causes that were operative before the war, as carried out by Bradstreet's, presents some interesting and helpful figures both as to this country itself, and in contrast with a similar analysis covering the United States. Apart from the outstanding fact of the striking decrease in the number of failures, is the lessened influence of the war as a direct cause of failure. This was known in a general way, but it is encouraging to have proof submitted in so tangible a form. With what are termed "specific conditions" (disaster, war, floods, etc.), having a lessened influence in failures, the personal element is standing out more prominently, indeed so prominently as almost to invite a suggestion for state interference in some measure in order to secure some minimum of capability on the part of the person entering business, so that failure might not be presupposed so inevitably in a percentage of cases.

### Decline of 61 Per Cent. in Three Years

From the broad standpoint the most gratifying element in the record is the decline in the gross number: a total of only 1,110 as compared with 1,772 in 1916, a decrease of 37.3 per cent., following a drop of 32.5 per cent. between 1916 and 1915, and again of 9 per cent. for 1915 as compared with 1914. Or taking the high record established in the first year of the war, 1914, there was a decline of 61 per cent. to 1917, bringing the total for last year to the smallest number in ten years. This must give cause for a solid satisfaction as new businesses are being established constantly year by year, and with few exceptions the total number in business increases all the time. Taking the United States in contrast, the drop in failures for 1917 was not as great, 21 per cent. over 1916, which was 13.3 lower than 1915, the high point in the States (where 1914 was in Canada). The decline from the peak in the States was 31.5 per cent., as compared with 61 per cent. in the case of Canada. Taking in liabilities there was a decline of 13 per cent. over 1916, not as high as the actual decrease in numbers of failures. The total of \$13,661,301 liabilities was less than half the total of 1915, and the smallest since 1912. This also is highly gratifying, as the amounts involved in the average business the last two years, with the heavy increases in the costs of goods, is far more than in normal times.

Coming down to definite causes for failures, lack of capital stands first in Canada, where incompetence ranks first in the United States. It might naturally be supposed that the war would rank first but this applied to Canada only in 1915. Lack of capital was responsible for 37.5 per cent. in 1917, as against 38.9 per

cent. in 1916, and 30.3 per cent. in 1915. It was in this last year that the war, or "specific causes" exceeded lack of capital, with 35.9 per cent. or over one-third, a record that it may be hoped will never be equalled again. The decline to a percentage of 25.4 in 1917 shows a rapid recovery, but one that still allows of a fair margin for improvement. In contrast with the United States this is quite high, for there the percentage for 1917 was only 11.9, and 13.4 in 1916. However, when it comes to almost as vital a factor of failures as the actual numbers, namely the liabilities, the war has not dealt so unkindly with Canada. The percentage of liabilities due to the war was only 15.5 in 1917, as compared with 23.3 in 1916, and the United States was not far behind, with 14.2 per cent. in 1917, and 19.3 per cent. of the liabilities in 1916 due to war causes.

### Lack of Capital Biggest Cause

Where the most fruitful cause of failure in Canada has generally been lack of capital, in the United States this was the case up to 1912, and in 1913 and 1914, but not in 1912, nor since 1914. Incompetence stands far in the lead with 35.5 per cent. and inexperience has 6.8 to its credit. In Canada inexperience was the cause of 6.2 per cent. Unwise credits, extravagance, neglect, and even competition do not bulk largely with the rest, as will be seen in the accompanying table.

### Many Due to Speculation

"Speculation" must come in for consideration in the Canadian table: to it was due in 1917 2.5 per cent. of the failures, as compared with 1.9 per cent. in

1916. In the United States the percentage in 1917 from this cause was only .4, and exactly the same in 1916, or less than one-half of one per cent. Taking the liabilities in Canada as due to speculation, the outlook is even more serious, for out of the total liabilities 12.9 per cent. were due to this, and 13.7 per cent. in 1916. In the United States the corresponding percentages were only 1.5 and 3.9 for the two years. In commenting on this Bradstreet's remarks that "speculation as a cause of failure was, like the volume of speculation in the markets, at low ebb in 1917," but this will not apply to Canada, unfortunately.

### 73.5 Per Cent. From Personal Causes

Summing up the divisions, it will be seen that what may be termed "personal causes" were responsible for 73.5 per cent. in Canada, but a much larger proportion in the United States, 85 per cent., in the latter case the highest on record. In Canada in 1916 personal causes covered only 69.2 per cent., 64.7 per cent. in 1915, and 73.4 in 1914. In the United States personal causes in 1916 covered 81.5 per cent., and 74.4 in 1915.

### Few Fail With High Ratings

Credit ratings show up well in the test of these records. Taking the two countries, 96.9 per cent., or 13,698 out of 14,139 who failed had "very moderate" or "no credit" ratings. The year before the percentage was even higher, 97.7, and in the main the percentage has been increasing pretty steadily. Those with "good credit" numbered 2.8 per cent. In the amount of liabilities, 94.1 per cent. of the failures were for \$5,000 or less.

Failures Due To	CANADA AND NEWFOUNDLAND					
	Number		Assets		Liabilities	
	1917	1916	1917	1916	1917	1916
Incompetence	181	238	\$437,286	\$713,555	\$1,279,548	\$1,751,840
Inexperience	69	60	291,166	144,039	690,230	365,744
Lack of capital	416	689	3,085,023	2,368,147	6,513,928	6,146,253
Unwise credits	26	28	101,953	61,562	278,075	159,590
Failures of others	9	10	40,600	153,825	111,100	340,985
Extravagance	3	10	18,800	23,671	56,700	72,054
Neglect	28	34	38,482	134,273	149,851	258,870
Competition	3	3	27,000	14,014	35,807	16,412
Specific conditions	282	533	1,123,853	1,694,281	2,117,352	3,652,750
Speculation	28	35	747,635	842,778	1,760,766	2,162,716
Fraud	65	132	313,258	232,543	737,944	819,961
	1,110	1,772	\$6,225,056	\$6,380,688	\$13,661,301	\$15,747,175

### PERCENTAGES OF FAILURES AND LIABILITIES

Failure Due To	United States Per Cent.				Canada Per Cent.			
	Number		Liabilities		Number		Liabilities	
	1917	1916	1917	1916	1917	1916	1917	1916
Incompetence	35.5	33.2	25.3	21.8	16.3	13.4	9.4	11.0
Inexperience	6.8	6.0	5.2	4.4	6.2	3.4	4.5	2.3
Lack of capital	31.9	30.3	32.7	31.9	37.5	38.9	47.7	39.0
Unwise credits	1.9	1.9	1.8	2.6	2.3	1.6	2.0	1.0
Failures of others	1.0	.9	5.9	.6	.8	.5	.8	2.2
Extravagance	.6	.6	.6	.6	.3	.5	.4	.5
Neglect	2.2	2.4	.8	1.0	2.5	1.9	1.1	1.7
Competition	2.1	4.2	2.1	2.5	.3	.2	.3	.1
Specific conditions	11.9	13.4	14.2	19.3	25.4	30.1	15.5	23.3
Speculation	.4	.4	1.5	3.9	2.5	2.0	12.9	13.7
Fraud	5.7	6.7	9.9	7.4	5.9	7.5	5.4	5.2



# Some Important Aspects of Turnover

How Some Present Conditions Demand a Modification of Customary Practice—And Why at the Same Time These Sales Must Not be Forgotten

By Henry Johnson Jr.

**A** TIME ago a general merchant offered his stock for sale, saying it was a good stock in a prosperous business; and he was honest and sincere. His figures, as he regarded them, justified his view. Now look at the figures:

His sales were \$800 per month and his rent was only \$25 per month; his stock inventoried \$9,000. He made a gross average margin of 33 1/3 per cent., or \$260 per month, and, as he was out of debt, he felt he had a good, sound business, well conducted, operating under very moderate expense.

But let us examine a bit.

With \$25 per month rent, his other expenses undoubtedly will run to \$25 per month more. Then what is the value of such a merchant to his business; what, in other words, would it be fair to pay a man capable of running that business? When you come to that kind of question, you are up against something vital. Much depends on how it is handled. For if this were a \$96,000 business instead of \$9,600, a capable manager could be hired for around \$2,000 or a little over 2 per cent. on sales; while if it were \$960,000, the manager might draw from \$10,000 to \$15,000, or from 1 per cent. to 1 1/2 per cent.

## The Irreducible Minimum

Here is a case of the irreducible minimum; that is, a point below which we cannot go because a man cannot live on less than about so much. So let us allow this storekeeper \$80 per month, \$960 a year, or just 10 per cent. on his sales. Of course, that will seem an outrageous charge against the business; but there are important offsets. The man who runs his own business, if he is capable and careful, will save the business enough from what would be lost and wasted by delegated work to more than offset his enhanced cost to the store.

Here, then, we have expenses of 16 1/4 per cent. On that basis, the business seems in fine shape. But we have a stock of \$9,000 and fixtures and other equipment probably involving a further investment of \$3,000 all told, or \$12,000 capital. Capital is worth 7 per cent. where that store is, so here is another expense item of \$840, making a total expense of \$2,400, or just 25 per cent. on sales.

Of course, there is left 8 1/3 per cent., or \$800. The man is not on the way to the poor house by any means. But instead of carrying \$9,000 of merchandise and turning only about 71 per cent. of his stock each year, taking nearly a year and one-third to turn his stock once, he should have a stock of \$2,500 and release \$6,500 which he could loan at 7 per cent., thus avoiding

\$455 of expense and keeping things in much better shape.

For it must be remembered that there is the element of deterioration, of which no account has been taken, which in a general stock turned considerably less than once each year is apt to make sad inroads on values.

## What Are Correct Normal Turnovers?

For the guidance of general merchants as well as for the extended knowledge of grocers, it is well to know what are acceptable figures of turnover in various lines. These figures are taken from a well organized department store, as follows:

China and glassware, 1 1/2; gloves, 2 3/4; shoes, 2 1/2; millinery, 7; men's furnishings, 3 1/2; clothing, 4; domestics, 3 1/2; dress goods, 3; hosiery, 2 1/2; notions, 3; books, 4 1/2 (books run 4 to 7 in various stores). Groceries average over the country between 6 and 7. Except in very exceptional circumstances, they should be turned not less than 10 times; mostly 12 times; in large cities and environs, 18 to 24 times.

But now conditions are such that, as one large merchant puts it, "There is no such thing as turnover to-day. During the past twelve months, turnover has been all shot to pieces." He showed me letters, too, from many large centres in the country, from big merchants, and they all said in substance: "In very many departments, we must forget turnover now. It is all we can do to get goods, and experience during the past year or so has taught us that we must get while the getting is good. The enhanced profits we realize must offset the slower turnover for the present." So such merchants are taking on goods in most lines wherever they can find them, buying for six months, a year and sometimes over a year in advance.

## The Danger to Guard Against

The danger to general merchants is indicated by one thing this department store keeper said to me: "My buyers are at me all the time to let down the bars on our turnover requirements. They plead with me to reduce the minimum rulings, on the ground of present conditions. But I absolutely will not listen to that, for I know that if I concede anything now, that new figure will become the maximum afterwards. We should in that case have to build up our rules all over again. So I am making temporary concessions where I know my men are up against it; but always with the understanding that no precedent is established."

Just that danger threatens all business right now. Excess earnings on enhancing values, plus the knowledge that

almost anything we buy is bound to go up, plus the further knowledge that we must take things when we can get them even if we carry them longer than our rules admit of, are all factors which tend to lead us on toward reckless purchasing and taking chances. The day of reckoning, when values react and may be tobogganing down the slide more rapidly than they climbed, is very liable to find us unprepared unless we hold fast to our conservatism and sense of proportion.

## Grocers Affected, Too

"But how does that affect me?" asks the grocer. "Much of my stuff is under control so that I can take no excess profits." Such a statement indicates carelessness, lack of observation or failure to know what is happening in our business.

For, while it is true that some sixty-five commodities are controlled, it is equally true that those things are precisely the things which we always have been accustomed to sell on exceedingly narrow margins. If anything, we are making a little more on those things now, plus the great safeguard afforded by the absence of the reckless price-cutting competition which reigned before the days of regulation. Hence, on those sixty-five items we are actually much better off than we used to be.

The remainder of our stock, which means the great preponderance of it, among which are all the items on which we always have enjoyed a fair to liberal margin, is in just the situation which affects the dry goods and department store keeper's business. The goods which make up that remainder are scarce and dear, and becoming scarcer and dearer every week. We are told by jobbers and other factors to buy while the buying is good—get all we can and take it now, lest we find ourselves unable to get any a little later on. It is not now a question so much of making a speculative profit on such goods as of having the goods with which to protect our business. So we buy to the limit of our capital and storage capacity.

## What is the Safe Middle Course?

What is it wise to do? That is not so difficult a question to solve. As regards the sixty-five items, patriotism, good business sense, and a wholesome respect for consequences all conspire to induce us to follow the regulations precisely. It is good business to buy those things from hand to month, turning them as rapidly as possible—daily, semi-weekly, weekly—to minimize handling and waste and realize the most out of them.

(Continued on page 34.)

## THE CLERKS' DEPARTMENT

# Giving the Customer a Helping Hand

The Story of the Recumbent Clerk Who Browsed on His Pencil, and How He Lost a Sale

From "The Packer," issued by William Davies Co.

Having entered the store he waited for a few moments, looking around. Presently a young man wearing a white apron, and with a stubby pencil poised delicately behind one ear, detached himself from some place in the back of the store and, approaching languidly, took up a defensive attitude behind the counter.

It was plainly up to the visitor to make the first advance, and he proceeded accordingly.

"I want to give an order," he said, and then continued rapidly: "Pound and a half of bacon—pound of tea—one peck of potatoes—small rib roast—two bunches of rhubarb—three bars of Slippery Soap—three pound pail of—"

"Just a minute."

It was the voice of the young man breaking in, cold, calm and unsympathetic. It choked off the stranger's conversational flow like the turn of a tap will shut off running water.

"Let's have that again."

As he spoke he removed the stubby pencil from its resting place behind his ear, drew from the pocket of his apron a duplicate-order book, opened it, adjusted the carbon sheet, pushed the book well forward, leaned across the counter, in a semi-recumbent attitude, and waited, chewing the end of the pencil and looking sideways through the window at the passers-by.

The visitor began again, this time more slowly. "A pound and a half of bacon—pound of tea—peck of potatoes—let me see. What else was it?"

Stop a minute! He had the list with him—of course. The list that his wife had written out for him before he left home. It was in his right hand vest pocket—no, the left. That was funny. He remembered distinctly putting it—why no! It was in his trousers pocket all the time, with his bills and change. Not there? The other pocket then? No! Well, can you beat that? Ah! Now he remembered! It must be in the inside pocket of his coat folded with—What! Not there either?

For several moments he stood fumbling in his pockets and turning out their contents. He had about fifteen pockets in the aggregate, but in no one of them could he find the missing list. What had he done with it? He racked his brains

and went through mental combing-out processes, but all in vain. He would have sworn he had it in his possession when he left the house! And his wife had impressed upon him to be sure and not forget anything. Well—

"What have you put down?" he asked. The young man withdrew his eyes from the window, looked at the order book and read out the three items he

had entered down. Then he looked out of the window again.

The man gazed anxiously around the store, seeking inspiration. He knew there had been about a dozen items on that list, but for the life of him he couldn't recall them. His mind was a blank.

The young gentleman continued to im-  
(Continued on page 31.)

### CONTEST FOR CLERKS—\$10 FIRST PRIZE

IS the clerk a real salesman? Does he merely hand goods across the counter or does he actually make sales?

We are asking the salesmen and salesladies behind the counter to answer these questions from their own experience.

Here is a contest in which we are anxious that every clerk shall join.

What is the selling power of the clerk?

For the best answer to this question, based on a definite experience, CANADIAN GROCER is offering a prize of \$10. For the second best answer a prize of \$5. That no clerk may think that this is wasted effort, we will pay \$1 for every reply that we are able to use in our news pages.

In this contest literary merit counts not at all. We don't care in what form your answer comes. The prizes will be awarded on the value of the idea and how it actually sold goods. The idea may be a window display, a sales talk, an idea of following up former sales, anything in fact that produced results in sales.

The only conditions of the contest are these:

- 1.—That the contestant shall refer to sale of some definite line of goods.
- 2.—That these goods shall have been sold at regular and not cut prices.
- 3.—That there shall be stated the amount or value, or both, of goods sold within a certain specified time.

CANADIAN GROCER believes that every retail salesman has used ideas to sell goods that have been real winners. Tell us about these ideas.

The contest closes June 22, 1918, and the winners, with their experiences, will be announced in the June 28 issue—an issue that will feature articles of special interest to the salesman behind the counter.

Coming into this contest, giving your story of the best selling experience you have ever had, will make you even a better salesman. Tell in your own words what sales talk you used to create the demand for the line of goods you select. State what quantity was sold in a definite time, such as a day, a week, a fortnight, etc.

Everybody come in!

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, Limited

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

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

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

PUBLISHED EVERY FRIDAY

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

Vol. XXXII.

TORONTO, MAY 31, 1918

No. 22

### EDITORIAL BRIEFS

A. E. PHILIP, of the Canada Food Board at Winnipeg, stated recently that the order restricting the hoarding of stocks would release 250,000 sacks of flour in the West. If this is true, and it doubtless is approximately so, this order has amply justified itself.

RECENTLY an unromantic Toronto policeman gathered in a gentleman who was making a fairly satisfactory living selling "love powder." This turned out on examination to be just plain baking powder. At that there might be something to be said for the idea. Baking powder is after all a necessary item in food, which is said to be the directest route to a man's heart.

H. B. THOMSON, chairman of the Food Control Board, states that it is little short of treason to ignore the object and spirit of the food regulations. To that statement we say Amen. It is possible to differ at times with some of the methods of the Food Control Office, but in the larger aspects of the case their work is of vital importance and their large powers are being wisely used, and the merchant who does not live up to the spirit of the regulations is doing himself and the cause he believes in a great wrong.

"WHAT about fruit?" queries the Montreal *Star* in a recent editorial and goes on to discourse about present high prices, quite unmindful of the fact that of the fruit it sees at present, cherries and oranges are coming from California, strawberries from Florida and Louisiana, grapefruit from Florida and Cuba and Porto Rico, bananas from Colombia and Guatemala and Jamaica, nothing from nearer than about 2,000

miles, much of it from double and treble that distance. In these days of congested transportation, the marvel is that there is any fruit at all at this time, not that it is high priced.

### THE CLERKS' CONTEST

ON the clerks' page of this issue of CANADIAN GROCER there appears the announcement of a contest for the clerks. It is to be hoped that every clerk will consider this proposition carefully, will feel that it is addressed to him personally and will decide to enter this contest. The idea of the contest is to prove first and foremost that the clerk is a large factor in selling goods. That is in the clerks' interest beyond a question. Moreover, it is in the interests of the clerk that he should let people know that he is a selling factor. We believe that many a grocer's clerk is a live, aggressive salesman who need not take off his hat to the best salesman in any other branch of work. We are asking the clerks themselves to prove it and we are expecting a generous response. Don't put this matter off, do it at once.

### THE WINNIPEG STRIKE

STREET car men, telephone operators, freight handlers, railway employees, totalling 40,000, went on strike last week in Winnipeg, tying up business considerably. Freight sheds were congested, and it was impossible for jobbers to fill the orders for country merchants. The latter must have suffered considerable inconvenience, but will understand why when they realize what it means for 40,000 men to go on strike.

On Saturday morning, May 25, when the strike had been partially settled, and some of the strikers were at work again, a Winnipeg jobber issued the following message to the trade:

"The strike is over. This is the message that has just come to hand. The negotiations pending for the last few days have resulted in a successful winding up of what threatened to be a most disastrous calamity.

"In so far as we as merchants are concerned the freight tie-up is the most serious thing that we have had to consider. In conversation with the railroads to-day, we learn that the amount of incoming freight held for distribution is something stupendous, and it is very doubtful whether they will be able to move any of these cars that are to be delivered to wholesalers in Winnipeg for some days.

"Now that the strike is over, all outgoing freight will be rushed to destination, and any orders placed with us will be given extra attention so that delivery will be made to you at the very earliest moment. The first shipments leaving Winnipeg may be the only ones that will get through in anywhere near regular time; authorities say the congestion may be most felt after the freight service is resumed."

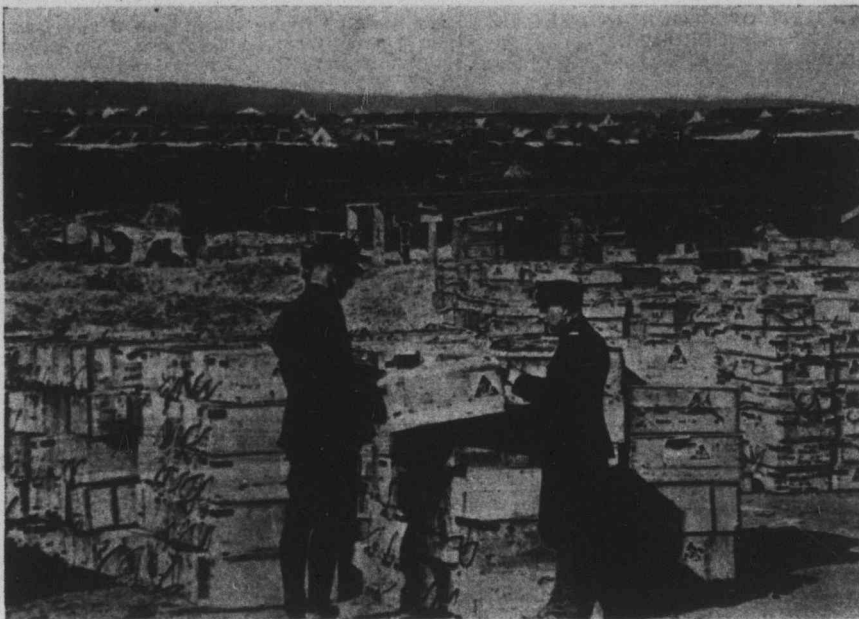
At time of writing the freight handlers were still out. So the need of patience is all the more pronounced.



## Current Events in Photograph—No. 22

### AN AMMUNITION DUMP

Every now and then in the official communications from the front comes the word that this or that ammunition dump has been bombed. Very few people have any idea just what an ammunition dump looks like. In the accompanying official Canadian photograph is seen one of these dumps behind the Canadian lines. It gives some idea of the havoc that might result from high explosive bombs dropped in such a location.



### GIVING THE CUSTOMER A HELPING HAND

(Continued from page 29.)

bibe nourishment from the end of the pencil and to gaze vacantly into the street. Would he not suggest something?

He would not.

Presently the stranger's gaze alighted on a basket of eggs. Ah! There was one of the things he had to order, anyway. "A dozen eggs," he said, and the languid gentleman added this item to the list and then waited some more—in silence.

"I can't think what else it was I wanted," said the man at last, still fumbling for the list and striving to recollect. Still the semi-recumbent figure uttered no word—made no suggestion—offered no help.

After standing a while longer, cogitating and arriving at no further solution, the visitor asked the clerk to add up the bill and parcel the goods, saying he guessed "that would be all now, anyway." Which the young gentleman did. And the customer took his departure, together with the package.

One hour later the same man might have been seen buying the balance of the goods he had forgotten. It appears that he had found the list (it was on the table at home) and consequently he had had to come back. But do you think he returned to the store where he had purchased the first three or four articles?

He did not.

This time he went to the store where the clerks neither subsisted on lead pen-

cils nor had to recline on the counter for physical support. He visited a store where they had real, live, on-the-jump salesmen with ideas—men who could rattle off a whole string of suggestions—men who knew how to be helpful. He patronized a store where they retailed quality plus service—a place where the salesmen were trained to do some thinking as well as the customer, and where they wouldn't let you go out until you had everything you wanted!

Let us be thankful that the limp, spineless, suggestionless type of counter-recliner is rapidly passing into the discard and soon will be no more. The retail merchant views his departure without weeping or lamentation, and the customer is not likely to go into mourning when he is gone.

In his place appears the keen, alert, anxious-to-please salesman who knows his goods and his customers, and who isn't afraid to offer a suggestion or to render a service without being asked. When a customer is in a quandary as to what to buy he will straightaway name, not one or two, but a score of articles she is likely to need—helping here—suggesting ideas there—doing all he can to solve her buying problems and to make her shopping experience a pleasure.

It is thus that pleased customers are made—that friendly feeling is created—that sales are built up—that confidence is established.

To a salesman of this latter type, who had taken a great deal of trouble to help a customer with her purchases, the purchaser said, appreciatively: "You are very kind."

"Not at all," he said. "That's what I'm here for."

Do all your salesmen work for you in that spirit, Mr. Retail Merchant?

### CANNED CORN FOUND SATISFACTORY

A report upon the examination of 207 samples of canned corn purchased by inspectors of the Inland Revenue Department in August, September and October of last year has been submitted by Dr. A. McGill, chief analyst of the department. Dr. McGill finds that with a single exception the net contents of the cans closely approximated 20 ounces. With few exceptions the solid contents approximate 18 ounces, which may be regarded as a normal amount, and in almost every case the corn was found to be in good condition.

### A MESSAGE FROM 1859

More than half a century ago a man asked these questions:

"Unquestionably it will take more labor to produce fifty bushels of wheat from an acre than it will to produce ten bushels from the same acre; but will it take more labor to produce fifty bushels from one acre than from five? Unquestionably thorough cultivation will require more labor to the acre, but will it require more to the bushel?"

There is only one answer now, just as there was only one in 1859, when a tall man asked the questions in an address before the State Agricultural Society of Wisconsin. He was Abraham Lincoln.

# Enquiry Department

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

### WHAT AMOUNT OF FLOUR AND SUGAR CAN GROCER SELL?

What is the maximum quantity of flour and sugar a retail grocer can sell to any customer under present regulations?

S. V. Skellen, St. Martin's, N.B.

Answer.—There is no definite amount stipulated in any of the regulations. The householder living within 2 miles of retailer cannot stock more than 15 days' supply of flour or sugar, if 5 miles away 30 days' supply, if more than 5 and less than 10 miles away 60 days' supply, if ten miles away, 120 days' supply. Retailer should not sell more than he knows customer could use in the time stipulated. Otherwise the holder is compelled to return it and the merchant must accept it again.

### TO OBTAIN CANADIAN GROCER.

How can I be a member of your CANADIAN GROCER?

Grant, Ont.

Answer.—The subscription price of CANADIAN GROCER is \$3 a year. Send money over for that amount to CANADIAN GROCER, 153 University Ave., Toronto, and it will be mailed to you every week.

### REGARDING KEEPING BOOKS

I have a license as a general merchant. Do I have to write up every article sold for cash or for credit?

C. C. Fehr, Halbstadt, Man.

Answer.—You have to keep some sort of books. No need to keep individual record of cash sales, the total will do. Credit accounts should be properly recorded.

### LICENSE NUMBER ON COUNTER CHECKS

1. Is it necessary for a retailer to put his license number on counter checks? 2. Can we resell white flour that has been returned by your customers?

H. B. Urquhart, Weyburn, Sask.

Answer.—1. If checks are not used as an invoice the license number is not necessary. If amounts of previous sales are carried forward, however, license number must appear.

2. You can lawfully resell the flour.

### ABOUT SUGAR

1. How much sugar can a merchant have at a time? 3. How much can consumers have at one time? 3. Does the new principle govern a merchant having stocks on hand?

Answer.—1. The merchant may carry a normal 60-day supply. 2. Consumers living within 2 miles from licensed dealer 15

days' supply; living more than 2 and less than 5 miles from licensed grocer, 30 days' supply; if more than 5 miles and less than 10, 60 days' supply; if 10 miles or more, 120 days' supply. The regulations apply to stocks on hand—any retailer or consumer holding more than the supplies noted must return them to the party from whom they were purchased.

### NOW WE MUST KEEP BOOKS.

Enquiries have been received from a goodly number of correspondents regarding the system of book keeping suggested in an article by Henry Johnson, Jr., entitled, "Now We Must Keep Books." Mr. Johnson writes later that while the system is good there are intricacies which have made it unworkable without considerable help from the inventor, who does not seem willing to back his scheme with such aid. We regret therefore, that we cannot assist our readers in this matter.

### CANNOT MAKE SEIZURE

A produce dealer owes me for 300 pounds of butter. The account is beyond question but the man refuses to pay up. The man is doing an extensive business in cream buying. The cream is bought in his own name and turned over to a wholesale creamery. Can I in virtue of my claim against him make a seizure of his cream?

S—, Ontario.

Ans.—You cannot make the seizure you suggest. Better take an action against the man and get a judgment, then the bailiff can discover if he has any seizable assets.

### WHERE TO GET RUBBER STAMPS

Where can I get rubber stamps with retail grocer's license number.

W. P. Lundy & Co., Thessalon, Ont.

Ans.—Stamps can be obtained from the following firms: W. E. Irons & Co., 30 Temperance Street, Toronto; C. W. Mack, Adelaide Street West, Toronto; Superior Manufacturing Co., 93 Church Street, Toronto; Wilson Stationery and Printing Co., 118 King Street West, Toronto; Hamilton Stamp and Stencil Co., Hamilton; J. H. Dickson, Calgary, Alta.; Vancouver Stencil and Seal Co., Vancouver, B.C.; Montreal Stencil Works, Montreal; Walker & Campbell, Montreal; Pritchard-Andrews Company, Ottawa, Ont.; T. J. Moore & Co., Quebec City; London Rubber Stamp Company, Halifax, N.S.

### RETAILER MUST STAMP MATCHES ON JULY 1.

Is it necessary from now on for mer-

chants to place stamps on each box of matches?

R. E. Harris & Sons, Wolfville, N.S.

Ans.—After July 1 it is necessary for every dealer, whether wholesaler or retailer, to place a stamp of 1 cent for every hundred matches on any matches in his stock remaining unstamped. Manufacturers are required to put stamps on all goods after April 30. The retailer may dispose of his stocks on hand till July 1 without stamps.

### PRICE FOR RETURNED FLOUR

Several farmers who bought enough flour last fall to last them for a year have enquired whether they are compelled to return all flour that they cannot use immediately. What is the law in this matter? Are we authorized to pay market price or price paid by the farmer for the flour?

M. Freedman, Ponteix, Sask.

Ans.—If the farmer lives within 2 miles of the grocer he may have 14 days' supply on hand; if more than two and less than five miles he may have 30 days' supply; if more than five and less than ten miles away 60 days' supply; if over ten miles distant 120 days' supply. The balance must be returned.

It must be received by the dealer if in good condition and paid for at purchase price or at the market price on April 20, 1918, whichever price is the lower.

### THE STATUS OF FARMERS' CLUBS

Some time ago I purchased a car of sugar for my customers. This order was, however, cancelled by the Food Controller. I understand that there is an order prohibiting the holding of more than a certain amount of flour and sugar. Now I understand that there is a farmers' club who have purchased a car of sugar. This same club, I believe, claims that they do not need a grocer's license. Will these farmers' clubs and co-operative concerns be permitted to operate without a license and how will they evade the law?

Cottam, Ont.

Ans.—The farmers' club requires a license to do business. If they are operating without one report them to the Canada Food Board, Ottawa. Also they are bound by the same conditions as to the amounts their customers may buy as the grocer. See answer to former enquiry for amounts their customers may carry. Your protection is to make them obey the law. You can report them and the local authorities will be instructed to take up the prosecution. You need not appear in the matter.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....191...

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

Name.....

Address.....

# CURRENT NEWS OF THE WEEK

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

## Maritime

Peter F. McKenna, one of the leading citizens of St. Stephen, N.B., where he conducted a grocery business, died recently at the age of fifty-eight years.

David Dougherty, formerly with Baird & Peters, St. John, and now engaged in business for himself in Vancouver, returned recently to St. John for a visit and has been warmly greeted by old friends in the trade.

Walter L. Doherty, secretary of Hall & Fairweather, Ltd., and W. J. Wetmore, New Brunswick, manager for Moirs, Ltd., have returned to St. John after a six weeks' trip in which they visited the Pacific coast, returning via the United States.

Hibbert H. Shatford, merchant, of Mill Cove, son of the late Daniel Shatford, of Mill Cove, passed away recently. He had been in the grocery business for over twenty years, a partner of the firm of H. & L. Shatford. Mr. Shatford was 58 years of age. Six weeks ago he suffered a paralytic stroke. He is survived by a wife and five children.

P. L. Smithers, president and managing director of the Booth Fisheries, Limited, was in St. John this week inspecting the large plant now under construction for his company in West St. John. He expects to see the plant in operation by the middle of June or the first of July and, during the sardine season, will give employment to about 250 persons.

The Bay of Fundy fisheries are coming nearer to meeting the demand this week than has been the case at any time previously this season. The first mackerel of the season were taken this week and catches have been large. Pollock also are coming in strong and are bringing good prices, with a brisk demand for the entire catch. Large schools of sardine herring have struck the bay and are making up for the scarcity which has existed. Night work has been necessary at several of the canning plants to care for the fish. Lobsters continue small and scarce with prices high.

James Stephenson, who had conducted a retail grocery store in Marsh road, St. John, for many years, died recently at the age of seventy-seven. His son George has been associated in business with him, another son is with Jones and Schofield, wholesale grocers, and another is employed in the city market.

A local business men's committee has been organized in St. John for the purpose of co-operating with the Canada Food Board in carrying out the food regulations. Those present at the organization meeting were: Dr. W. C. Kierstead, provincial representative of

the Food Controller, E. A. Schofield, chairman of the provincial executive; Walter S. Potts, inspector under the Act; A. H. Wetmore, wholesale grocer; Walter Gilbert, retail grocer; J. H. Bond, restauranter; J. A. Kennedy, meat packer; Alex. Fowler, flour miller; H. C. Harrison, grain and feeds; W. T. Leonard, fish packer; and George Dickson, meat dealer. A. H. Wetmore was elected chairman and R. E. Armstrong secretary. Considerable time was devoted to discussion of flour and sugar regulations, Dr. Kierstead explaining that householders having broken packages in their homes would not be molested but that, when these were exhausted, further supplies must be purchased only in small quantities. The codification and simplification of the various food regulations was suggested and the Food Board will be asked to advertise more fully the various regulations, so as to simplify the work of the merchants in dealing with their customers. The co-operation of all dealers in carrying out the regulations will be sought, with every prospect of complete harmony. C. J. Dodley of the Canada Food Board will address a meeting of those interested in various lines affected by the food regulations in St. John this week.

## Quebec

Rheault & Ouellet, general store, Disraeli, Que., have dissolved partnership.

Ruel & Morin, general store, St. Francis Xavier de Brompton, Que., have dissolved partnership.

G. B. MacCallum & Co. have moved from 101 to 401 Swift-Copland Building, where they have more room for a growing business.

Cecil T. Gordon, Dominion Cannery representative in Montreal, has been confined to his home through an attack of blood poisoning. We are pleased to state, however, that Mr. Gordon is able to be in his office again.

John M. Taylor, of John M. Taylor & Co., commission merchants, Montreal, died in Montreal on Saturday morning last. He had not been in the best of health for some time, but his death came as a great surprise to his many friends. He leaves a wife, one son and one daughter.

## OFFICIAL WORD RE TEA

Respecting War Excise Tax payable on tea, I may state that in respect to tea which remained unsold on the 30th day of April, 1918, retail dealers shall only pay War Excise Tax upon the amount held by them at the close of that day in excess of one thousand pounds.

R. W. BREADNER,

Commissioner of Taxation.

## Ontario

Daniel Stewart, Pike Bay, Ont., suffered loss by fire recently.

W. O. Bundy, Linwood, Ont., has sold to A. H. Terrill.

A. G. Snider, Vandonf, Ont., was a Toronto visitor recently.

A. Spears, Balsam, Ont., was a visitor in Toronto during the week.

John R. Gurd, broom manufacturer, London, Ont., has suffered fire loss.

Thos. Watson, grocer, Norwood, Ont., is closing out business.

J. M. Watson, grocer, Havelock, Ont., is closing out business.

Geo. Stewart of D. Stewart and Sons, Thistleton, Ont., was in Toronto last week.

L. Lacombe, general store, Norman, Ont., has been succeeded by J. E. Le-Blue.

John Booth, of Toronto, has taken over the management of the Kingston branch of the William Davies Co., Ltd., succeeding A. G. Andrews.

A. G. Andrews, who for the past eighteen years has been the manager of the Wm. Davies Co., Ltd., in Kingston, Ont., has associated himself with Anderson Bros., Kingston.

A joint stock company is being formed by Anderson Bros., in which Mr. Andrews will have a substantial interest and their business will be still further enlarged and expanded.

O. S. Matchett of Goheen and Matchett, grocers, Peterborough, Ont., was in Toronto over the holiday and few days following on a pleasure and business trip combined. He motored from Peterborough.

A petition, which is being circulated by local butchers, grocers and clothing merchants of Sarnia, Ont., for a half-holiday, is being largely signed, and it is expected that the half-holiday off will go into effect shortly.

Samuel Suddaby, who for nearly fifty years has been a resident of Brantford, Ontario, the bulk of which time he was engaged in the grocery and butchering business in the west end of the city, died recently after a brief illness in his 74th year.

The first conviction for food hoarding in Sault Ste. Marie, Ont., was made recently in the Police Court, when Magistrate A. Elliott fined John Wrona, a foreigner, \$100 for having ten and a half bags of flour in his possession. Wrona explained that his brother had previously been in the bakery business, and had left the flour at his house when he had gone out of business, but the fact was established that Wrona was keeping it for his own use, hence the conviction.

## Western Provinces

Razel Bros., Winnipeg, have been succeeded by Zacour Bros.

E. B. Cryderman, Colfax, Sask., has sold to A. Canovar.

A. Chaifetz, Leader, Sask., has sold to the Prelate Farmers' Trading Co.

W. H. Ratte, general store, Pasqua, Sask., has sold to A. Yokom.

J. Adilman, Portage la Prairie, Man., has been succeeded by S. Terniack.

J. R. Perrault, Aubigny, Man., has discontinued business.

Pollard and Company, Redcliff, Alta., have dissolved partnership.

Sam Feebler, Maybutt, Alta., is selling out.

F. L. Payne, Calgary, Alta., has advertised his business for sale.

Fire recently did some damage to the store of John Uhryn, Wakaw, Sask.

James Rollo has joined the staff of W. L. MacKenzie & Co., Winnipeg.

J. H. More, Creelman, Sask., has sold out.

Longthorne & Cunningham, general store, Forward, Sask., have sold out.

Bering & Feder, grocers, Winnipeg, Man., have suffered fire loss.

A. La Chapelle, general store, Labroquerie, Man., has sold to C. De Gagne.

G. Frank F. Brophy, Bow Island, Alta., has been succeeded by Michael J. Brophy.

W. J. Rushton, general store, Keyes, Man., has been succeeded by Max Warhaft.

E. J. Tichner and Co., Lethbridge, Alta., have opened a branch at Coalhurst, Alta.

A. Mirochnik, grocer, St. Boniface, Man., has been succeeded by Geller & Risberg.

E. W. Jackson, grocer, Winnipeg, Man., has been succeeded by J. C. Teeple.

F. A. Moull, formerly with Gallagher Holman Lafrance Co. Ltd., Winnipeg, has joined the staff of Watson & Truesdale, Winnipeg, covering Manitoba on detail work.

R. P. Eades, general store, Ernfold, Sask., has dissolved firm partnership.

The High River Trading Co. of High River, Alta., sold their business recently to Bethard Bros., who are now busily engaged taking stock. Messrs. Bethard Bros. are well known in the section, having been engaged until a year ago in the stock business west of High River.

The principal portion of the business section of the town of Entwistle, Alta., was recently destroyed by a fire of unknown origin, which started in the Farmers' Hotel, owned by Martin Tufty. Among the places of business burned was the general store of Elsie Bruce McPhee and Company, with a loss of \$30,000; John Reid's flour and feed store, \$3,000.

## COFFEE FOR BOYS AT THE FRONT

The G. Washington Coffee Sales Co., New York City, have turned their entire output over to the United States Government for the benefit of the overseas forces in the front line trenches.

### ENOUGH SUGAR FOR PRESERVING Situation Improving, and Better Now Than it Has Been During Past Year. Transportation Difficulties the Cause of Shortage

"That outlook on the whole is fairly promising, and with manufacturers loyally complying with the government's order regarding the use of sugar I think there will be plenty for the needs of the preserving season now at hand." So said George W. Brown, assistant general manager of the Atlantic Sugar Refineries Ltd., to CANADIAN GROCER this week.

Mr. Brown thinks there is no cause for alarm and that the sugar situation is well in hand, all things considered. Much depends upon shipping, and the government is doing much to see that the various refineries are supplied with all that can be given them to ensure their operating. The pressing needs of the users will at least be met.

An interesting feature was referred to by Mr. Brown when he stated that the bulk of San Domingo sugars were landed at New York. The boats would not come further, and the difficulty was that of getting supplies forward from there to the refineries in Canada. The line handling most of these raws was overtaxed with business, and in one instance a boatload of raws that had been delivered to a pier in New York had lain there until the return of the ship with a second cargo.

"The way the situation looks at present Canada will have enough sugar for her needs, and I would say that the situation to-day is better than it has been for a year," concluded Mr. Brown.

## DEATH OF J. PASCALL

The death took place in London, Eng., on May 10, of James Pascall, J.P., head and founder of the Pascall confectionery firm, to which he gave his name.

Mr. Pascall was born in Croydon, Eng., 80 years ago. He remained in business till a few weeks ago.

## VEGETABLE OILS TREBLE IN VALUE

Importation of vegetable oils and material for their production has trebled in value since the beginning of the war. With the demand for animal fats for the men in the trenches, people at home have turned to vegetable fats to take the place of the meats, butter, cheese and condensed milk, which they are sending to the battlefields. In addition to this, the war itself has made great demands upon the vegetable oils of the world by reason of the fact that they contain a large percentage of glycerine, which is now required for the manufacture of high explosives. A compilation by the National City Bank of New York shows that the United States alone, although the world's largest producer of cotton seed oil, imported in 1917 approximately

\$75,000,000 of food oils and materials for their production, about one-fourth of this coming from the Philippine Islands.

## DATING CANNED GOODS

(Continued from page 22.)

faction of Congress that goods hermetically sealed are as good ten years after date of packing as when first sealed, and showed that the date on the label would not protect the consumer, but would work a great hardship to packers, wholesalers and retailers, as the public would naturally insist upon having cans with current labels, and as a consequence this clause was not inserted in the Pure Food Act.

It is evident, therefore, that there is nothing to be gained, and a good deal to be feared from any action tending in this direction.

## SATURDAY NIGHT SHOPPING

(Continued from page 23.)

out the church. Body, mind and soul need development. If you don't go to church you become lop-sided. A man cannot afford to starve one-third of his body. Apart from the moral effect of going to church yourself, it tends to promote the moral standing of the community and, if you like, it gets you business."

A. E. Clemens, hardware and grocery dealer, Sedgewick, Alta.—"The education of the rural community is very important. We are building a consolidated school in our section, which will enable us to have our domestic science and training rooms, etc., for the education of the growing girl or boy. Carrying this farther, the roads are going to be improved around our town, which is bound to be a great benefit to all."

## IMPORTANT ASPECTS OF TURN-OVER

(Continued from page 28.)

The other lines should be handled with the greatest care and all the skill of which you are capable. Each article must be purchased on its peculiar merits with proper regard to its place in your own business. If it is something on which you have a trade, so that you must have about so much of it, and if it is increasing in cost, buy it well ahead and keep a good stock. But in this case, as in the case of all articles except the sixty-five, get the retail price justified by the current market value.

Remember that it is useless to provide against market shortage and higher prices if you are not going to get the benefit of such provision. You must get that benefit; you must take all advances; for those are precisely the articles on which you are most certain to get caught when the inevitable decline comes.

These are some of the important ways in which rules may be disregarded temporarily at this time. These are always the reasons why those rules must not be forgotten, but remembered more accurately and keenly now than usual.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**T**HE sugar situation shows visible signs of easing away as far as the question of supplies is concerned, and distribution is on a far more liberal scale than for months past. A shipment of approximately 6,500 tons of Hawaiian raws has reached Vancouver, and with the balance of 25,000 tons due will do much towards relieving the shortage at the Coast.

The advance in Japan teas of 8c per pound, announced last week, along with the new tax and handling charges will result in prices this year ranging at least 20c per pound higher than last year's quotations.

Business generally is somewhat quiet, though greater interest in summer lines is manifest.

**MONTREAL**—The better position of refined sugar this week is to be welcomed, and elsewhere reference is made to this improvement in supply. A good demand exists for many lines, and there is just the one difficulty with many commodities—that of securing ample supplies.

Price changes are few. Cod liver oil, peanut butter, canned asparagus, jelly crystals, arrow-root biscuits and Tarragona almonds are marked up, and also matches.

Small adjustments have been made in the price of millfeeds, and the demand for these still is good, notwithstanding the splendid grazing now afforded. For substitute flours there still is an active demand at prices mentioned in the market list.

Starches of various kinds are in active demand, and a good season for these is expected. Tea trading still is reported fair, notwithstanding the effect anticipated by many which the new taxes would have on its sale by the jobbing trade. Conditions are quite satisfactory.

**TORONTO**—The recent fire on the Fraser River, when three large canneries with 27,000 cases of fish were destroyed, will prove a severe loss to the fishing industry. Heavy export demands on spot stocks have been made which has brought supplies available to a comparatively low point, and canned salmon at to-day's prices looks like a good buy.

Prices on dried fruits are expected about June 1, and that these may be set by the United States Government would not be any great surprise to the trade. A big crop of apricots is looked for, but peaches will fall below last year's mark. Prunes are also expected to be a considerably smaller crop than last year. A

shipment of Australian currants is expected to reach the city shortly.

The strength of the spice market is revealed in further advances being recorded during the week. Lines on which prices have stiffened are pickling spice, paprika, mustard seed, celery seed and nutmegs. Supplies are becoming increasingly hard to get, and when present stocks are exhausted the future holds little promise of renewal.

Cereals have registered substantial declines during the week, practically all lines being affected to some extent. Substitute flours seem to have overcome the period of depression noticeable in the United States market for some little time past, and this is reflected in a stiffening of prices on corn flour, on which supplies are again becoming scarce. This will have a tendency to react on prices locally, and the decline on corn flour is likely to be short-lived.

**WINNIPEG**—Rice continues to show added strength, and Siam is to-day bringing \$50 per ton over last year's contract price. There is little hope that lower prices will prevail, even with the advent of the new crop in November, owing to the heavy increase in ocean freight rates already made, with further increases possible.

The output of the milling companies is still going largely into Government hands, the Wheat Export Co. exerting every effort to secure promised allotment of flour up to the end of June. Domestic orders coming to hand are subjected to careful scrutiny before being filled; orders which the millers think are too heavy are cut down considerably, and orders for districts which millers believe well supplied are not filled at all.

The demand for rolled oats is very light, and the market shows a somewhat downward tendency. Packages are selling at \$5.65, but lower prices are talked of. Large shipments of oatmeal are being handled by the Wheat Export Co., and there is an indication that some mills will sell practically their entire output for June through this channel.

Cornmeal is reaching the market in much better supply, the output of American mills being greatly increased. In fact, some of the American mills, it is said, are devoting their entire energies now to the manufacture of corn products. A somewhat lower price is looked for in view of prevailing conditions.

# QUEBEC MARKETS

**M**ONTREAL, May 29th. — The trade conditions keep up reasonably well. For staple goods in particular a very satisfactory volume of business is reported. Changes have not been numerous, but the undertone in general is a firm one and revisions will be necessary from time to time as stocks become depleted.

## Peanut Butter Up; Arrowroot; Cod Oil

**Montreal.**  
**PEANUT BUTTER, ARROWROOT, ETC.**—In the changes of the week peanut butter shows an advance of two cents a pound to 29c. Arrowroot in 7-pound tins is advanced 3c per pound to 25c. Weir Jelly Crystals were selling on the basis of \$6.88 per gross and now are \$9.00. Cod liver oil in bulk has been further advanced 50c per gallon to \$4.50-75.

## Jobbers Better Able To Meet Sugar Demand

**Montreal.**  
**SUGAR.**—Refined sugar can be said to be more plentiful and the general outlook is more favorable. This is reflected in the reports from jobbing circles where some of them have been able to sell to their trade more nearly the quantities asked for. In some cases for instance, where one sack of sugar had been delivered to a customer previously, two are now given, that is, in certain periods where the supply from the refinery has permitted this. More equitable distribution is now being effected generally. Prices are held without any changes whatever as follows:

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 90
Acadia Sugar Refinery, extra granulated	8 80
St. Lawrence Sugar Refinery	8 80
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	8 80
Special icing, barrels	8 70-9 06
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-8 96
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

## Canned Goods Steady; Asparagus Up 25c

**Montreal.**  
**CANNED GOODS.**—There is an advance this week of 25c per dozen in the price of American asparagus. "Mammoth greens" are selling now at \$4 per dozen. In a general way the situation on canned goods is that of a fairly steady demand at full prices. As the request comes in from outside points much stock is absorbed, and in being able to get lots of special brands some of the jobbers have been able to take

care of quite a nice business. The outlook is for a pretty thorough clean-up on many lines before the new pack is available.

Salmon Sockeye—		
"Clover Leaf," ½-lb flats	2 40	2 45
1 lb. flat	4 00	4 00
1 lb. talls, cases 4 doz., per doz.	3 75	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	1 80	1 80
Pinks, 1-lb. talls	2 40	2 40
Cohoes, 1-lb. talls	2 65	2 65
Red Springs, 1-lb. talls	2 70	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	20 00	20 00
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 00	4 00
Tomatoes, 1's	1 20	1 20
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	1 75	1 75
Peas, early June	1 90	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	3 00	3 00
Do., (U.S.), gallons	10 00	10 00
Corn (on cob, gal. cans), doz.	8 50	8 50
Red raspberries, 2s	2 90	2 90
Simcoes	2 75	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	3 00	3 00
Blueberries, 2s, doz.	1 85	1 85

## CANNED SALMON GOOD BUY NOW

During the past week the fishing industry sustained a severe fire loss; three large canneries on the Fraser River being destroyed, including 27,000 cases of fish sold for export and awaiting shipping space.

Spot stocks of fish are practically exhausted in the United States, and a recent order from the Italian Government covering 50,000 cases has eaten well into Canadian holdings. Apparently the only unsold portion of last year's pack at the coast consists of Chums and a few odds and ends. In view of this, canned salmon would look to be good buying at to-day's prices.

Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	1 75	1 75
Pumpkins (gallon), doz.	6 00	6 00
Carrots, sliced, 2s	1 45	1 45
Apples (gallons)	5 00	5 00
Peaches, 2s (heavy syrup)	2 00	2 00
Pears, 3s (heavy syrup)	2 45	2 45
Pineapples, 1½s	2 25	2 25
Greengage plums (light syrup)	1 90	1 90
Lombard plums (heavy syrup), 2s	1 70	1 70

## Bean Sales Continue; Split Peas Down 50c

**Montreal.**  
**BEANS.**—Notwithstanding the fact that there is little activity in the bean markets in some quarters there are parts of this district where a continued use of beans makes for maintained sales on a fair basis. The use of the best grades obtainable is generally the rule, and these are held on the basis of quotations appearing below. No feature of outstanding moment has developed during the week. Split peas are down to \$9.50 per bag, a decline of 50c.

Beans—		
Canadian, hand-picked, bush...	8 50	9 50

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

## Tapioca Is Scarce; Rice Prices Firm

**Montreal.**  
**RICE AND TAPIOCA.**—The markets are quite unchanged, and prices, while firm, are not altered. Some are experiencing a shortage of tapioca. There is a fairly good demand for this at prices named below. Rices still hold their firm position, and sale for them is very fair and reasonable. At present the outlook is such as to ensure the trade being supplied with ample quantities for its needs.

Snow (Japanese)	10 25	10 25
Ice Drips	11 25	11 25
Carolina	11 50	12 50
"Texas," per 100 lbs.	9 50	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	10 25	11 00
Rangoon "B"	8 50	9 50
Rangoon "B," 200-lb. lots	7 70	7 70
Rangoon CC	8 20	9 25
Mandarin	8 90	10 00
Pickling rice	7 70	8 40
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

## Jobbers Sales Tea Still Maintained

**Montreal.**  
**TEA.**—In spite of the fact that the new taxes on tea were expected to stop trading for the present to a great extent, it is learned that there is still a very fair volume of business. In so far as import orders are concerned of Japan teas these are being taken on the basis of the new prices and are confirmed in accordance, together with freight added. They will come forward in bond in due course. For these the outlook as reported to CANADIAN GROCER by a large direct importer is for still higher markets. In a general way prices are quite well established on the new basis.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

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

## For Maple Products Demand Equals Supply

**Montreal.**  
**MAPLE PRODUCTS.**—The sale of maple sugar is reported to be very good, and for syrup it is even better than the supply is always able to meet. However, lots are coming forward from various points from time to time, and while there is a condition occasionally of temporary shortage this is from time to time overcome. Prices are naturally firm, and sugar brings around 22c per pound and syrup from \$1.90 to \$2.00 per gallon;

Imperial measure. The smaller tins are slightly higher proportionately, while in kegs a price of about \$1.80 is obtainable.

Maple Product—			
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00	
Syrup, 5-gal. tins, per gal.		1 85	
8½-lb. tins	1 35	1 45	
Sugar, in blocks, per lb.	0 21	0 22	

### Molasses Used Up; Fair Syrup Sales

**Montreal.**  
**SYRUPS AND MOLASSES.**—The molasses coming to hand has been in good demand, so much so that supplies are absorbed quite as fast as they are delivered. Supplies have been received in frequent rotation by some jobbers, and with the condition as to delivery once they are received it makes the spot situation one in which markets are not supplied with much surplus to meet extra demand. Prices are fully maintained. Syrup sales, both those of cane and corn brands are maintained on a fair basis and prices rule with no changes recorded.

Corn Syrup—			
Barrels, about 700 lbs.	0 07		
Half bbls. or quarter bbls., ¼c per lb. over bbls.		0 07½	
Kegs		0 07½	
2-lb. tins, 2 doz. in case, case.	4 65		
5-lb. tins, 1 doz. in case, case.	5 20		
10-lb. tins, ½ doz. in case, case.	4 95		
20-lb. tins, ¼ doz. in case, case.	4 90		
2-gal. 25-lb. pails, each	2 15		
3-gal. 38½-lb. pails, each	3 25		
5-gal. 65-lb. pails, each	5 25		
Cane Syrup (Crystal) Diamond—			
2-lb. tins, 2 doz. in case, per case.	5 50		
Barrels, per 100 lbs.	8 00		
Half barrels, per 100 lbs.	8 25		

Prices for Barbadoes Molasses—			
	Island of Montreal		
Punchoons	0 97	1 00	
Barrels	1 00	1 03	
Half barrels	1 02	1 05	
For outside territories prices range about 3c lower.			
Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.			

### Peaches And Apricots Selling Well

**Montreal.**  
**DRIED FRUITS.**—The sale of peaches and apricots is reported to be good. Of the former the supply is not large and is gradually diminishing. For prunes, dried apples, etc., there is also a reasonably good sale, but the difficulty of securing supplies to replace is the feature giving greatest concern to the jobber. Some belated shipments come forward once in a while and this tends to ease the situation temporarily. Raisins being so scarce, those having a supply of them are considered fortunate.

Apricots—			
Choice	0 28		
Fancy	0 30		
Apples (evaporated)			
	0 20		
Peaches (fancy)—			
Faced	0 19		
Choice	0 17		
12 oz., per pkge.	0 16		
Pears	0 16		
Drained Peels—			
Citron		0 27½	0 32
Lemon		0 27½	0 34
Orange		0 28½	0 34
Raisins—			
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.			
Muscatsels, loose, 2-crown	0 11		
Muscatsels, loose, 3-crown, lb.	0 11½		
Muscatsels, 4-crown, lb.	0 12		
Cal. seedless, 16 oz.	0 14		
Cal. seedless (new)	0 16½		
Fancy seeded, 16 oz. pkgs.	0 13		
Choice seeded, 16 oz. pkgs.	0 12		
Valencias, selected	0 11		

Valencias, 4-crown layers	0 11½		
Currants, old	0 24		
Do., new	0 32		
Dates, Excelsior, per case	6 84		
Do., Dromedary	7 92		
Figs (new), 100 to case	11 00		
Figs (layer), 10-lb. boxes	1 90	2 75	
Figs, Spanish (mats)	0 12		
Figs, Portuguese (mats)	0 13		
Figs, Fancy Cal. White (Choice)—			
Pkgs. 16 oz. (10 pkgs.)	1 75		
Pkgs. 10 oz. (12 pkgs.)	1 45		
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60	
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75	
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00	
Prunes—			
30-40	0 17		
California, 40-50s	0 13½		
25-lb. cases, 50-60s	0 13		
60-70s	0 12½	0 13½	
70-80s	0 12	0 12½	
80-90s	0 11	0 12	
90-100s	0 10		
Oregon, 30-40s	0 15½		
40-50s	0 15½		
50-60s	0 12½		

### Peanuts Maintain Higher Figure

**Montreal.**  
**NUTS.**—Peanut prices have been readjusted to meet the present conditions. These are to be had still in fair quantities, and there is really a well held trade for these. In view of the whole market situation it will not be surprising to

NEW MATCH PRICES			
Changes have been made in the price of some of the regular lines of matches, the most important being on several lines handled by the retail trade throughout the country. These are as follows:			
Buffalo Silents, per case	\$7.80		
Silent Parlor, 500's, per case	8.30		
" " 200's, per case	4.25		
Pony, per case	6.40		
Home matches, 100 box, per case	5.40		
Golden Tip Silents, per case	8.05		
Royal George Silents, per case	7.05		
Eddy's Safety, per case	8.60		

learn of an active season, jobbers very probably realizing that they can do no better than to buy at present rather than pay higher figures for their needs later. On the whole there is nothing in the list with easing tendencies, and prices are firm for practically everything with changes probably on some as the supply lessens. Tarragona almonds in one quarter are advanced one cent.

NUTS.—The situation on nuts was			
Almonds (Tara), per lb.	0 20	0 24	
Almonds (shelled)	0 44	0 46	
Almonds (Jordan)	0 70		
Almonds, Valencia, shelled	0 45	0 46	
Almonds, soft shelled Tarragonas	0 22½	0 23½	
Brazil nuts (new)	0 18	0 19	
Brazil nuts (med.)	0 15	0 17	
Filberts (Sicily), per lb.	0 19	0 21	
Filberts, Barcelona	0 17½	0 18½	
Hickory nuts (large and small), lb.	0 10	0 15	
Peanuts (roasted)—			
Jumbo, per lb.	0 25	0 26	
Fancys, per lb.	0 24	0 25	
Extras, per lb.	0 19	0 20	
Shelled, No. 1 Spanish	0 18½	0 19½	
Shelled, No. 1 Virginia	0 19½	0 20½	
Do., No. 2	0 14		
Pecans (new Jumbo), per lb.	0 21	0 25	
Pecans, New Orleans, No. 2	0 21	0 24	
Pecans "paper shell," extra large			
Jumbo	0 40		
Pecans (shelled)	0 30		
Walnuts (Grenoble)	0 23		
Walnuts (new Naples)	0 16	0 18	
Walnuts (shelled)	0 70	0 72	
Walnuts (Marbots), in bags	0 22	0 24	
Walnuts California, No. 1	0 24		

### Moderate Flour Demand; Feed Prices Adjusted

**Montreal.**  
**FLOUR AND FEEDS.**—The sale of war standard flour is now on quite a settled basis and may be stated as quite confined to fair volume. The big business in flour is naturally with the export trade, and this is continuously active. In the matter of feeds one miller has readjusted prices to a higher level, and the range of quotations appears below. For the various kinds there is a maintained demand notwithstanding fact of grass being plentiful. Tempting prices for cheese and for cream make it worth while to force milk production, and this is effected to a greater degree through the employment of at least some percentage of feed. Bran is in greater demand than obtains some seasons and the price of this and that on shorts remain unchanged.

War Standard, Graham and Whole Wheat Flour—			
Car lots (on track)		10 95	
Car lots (delivered), Bakers		11 05	
Small lots (delivered)		11 15	
Bran, per ton		35 00	
Shorts		40 00	
Crushed oats	64 00	73 00	
Barley chop	73 00	76 00	
Barley meal	73 00		
Feed oats, per bushel		1 04	

### Cereals Unchanged; Substitutes Active

**Montreal.**  
**CEREALS, FLOUR SUBSTITUTES.**—The position of cereals is one of no material change. Adjustments of prices are made from time to time as jobbers' supplies are absorbed and they have to replace, but the market is about as it was. The situation with regard to rolled oats is as unsettled as ever. Some anticipate higher prices, but in the meantime the position is somewhat weak. Cornmeal is available in requisite quantities to meet the fair demand existing. In flour substitutes there is much activity, and the consequence has been a pretty well maintained price all around. Corn flour is selling at \$6.50, and rice flour at \$9.00 in bag lots.

Cornmeal, Pure Gold	7 00		
Cornmeal (Gold Dust)	6 90	7 00	
Barley, pearl	7 75	8 75	
Barley, pot, 98 lbs.	6 50	6 75	
Buckwheat flour, 98 lbs.	7 25		
Corn flour, 98 lbs.	5 65	6 50	
Rice flour		9 00	
Hominy grits, 98 lbs.	6 75	8 00	
Hominy, pearl, 98 lbs.	7 50	7 75	
Oatmeal (standard-granulated and fine)			
	6 25	6 40	
Peas, Canadian, boiling, bush.	5 00	5 50	
Split peas	9 50	11 25	
Rolled oats, 90-lb. bags	5 35	5 80	
Rolled oats (family pack.), case	5 50	5 75	
Rolled oats (small size), case	2 07½	2 12½	
Rolled wheat (100-lb. bbls.)		6 75	
Rye flour, small lots, 98 lbs.	8 50	8 75	
Self-rising flour—			
3-lb. pkgs., doz.		2 80	
6-lb. pkgs., doz.		5 50	

### Spice Markets Hold Very Firm

**Montreal.**  
**SPICES.**—While some of the spice men are still waiting to readjust their prices on peppers, the tendencies are to higher levels, and importers here say

that there are lower prices for some lines being quoted in Montreal than elsewhere. Sales are just fair, but there seems little inclination to seek much business under the present condition of supply and price. No actual changes are made.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia		0 35
Cassia (pure)		0 35
Cayenne pepper	0 28	0 35
Cloves		0 75
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin		0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 42
Pepper, white	0 42	0 45
Pepper (Cayenne)	0 30	0 35
Pickling spice		0 25
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk		2 00
Caraway, Dutch, nominal		0 75
Cinnamon, China, lb.	0 25	0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk		0 25
Celery seed, bulk		0 48
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3/4 cents a lb. and for spices packed in tin containers add 10 cents per lb.

*Coffee is Steady  
Prices Hold*

**Montreal.**  
COFFEE.—Sales are maintained on a satisfactory basis, with the new prices applying to the various grades. Stocks here are quite ample of such grades as are obtainable. The trading outside in New York is quiet, and conditions are somewhat more unsettled. Prices asked by the jobbers here are based on the various grades as follows:

Coffee, Roasted—		
Bogotas, lb.	0 28 1/2	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27 1/2	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)		
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)		0 25

*Lemons Go to \$8.00;  
Pineapples Lower*

**Montreal.**  
FRUITS.—The trading in fruits is quite active, with sales made on somewhat more favorable basis for pineapples and oranges. The latter have not changed in price at all, but the range on pineapples is less. Grapefruit prices also are more inclined to advance, and revision was made in some quarters to 25c increase per case. Cherries from California are lower. The banana market still is very firm, and prices hold, with some advancing their quotation 50c per bunch.

Apples—		
Ben Davis	3 25	4 00
Russets	4 50	5 00
Nonpareil	5 00	5 50
<b>Ontario Apples—</b>		
Spys, No. 1, per bbl.	3 00	3 50
Do., No. 3 (special), bbl.		5 50
Do., No. 3, bbl.		4 50
Pewaukee, No. 1, bbl.		6 50
Do., No. 2, bbl.		5 50
Baldwin, No. 1 bbl.	4 00	4 50
Starck, No. 1, bbl.		4 50
No. 2		3 75

Boxed apples (all sizes)	2 75	3 00
Bananas (fancy large), bunch	5 00	5 50
Cherries (California), box		3 75
Cocoanuts, sack	7 25	8 50
Grape fruit (fancy Jamaica)	3 25	3 75
Grape fruit (fancy Porto Ricos)		
80, 96, 112		5 00
Grape fruit (fancy Porto Ricos)		
54, 46		4 75
Lemons (fancy new Messina)	7 50	8 00
Lemons (choice)		7 00
Lemons (California seedless)		5 00
Oranges, Valencia lates	6 50	7 25
Oranges, Porto Ricos		5 50
Oranges, California navels	6 00	7 50
Oranges, Jamaica		6 50
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)		5 50
Oranges (Sorrentoes), 200 size		5 00
Pineapples, Cuban (crate)	5 50	6 00
Pineapples, Florida	5 50	6 00
Pears, eating (doz.)	0 30	0 60
Strawberries (box) (quarts)	0 18	0 25
Watermelons (each)		0 50

**CASTOR OIL PRICES**

The situation on castor oil has been one of some unsettling features. Now, for the time being at least, there has been a readjustment that permits of a schedule being adopted to meet the needs of the bottled sizes, and these are given as follows:

One ounce bottles, per doz.	\$ 0.95
Two " " "	1.75
Three " " "	2.50
Four " " "	3.25
Six " " "	4.75
Ten " " "	7.50
Sixteen " " "	12.00

*Cucumbers and  
Tomatoes Scarce*

**Montreal.**  
VEGETABLES.—The markets are quite active, and trade last week was good, with a promising outlook for this. Cucumbers are very scarce, and the price

**T**ORONTO, May 29.—Cereals show a decline during the week, thus featuring markets which, generally speaking, are rather quiet. There have been some changes made in miscellaneous lines during the week, including matches, mustard, lamp burners, baking powder, and some lines of spices have undergone further revision upward. Advances in orangeade, lemonade, and grape juice are reported in some quarters. Business, though fair, is rather on the quiet side.

*Sugar Much Easier;  
Hawaiian Raws Arrive*

**Toronto.**  
SUGAR.—The position of sugar continues to ease off materially, and indications are that very good shipments are reaching the local market. The tone as regards supplies is now such that where retailers can secure a little surplus this should be done, so that the preserving season will find them in a better position to take care of their customers' requirements. Improvement in the situation at the coast will be felt in the arrival of the first shipment of Hawaiian raws to the amount of 6,500 tons. This is to

is high. Tomatoes also are scarce, as are turnips. New carrots and beets are to hand and selling at \$2.25 per hamper. Western grass asparagus is obtainable at \$1.50 per basket. Green and wax beans are coming in well, and for any of the early grown vegetables produced locally there is a good sale.

Asparagus (doz. bunches)	3 00
Asparagus, Western Grass (bask.)	1 00
Beans, new string (25-lb. basket)	4 00
Beets (60-lb. bag)	0 75
Beets, new (hamper)	2 25
Cauliflower (California), crate,	
2 doz.	4 50
1 doz. crate	5 00
Cabbage, Montreal, per bbl.	2 00
Cabbage (new), hamper	3 00
Cabbage (New Florida), crate	1 50
Carrots (bag)	3 00
Carrots (new) hamper	1 25
Celery (Wash.) doz.	2 25
Cucumbers (Boston), doz.	2 00
Cucumbers (hampers)	2 50
Endive (Can.)	5 50
Endive (American)	0 25
Lettuce, curly (3 doz.)	0 40
Lettuce, Montreal, head (doz.)	2 50
Lettuce, Montreal (box)	2 75
Leeks	1 50
Mint	3 50
Mushrooms, lb.	2 50
Onions, red (70-lb. bag)	0 60
Onions, red (100-lb. bag)	0 90
Onions, spring, doz.	1 00
Onions (Texas), No. 1 yellow, etc.	2 50
Do., No. 2 white wax (crate)	1 50
Do., Silver and Red (crate)	2 75
Oyster plant	3 25
Parsnips (60-lb. bag)	0 75
Parsley (American)	1 00
Parsley (Canadian)	1 00
Peas (in hampers)	0 40
Potatoes (sweet), per hamper, as	4 00
to size	2 50
Potatoes, bag	1 40
Potatoes (New Brunswick), bag	1 40
Potatoes, new, Florida	1 65
Romane	4 50
Radishes (doz.)	0 50
Rhubarb, doz. (Montreal)	1 00
Spinach (bushel)	0 25
Turnips (Montreal), bag	1 50
Tomatoes (hothouse), lb.	1 50
Tomatoes, Florida, fancy (crate)	0 40
Tomatoes, choice (crate)	8 00
Watercress (Can.)	7 50
Watercress (Amer.)	0 50
	1 00

**ONTARIO MARKETS**

apply on a total of 25,000 tons, and should afford a considerable measure of relief to refiners and dealers in that territory. Prices held unchanged for week.

Atlantic, extra granulated	9 07
St. Lawrence, extra granulated	8 97
Acadia Sugar Refinery, extra granulated	9 07
Can. Sugar Refinery, extra granulated	8 82
Dom. Sugar Refinery, extra granulated	8 97
Ice sugar, barrels	9 27
Powdered, barrels	9 17
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.	

*Matches Go Higher;  
Other Lines Revised*

**Toronto.**  
MATCHES, OTHER LINES.—A further revision has been made in prices applying on matches, and it is now



thought prices listed herewith will form the correct basis for this commodity. Silent parlor are now listed at \$17; golden tips, \$16.75; Buffalo, \$16.50, and home, \$11.45. Sal soda A. & H. is selling at \$2.15, and crystal the same price. Dalton's orangeade and lemonade have advanced in some quarters, splits selling at \$1.40 and large at \$3 per doz. Marsh's grape juice, 50c size, one dozen to case, is selling at \$4.50 case; the 25c size, two dozen to case, at \$4.60, and the 10c size, six dozen to case, at \$5. Royal baking powder is selling in 4-oz. size at \$1.65 dozen; in 6-oz. size at \$2.46; in 8-oz. size at \$3.10, and 16-oz. size at \$5.90. 1900 dairy baking powder has advanced, the 8-oz. selling at \$1.70, 16-oz. at \$2.50, and 5-lb. at \$11 dozen. Keen's D.S.F. mustard has been revised in some quarters to 69c per pound in 1-lb. tins, 71c in 1/2-lb. tins, 75c in 1/4-lb. tins, and 84c in 2-oz. tins. Lamp burners A. have been advanced to 90c per dozen, and B. to \$1.10; the Perfect A. & B. selling at \$1.75 dozen. Lantern burners are quoted at \$1.85.

**Molasses Holds Firm; Syrups Unchanged**

Toronto.

**MOLASSES, SYRUPS.**—The market on molasses has held firm and unchanged during the week. A fair demand is reported, though the movement is not heavy.

Syrups are unchanged, the demand being seasonable and prices firm.

<b>Corn Syrups—</b>	
Barrels, per lb. ....	0 07
Cases, 2-lb. tins, 2 doz. in case ....	5 50
Cases, 5-lb. tins, 1 doz. in case ....	5 20
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	5 70
<b>Cane Syrups—</b>	
Barrels and half barrels, lb... ..	0 06
Cases, 2-lb. tins, 2 doz. in case ....	5 06
<b>Molasses—</b>	
Fancy, Barbadoes, barrels ....	1 00
Choice Barbadoes, barrels ....	0 90
West India, 1/2 bbls., gal. ....	0 56
West India, No. 10, kegs. ....	6 50
West India, No. 5, kegs. ....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes ....	4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes ....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes ....	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes ....	5 20
Tins, 2-lb., baking grade, case 2 doz. ....	3 50
Tins, 3-lb., baking grade, case of 2 doz. ....	4 60
Tins, 5-lb., baking grade, case of 1 doz. ....	3 90
Tins, 10-lb., baking grade, case of 1/2 doz. ....	3 75
West Indies, 1 1/2, 48s ....	5 00
West Indies, 2s, 36s ....	4 00

**Fair Movement In Canned Goods**

Toronto.

**CANNED GOODS.**—A very fair movement of canned goods is reported, and some distribution to Western Canadian points is reported. A very fair consuming demand is apparent, and stocks in jobbers' hands are reaching a comparatively low point, though the feeling generally is that there will be sufficient to carry through until new

pack is available. Prices show no change in figures below.

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

<b>Salmon—</b>	
Sockeye, 1s, doz. ....	4 00
Sockeye, 1/2s, doz. ....	2 40
Alaska reds, 1s, doz. ....	3 75
Chums, 1-lb. talls ....	2 35
Do., 1/2s, doz. ....	1 85
Pinks, 1-lb. talls ....	2 25
Do., 1/2s, doz. ....	1 85
Cohoos, 1/2-lb. tins ....	1 85
Cohoos, 1-lb. tins ....	3 45
Red springs, 1-lb. talls ....	3 15
White springs, 1s, dozen ....	2 30
Lobsters, 1/2-lb., doz. ....	3 00
<b>Canned Vegetables—</b>	
Beets, 3s ....	1 50
Tomatoes, 2 1/2s ....	2 65
Peas, standard ....	1 95
Peas, early June ....	2 00
Beans, golden wax, doz. ....	1 85
Beans, Migget, doz. ....	2 25
Asparagus tips, doz. ....	3 25
Corn, 2s, doz. ....	2 45
Pumpkins, 2 1/2s ....	1 80
Succotash, No. 1, doz. ....	2 00
Pineapples, 2s ....	2 50
Cherries, 2s ....	2 60
Peaches, 2s ....	2 10
Pears, 2s ....	1 85
Plums, Lombard, 2s ....	1 75
Plums, Green Gage ....	1 80
Strawberries, 2s, H.S. ....	3 00
Jam, raspberry, 16 oz., doz. ....	2 90
Do., black currant, 16 oz. ....	2 90
Do., strawberry, 16 oz. ....	3 00
Raspberries, 2s, H.S. ....	3 00
Do., raspberry, 4-lb. tin. ....	0 82
Do., black currant, 4-lb. tin. ....	0 75
Do., strawberry, 4-lb. tin. ....	0 83
<b>Preserved Fruits, Pint Sealers—</b>	
Peaches, pint sealers, doz. ....	3 40

**BAKERS TO USE SUBSTITUTES?**

There is a rumor to the effect that bakers will shortly be compelled to use 10 per cent. substitute flour in the manufacture of bread—rye flour, barley flour, corn flour, or oat flour being mentioned in this connection. There was an intimation that this might become effective around June 1, but there would hardly be time now to secure stocks. One prominent Toronto baker stated that he believed such a ruling would become effective, though he hardly thought before June 15.

Plums, Greengage, doz. ....	2 40
Do., Lombard, doz. ....	2 25
Do., Blue, doz. ....	2 25
Black currants, doz. ....	3 45
Red currants, doz. ....	3 45
Raspberries, doz. ....	3 40
Strawberries ....	3 60

**Awaiting Development In All Dried Fruits**

Toronto.

**DRIED FRUITS.**—There seems to be a tendency towards awaiting developments in respect to all dried fruits. Reports indicate that a large crop of apricots is expected, but peaches will be short compared with last year. A much shorter crop of prunes is also expected than that gathered last season. New prices are expected around the end of this week, and that the Government will set these would not be at all surprising. A shipment of Australian currants is expected to reach the city shortly.

Apples, evaporated, Ontario. ....	0 20
Do., da., Nova Scotia. ....	0 17
Apricots, unpitted ....	0 16 1/2
Do., fancy, 25s ....	0 30
Do., choice, 25s ....	0 25
Do., standard, 25s ....	0 24
<b>Candied Peels, American—</b>	

Lemon ....	0 26
Orange ....	0 28
Citron ....	0 35
<b>Currants—</b>	
Grecian, per lb. ....	0 29
Australians, lb. ....	0 30
<b>Dates—</b>	
Excelsior, kgs., 3 doz. in case ....	6 50
Dromedary dates, 3 doz. in case ....	7 50
<b>Figs—</b>	
Fans, lb. ....	.....
Malagas, lb. ....	.....
Comadre figs, mats, lb. ....	0 13
Cal., 5 oz. pkgs, 20s, case. ....	1 80
Cal., 10 oz., 12s, case ....	1 40
<b>Prunes—</b>	
30-40s, per lb., 25's, faced. ....	0 18
40-50s, per lb., 25's, faced. ....	0 17
50-60s, per lb., 25's, faced. ....	0 16 1/2
60-70s, per lb., 25's, faced. ....	0 14
70-80s, per lb., 25's, faced. ....	0 13
80-90s, per lb., 25's, unfaced. ....	0 12 1/2
90-100s, per lb., 25's, faced. ....	0 12
<b>Peaches—</b>	
Standard, 25-lb. box ....	0 15 1/2
Choice, 25-lb. boxes ....	0 18 1/2
Fancy, 25-lb. boxes ....	0 23
<b>Raisins—</b>	
California bleached, lb. ....	0 14
Valencia, Cal. ....	0 10 1/2
Valencia, Spanish ....	.....
Seeded, fancy, 1-lb. packets. ....	0 11 1/2
Seedless, 12-oz. packets ....	0 11
Seedless, 16-oz. packets ....	0 14 1/2
Seedless, bakers, Thompsons, 50s ....	0 14

**Tea Holds Firm; Fair Movement Reported**

Toronto.

**TEAS.**—Teas have held firm and unchanged during the week, with a very fair movement reported as developing. The new prices on Japan teas announced last week, representing an advance of 8c per pound along with the tax of 10c and charges for handling, will mean a cost at least 20c higher than last year. As noted elsewhere, all retailers are exempt from taxation up to 1,000 lbs. stock held on April 30. The clearing up of this point will be welcomed.

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

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

**Coffee Moving; Price Holds Unchanged**

Toronto.

**COFFEE.**—Coffee is enjoying a very fair movement, and no great difference has been made in the demand by higher prices established. Quotations have held firm at new levels.

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

**Spices Show**

**Firmer Tendency**

Toronto.

SPICES.—The strength of the spice market, as outlined in CANADIAN GROCER during the past few weeks, is further revealed in a stiffening of prices on many lines. During the week pickling spice, paprika, mustard seed, celery seed and nutmegs all show revision upward, and cream of tartar also shows an advance. Supplies are increasingly hard to get, and dealers see little chance of renewing present stocks, which grow lighter daily. The present range of quotations follows:

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 70	0 85
Ginger	0 25	0 35
Herbs — sage, thyme, parsley,		
mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 47	0 49
Paprika, lb.		0 55
Nutmegs, selects, whole, 100s.	0 45	0 48
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 50	0 65
Coriander, whole	0 28	0 35
Caraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 90	1 00 0
American high test		1 40
2-oz. packages, doz.		2 60
4-oz. packages, doz.		5 45
8-oz. packages, doz.		6 00
8-oz. tins, doz.		0 21
Tartarine, barrels, lb.		0 23
Do., kegs, lb.		0 25
Do., pails, lb.		0 90
Do., 4 oz., doz.		1 75
Do., 8 oz., doz.		3 25

**Nuts Hold Firm**

**And Unchanged**

Toronto.

NUTS.—There has been no change in the situation during the week. Prices have been firmly maintained, and a very fair movement is reported. New shipments of Jamaica coconuts are being offered at from \$7.50 to \$8 per 100.

In the Shell—

Almonds, Tarragonas, lb.	0 21	0 23
Walnuts, Bordeaux	0 25	0 26
Walnuts, Grenobles, lb.		
Walnuts, Manchurian, lb.		
Filberts, lb.	0 18	0 22
Peanuts, lb.	0 25	0 27
Peanuts, Jumbo, roasted.	0 23	0 25
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	7 50	8 00

Shelled—

Almonds, lb.	0 45	0 50
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 70	0 75
Peanuts, Spanish, lb.	0 18	0 19
Do., Chinese, Japanese, lb.		
Brazil nuts, lb.	0 66	0 68

**Beans Are Steady;**

**Little Movement**

Toronto.

BEANS.—Prices have held steady during the week, and very little movement is reported. Quotations range as follows:

Ontario, 1-lb. to 2-lb. pickers, bu.	8 00	8 50
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.		9 00
Rangoons, per bush.	6 50	7 00
Yellow eyes, per bushel.		

Japanese Kotenashi, per bush.	8 00
Limas, per pound	0 19 0 22

**Firm Position Holds**

**In Rices; Hard To Get**

Toronto.

RICES.—The firm position holds, with little changes during the week. Stocks are in very good shape, but indications are that further supplies will be increasingly hard to get. The present range of quotations is:

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas, per 100 lbs.	11 75	12 50
Anduras, fancy, per 100 lbs.		13 00
Siam, fancy, per 100 lbs.		9 75
Siam, second, per 100 lbs.		9 50
Japans, fancy, per 100 lbs.	10 75	11 75
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	9 00	10 00
Do., Simiu		11 50
Do., Mujin, No. 1		10 75
Do., Pakling		10 25
Tapioca, per lb.	0 14½	0 15

**Package Goods**

**Hold Unchanged**

Toronto.

PACKAGE GOODS.—There is no change reported in the package goods

**NEW PRICES AND NEW SIZES ON TOBACCOS**

Stocks of tobacco are gradually assuming shape with the new sizes now being turned out and the new scale of prices effective on a few lines, which shows the general trend, are reproduced herewith:

MacDonald's Tobaccos—		
Smoking—Brier, 8s.	\$1.40	lb.
11s.	1.45	“
11s.	1.43	“
British Consols, 5s.	1.65	“
Ingots, R. & R., 8s.	1.65	“
Chewing—		
Prince of Wales, 8s.	1.40	“
11s.	1.45	“
Napoleon	8s. 1.40	“
11s.	1.45	“
Cut Tobaccos—		
T. & B.	12s 1.45	“
Orinoco	12s 1.45	“
Old Chum	14s 1.16	“
Meerschmum	12s 1.44	“
Imperial Mixture, 1-5s	2.42	“
Clubb's, ½s, tin	1.50	“

situation. Prices have held firm, and a fair, seasonable demand is being taken care of.

Cornflakes, per case	3 90	4 25
Rolled oats, round, family size,		
20s	5 85	6 35
Rolled oats, round, regular 18s,		
case	2 13	2 30
Rolled oats, square, 20s	5 85	
Shredded wheat, case	4 25	
Cornstarch, No. 1, pound cartons	0 11½	
No. 2, pound cartons	0 10½	
Starch, in 1-lb. cartons	0 11½	
Laundry starch, in 1-lb. cartons.	0 10	0 11½
Do., in 6-lb. tins		0 13
Do., in 6-lb. boxes		0 13
Do., in 100-lb. kegs.		0 11

**Movement Of Maple**

**Syrup Light; Honey**

Toronto.

HONEY, MAPLE SYRUP.—There is a limited amount of maple syrup moving

and the price of \$2.25 per Imperial gallon tin is firmly maintained, with other sizes correspondingly quoted. There is little honey available and little demand.

Honey—

Clover, 5 and 10-lb tins.	0 28
Do., 54s, case	
60-lb. tins	
Buckwheat, 60-lb. tins	0 17 0 18
Comb, No. 1, fancy, doz.	3 50 3 60
Do., No. 2, doz.	3 00 3 25
Jars, 7-oz., doz.	
Do., 10oz., doz.	
Do., 12-oz., doz.	
Do., 16-oz.	

Maple Syrup—

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

**Strawberries Easier;**

**Lemons, Oranges Up**

Toronto.

FRUIT.—An easier tone is noticeable in regard to strawberries during the week. Arrivals are reported from Virginia, Delaware and Maryland of fair quality. Quotations range from 23c to 32c per quart box. California lemons are very firm, though unchanged, but Messinas offering are up to \$6.50 to \$7 per box. Oranges have undergone revision upward, quotations in some quarters reaching as high as \$8.50, though the usual run of prices is as given below. The first shipments of Cuban pineapples are in and reported very fair quality. Prices range from \$5.75 to \$6.50 per case, 24's or 30's. Porto Ricos will be cleaned up fairly well during the week, it is expected. Georgia peaches have arrived, 6-basket crates ranging around \$4.50.

Apples—

Winesaps, box	3 75	4 00
Ontario—		
Baldwins, No. 1, bbl.		7 00
Do., No. 2, bbl.		6 00
Do., No. 3, bbl.		3 00
Starks, No. 1, bbl.		4 50
Do., No. 2		3 50
Ben Davis, No. 1, bbl.		6 50
Do., No. 3, bbl.	3 00	5 00
Spy, No. 3, bbl.		4 00
Bananas, yellow, bunch	4 00	4 50
Do., per lb. (crates extra)		0 07
Cherries, Cal., box	3 50	4 50
Grapefruit—		
Floridan, 36s, 46s, case.		6 50
Do., 54s, 64s, 80s, 96s	6 50	7 00

Oranges—

Valencias—		
96s		6 50
100s		6 00 6 50
126s		7 50
150s, 176s, 200s, 216s		7 50 7 75
257s		7 50 7 75
288s		6 50 7 50
324s, 360s		5 00 7 00
Lemons, Cal., case	6 50	7 50
Do., Messinas, box	6 50	7 00
Peaches, Georgia, 6 bas. crate.		4 50
Pears, Cal., box		
Pineapples, Porto Rico, cs. 24-30s	6 50	7 00
Do., Cuban, cs. 34-30s	5 75	6 50
Strawberries, pints, 24s.		
Do., quarts	0 23	0 32

**New Vegetables Easier;**

**Lettuce Up; Cabbage Firm**

Toronto.

VEGETABLES.—A somewhat easier tone is remarked in new vegetables, asparagus, wax beans and carrots all registering declines. Lettuce has stiffened somewhat, leaf being quoted as high as 40c dozen bunches, and head lettuce sell-

ing at \$1.25 to \$1.50 dozen. A shipment of Louisiana cucumbers is expected in, to sell at about \$6 crate. Cabbage has firmed up slightly, all grades being up about 25c crate. Florida tomatoes are about done, and a heavy advance is reported, prices running from \$7.50 to \$8.50 per case. Mississippi flats are now being offered, though prices are not yet available.

Asparagus, Canadian, doz.	0 75	1 00
Artichokes, Cal., doz.	1 25	1 25
Beans, wax, hamper	3 00	3 75
Do., green, hamper	2 50	2 75
Beets, new, hamper	1 75	1 75
Brussel sprouts, quart	.....	.....
Cabbage, Canadian, barrel	.....	.....
Do., Florida, crates	2 75	3 00
Do., Carolina, crate	2 75	3 00
Do., Mississippi, crate	3 00	3 50
Carrots, bag	.....	.....
Do., new, hamper	1 25	1 75
Cucumbers, hothouse, basket	3 25	3 25
Do., Louisiana, crate	6 00	6 00
Lettuce, leaf, doz. bunches	0 25	0 40
Do., head, doz.	1 25	1 50
Mushrooms, basket	3 25	3 25
Onions—		
Texas, 50-lb. crate	2 25	2 50
Parsnips, bag	0 75	0 75
Parsley, doz. bunches	0 85	0 90
Parsley, doz. bunches	0 85	0 85
Peas, green, new, hamper	3 75	3 75
Potatoes—		
Ontario, bag	1 65	1 65
N.B. Delawares	1 75	1 90
Florida, bbls.	5 50	5 50
Do., bushel basket	2 00	2 00
Spinach, Canadian, bushel	1 75	2 00
Rhubarb, dozen bunches	0 20	0 40
Tomatoes—		
Floridas, 120s, 144s, 180s, case	7 50	8 50
Turnips, bag	0 65	0 65

### No New Development In Flour Situation

**Toronto.**  
FLOUR.—There have been no new developments in the flour situation during the week, everything running along in the prescribed channels. New business is not being solicited by any of the millers, and regular customers' orders are carefully scrutinized before shipment is made.

**War Grade—**

Manitoba spring wheat	10 95	10 95
Ontario winter wheat	10 95	11 10
Blended, spring and winter	10 95	10 95

### Mill Feeds Show No Revision

**Toronto.**  
MILL FEEDS.—There has been no revision effected in mill feeds during the week. The demand has eased off considerably, and prices remain as established.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	\$35 40	\$37 40
Shorts	40 40	42 40

### Cereals Experience Some Declines

**Toronto.**  
CEREALS.—Declines have been registered in the majority of cereals, barley, hominy, rolled oats, oatmeal, corn meal, and corn flour all undergoing revision downward. Reports from the United States indicate that corn flour is stiffening on the American market, and supplies again becoming scarce. The period of antipathy to substitutes by the consuming public seems to have been overcome again, and the sale is again

proceeding favorably. This is being reflected in corn flour, as mentioned above, and will, it is thought likely, have a similar effect here, which will overcome the present decline. The various quotations now ruling are:

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s	7 20	8 25
Barley, pot, 98s	5 85	6 25
Buckwheat Flour, 98s	6 50	6 50

Cornmeal, 98s	6 25	7 00
Corn flour, 98s	6 50	6 25
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 25	5 50
Oatmeal, 98s	6 00	7 00
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs	11 00	12 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

## MANITOBA MARKETS

**WINNIPEG, May 29.**—There has been a marked tendency upwards on the part of rice during the past week; nevertheless, Winnipeg jobbers have not been disposed to place orders, feeling that the consumption would fall off on account of the high price. Millers at the Pacific Coast, however, advise that this has not been the case there, and that the demand has never been so keen for rice as it has been to-day. This miller states further that they are running overtime to keep up with the demand.

### THE WEEK ON SUGAR

In speaking with a representative refinery this week it was stated to CANADIAN GROCER that the release of more raw sugar had materially improved the position on refined. Supplies had been increased through the receipt of some raws that were destined for a refinery across the border. Owing to some labor trouble there these could not be utilized at the time and were sent on to Canada. This was one factor in making an improvement much desired. With sugars afloat destined to St. John and New York the outlook continues to improve, and all refiners seem to have larger supplies than for some months.

### Rice \$50 Per Ton Above Last Year's Price

**Winnipeg.**  
RICE.—The market continues to advance, mainly owing to scarcity of tonnage. Siam rice is to-day bringing \$50 above the contract price of last year. There is no possibility of rice being any cheaper until the new crop comes in next November; if it is any cheaper then it will only be slightly.

Extra fancy, Japan, 100-lb. bags	0 10 1/2	0 10 1/2
Fancy Japan, 100-lb. bags	0 09 1/2	0 09 1/2
Choice Japan, 100-lb. bags	0 08 1/2	0 08 1/2
Siam, 100-lb. bags	0 09 1/4	0 09 1/4
Tapioca, lb.	0 13 1/2	0 14
Sago, lb.	0 11	0 11

### Herrings Coming From B.C. In 10-Lb. Kegs

**Winnipeg.**  
CANNED FISH.—Orders are being booked here for sockeye and cohoes, new pack, and some firms are taking orders with a guarantee of 100 per cent. delivery. However, they do not expect a big pack. Herrings are now being brought in from the coast in 10-lb. kegs

to replace those formerly brought in from Holland.

### Jobbers Are Not Buying White Beans

**Winnipeg.**  
BEANS.—The market as far as sales to jobbers are concerned is very quiet, and sales seem to be few and far between. It would seem from this that supplies of beans in the hands of the jobbers should be fairly large.

### Rolled Oats And Cornmeal Both Decline

**Winnipeg.**  
FLOUR AND FEED.—Mills in Western Canada are still pretty well tied up by the Government, who are taking their flour for overseas purposes. The domestic demand is limited owing to the efforts of the mills to curb domestic trade in order to let the Wheat Export Co. get the amount of flour promised up to the end of June. Every order coming to the mills is severely scrutinized before shipped; if there is too much flour in the order, or if the millers think that there is plenty of flour in that community, the order is not filled. The mills lately circularized the trade to find out the amount of flour in each district.

Rolled Oats.—The tendency for this market is still downward, and there is a very limited demand. Quotations are in the neighborhood of \$4.30 for bulk. Packages are selling at \$5.65, but this price is not in line with the price of rolled oats to-day. It should be much lower than this. Some of the mills are not worrying over the rolled oats market, as they have sold considerable of their output in oatmeal to the Wheat Export Co. The probabilities are that some mills will sell practically their total output to the Wheat Export Co. for June; the latter are anxious to ship all the oatmeal they can, as boats will not be available for shipping after that month.

Feeds.—The situation is the same as it was. The demand for bran and shorts is in excess of supply. Nevertheless, the West will be able to help the East shortly; the demand is dropping off here, which seems to indicate that the cattle have been sent out to graze.

Cornmeal.—Supplies of cornmeal are coming in much better; in fact, many American mills who formerly manufactured wheat products only are now con-

(Continued on page 47.)

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, May 28.—A few Ashcroft potatoes came on the market this week, and are selling for \$45. Other root vegetables are holding up well. Eggs went up 1c a dozen this week, but Albertas may not retain it, as there has been a drop in price in that province. Butter has gone up 1c in Alberta, and the next carload coming here will mean a local advance. Lard is steady. There is a marked increase in the demand for cheese. Apple stocks are dwindling, and increased demand for oranges is noticeable.

### VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl. in car lots	10 85 10 95
Rice, Siam, No. 1, per ton	1 85 1 90
Do., Siam, No. 2	1 90 1 95
Rice, China, 44 lb. mats, No. 1	1 75 1 89
Do., No. 2	2 10 2 15
Do., Japanese	0 09 0 15
Beans, Japanese, per lb.	0 14½ 0 15
Beans, B.C., white	40 00
Potatoes, per ton	0 29½
Lard, pure, in 400-lb. tierces, lb.	0 33 0 50
Lard, compound	0 49 0 50
Butter, fresh made creamery, lb.	0 25½
Cheese, Canadian	0 34
Margarine	0 45 0 51
Eggs, new-laid, in cartons, doz.	7 00
Oranges, box	16 50
Salmon—	14 00
Sockeye, halves, flat case	10 25
Tall, case	11 00
Pinks, case	7 50
Cohoos	13 00
Chums	9 00

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 28.—The market situation in the Regina district is very quiet, with comparatively few changes to be noted. A 20c advance is reported in rolled oats, the new quotation being \$4.70 for bails. Bacon is higher at 47½c. Strawberries and a few cherries and other lines of new fruits and vegetables are now on the market.

### REGINA—

Beans, small white Japans, bu.	7 75
Beans, Lima, per lb.	5 20
Flour, standard, 98s	4 70
Molasses, extra fancy, gal.	9 25
Rolled oats, bails	0 15½
Rice, Siam, cwt.	11 25
Sago and tapioca, lb.	0 25½
Sugar, pure cane, gran., cwt.	0 50
Cheese, No. 1 Ontario, large	19 10
Butter, creamery	0 47½
Lard, pure, 3s, per case	0 38
Bacon, lb.	5 75
Eggs, new-laid	5 35
Pineapples, case	
Tomatoes, 3s, standard case	

Corn, 2s, standard case	4 85	4 95
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	0 22½	0 30
Strawberries, 2s, Ont., case	6 30	6 85
Raspberries, 2s, Ont., case	4 65	4 65
Peaches, 2s, Ontario, case	3 40	3 40
Plums, 2s, case	15 50	9 00
Salmon, finest sockeye, tall, case	9 00	41 00
Salmon, pink, tall, case	40 75	
Pork, American clear, per bbl.		

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 28.—A shipment of Manchurian shelled walnuts has just arrived; halves are 65c; broken, 53c. Prices are likely to be higher on whole cloves and on black and white pepper. Campbell's soups, Prince of Wales and Brier tobacco, and George Washington coffee have all advanced this week. There is talk of another advance on cigarettes. Compound lard is down 1c. Choice evaporated peaches are offering at from 14½c to 17c; choice apricots 26½c to 29c. Sockeye salmon halves are quoted from \$17 to \$18.25. New-laid eggs are selling from \$11 to \$11.50. The movement of margarine is slow. Corn 2's are quoted at \$5.60 to \$5.90.

### CALGARY:

Beans, small, Burmah, lb.	0 10	0 11
Flour, 98s, per bbl.	10 35	1 15
Molasses, extra fancy, gal.	4 70	4 85
Rolled oats, 80s	9 50	10 50
Rice, Siam, cwt.	4 50	4 15
Rice, Japan	0 15	0 15
Rice, China, per mat, No. 1	10 60	0 25½
Do., No. 2	0 50	0 50
Tapioca, lb.	19 80	11 00
Sago, lb.	11 00	0 30
Sugar, pure cane, granulated, cwt.	4 95	5 50
Cheese, No. 1, Ontario, large	5 60	5 90
Butter, creamery, lb.	4 00	4 00
Do., dairy, lb.	2 80	3 00
Lard, pure, 3s, per case	6 50	6 80
Eggs, new-laid, case	0 24	0 26½
Candied peel, lemon, lb.	0 14½	0 17
Tomatoes, 2½s, standard case	4 75	4 75
Corn, 2s, standard case	9 50	16 25
Peas, 2s, standard case	17 00	18 25
Apples, gals., Ontario, case	33 00	7 50
Strawberries, 2s, Ontario, case	8 00	7 50
Raspberries, 2s, Ontario, case	0 24	0 26½
Apples, evaporated, 50s, lb.	0 14½	0 17
Apricots, evaporated, lb.	4 75	4 75
Peaches, evaporated, lb.	9 50	16 25
Peaches, 2s, Ontario, case	17 00	18 25
Salmon, pink, tall, case	33 00	7 50
Salmon, sockeye, tall, case	8 00	8 00
Do., halves	17 00	18 25
Potatoes, per ton	7 50	8 00
Oranges, Valencia, case	7 50	8 00
Lemons, case	7 50	8 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 28.—The tobacco situation is still much disturbed by new Excise duties. Changes in various lines are being reported daily, and jobbers are

finding it difficult to keep pace. Dealers are protesting against the expectation that they should sell matches at the old price plus Excise tax, as the addition of tax more than doubles cost, thus cutting what easier, 34c to 35c being the quoted price. Canadian onions are off the market. Bermudas and Texas onions, 50 pounds, selling at \$3. All lemons higher at \$7.50 to \$8. Oranges are also showing a higher tendency, \$6 to \$9 being the prices quoted. Grapefruit is easier at \$6.50 to \$7. Bananas are now quoted at 8c to 8½c per pound.

### ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 05
Ontario	11 95
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags	4 50
Molasses, extra fancy, gal.	0 89
Rolled oats, bbl.	12 00
Beans, yellow-eyed	10 00
Beans, Canadian, white	9 50
Rice, Siam, cwt.	10 25
Sago and tapioca, lb.	0 18 0 19

### Sugar—


Standard, granulated	9 15	9 20
No. 1 yellow	8 65	8 70
Cheese, N.B., twins	0 25	0 25
Eggs, case	0 34	0 35
Breakfast bacon	0 40	0 40
Butter, creamery, per lb.	0 47	0 47
Butter, dairy, per lb.	0 43	0 44
Butter, tub	0 40	0 42
Margarine	0 32½	0 33
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27½	0 27½
American clear pork	61 00	64 00
Beef corned, 1s	4 25	5 40
Tomatoes, 3s, standard, case	5 40	6 20
Raspberries, 2s, Ont. case	4 40	5 00
Peas, 2s, standard case	4 00	4 00
Corn, 2s, standard case	4 00	4 00
Apples, gal., N.B., doz.	6 20	15 00
Strawberries, 2s, Ont., case	11 00	14 00
Salmon, Red, spring, cases	8 50	0 19
Pinks	0 19	0 19
Cohoos	8 50	0 19
Chums	0 19	0 19
Evaporated apples, per lb.	0 19	0 19
Peaches, per lb.	0 19	0 19

### Potatoes—

Native, barrel	2 80	3 00
Onions, Bermuda	7 50	8 00
Lemons, Cal. Messina, case	6 00	9 00
Oranges, California, case	6 50	7 00
Grapefruit, case	7 00	8 00
Pineapples	0 08	0 08½
Bananas, per lb.		

## NOT ANXIOUS FOR ONTARIO GOVERNMENT FISH

There are little hints of difficulty in the adoption of any system of fixed prices. The Ontario Government has fixed the price of fish sold by them, and to quote from the *Kingston Whig*: "It is evident that the local dealers do not want to handle the supplies of Ontario Government fish which have been offered to the city. Some have been approached by members of the city council but they claim that after allowance has been made for deterioration in the fish, and the cost of keeping them, there is little profit in the sale."



# PRODUCE AND PROVISIONS

## Sells 500 Pounds of Fish a Week

Combination of Meat and Grocery Business Makes Possible a Better Handling Equipment, Which Helps Sales—Find the Two Departments Materially Aid One Another

**B**Y a judicious combination of the grocery and meat business the J. J. Hatley store, Orillia, Ont., has been enabled to build up a large business. A. E. Hawkins, the manager of the grocery department, stated emphatically that the combination was one that meant improved opportunities and enlarged sales. Other merchants in the town paid an unconscious tribute to the effectiveness when they stated that the store did a good part of the business with the summer resorts around the district because they were able to supply meat as well as groceries. Unquestionably this combination has proved a trade builder for the store.

### Handle Fish Throughout the Year

Moreover, there is another item of trade that has been stimulated by this combination. The store has built up a large business in fish through their ability to handle it in the best possible manner throughout the entire year. Other stores, of course, handle fish, but are not equipped to handle it as satisfactorily, and do not make such a feature of the business. This store during the past year has had a weekly average sale of 500 pounds, the biggest sale that they have ever had. They are well equipped to handle this business. They have a large artificial ice machine that provides for seven cold storage rooms and two refrigerated show cases. This, of course, gives the store unrivalled facilities for handling this trade. It is an equipment that would not be available in a grocery store. The fish are handled in a room behind the grocery department. There is a large ice box in the centre of the department, and around it cleaning tables for the fish.

### Meat and Grocery Businesses Not Kept Separate

The meat department is a large, bright, airy store, that is connected with the grocery department by a wide archway about half-way down the store. Opening on the rear of this archway is a glass-faced office that serves both departments. There is no effort made to keep these as two separate businesses. The buying in the different departments is, of course, done by the manager of

that department, but other than that there is no effort to differentiate between the two elements of the store's trade. One set of books is kept, and there is one system of charging and delivery. This may have some disadvantages, they are willing to admit, but it has proved a satisfactory system with the store. When a customer is sold an order in the grocery department and has other things to buy the bill is sent over and the other items added. It saves double entries for the customer, and in the opinion of the management tends to encourage an interest in both departments.

### The Service Rendered

The main appeal for business, however, is on the service rendered and the method of rendering. The grocery store

carries a complete stock and displays the goods attractively. They take pride in having the goods. The meat department, too, is supplied with all the latest selling and handling equipment. Meat cutters and choppers the store finds are a material element in bettering the service and encouraging trade.

In the matter of the sale of fish referred to above, there has been no special campaign to build up business other than the fact of always having it on hand. Fresh supplies arrive almost daily, and this fact becomes widely known. The result naturally enough is that the people who want fish think of the J. J. Hatley store as the natural place to get it, and in that way the business has built itself up. Facilities for handling have, of course, made it possible to stock a fairly large and reasonably extensive stock of fish, and to be able to supply them in first-class condition. That is not the least of the benefits resulting from the fortunate combination of the meat and grocery business.

## Commission to Protect Lobster Fisheries

Lobster Fisheries Almost Cut in Half Owing to Excessive Fishing—A Close Season Advocated With Permanent Restrictions on Size of Lobsters to be Taken

**T**HE future of the lobster fishing and canning industry in the Maritime Provinces is seriously imperilled by the rapid depletion of the fisheries. Those interested in the various branches of the business fully recognize this, but competition has made it difficult for individuals to put into effect measures which would aid in conserving the lobsters. The Federal Government has been interested in the matter and is now carrying on an educational campaign in the hope of bettering conditions but restrictive methods and even entirely closed seasons may be found necessary if the lobster is not to disappear from Maritime waters and take its place in history merely as a memory.

Professor A. P. Knight, who occupies the chair of animal biology in Queen's University, and who is a member of the Dominion Biological Board; Dr. M. Macgillivray; Professor McClement of Queen's University; Professor Cachon of Laval University and Andrew Halkett of the Department of Marine and Fisheries are now travelling through the lower provinces in the interests of this movement.

In explanation of their mission, Dr. Knight, who styles himself a missionary preaching the salvation of the lobster, said that they would visit the canneries and try to enlist the owners in the conservation of this form of sea food which soon will disappear unless steps are taken to save the young. He has given careful study, extending over a considerable number of years, to the lobster and has arrived at certain conclusions which will be laid before the fishermen and the canners and their support for legislation to protect the lobsters will be sought.

Professor Knight pointed out that in New Brunswick the quantity of lobsters canned had fallen from 2,500,000 in 1897 to 1,500,000 in 1916, and live lobsters from 22,000 cwt. in 1897 to 11,000 cwt. last year. This falling off, he said, was due to over-catching, for the fishermen were taking more than the race could possibly breed. In support of this contention that the fishing is excessive he drew attention to the fact that, while since 1897 the number of canneries had decreased by fifty, the number of traps set had increased.

Propagation by hatcheries had proved a failure, he said, and the hatcheries would be closed up. Reports from the superintendents of the fourteen hatcheries had shown that not more than two-thirds of the eggs hatched into fry. His own investigations indicated that not more than twenty per cent. of the eggs produced fry that could be put back into the sea. Two years ago he had conducted tests at the Bay View hatchery and, when the time came to put the fry into the sea, not more than twenty per cent. had survived. A little better showing was made at the same hatchery last season, but at Georgetown, P.E.I., out of 62,000,000 eggs, less than 100,000 fry were put into the sea. Herrick, the best authority in America, estimated that one fry in every five to fifteen thousand lived to adult age and figured that, on this basis, each fry would cost the Government \$2.50, without including the overhead cost of the hatchery.

In order to save the lobster industry from destruction, Professor Knight advocates the same close season for each of the ten districts. He would make the open season the months of October and November, or as a compromise from September 15 to November 15. He says that lobsters should be given the same protection as game birds and big game, which are protected during the mating season, and with the lobsters this season is from the beginning of June to the end of September.

With regard to the size of lobsters caught, he would establish a minimum of nine inches and a maximum of twelve inches, with the requirement that all under or over these limits should be put back. He also favors absolute prohibition of lobster fishing for three years and in the future would set aside certain bays in which no traps should be set and where the lobsters might find sanctuary.

The problem was discussed from the point of view of a packer with Richard O'Leary of Richibucto, N.B., one of the largest packers of the Maritime Provinces. "There is only one way, to my mind, of protecting the lobster industry in these waters, and that is by licensing the lobster fishermen," said Mr. O'Leary. "Under present conditions we can ask our fishermen to conserve the seed lobsters, but I do not think we will be very successful. License every fisherman and, if he is found taking seed lobsters out of the seas and 'brushing' them, revoke his license." Mr. O'Leary explained that the term "brushing" meant removing the eggs from the lobster's body in order to pass the inspector and sell the catch.

"In my opinion the authorities made a grave mistake in extending the fishing season by one month last year," he continued. "Usually the lobsters caught on our shores average about one pound each and a ton of lobsters should average 2,000. Last season I saw a ton of lobsters that contained 5,600 odd, making the individual average about two thirds of a pound. These lobsters never should have been caught as they had not arrived at maturity. If you eat your breakfast at midnight you won't find

it on the table in the morning, and if we catch the lobsters when they are immature we cannot catch them when they are full grown. That was what was done last year. The season was extended a month and a vast number of the young were caught.

"The outlook for the lobster industry is extremely blue at present. The capture of the young lobsters last year has

ruined the prospects for this year and the authorities must accept the responsibility."

Mr. O'Leary said that he has given orders that any fishermen bringing in seed lobsters will be dismissed and he finds that the men are obeying orders.

Regarding the visit of the experts appointed by the Government, he was not too sanguine of the results.

## Grocer Can Sell More Fresh Fish

Profit to be Made in Selling Fish Can be Increased Through Wise Handling—Sell Fresh Fish and Co-operate With the Jobber and Producer

"THE sale of Atlantic sea fish has increased in Ontario 500 per cent. in nine months' time," was the statement by A. H. Brittain, managing director of the Maritime Fish Corporation concerning the improvement in demand there for certain kinds of fish.

"The grocer can sell a great deal more fish and he can make a good profit on this too if he will take a little trouble and use care in looking after his stock," added Mr. Brittain.

One of the best ways at this season of the year to secure a percentage of the fish business by grocers is that of offering to the trade good fish, and Mr. Brittain stated that to sell fresh fish the employment of the fish boxes sent out at a reduced price to the trade would meet the need of the average retail grocer. Crushed ice is used to keep the fish in the best prime condition while being transported and this is desired by the trade in as tempting a condition as it is possible to deliver it.

### A Wider Demand Needed

One of the best means toward reducing fish prices and making them attractive is that of selling more fish. At present and for some time past there has been a shortage of certain kinds of fish, and the clamoring for these has

boosted prices sky high. "Now," as further pointed out to CANADIAN GROCER by Mr. Brittain, "there is plenty of good fish which may be had in ample quantities at a price that is not prohibitive." Take pollock for instance. This is a fish recommended by the Canada Food Board and which has been found to possess excellent qualities. It is palatable and nutritious. Just now it is in good supply at a low price and could be retailed for 10c pound. The retail grocer can do much by keeping in close touch with his trade and by recommending certain kinds of fish that can be obtained in good quantities. To sell 1,000 pounds of fish in a week or a few days is nothing, and if turnover be increased the price to the consumer can be kept low and a good profit made. If the grocer who has not a fish department will create one he will help himself toward making more money and would as well be a factor in increasing the activity of the fishermen and the conservation of other foods so much needed.

### Increased Demand Means Lower Prices

"If the demand for fish can be improved, as it can be, and the transportation companies are shown how they can afford to make a regular shipment to given points promptly, they will ship the fish and ensure in this way a good supply for the grocers of a certain town or district. Refrigeration service will ensure the product reaching the retail store in A1 condition, and the proper co-operation by grocers and others in a town or city will make this possible."

### TO SAVE 50,000 TONS OF SUGAR IN U. S. IN SOFT DRINK TRADE

Bottlers of soft drinks in the United States may save approximately 50,000 tons of sugar annually by using other sweetening materials is the contention of the U. S. Department of Agriculture, according to investigations by specialists of the Bureau of Chemistry, United States Department of Agriculture. The Bureau is preparing to furnish bottlers with sweetening formulas that will allow the actual sugar content in soft drinks to be cut to 50 per cent. or less and at the same time will preserve the customary taste and quality of the beverages. Starch, sugar, starch syrup, maltose syrup, and honey are the substitutes used.

**Tasty Bacon**

Nice, streaky Breakfast Bacon.  
Boneless Back Bacon. We slice it to  
just the right thickness you like  
best.

---

**Cooked Ham**

It has a fine, sweet flavor. A  
pound, 95c.

---

**Peanut Butter**

Fine for making sandwiches. A  
pound, 30c.  
Also in glass jars, at 15c, 20c, 30c.

---

Home-Grown Cucumbers, Home-  
Grown Tomatoes, New Cabbage,  
New Potatoes, Asparagus, Lettuce,  
Parsley, Mint.

---

PINEAPPLES, 15c and 20c each.

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PHONE 3555.

**WYCKOFF & GAFENY**

DUNDAS STREET, AT RIDOUT.

A neat advertisement used by a London, Ont., firm.

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**P**RICES on creamery butter have declined slightly during the week, and an easier tone generally is felt in respect to this commodity. Supplies are reported available in greater volume, and production is expected to show further improvement in another week or ten days, when full pasture is provided. Dairy butter is scarce and no change in prices reported. The position of margarine is rather quiet at present, quotations, however, being firmly maintained.

A decline has been registered in prices on eggs to the trade, and buyers intimate that at country points they are now able to secure supplies at a somewhat better figure. Receipts have been very good, and consumption fully maintained. Heavy storing is expected during the next week or two before the advent of hot weather.

Decided improvement has been shown in receipt of fresh fish during the week, and a splendid demand is manifest. Additions to the list of fresh sea fish include mackerel, flukes and sea bass. Haddock has declined 1c per pound, other lines holding unchanged.

Live hogs are expected to reach a \$20 level, which means a decline over prices prevailing last week. Some slight revisions in dressed meats have been made, hams and backs being slightly firmer and bacon a little easier in some quarters.

## Bacon Up 1c.; Hogs Easier

Montreal.

**PROVISIONS.**—The fact that high prices have militated against active demand for hogs is responsible, apparently, for a reduction in the price of hogs this week. As pointed out to CANADIAN GROCER by a large abattoir, the prices are such as to prevent big business, and as a consequence the market has ruled quiet. Receipts continue to be light. Twenty and a half to twenty-one cents was paid this week, and this is a decline from last week of 1½c. For dressed hogs prices are held without change. Bacon has been moved up 1c per pound, the demand being good and supply not increasing under the outlined conditions relating to hog delivery. Boiled and roast shoulders are each up 2c.

<b>Hogs, dressed—</b>		
Abattoir killed, small, 65-99 lbs.	29 50	30 00
Do., heavy, 225-275 lbs.	29 00	31 00
Hogs, live	20 50	21 00
<b>Hams—</b>		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
<b>Backs—</b>		
Plain	0 42½	0 43½
Boneless, per lb.	0 45½	0 46½
<b>Bacon—</b>		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots	0 27½	0 29½
Long clear bacon, small lots	0 29	0 30
Fat backs, lb.	0 29½	0 28½
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 48	0 50
Hams, roast, per lb.	0 48	0 48
Shoulders, boiled, per lb.	0 44	0 44
Shoulders, roast, per lb.	0 46	0 46
<b>Barrel Pork—</b>		
Canadian short cut (bbl.)	\$60 00	
Clear fat backs (bbl.)	61 00	
Short cut clear pork (bbl.)	60 00	
Bean pork (bbl.)	54 00	
Heavy mess pork (bbl.)	55 00	

## Lard Sales Good and Price Holds

Montreal.

**LARD.**—The position on lard is held without change. Business keeps up and demand for this is quite steady from all points. The undertone is maintained, with prices held, and no revisions whatever are made.

<b>Lard, Pure—</b>	
Tierces, 400 lbs., per lb.	0 32
Tubs, 60 lbs.	0 32½
Pails	0 32¾
Bricks, 1 lb., per lb.	0 34

## LARGE INCREASE IN EGGS STORED

The United States Government report on eggs put into storage to May 15 shows a decided increase over last year's figures. Figures secured show 439 houses storing for a total of 4,130,723 cases. In 1917 there were 419 houses storing for a total of 3,436,216 cases, and 1918 figures for the same number of houses reveal a total of 4,098,121 cases, or an excess over last year of 661,905 cases.

## Shortening Request Good; Price Steady

Montreal.

**SHORTENING.**—The position is one of unchanged demand, this being good. Stocks are thus far quite sufficient to meet this and from the various sources a continued request is looked for during the summer. Price quotations on the various quantities are as follows and unchanged:

<b>Shortening—</b>	
Tierces, 400 lbs., per lb.	0 26¼
Tubs, 50 lbs.	0 26¾
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 28½

## Margarine Steady and Unchanged

Montreal.

**MARGARINE.**—The position on margarine is one of little interest, the demand being fair. This is stated to be less, however, than heretofore owing to the lower price of butter. Particularly is this the case in country points, said one dealer, as the lower butter quotations induced some to buy the latter. Prices are held without change of any kind.

<b>Margarine—</b>				
Prints, according to quality, lb.	to	0 29½	0 31½	0 34
Bulk, according to quality, lb.	to	0 28½	0 30½	0 31½

## Easier Conditions Mark Butter Market

Montreal.

**BUTTER.**—The feature of the week is that of an easier feeling in the market, and this follows the prediction in last week's CANADIAN GROCER. While no actual change of price was made here, the undertone is a weaker one, and at some of the country boards sales were made as much as 1c to 1½c lower than the week before. Receipts have been good—much ahead of those last year for the corresponding week, and demand also keeps active. It is altogether probable there may be somewhat lower prices yet.

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

## Cheese Move Out At Held Prices

Montreal.

**CHEESE.**—There is probably a somewhat easier feeling, although various points showed slight advances at the country boards last week. Receipts have been very much improved, and in a comparative sense these are much ahead of last year. Prices to the trade are without any change, and sales in a retail way are maintained.

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

## Weaker Undertone To Egg Situation

Montreal.

**EGGS.**—Production has been greater with the advent of warm weather, and, while the quality is in some cases not up to the standard of April and early May stock, there are still available many good eggs, which are selling at last week's prices. These should be lower still, and probably will be. Storing is still going on, and the receipts, while less by 26,914 cases over the corresponding period

from the first of the year to date last year, seem ample to meet all needs. New-laid are quoted at 40c to 41c. Lower prices are possible still.

Eggs—		
New-laid	0 40	0 41
Selects	0 44	0 44
No. 2	0 38	0 38

**Poultry Trade**  
*Steady Under Demand*

**Montreal.** POULTRY.—While there is nothing of absorbing interest to report, the markets are firm under a continued good demand, and this will probably continue. The greatest scarcity is evident in the receipts of live birds. Those now offering are mostly old hens past the producing stage and some roosters. Prices rule without change of any kind this week.

	Live	Dressed
Young ducks	0 32	0 32
Turkeys (old toms), lb.	0 38	0 38
Turkeys (young)	0 40	0 40
Geese	0 30	0 30
Old fowls	0 30-0 35	0 35-0 36
Chickens (milk-fed)	0 39-0 40	0 39-0 40
Roasting chickens	0 37	0 37

**Fresh Haddock 7c**  
*Fish Prices Lower*

**Montreal.** FISH.—The general outlook is for better prices on fish and lowering tendencies are evident. This week fresh haddock are down to 7c from 8c per pound. Market cod are ½c lower to 6½c. Halibut is firmer at 23c, and brook trout are up to 37c, this being 4c advance. Doree are easier at 16c. In a general sense the market was very active last week, and sales generally are improved. Both salmon and halibut are more plentiful, and an improvement is noticeable in fresh lake fish receipts.

**SMOKED FISH.**

Haddies (fresh cured)	0 12	0 13
Haddies (frozen)	0 12	0 13
Haddies, fillet	0 16	0 18
Smoked herrings (med.) per box	0 23	0 24
Smoked cod	0 12	0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 15

**SALTED AND PICKLED FISH.**

Haddock (per bbl.)	10 00	10 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 75	6 75
Herring, No. 1 lake (100-lb. keg)	5 25	5 25
Salmon (Labrador) per bbl.	24 00	24 00
Do., tierces	33 00	33 00
Salmon (B.C. Red)	25 00	25 00
Sea Trout, red and pale, per bbl.	18 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)	13 00	13 00
Green Cod (large bbl.)	15 00	15 00
Green Cod (small), lb.	0 06½	0 06½
Green Cod (med.), lb.	0 07½	0 07½
Mackerel, No. 1, per bbl.	22 00	22 00
Mackerel (½ bbls.)	15 00	15 00
Codfish (Skinless), 100-lb. box.	12 00	12 00
Codfish, 2-lb. blocks (24-lb. case)	0 17	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15	0 15
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box	2 20	2 20
Eels, salted	0 12	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 00	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 16	0 16
Cod, dry (bundles)	10 00	10 00

**SHRIMPS, LOBSTERS**

Lobsters, medium and large, lb.	0 35	0 35
Lobsters (boiled), lb.	0 15	0 15
Prawns, lb.	0 30	0 30
Shrimps, lb.	0 26	0 26
Sealops	3 50	3 50
Oysters—		
Ordinary, gal.	2 25	2 25
Malpeque oysters, choice, bbl.	10 00	10 00
Malpeque oysters (med.) bbl.	9 00	9 00

Cape Cod shell oysters, bbl.	11 00	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	10 50	10 50
3gal. (wine) cans	6 50	6 50
1 gal. (wine) cans	2 25	2 25
Oyster pails (pints), 100	1 50	1 50
Oyster pails (quarts), 100	2 10	2 10
Clams, med., bbl.	9 00	9 00
Clams (med.), per bbl.	9 00	9 00

**FRESH FROZEN SEA FISH.**

Herring, large sea, lb.	0 09	0 09
Herring, frozen lake, lb.	0 06	0 06
Halibut	18	19
Halibut (medium)	20	20
Haddock	08	09
Mackerel	0 14	0 18
Cod—Toms	3 00	3 00
Cod steak, fancy, lb.	09½	10
Salmon, Red	18½	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26

**FRESH FROZEN LAKE FISH**

Pike, lb.	0 09½	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 13
Whitefish (small)	0 09½	0 12½
Lake trout	0 18	0 19
Eels, lb.	0 12	0 12
Doree	0 12½	0 13

**FRESH FISH**

Barbotte	0 12	0 14
Haddock	0 07	0 11
Steak cod	0 10	0 11
Market cod	0 06½	0 06½
Carp	0 12	0 13
Doree	0 16	0 16
Lake trout	0 19	0 20
Brook trout	0 37	0 37
Pike	0 12	0 13
B. C. Salmon	0 30	0 32
Salmon (Qualla)	0 13	0 13
Gaspereaux, lb.	0 06	0 06
Gaspereaux, each	0 04½	0 04½
Gaspereaux herring (100)	3 50	3 50
Western Halibut	0 23	0 23
Eastern Halibut (chicken)	0 20	0 20
Eastern Halibut (med.)	0 22	0 25
Flounders	0 08	0 10
Perch	0 09	0 09
Bulheads	0 13	0 13
Whitefish	0 13	0 18
Whitefish (small)	0 09	0 09½
Eels	0 13	0 13
Mackerel, lb.	0 30	0 30
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	0 24	0 24

**Hogs Reach**  
**\$20.00 Level**

**Toronto.** PROVISIONS.—A very good run of hogs was reported during the past week and prices held around \$20.50 per cwt. fed and watered. Opening prices for the present week were on this same basis, but buyers mention a \$20.00 level for the remaining days. Some readjustments in dressed meats have been made, plain backs ranging from 43c to 48c, a narrower scale of prices resulting from an advance of 2c over previous low quotations. Bacon is slightly easier and barrel pork has also declined somewhat as will be noted from quotations given below. Business is within narrow channels.

Hams—		
Medium	0 37	0 38
Large, per lb.	0 29	0 33
Backs—		
Plain	0 43	0 48
Boneless, per lb.	0 46	0 50
Bacon—		
Breakfast, per lb.	0 36	0 40
Roll, per lb.	0 33	0 36
Wiltshire (smoked sides), lb.	0 37½	0 42½
Dry Salt Meats—		
Log clear bacon, lb.	0 29½	0 30½
Fat backs	0 32	0 32
Cooked Meats—		
Hams, boiled, per lb.	0 48	0 50
Hams, roast, without dressing, per lb.	0 46	0 48
Shoulders, roast, without dressing, per lb.	0 43	0 45
Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00

Short cut backs, bbl., 100 lbs.	61 00	63 00
Pickled rolls, bbl., 200 lbs.	56 00	58 00
Hogs—		
Dressed, 70-100 lbs. weight	28 00	31 00
Live, off cars	20 25	20 25
Live, fed and watered	20 00	20 00
Live, f.o.b.	19 25	19 25

**Shortening Reveals**  
*Little Better Movement*

**Toronto.** SHORTENING.—A slightly better movement of shortening is reported during the week though this is not by any means real heavy at this time of year. The market has held firm and unchanged during the week at 26c to 26½c tierce basis per pound. Supplies are coming through satisfactorily at the present though what the future holds forth is not being predicted.

Shortening, tierces, 400 lb., lb. 0 26 0 26½  
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¼-½c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

**Movement of Lard**  
*Rather Light*

**Toronto.** LARD.—The movement of lard is rather light at the present time, which is seasonable feature. A very fair run of hogs is reported which has resulted in a fair output of lard, with the result that in some quarters quotations have eased off a little to 30½c per pound, though the general run of prices is around 31c. The demand is not very heavy and there is ample lard to go around.

Lard, pure, tierces, 50 lbs., lb... 0 30½ 0 32  
In 60-lb. tubs, ¼-½c higher than tierces; pails ¼-½c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

**Margarine Remains**  
*Quiet; Prices Firm*

**Toronto.** MARGARINE.—There is little excitement prevailing in this market during the week. The demand seems to have eased off and a feeling of quiet prevails. Prices have held firm and unchanged during the week at 32c to 33c per pound for No. 1 prints.

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

**Butter Somewhat**  
*Easier; Soon Be Storing*

**Toronto.** BUTTER.—A further easing in butter is noticeable during the week, and supplies are available in good quantities. Prices in some quarters have declined about 1c per pound. In another week's time it is thought all grass butter will be available and when this is in full swing storing will again be starting. Dairy butter is none too plentiful and prices hold unchanged.

Creamery prints, fresh made	0 44	0 47
Creamery solids, fresh made	0 43	0 46
Dairy prints, choice, lb.	0 35	0 40
Dairy prints, lb.	0 34	0 36



## Eggs Register Further Decline

**Toronto.**  
**EGGS.**—Eggs registered a further decline of 1c per dozen during the week and buyers intimate a slightly easier tone throughout the country. The coming week or two before the advent of real hot weather will be active ones for dealers putting eggs into storage. The receipts of eggs have been good and a splendid consuming demand is reported. There is no surplus offering. Present scale of prices follows:

Eggs—		
New-laid, in cartons	0 40	0 44
Do., loose, doz.	0 39	0 40

## Cheese Shows No Change Whatever

**Toronto.**  
**CHEESE.**—No new developments are to be noted in the cheese situation during the week. Buyers throughout the country show a disposition to get prices down more in line with the 23c export price. The demand is considered very fair with receipts of new make coming along freely.

Cheese—		
New, large	0 23	0 24
Old, large	0 24	0 25
Stilton (new)	0 26	0 27
Twins, ¼c lb. higher than large cheese.		
Triplets ¼c lb. higher than large cheese.		

## Poultry Shows No Further Change

**Toronto.**  
**POULTRY.**—There was little further change recorded in poultry during the week, prices holding at declines registered last week and a general feeling that receipts, though light, were seasonable. Turkeys are down 1c for live in some quarters, making the buying range from 25c to 28c.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	\$ 25-30	\$ 25-30
Turkeys	0 25-0 28	0 30-0 35
Roosters	0 20-0 25	0 22-0 24
Hens, over 5 lbs.	0 25-0 30	0 28-0 30
Hens, under 5 lbs.	0 25-0 28	0 25-0 30
Chickens, Spring	0 04-0 50	0 05-0 50
Squabs, dozen	4 50	.....
Prices quoted to retail trade:		
Hens	0 28	0 37
Chickens, Spring	0 60	0 70
Ducks	0 30	0 34
Turkeys	0 36	0 40

## Free Movement of Fish; Receipts Good

**Toronto.**  
**FISH.**—A very free movement of fish is reported during the week, and improved receipts of both lake and sea fish are reported. Mackerel at 20c, sea bass at 18c, and flukes at 15c per pound are among the new arrivals. Haddock are somewhat easier. Quotations now ranging from 7c to 8c per pound. Prevailing quotations for the week follow:

SMOKED FISH.		
Haddies, per lb., new cured	0 12	0 13
Chicken haddies, lb.	0 11	0 12
Haddies, fillets, per lb.	0 15	0 17
Finnan haddies, lb.	0 12½	0 13
Kipper herring, per box	1 75	2 00
Digby herring, skinless, 10-lb.	.....	2 25

PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	4 25	4 50
Acadia cod, 12-2-lb. blocks	0 12	0 16
Strip cod, lb.	0 12½	0 13
Quail on toast, 24 1-lb. blocks, lb.	0 11	0 12
Skinless cod, 100-lb. boxes, lb.	.....	2 20
Halifax shredded cod, 24s.	.....	3 00
Salt Mackerel, kits, 20 lbs.	.....	.....
Labrador salt herring, barrels	5 50	6 00
Do., half barrels	.....	6 00
Herring, pickled, keg 100 lbs.	.....	6 00

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 11
Cod., steak, lb.	0 10	0 09
Do., market, headless, lb.	0 08	0 10
Flounders, lb.	0 15	0 15
Flukes	0 21	0 22
Halibut, medium, lb.	0 20	0 21
Do., chicken, lb.	0 20	0 21
Do., large	0 07	0 08
Haddock, lb.	0 05½	0 06
Herring, lb.	0 20	0 10
Mackerel	0 18	0 18
Plaice, dressed, lb.	0 10	0 10
Sea Buss	0 10	0 10
Soles, dressed, lb.	0 10	0 10
Salmon, Red Spring, lb.	0 25	0 25

FRESH LAKE FISH		
Herring, lb.	0 13	0 13
Trout, lb.	0 15	0 16
Whitefish, lb.	0 17	0 18
Ontario Government Fish		
Herring	0 08	0 08
Pickrel	0 11½	0 11½
Sturgeon	0 20	0 20
Trout	0 11½	0 11½
Whitefish	0 11½	0 11½

### WEEKLY MARKET REPORTS

Continued from page 41.

fining their endeavors to the manufacture of corn products. While cornmeal is still quoted at \$6 in Winnipeg, quotations will, it is thought, be much lower than that before long.

Govt. Standard Flour—		
Cash carload price	10 50	10 50
To bakers and flour and feed dealers	10 50	10 50
To storekeepers paying cash or 30 days, ton lots	10 60	10 70
Do., less than ton lots	10 70	10 70
Cereals—		
Rolled oats, 80's	4 75	5 00
Rolled oats, pkgs., family size	5 65	5 65
Cornmeal, 98's	6 00	6 00
Oatmeal, 98's	5 50	5 50
Feeds—		
Bran, per ton	30 80	30 80
Shorts, per ton	35 80	35 80

### THE STANDARDIZING OF CONTAINERS

The unprecedented scarcity of tin, and the difficulty of obtaining adequate supplies for all purposes, along with the increased cost and scarcity of glass containers, has brought the matter of standardization very strongly to the fore.

It is not such a simple matter as might at first appear. The public has become accustomed to certain sizes and styles of containers; the elimination of some of the smaller sizes would, it is suggested by some, mean a great hardship to poor people, who could not afford the outlay necessary for a one or two-pound package of some commodity. The size of the container has unquestionably been a development of the public demand, though unquestionably the manufacturers may have made use of their foresight in foreseeing such a demand to their own profit. In the standardization of bottles that has been suggested there is the fact to be considered that some manufacturers have adopted a certain style of bottle, and have popularized it with the public. Any attempt

to vary this style would entail a financial loss that has to be considered in judging whether such a move is advisable.

The marking of the net weight on containers is another problem that has caused a good deal of discussion. The idea is unquestionably to protect the public, but it is argued that the public are not being deceived in any way. They do not in most instances think of the commodity in terms of weight, but in terms of size, and as a result they are not at any disadvantage.

At a special meeting of the Canadian Manufacturers' Association held recently the following resolution was adopted dealing with the standardization of containers:

"That the standard size of package shall be: Individual, 3 oz.; tumbler, 10 oz.; bottles, 16 oz.; for tins, 2 lbs. net and 4 lbs. net, and 30-lb. pail, wood or tin, and that it be recommended to the Canada Food Board that these standard sizes be adopted in lieu of the regulation calling for the marking of net weight, and that jam manufacturers be allowed to use all their packages other than the sizes mentioned until the end of 1919 by the marking of the net weights thereon."

### MANITOBA R. M. A. TO HOLD CONVENTION

The annual convention of the Manitoba branch of the Retail Merchants' Association will be held in Winnipeg June 18, 19, 20. There is a varied programme to be presented that gives evidence of being unusually interesting. Among the speakers will be Thomas A. Knapp, formerly of the "Dry Goods Economist" staff, New York, and now with the Sheldon Correspondence Schools, Chicago. W. E. Hotchkiss, director of business education at the University of Minnesota, and H. M. Clark, a prominent hardware merchant of Lakefield, Minnesota. In addition to the regular sessions there will be a display of merchandise showing many products in various stages of manufacture. There is every expectation that the coming convention will be one of the best in the history of the association.

### SUGAR REFINERY CHANGES MONTREAL OFFICE

The Atlantic Sugar Refineries have moved their Montreal office from their old location in the Power Building to 805 McGill Building, Montreal.

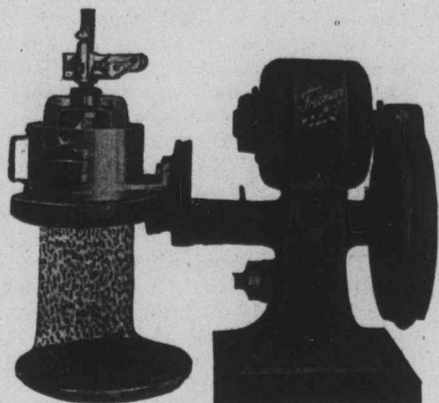
### TEXAS WHEAT HARVEST BEGINS

The harvesting of the 1918 wheat crop began in America on May 24 in parts of Denton, Cooke and Wise counties, Texas. The new grain is in the rich bottom lands, where the maturity of the grain is faster than on the prairies.

### WANTED

WANTED—EXPERIENCED GROCERY CLERK for retail store—one capable and desirous of advancing to store manager. Reference and salary expected. Box 400, Canadian Grocer.

**HELP WIN THE WAR**  
with  
**Freeman's Green Bone Cutter**



By raising chickens and feeding them GREEN CUT BONE to make them lay eggs. The sale of GREEN CUT BONE is a paying proposition to thrifty merchants. The demand is large for these goods in city and country places.

BONE CUTTER ATTACHMENT fixed to a FREEMAN No. 40 CHOPPER A USEFUL store FIXTURE.

Write for Catalogue and Price List.

Manufactured by  
**The W. A. Freeman Co., Limited**  
Hamilton, Ont.

Representatives:  
TORONTO: 114 York Street, near King.  
MONTREAL: D. H. H. Neill, 16 Notre Dame St. E.

**Back Bacon**

Skinned Backs  
Boned Backs  
Backs in Casings  
Sugar Cured, Mild and Sweet.

These furnish a delightful change from Ham and Bacon.

**F. W. FEARMAN CO.**  
Limited  
HAMILTON

*Gold Dust  
asks for no lease  
on shelf-room. Every  
day is moving day  
with Gold Dust*



MADE IN CANADA

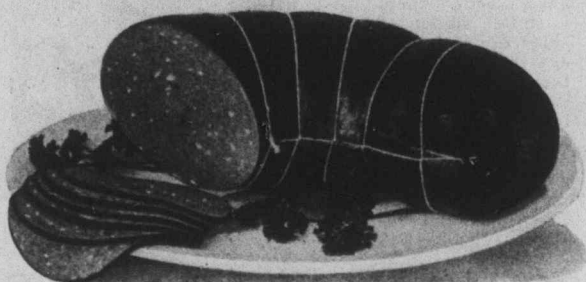
**THE N.K. FAIRBANK COMPANY**  
LIMITED MONTREAL

Let the GOLD DUST  
TWINs do your work.



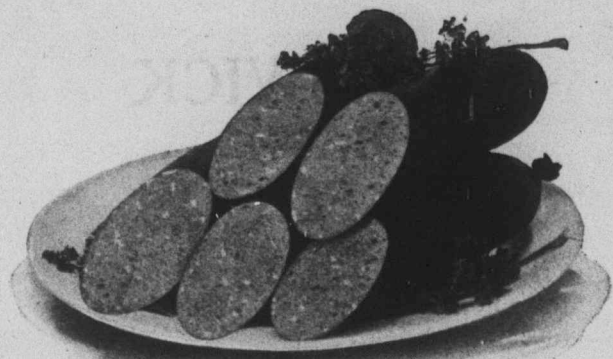
# Feature these lines —they're trade-winners

SET aside part of your Provision Counter these next few weeks to feature some of the following tempting lines of Davies' Smoked and Cooked Sausage. Each variety is different and each has characteristically good qualities which your customers will appreciate.



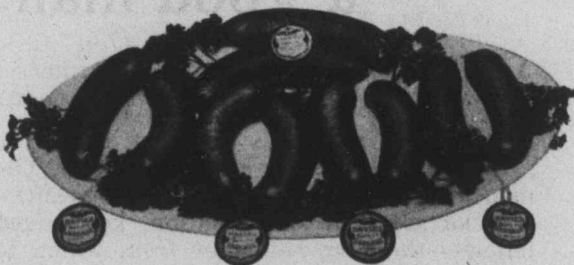
**Davies Quality Thick Bologna**

A delicious cold luncheon sausage for slicing, and excellent for sandwiches. It is prepared from choice pork and beef, seasoned with the best condiments, and makes a most tempting product, inviting in appearance and appetizing in taste. Moreover, it has always proved an excellent seller.



**Davies Quality Ham Bologna.**

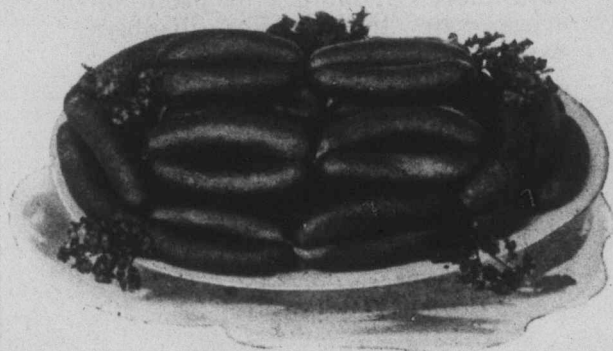
Always a popular dish for the summer months. These delicious Bologna Sausages are made from choice pork and beef, filled in beef middle casings, and make a delightful cold luncheon treat. They're fine for sandwiches, too.



**Davies Quality Belforts.**

Davies Belforts are made from the choicest meats, tastily flavored and perfectly seasoned. They weigh three or four pairs to the pound and retail at a reasonable price.

Everybody likes them. They're in a class all their own—delighting the consumer—bringing profit and trade to the dealer.



**Davies Quality Wieners.**

We prepare them from choice meat cuts, and the seasoning is just enough to make them tasty. They are fine for "Dutch Lunch" with potato salad, and are very popular as a supper dish. About 10 to 12 sausages make up a pound.

**THE WILLIAM DAVIES COMPANY LIMITED**

**Montreal**

**TORONTO**

**Winnipeg**

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



## BRUNSWICK BRAND SEA FOODS

are keenly appreciated by people to whom delicious wholesomeness has first appeal.

With the demand for fish ever growing stronger the dealer who features Brunswick Brand will find his stock rapidly diminishing through constantly repeating sales.

For Brunswick Brand quality is always "unvaryingly excellent."

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

Note our list:

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

**Connors Brothers**  
Limited  
BLACK'S HARBOR, N.B.



*They are worthy of  
your best recommendation*

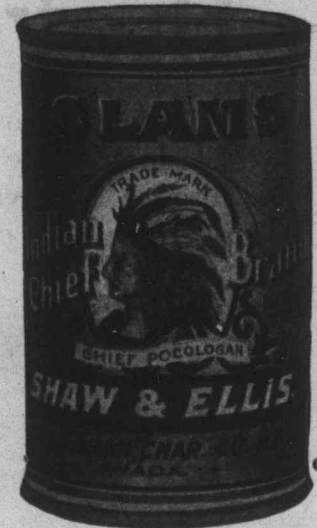
The quality of.

## INDIAN CHIEF Brand CLAMS

is as high as extra care and attention can make them.

We put them up and seal them (without solder or acid) the self same day they are taken from the clam beds.

Indian Chief Clams always open up delicious. Every good grocer should recommend them. They sell and repeat.



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

## Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 2c extra for Box No. per insertion.

Send along your ad. to-day.

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

# SUMMER SELLERS!



**Ashland Cooked Specialty** — Only first-class pork trimmings go into this low-priced substitute for cooked ham. Also delicious when fried. Your customers are sure to like this Swift product.

When you sell your customers these delicious cooked delicacies you sell them something more than convenient Summer lines — you sell them that superior goodness that characterizes every Swift Canadian Co. product.

Only quality ingredients go into the manufacture of Swift's Cooked Meats and Specialties. You can sell them with the confidence that they will satisfy every customer, no matter how critical.

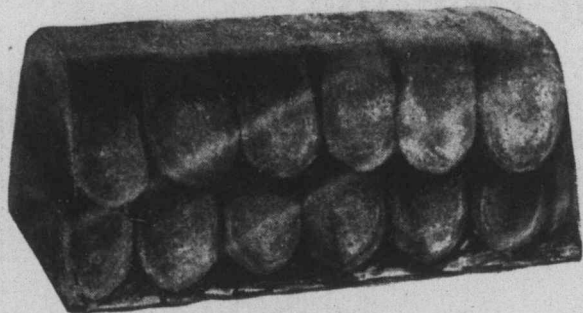
The products shown are particularly good sellers and should be featured in your Summer displays. Their convenience and the Swift quality appeals strongly to picnickers, summer cottagers, etc.

Put Swift's Summer Specialties in your displays now. They'll make you good profits.

**Baked Luncheon Loaf** — Also known as Veal Loaf. Made of choice veal and beef trimmings, thoroughly oven baked and well seasoned. A splendid seller.



## Swift's Cooked and Jellied Meat Specialties



**Jellied Tongue**—Be sure to show this. It is a particularly good summer line—one that will repeat quickly and often.

## Swift Canadian Co.

Limited

TORONTO WINNIPEG EDMONTON

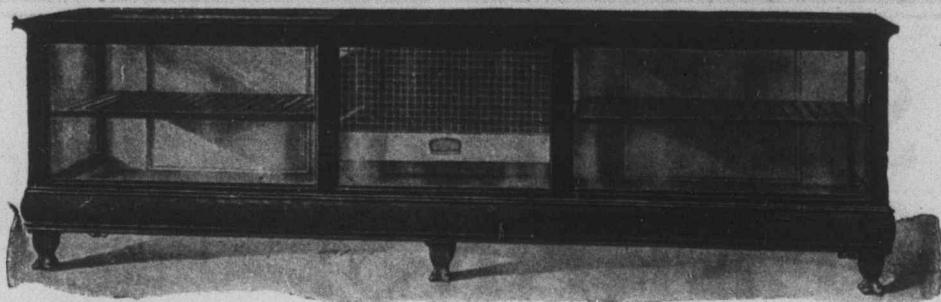
**Better Security  
and Better Display**

—the big features of

**THE ARCTIC  
REFRIGERATOR  
SILENT SALESMAN**

Full particulars are certain to interest you. Learn how to sell more perishables more quickly at less cost. It's easy when you instal an Arctic Salesman Refrigerator.

Write for illustrated list.



**John Hillock and Company, Limited, Toronto**



**The Reliable  
Salt**

The salt that your customers know is always just right.

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

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

**Windsor  
Table  
Salt**  
THE CANADIAN SALT CO. LIMITED

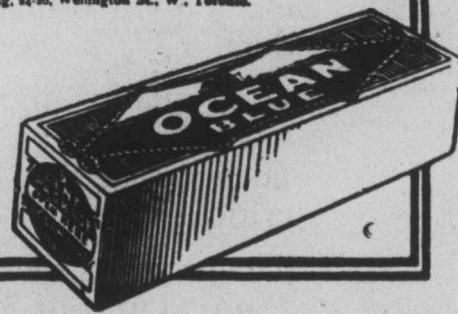
Don't hide the fact that you sell

**OCEAN  
BLUE**

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

**Order from your Wholesaler.**

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



**Get the "Grocers' Encyclopedia"—**

A large, handsomely bound volume, with scores of fine half-tone and color illustrations about the goods you buy and sell.

A book that you will be proud of—that you will like to see always on your library table—full of the very information you want in your business.

Price Prepaid \$10.50.

**Technical Book Dept.— MacLean Publishing Company**  
143-153 University Ave. - Toronto

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

# Rose's Lime Juice

50 Years a Favorite



A Non-Alcoholic Summer Drink that every good grocer should regularly feature.

Half a century ago Rose's Lime Juice was recognized as ahead of all other temperance drinks.

Time has but served to emphasize this popularity.

Keep your customers coming back for



## Holbrook's Imported Worcestershire Sauce

There's a delicate piquancy about every drop of this Sauce that makes it a big favorite with careful housewives.

Still selling at pre-war prices.

We also supply excellent brands of the following: Imported English Malt Vinegar, Sardines, French Olive Oil, and Custard Powder.

GET STOCKED NOW.

### Holbrooks, Ltd.

Dominion Representatives  
Toronto and Vancouver



## ECONOMICAL Food Dessert

Junket Tablets are advertised in the leading Magazines and Journals for making economical food desserts with great possibilities for variety. And Junket is wholesome and delicious! All physicians and nurses have long known and used

# Junket

MADE with MILK

This great number of uses provides many sales — in almost every home.

Can you afford to be without this product? Will you say you haven't it when asked to supply Junket Tablets?

Get acquainted with the 10-Tablet package that retails at 12c, with a good profit. Ask your jobber, or write.

Chr. Hansen's Canadian Laboratory  
Toronto, Canada



# Navel Oranges

Nova Scotia and Georgian Bay Brand Apples

# Tomatoes

Get in touch with us to-day

Lemon Bros.  
Owen Sound  
Ont.

## Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)  
2c per word, first insertion.  
1c per word, subsequent insertions.  
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

Is Selling a Business?  
In Buying a Business?  
In Engaging a Clerk?  
In Securing a Position?  
In Securing a Partner?  
In Disposing of Second-hand Fixtures?

Then you should use Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer  
143-153 University Ave., Toronto

# The Keenest General Merchant

cannot keep posted on the rapid Grocery Market changes of these days just by comparing travelers' prices. Travelers call less often now. Grocery markets change more often.

General merchants everywhere find in **CANADIAN GROCER** the early, regular and reliable market information they require.

"I don't know what I would do without **CANADIAN GROCER**, especially in these days when prices of groceries are changing every week," writes G. H. Thompson, Oil Springs, Ontario. (He has subscribed to **CANADIAN GROCER** for eighteen years).

"I consider **CANADIAN GROCER** worth all of \$3.00 and more in these times of changing markets," writes J. A. Quenneville, Desaulniers, Ont.

**CANADIAN GROCER** will come to you every week with the latest market information, and much more that you can turn into money, if you decide to follow the "lines of action" you see here ready for your signature right now.

The MacLean Publishing Co.,  
153 University Ave., Toronto.

Send me **CANADIAN GROCER**, beginning with current issue. I will pay you subscription price, \$3.00 per year, on receipt of bill.

Name.....

Address.....

## QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

### BAKING POWDER

#### ROYAL BAKING POWDER

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

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

### JAMS

#### DOMINION CANNERS, LTD.

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

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

#### DOMINION CANNERS, LTD.

##### CATSUPS—In Glass Bottles

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

### BAKE DBEANS WITH PORK

#### Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$16.	

### "AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pall	0 65
5's Tin, 8 pails in crate, per pall	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pall crate, per lb.	0 16

### BLUE

Keen's Oxford, per lb. In cases 12-12 lb. boxes to case

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

COCOA—	
Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, 1/4-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	37
Supreme Chocolate, 10c size, 2 doz. box, per doz.	90
Perfection chocolate, 10c, 2 doz. in box, per doz.	90

### SWEET CHOCOLATE— Per lb.

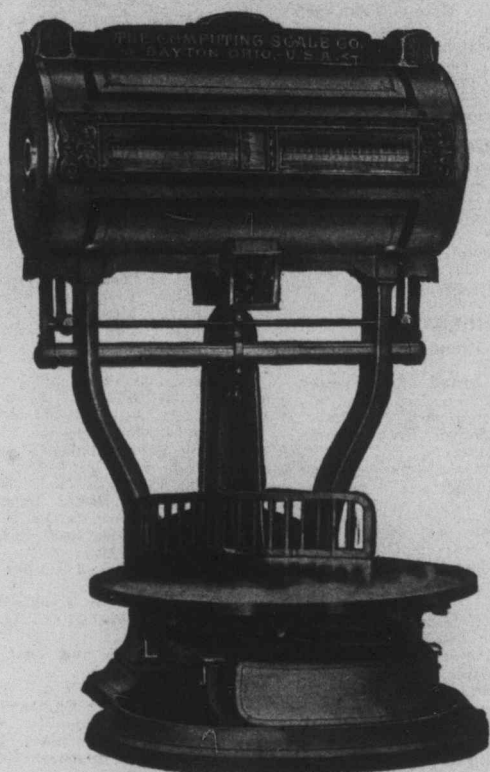
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1
Diamond, 6-lb. boxes	30
Diamond, 1/4's, 6-lb. boxes	0 30

### CHOCOLATE CONFECTIONS—

	Per doz.
Milk medallions, 5-lb. boxes	0 30
Nonpareil wafers, 5-lb. boxes	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 80
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95



The last fraction of Weight  
 The last fraction of Value  
 is guaranteed to you by the  
**Dayton Automatic Scale**



MADE IN CANADA

The Dayton Automatic Scale is admitted to be one of the necessities of the modern store.

The actual money it saves in securing for you the last fraction of value in the goods you weigh pays for it within a year—

After that it is a steady dividend payer.

The time it saves in making your calculations for you is really another big cash saving.

For time is money and, there are no mistakes.

This is an especially valuable feature with the "green" clerks so many grocers now have to hire.

**NEW CHARTS**—Owing to the great advances in the retail selling prices of your goods the price ranges on the chart in your scale may be obsolete. We have new, up-to-date charts printed and ready for use. Let us know your requirements.

**Dayton Computing Scales**  
 Royce and Campbell Ave., - TORONTO, ONT.

*The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice-President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.*

# NEW ONIONS

**Texas Bermudas**

Now on the Market. Quality never was better and prices are low.

**Pineapples  
Strawberries  
Bananas**

**New Cabbage  
Oranges and Lemons**

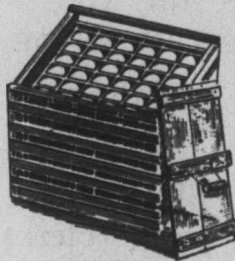
It you handle any of the above lines it will pay you to get in touch with us.

## McBRIDE BROS.

35 Church Street, Toronto, Ontario.

### EGG CASE FILLERS and EXTRA FLATS

For  
30 Doz.  
Egg  
Cases



And  
12 Doz.  
Egg  
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St. Montreal, Que.

### STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK  
By FRANK FARRINGTON

A Companion book to Retail Advertising Complete  
**\$1.00 POSTPAID**

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

**THIRTEEN CHAPTERS**

Here is a sample:

**CHAPTER V.—The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

**ABSOLUTELY NEW JUST PUBLISHED**

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLennan Publishing Co., TORONTO

\* 272 Pages Bound in Cloth

#### CALIFORNIA FRUIT CANNERS ASSOCIATION

#### CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—

- 2½-quart Tall Cylinder Can
- No. 1 Pint Cylinder Can ...
- No. 16 Jar .....
- No. 4 Jar .....
- No. 10 Can .....

#### YUBA BRAND

- 2½-quart Tall Cylinder Can.
- No. 1 Pint Cylinder Can ...
- No. 10 Can .....
- Picnic Can .....

#### BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

- Eagle Brand, each, 48 cans..\$8 75
- Reindeer Brand each 48 cans. 8 45
- Silver Cow, each 48 cans.... 7 90
- Gold Seal, Purity, each 48 cans 7 75
- Mayflower Brand, each 48 cans 7 75
- Challenge Clover Brand, each 48 cans .....

#### EVAPORATED MILK

- St. Charles Brand, Hotel, each 24 cans .....
- Jersey Brand, Hotel, each 24 cans .....
- Peerless Brand, Hotel, each 24 cans .....
- St. Charles Brand, Tall, each 48 cans .....
- Jersey Brand, Tall, each 48 cans .....
- Peerless Brand, Tall, each 48 cans .....
- St. Charles Brand, Family, each, 48 cans .....
- Jersey Brand, Family, each 48 cans .....
- Peerless Brand, Family, each 48 cans .....
- St. Charles Brand, small, each 48 cans .....
- Jersey Brand, small, each 48 cans .....
- Peerless Brand, small, each 48 cans .....

#### CONDENSED COFFEE

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

#### CARNATION MILK PRODUCTS CO., LTD.

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

#### EVAPORATED MILK.

- Per Case
- Carnation, 16-oz. talls (48 cans per case) .....
- Carnation, 6-oz. baby (96 cans per case) .....
- Canada First, 16-oz. talls (48 cans per case) .....
- Canada First, 6-oz. baby (48 cans per case) .....
- Canada First, 12-oz. family (48 cans per case) .....
- Canada First, 32-oz. hotel (24 cans per case) .....

#### GELATINE

- Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 35
- Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75
- Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz. .... 1 85

W. CLARK, LIMITED, MONTREAL.

- Assorted meats—1s, \$4.45.
- Compressed Corn Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.
- Lunch Ham—1s, \$4.25; 2s, \$8.
- Ready Lunch Beef—1s, \$4.45; 2s, \$9.
- English Brawn—½s, \$2.90; 1s, \$4.95; 2s, \$9.25.
- Boneless Pig's Feet—½s, \$2.90; 1s, 4.95; 2s, \$9.25.
- Ready Lunch Veal Leaf—½s, \$2.40; 1s, \$4.45.
- Ready Lunch Beef-Ham Leaf—½s, \$2.40; 1s, \$4.45.
- Ready Lunch Beef Leaf—½s, \$2.40; 1s, \$4.45.
- Ready Lunch Asst. Leaves—½s, \$2.40; 1s, \$4.45.
- Geneva Sausage—1s, \$4.95; 2s, \$9.45.

Roast Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9; 6s, \$34.75.

Boiled Beef—1s, \$4.45; 2s, \$9; 6s, \$34.75.

Jellied Veal—½s, \$2.90; 1s, \$4.25; 2s, \$9.

Cooked Tripe—1s, \$2.45; 2s, \$4.45.

Stewed Ox Tail—1s, \$2.50; 2s, \$4.50.

Stewed Kidney—1s, \$3.95; 2s, \$7.75.

Mince Collops—½s, \$1.95; 1s, \$3.70; 2s, \$6.45.

Sausage Meat—1s, \$4; 2s, \$7.75.

Corn Beef Hash—½s, \$1.95; 1s, \$3.45; 2s, \$5.45.

Beef Steak and Onion—½s, \$2.90; 1s, \$4.45; 2s, \$8.45.

Jellied Hocks—2s, \$8.75; 6s, \$26.

Irish Stew—1s, \$3.45; 2s, \$5.45.

Cambridge Sausage—1s, \$4.45; 2s, \$8.45.

Boneless Chicken—½s, \$5.90; 1s, \$8.95.

Boneless Turkey — ½s, \$5.90; 1s, \$8.95.

Ox Tongue—½s, \$3.75; 1s, \$7.50; 1½s, \$12; 2s, \$15.15; 2½s, \$17.50; 3s, \$19; 3½s, \$20.50; 6s, \$45.

Lunch Tongue—½s, \$4; 1s, \$8; 2s, \$15.50.

Tongue Lunch—1s, \$6.75.

Mince Meat (Tins)—1s, \$3.25; 2s, \$4.95; 6s, \$13.50.

Mince Meat (Bulk)—5s, 25c; 10s, 24c; 50s, 23c; 80s, 22c per lb.

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

With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.

Clark's Chateau Chicken or Tomato Soup, \$1.65; Vermicelli-Tomato, \$1.65.

Chateau Brand Concentrated Soups—Vegetable, Mulligatawny, Ox Tail, Scotch Broth, Mock Turtle, Consomme, Mutton Broth, Pea, Julienne, Green Pea, Celery, \$1.25.

No. 1, assorted case, \$1.35; No. 2, assorted case, \$1.35.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s, \$2.95; 6s, \$10; 12s, \$18.

Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1½s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.

Lambs' Tongues—½s, Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95.

Vegetarian Baked Beans and Tomato Sauce—2s, \$2.

Sliced Smoked Beef—½s, \$2.35; 1s, \$3.45; 4s, \$24.

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

Spaghetti with Tomato Sauce with Cheese—½s, \$1.85; 1s, \$2.50; 3s, \$4.30.

Tongue, Ham and Veal Pates—½s, \$1.95.

Ham and Veal Pates—½s, \$1.95.

Smoked Geneva Sausage—½s, \$2.85.

Pate DeFoie—½s, 75c; 1½s, \$1.40.

Lunch Tongue in glass—1s, \$9.95.

Ox Tongues in glass—1½s, \$14; 2s, \$17.

Brisket Beef in glass—1s, ....

Chicken Breasts in glass—½s, \$9.95.

Sliced Smoked Beef in glass—½s, \$1.75; 1½s, \$2.75; 1s, \$3.45.

Potted and Deviled Meats (tins)—Beef Ham, Tongue, Veal, Game and Beef—½s, 75c; 1½s, \$1.40.

Meats, assorted—½s, 80c; 1½s, \$1.45.

Clark's Peanut Butter (glass jars)—½s, \$1.45; 1½s, \$1.95; 1s, \$2.45.

Clark's Peanut Butter (in bulk)—5s, 30c; 12s, 28c; 24s, 27c; 50s, 27c.

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

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

English Plum Pudding—½s, \$2.45.

Smoked Sausage, Vienna Style—½s, \$2.85.

#### COLMAN'S OR KEEN'S MUSTARD.

Per doz. tins

D. S. F., ¼-lb. .... \$ 2 25

D. S. F., ½-lb. .... 4 25

D. S. F., 1-lb. .... 8 10

F. D., ¼-lb. .... 1 40

Per jar

Durham, 1-lb. jar, each..... 0 50

Durham, 4-lb. jar, each..... 1 75

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

# PINEAPPLE PRESERVING TIME

Pineapples this coming week promise to be at their best, although supplies in the past have been very irregular. We do not look for much lower prices, and strongly advise placing your order immediately, avoiding disappointment.

Mississippi Tomatoes, first of season arriving this week. Also Georgia Peaches (excellent quality).

Daily arrivals—Strawberries. Will be in position to fill all orders regularly. Place a standing order.

CALIFORNIA CHERRIES      WAX BEANS      BANANAS  
 FLORIDA SEEDLESS GRAPEFRUIT      TOMATOES  
 COCOANUTS VALENCIA ORANGES MESSINA LEMONS TEXAS ONIONS  
 CUCUMBERS CANADIAN ASPARAGUS SPINACH

## WHITE & COMPANY, LIMITED

*Importers from the Principal Southern Markets*

Branch at Hamilton

**TORONTO**

### NOW

#### ARRIVING FREELY

Fancy Quality  
and in Prime Condition

#### Strawberries

Full quart boxes, 24 to case.

**Pine Apples      Oranges**

#### NEW

Cabbage, Potatoes, Wax  
and Green Beans, Carrots,  
Beets and Tomatoes.

**HUGH WALKER & SON**

Established 1861

Guelph, Ontario

### Extra Fancy Winesap Apples

CALIFORNIA LATE VALENCIA  
ORANGES—Best Brands.

California and Messina LEMONS  
BANANAS

**Strawberries, Pineapples**

FLORIDA TOMATOES

*Finest stock obtainable.*

NEW CABBAGE

Carrots, Beets, Beans, Green Peas

*Arriving at much lower prices.*



TEXAS BERMUDA ONIONS

*Well Cured, Dry Stock. Fine Quality.*

New Maple Syrup and Sugar

Peanuts      Candies      Gum

FIGS and DATES

 *If it is to be had, we have it.* 

*Send us your orders for prompt service.*

**DUNCANS LIMITED**

North Bay      Sudbury      Cobalt      Timmins

# CHICKEN HADDIES

REGISTERED



## THE NEW FISH FOOD

Packed at our own plants  
on the Atlantic Coast where the finest  
flavoured fish in the world are caught.

Order a case from your wholesale  
distributor

New pack is now in the hands of  
the wholesale trade

# Maritime Fish Corporation Limited

Head Office and Sales Dept.  
MONTREAL

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

WATSON & TRUESDALE, Winnipeg, Western Distributors

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

# Lowering the Cost of Getting Orders

THEY were talking about the high cost of getting orders—were Brown and Jones. They were agreed on some things: train service was interfering with ability of salesmen to call on as many as formerly; hotel bills were adding heavily to the weekly expenses of salesmen; congested freight and express service was interfering with quick deliveries; salaries of men were going up; labor of all sorts, as well as materials, was becoming higher-priced.

Then Brown said: "I am giving a good deal of thought to the training of my salesmen. I am endeavoring to make them produce more business—to sell more goods, and to reduce the number of futile calls. I notice that they are giving much attention to this subject in the United States, and that in Canada some firms are paying serious attention to this matter of better salesmanship."

"What are you doing?" said Jones.

"Well, I haven't done a great deal so far, for I am in the initial stages of my studies. But one thing I have learned: it is that my men haven't been analyzing the causes of their failures to make sales. I can't blame them, for I myself haven't troubled myself to dig into this phase of the selling game. Now I am asking myself and my men—Why the failure to get the order?"

"I have discovered a good deal. One thing is that my men haven't known enough about the goods they took out to demonstrate them convincingly. This is largely our fault. So we are using time and printed matter to make our men know exactly what they have to offer.

"Another thing we have had impressed on us is that our men haven't been approaching their prospects always in the best way. They have been too keen to sell rather than to serve.

"I saw a thing the other day that is good—by a man named Casson. He said the average salesman's method was 'Talk—Argue—Compel.' As against this, he recommended: Listen—Agree—Oblige.

"What he means is that the salesman must get on the side of the buyer if he is to have best results. And so I am doing something to get my men trained to acquire the point of view of the man they canvass—this first. When a salesman postpones his sales talk until he has won the interest and attention of the prospect, he is in a much more favorable position to put across his proposal.

"I read recently an advertisement of the FINANCIAL POST in which it told of Frank Mutton, President of the International Business Machines Company, in which he said that he has subscribed to THE POST for each of his salesmen in order that they may be well informed about business conditions and affairs in Canada—this as an aid in making sales. The idea, I infer, is to make his men quick to get the point of view of the men they are to canvass—to become possessed of a kind and

amount of information which will enable them to make themselves interesting to prospective buyers of time-recording machines.

"Now, I have known Mutton for many years—known him to be a super-salesman. In subscribing to THE POST for his salesmen, I saw one of his methods—secrets, if you like. So I got THE POST myself to see how my men could make use of it for the same objects.

"I have subscribed to THE POST for 4 months at the cost of a dollar per salesman, and I have been having my men report to me in writing just how they are finding THE POST useful to them. They read THE POST with one question uppermost: What item or article in this issue can be used by me to help me make sales?"

"I want to tell you, Jones, that I am delighted with the experiment. The minds of my men have been stimulated. They are 'cashing in' on what they read. They relate certain items or articles to certain prospects, and they are approaching their customers with greater confidence, greater art, and with more persistency, born of a surer knowledge of how our product is worth the other man's consideration and purchase.

"My men are bringing in more business, and this offsets the increasing costs of going after business."

\* \* \* \*

A VERY suggestive conversation, is it not? The point of its reproduction here: If you think the idea put into operation by Brown (and Mutton who is paying for 50 subscriptions for men in his employ) is worth your consideration, then investigate THE POST for yourself. Instruct us to send THE POST to you that you may investigate it from the angle—What is there in this paper that my men can use to help them "get next" their prospects with a view to making more sales and in quicker time?

So we suggest to you that you sign the coupon below.

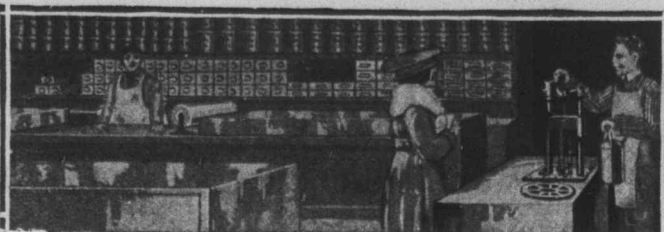
Just what does THE FINANCIAL POST aim to do? The answer is: It gives business men information about every important happening in every part of Canada as this happening relates to Business. It follows the various listed and unlisted securities, and gives each week clear and accurate and up-to-the-minute information about them. It tells about the movements and influences affecting such groups of investment interests as Iron and Steel, Textiles, Milling, Pulp and Paper, Transportation, and so on. It has numerous contributed articles of first-class interest and importance. It contains much personal matter—notes and sketches about men of influence or position in the public eye whose doings or sayings have relation to Business. Withal, THE POST is extremely readable. It is edited and prepared by trained journalists—the highest-priced staff of men on any publication in Canada. All this makes THE POST a "different" paper, and a good one. The subscription price is \$3.00 (52 issues — Saturdays); or 4 months for one dollar.

The MacLean Publishing Company, Ltd.,

Dept. F.M. 143-153 University Avenue, Toronto.

Send <sup>me</sup> <sub>us</sub> THE FINANCIAL POST (weekly, every Saturday). Subscription price of \$3 will be remitted on receipt of invoice in the usual way. Have it addressed to

.....  
 .....

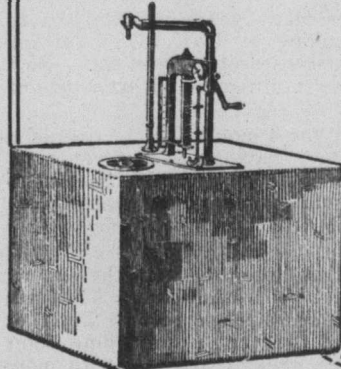


**BOWSER**

# Oil Storage Systems

## CLEANLINESS

Fig. 19



to the store is what rain is to the crops. It makes the store thrive, with a reputation for clean, sanitary conditions. Dirty oil rooms drive customers away, spoil goods and disgust clerks. Bowser Oil Storage Systems insure a saving in time, labor and oil—they increase and hold business. Write now for Booklet CG-5.

**S. F. BOWSER & CO.**  
Incorporated  
TORONTO ONTARIO

### A Pair of Summer Repeaters

# Royal Salad Dressing and Royal Mayonnaise

Sell your customers these two high-class products. They will thoroughly approve of the unimpeachable good quality of the Two Royals.

You will find repeats the daily rule when once the housewife gets acquainted with ROYAL SALAD DRESSING and ROYAL MAYONNAISE.

Keep your stock on display.

**HORTON-CATO MFG. CO.**  
WINDSOR, CANADA

**JELL-O**

**GENESEE PURE FOOD CO.**

Assorted case, contains 2 doz., per doz. ....\$1 15  
Lemon, 2 dozen, per doz. .... 1 15  
Orange, 2 dozen, per doz. .... 1 15  
Raspberry, 2 dozen, per doz. .... 1 15  
Strawberry, 2 dozen, per doz. .... 1 15  
Chocolate, 2 dozen, per doz. .... 1 15  
Cherry, 2 dozen, per doz. .... 1 15  
Vanilla, 2 dozen, per doz. .... 1 15  
Weight: 2 doz. case, 8 lbs. Freight rate, 2d class.

**JELL-O ICE CREAM POWDERS**

Assorted case, 2 doz., per doz. \$1 17½  
Chocolate, 2 doz., per doz. .... 1 17½  
Vanilla, 2 doz., per doz. .... 1 17½  
Strawberry, 2 doz., per doz. .... 1 17½  
Lemon, 2 doz., per doz. .... 1 17½  
Unflavored, 2 doz., per doz. 1 17½  
Weight, 11 lbs. to case. Freight rate, 2d class.

**KLIM**

Hotel size, 6 10-lb. tins to case .....\$15.50  
Household size, 1-lb., 24 to case ..... 6.30  
Sample size, 4-oz., 48 to case 4.50

**THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and**

**BRANTFORD BRANDS**

**Laundry Starches—**  
Boxes  
40 lbs. Canada Laundry.... .09½  
40 lbs., 1 lb. pkg., White Gloss ..... .10  
48 lbs., No. 1 White or Blue Starch, 8-lb. cartons ..... .10½  
100-lb. kegs, No. 1 white.. .10  
200-lb. bbls., No. 1 White.. .10  
80 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.. 11½  
48 lbs., Silver Gloss, in 6-lb. tin canisters ..... .13  
36 lbs. Silver Gloss, in 6-lb. draw lid boxes ..... .13  
100 lbs., kegs, Silver Gloss, large crystals ..... .11  
40 lbs., Benson's Enamel, (cold water), per case.... 3.25  
30 lbs. Casco Refined Potato Flour, 1-lb. pkgs. .... .18  
Celluloid, 45 cartons, case.. 4.50  
**Culinary Starch.**  
40 lbs., W. T. Benson & Co.'s Celebrated Prepared .... .11½  
40 lbs. Canada Pure Corn.. 10½  
20-lb. Casco Refined Potato Flour, 1-lb. pkgs. .... .18  
(20 lb. boxes, ¼c higher, except potato flour)

**BRANTFORD STARCH**

Ontario and Quebec.

**Laundry Starches—**  
Canada Laundry .....\$0 09½  
**Acme Gloss Starch—**  
1-lb. cartons, boxes of 40 lbs. 1 10  
**First Quality White Laundry—**  
3-lb. canisters, cs. of 48 lbs. 0 10½  
Barrels, 200 lbs. .... 0 10  
Kegs, 100 lbs. .... 0 10  
**Lily White Gloss—**  
1-lb. fancy carton cases, 30 lbs. .... 0 11  
8 in case ..... 0 12½  
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case.... 0 12½  
Kegs, extra large crystals, 100 lbs. .... 0 10½  
**Canadian Electric Starch—**  
Boxes containing 40 fancy pkgs., per case ..... 3 25  
**Celluloid Starches—**  
Boxes containing 45 cartons, per case ..... 4.50

Challenge Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. 0.10

**SYRUP**

**THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.**

Perfect Seal Jars, 8 lbs., 1 doz. in case .....\$4.95  
2-lb. tins, 2 doz. in case.... 4.95  
5-lb. tins, 1 doz. in case.... 5.90  
10-lb. tins, ½ doz. in case.. 4.95  
20-lb. tins, ¼ doz. in case.. 4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs. ....\$0.07  
Half bbls., about 350 lbs. .... 0.07½  
¼ bbls., about 175 lbs. .... 0.07½  
2-gal. wooden pails, 25 lbs. 2.15  
3-gal. wooden pails, 28½ lbs. .... 3.35  
5-gal. wooden pails, 65 lbs. 5.35

**LILY WHITE CORN SYRUP**

2-lb. tins, 2 doz. in case....\$5.15  
5-lb. tins, 1 doz. in case.... 5.70  
10-lb. tins, ½ doz. in case. 5.45  
20-lb. tins, ¼ doz. in case. 5.40

**ST. LAWRENCE SUGAR REFINING CO.**

**Crystal Diamond Brand Cane Syrup**  
2-lb. tins, 2 doz. in case....\$5 50  
Barrels, per 100 lbs. .... 8 00  
½ barrels, per 100 lbs. .... 8 25

**INFANTS' FOOD**

**MAGOR, SON & CO., LTD.**

**Robinson's Patent Barley—** Doz.  
1 lb. ....\$4 00  
½ lb. .... 2 00  
**Robinson's Patent Groats—**  
1 lb. ....\$4 00  
½ lb. .... 2 00

**NUGGET POLISHES**

Doz.  
Polish, Black, Tan, Toney  
Red and Dark Brown..... .90  
Card Outfits, Black and Tan. 2.00  
Metal Outfits, Black and Tan. 4.50  
Creams, Black and Tan ..... 1.25  
White Cleaner ..... 1.25

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH**

Black Watch, 9s, lb. ....\$1 08  
Bobs, 11s ..... 0 92  
Currency, 11s ..... 0 90  
Stag Bar, 8s, boxes 5 lbs. .... 0 96  
Pay Roll, thick bars, 9s.... 1 10  
Pay Roll, plug, 9s and 6-lb. caddies ..... 1 10  
Shamrock, 8s, ½ cads., 12 lbs., ¼ cads., 6 lbs. .... 0 96  
Great West Pouches, 8s, 3-lb. boxes, ½ and 1-lb. lunch boxes ..... 1 00  
Forest and Stream, tins, 10s, 2-lb. cartons ..... 1 20  
Forest and Stream, ¼s, ½s, and 1-lb. tins ..... 1 20  
Forest and Stream, 1-lb. glass humidors ..... 1 50  
Master Workman, 8s, 2-lb. cartons ..... 1 00  
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs. .... 1 10  
Derby 8s, 4-lb. boxes ..... 0 95  
Old Virginia, 12s. .... 1 50  
Old Kentucky (bars), 7s, boxes, 7 lbs. .... 1 10

# SHOWCARDS

are a big help in dressing your window. We have some very artistic cards in stock, that we will be very glad to send you on request. Drop us a postcard  
**NOW**

**REMEMBER**

## **"NUGGET" Shoe Polish**

Softens and preserves the leather.  
Gives a brilliant, lasting shine.  
Makes shoes waterproof.  
Advertised from coast to coast.  
Shows you a good margin of profit.

J. LECKIE CO., LIMITED  
VANCOUVER  
*Agents for B.C.*

C. S. MUNRO  
ST. JOHN  
*Agent for N.B.*

R. E. BOYD & CO.  
MONTREAL  
*Agents for P.Q.*

ARTHUR FORDHAM & CO.  
HALIFAX  
*Agents for N.S. and P.E.I.*

**THE NUGGET POLISH CO., LIMITED  
TORONTO**

# June Butter

The best to pack for winter use



## Tall Butter Jars

With or Without Covers  
1/4 gal. to 6 gal. at 15c per gal.

The Toronto Pottery Co. Limited

617-618 Dominion Bank Bldg. KING & YONGE, TORONTO

Show your customers how conveniently and securely they can stow away ample supplies of good June Butter in these Butter Jars.

Anything that will help reduce the high cost of living is sure to interest every good housewife.

The Butter Jars offer her a real opportunity to avoid the high winter prices of butter by putting away sufficient good June butter now.

Show these crocks in your store. Write now for folder showing complete line and prices.



## French Pots

Black or White Glazed

# This is Olive Butter

--a delicious table delicacy



Selected pure spices, olives, pimento and malt vinegar go to the making of Olive Butter.

These ingredients are blended together by the most approved scientific methods making a delicious wholesome table delicacy that you can sell and satisfy the most particular with.

Try a small supply of Olive Butter in your Summer displays. Once your customers know the real goodness of this line your stock will quickly disappear.

Three other good sells—

"Chicken a la King"  
"Chili, Con Carne"  
and "Pure Tomato Paste."

E. W. Jeffress, Limited  
WALKERVILLE, ONT.

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# Wanted

## CLASSIFIED ADVERTISING

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

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

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

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

### BUSINESS FOR SALE

GOOD GENERAL STORE BUSINESS FOR sale in County Dufferin, Ont. Stock about \$10,000. Good reasons for selling. For particulars apply to Box 308, Canadian Grocer, Toronto.

I OFFER A (\$1,300.00) STORE AND DWELLING combined, located in Lambton County, at a good country point. Natural gas, Hydro, and city water are available. Will take (\$500.00). I am not in the real estate business. Apply quickly to Wm. Culbert, Wyoming, Ont.

ONE OF BEST KNOWN CONCERNS IN U.S., manufacturing large line of store equipment, long established and with thousands of customers, requires general sales representative in this section. A thoroughly high-class proposition in which the compensation is ample for capable man. In answering, state age and business connections for past ten years. Also financial standing. Address, Box 306, Canadian Grocer, Toronto, Ont.

### WANTED

EXPERIENCED SALESMAN COVERING Western Provinces would handle additional staple lines on commission. Address Box 305, Canadian Grocer.

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

A GENERAL STORE AND STOCK TO BUY OR rent in a thriving village or small town. Would consider a Grocery with a good trade. Send full particulars with lowest price. All replies strictly confidential. Apply Box 66, St. Chrysostome, Que.

WANTED — POSITION AS MANAGER OR head clerk; 15 years' experience; expert card writer and window trimmer; age 32; married. Western Provinces preferred. State salary, etc. Address J. Unwin, Canadian Grocer.

### MISCELLANEOUS

GROCCERS—INCREASE YOUR PROFITS SELLING Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories; Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

## MISCELLANEOUS

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

# Buyers' Guide

## FOR SALE

CHOICE DRESSED POULTRY.  
SELECTED EGGS, OLEOMARGARINE.  
CHOICE DAIRY BUTTER.

**C. A. MANN & CO.**

78 King Street, - LONDON, Ontario

## BARRELS

(The best shipping package.)

We make them all sizes and for all purposes.  
For Apples, green or dry; Cereals, Crackers,  
Bottles, Candy, Spices, Hardware, Meat, etc.  
Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
1/2-INCH CUSHION FILLERS  
CORRUGATED FLATS

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

## HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality.  
Means a larger loaf. It makes the sponge  
rise sooner, even if chilled.  
We are inundated with letters from house-  
wives who want it. YOU supply them.  
Sells in 15c packets.

Makers Western Agents  
Ho-Mayde Products Co. C. & J. Jones  
TORONTO WINNIPEG

## SUCHARD'S COCOA

The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.

FRANK L. BENEDICT & CO.  
Agents Montreal.

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

## THE "WANT" AD.

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

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

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

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

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



## TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

O  
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Y  
'S

KNIFE

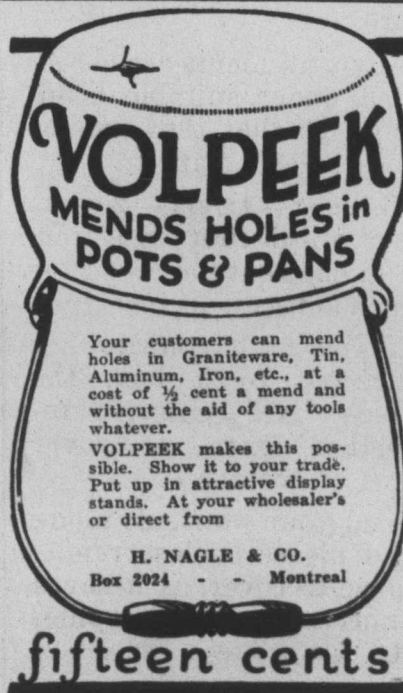


POLISH

JOHN OAREY & SONS, LIMITED  
LONDON, S.E. 1, ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,  
Toronto, and J. E. Huxley & Co., 220  
McDermid St., Winnipeg.



Your customers can mend  
holes in Graniteware, Tin,  
Aluminum, Iron, etc., at a  
cost of 1/2 cent a mend and  
without the aid of any tools  
whatever.

VOLPEEK makes this pos-  
sible. Show it to your trade.  
Put up in attractive display  
stands. At your wholesaler's  
or direct from

H. NAGLE & CO.  
Box 2024 - - Montreal

fifteen cents

TO

## Manufacturers' Agents

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

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

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

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

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.

**FINEST CRYSTAL  
GELATINES**

Powdered and Sheet

**FINE LEAF GELATINE**

**BRITISH MANUFACTURE**

**GELATINES**

**OURY, MILLAR & CO.**

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

**F. S. Jarvis & Co.**

18 TORONTO ST., - TORONTO



**Custard that  
Compels  
Custom**

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

**FREEMANS DEVONSHIRE CUSTARD**

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the  
**WATFORD MFG., Co., Ltd.**  
Delectaland, Watford,  
England.

*Freemans*  
FOOD PRODUCTS  
*Watford*

**The Submarine Menace**

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

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**B**rooms  
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## WE ASK YOU TO SELL LESS FLOUR

**F**ROM a flour milling company this request seems strange, but we make it from our knowledge of world conditions. The fact of the matter is that the advertising of FIVE ROSES flour has been entirely too successful in the past — the popular demand is too great.

In the vital interest of our Allies and the fighting forces of the Empire, the consumption of wheat flour must be reduced at once. It is our individual problem to help feed our Allies by sending them as much as we can possibly save of the most concentrated nutritive value in the least shipping space. And that means Wheat and Flour. Not only must we eliminate waste, we must consume less wheat and flour. We must export more. This is the pressing necessity that must be brought home to the consumer. As a distributor of flour, you can assist tremendously by suggesting the substitution of other cereals than wheat. You can suggest the use of cornmeal, oats, buckwheat, rye, barley, potato flour, rice and tapioca flour.

Do your part at the retail end. Every cupful of flour, every handful of wheat you induce the housewife to save is your sorely needed share in winning the war. Thereby do you perform a patriotic duty, thereby do you promote the sale of other profitable lines.

Users of FIVE ROSES flour are imbued with the proper patriotic spirit. They will appreciate your suggestions, and they will conserve the flour so essential to the Allied Cause.

**Lake of the Woods Milling Company, Limited**  
*Makers of "Five Roses" Flour*  
**CANADA**

Canada Food Board License Nos. 11-14

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**HELP US TO SAVE FIVE ROSES FLOUR**