

FEATURING CANADIAN NATIONAL EXHIBITION

CANADIAN GROCER

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

Vol. XXXIV.

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No. 35.



**The Package may be imitated
but the Contents cannot**

A Lady Told Us This—

IT'S worth while passing on to you because her statement plainly shows an easy opportunity to double your Aladdin Dye Soap Sales.

Speaking of Aladdin Dye Soap, she said: "I always keep two or three cakes of Aladdin on hand especially on Wash Day. When with the water and basins handy any garments to be colored I just wash with Aladdin Dye Soap to the desired color. Since I've discovered the convenience of having a stock of Aladdin, I always buy two or three cakes at a time."

Three sales instead of one and with no extra trouble. Because your Aladdin Revolving Display stand (**Free** with one gross of Aladdin Dye Soap) practically makes a sale itself. Merely suggest to the lady customer that she keep a few extra cakes of Aladdin Dye Soap on hand, to save coming to the store every time she decides to transform a faded fabric into a bright new one.

You will find it to be a welcome suggestion. You will also find quicker profits on your Aladdin investment.

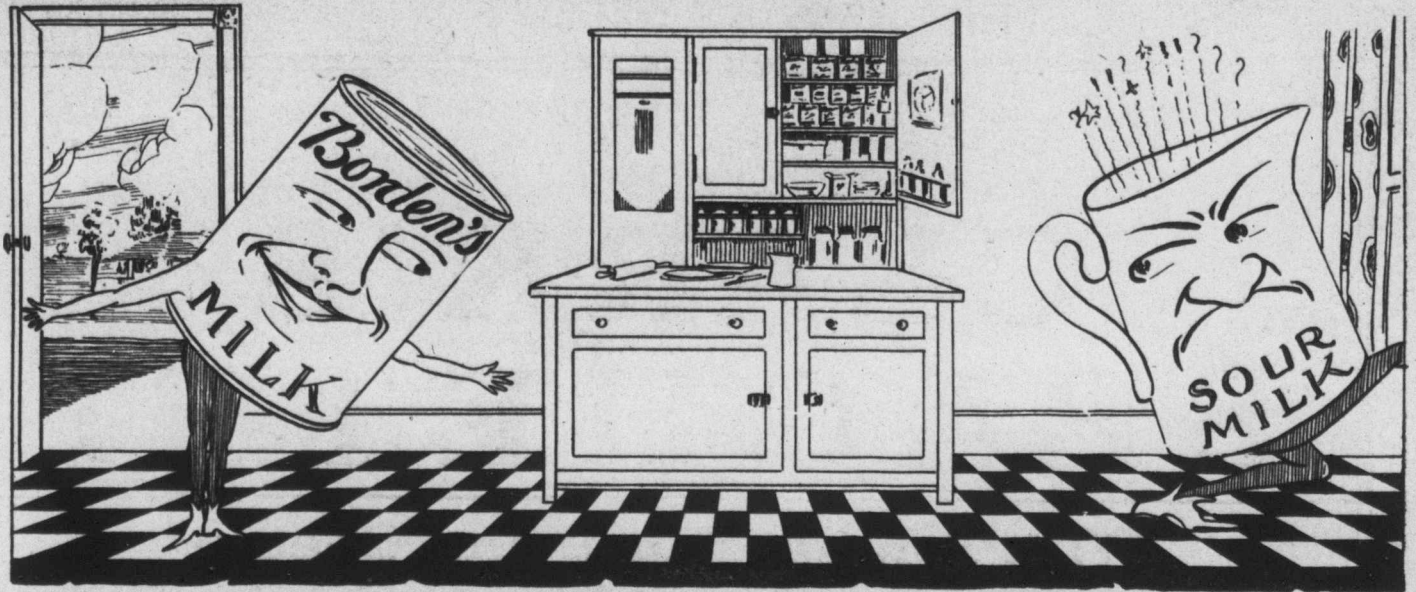


Channell Chemical Company, Limited

Makers of O-Cedar Products

Toronto

Distributors of Aladdin Dye Soap



When *Borden's* Milk enters Sour milk problems vanish

Tell your customers that a half dozen or so assorted tins of *Borden's Milk* kept always on their shelves will absolutely eliminate summer sour milk problems and enable them to have a constant supply of fresh, rich, creamy milk always on hand. For summer cottagers, campers, etc., as well as for general household use *Borden's* original preserved milk has proven itself a real necessity. Keep your Borden stocks well displayed during the warm weather months—remember it pays to feature Borden's.

The Borden Co., Limited
Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk
Reindeer Coffee
Reindeer Cocoa
Borden's Malted
Milk



Borden's

Canada's
National Milk

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

*The very
finest
Canadian
Spaghetti*



*Fresh, red ripe
Canadian Tomatoes
Highest Grade
Canadian Cheese*

Made in Canada

By Canadians

New Season's Pack Now Ready

Those of your customers, Mr. Grocer, who have not yet tried this dish, will more than appreciate it if you persuade them to try a can. Those who have tried it are always ready for more.

Package and price are attractive—margin is good.

W. CLARK LIMITED, MONTREAL

WE are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouses.

We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.



J. ARON & COMPANY, Inc.
NEW YORK

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

NICHOLSON-RANKIN, LTD., Winnipeg, Man.	ALEX. F. TYTLER, London, Ont.	HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.	J. T. PRICE & CO., Hamilton, Ont.	DASTOUS & CO., REG., Sherbrooke, Que.
NICHOLSON-RANKIN, LTD., Calgary, Alta.	LIND BROKERAGE CO., LTD. Toronto, Ont.	SCHOFIELD & BEER, St. John, N. B.
NICHOLSON-RANKIN, LTD., Saskatoon, Sask.	JAMES KYD, Ottawa, Ont.	O. N. MANN, Sydney, N.S.
NICHOLSON-RANKIN, LTD., Regina, Sask.	HENRY M. WYLIE, Halifax, N.S.	A. T. CLEGHORN, Vancouver, B. C.

Ford

Standard Touring Car

*Has every refinement you would demand
in a high-priced car:*

One-man top with snap-on curtain fasteners, glass windows in back.

Sloping, double ventilating windshield.

Demountable rims.

Tire carrier.

Non-skid rear tires.

Leather door grips.

Horn button mounted on top of steering column.

Seating space re-arranged to give maximum riding comfort.

Headlights equipped with approved non-glare lens.

*Electric starting and lighting equipment
furnished, if desired, at additional cost*

24

Ford Motor Company of Canada, Limited
Ford, Ontario





DAY & MARTIN LIMITED

The House with a History.

Pioneers of Polish.

*Day & Martin, Ltd., have the pleasure to advise the Grocery Trade in Canada that they have arranged for the distribution of their products throughout the entire Dominion through Hargreaves (Canada), Ltd., 24, Wellington Street West, Toronto.

In England, Day & Martin, Ltd., are closely associated with Hargreaves Bros. & Co., Ltd., of Ocean Works and "Gipsyville," Hull, and 12, Soho Square, London, working in co-operation with them in both the Home and Export Markets. By entrusting their Canadian representation to Hargreaves (Canada), Ltd., they are confident that the Trade will secure a high standard of service.

The leading Day & Martin line which Hargreaves (Canada), Ltd., are now offering is:—

Day & Martin's Wax Shoe Polish.

—a quick, bright-shining Wax and Turpentine Polish of high quality, which has been fully proved on the Home Market.

This Polish is attractively put up in a manner adapted to the requirements of the Canadian Trade, and, in addition, the Day & Martin easy-opening tab will be found attached to every tin. However tight a lid may be, it can be easily and instantly removed by this simple tab device. This has proved a very valuable selling point, and it will, without doubt, appeal to the Canadian Housewife in the same way as it has done to those at home. The phrase

The Tin with the Tab



means Day & Martin's every time. It will become a household word in Canada.

Watch this journal for further Day & Martin announcements in which reference will be made to Liquid Blacking still sold in the original stone jars popular 100 years ago; Paste Blacking in tins; Boot Creams in bottles; Buckskin and Canvas Pearl Dressings; Dubbin; etc., etc.

Samples, quotations, and full particulars will be sent, with pleasure, by return mail, on receipt of Post Card, or trade heading, addressed to:—

HARGREAVES (CANADA), LTD.,
24, Wellington Street West, TORONTO.



Feature "sure-repeaters" like

**BRUNSWICK
BRAND
SEA FOODS**

You'll need very little selling effort to make a sale of Brunswick Brand delicious sea foods, and you can depend upon it that every first sale will turn out a steady, profitable repeater.

The Canadian public know Brunswick Brand products—for years they have become familiarized with their never-failing high standard quality and reasonable price, and behind the Brunswick Brand trademark is a selling power that is winning big profits for the wise Brunswick Brand dealers.

Connors Bros., Ltd.
Black's Harbor, N.B.

Kippered Herring
Herring in Tomato Sauce
Clams

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)



Whittemore's
Shoe Polishes
Are Superior

Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par



Whittemore Bros. Corp., Boston, Mass., U.S.A.



Order from your wholesaler

MASTER MASON

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

**Good Judgment is shown
when stocking
Brodie's XXX
Self-Raising Flour**



This flour represents the highest standard of quality and wholesomeness. You will soon realize this by the amount of sales. Housewives will buy when they receive just returns for money expended. Recommend it for good baking.

Obtain your supply from your Wholesaler or Jobber.

Brodie & Harvie, Ltd., Bleury St., Montreal

Ontario Representatives: Chadwick & Co., Toronto. Quebec Representatives: J. B. Renaud & Cie, Inc., Quebec.



Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

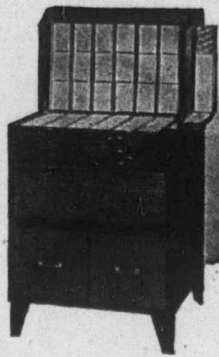
Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

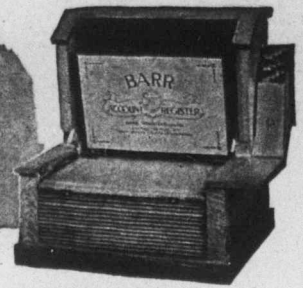
Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

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



Barr Registers



Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at \$10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

- I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
- II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased.
- III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock.
- IV. After 15 months to continue to give you this service for nothing as long as you remain in business.

That is what the Barr Register will do.

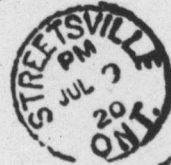
Write us and let us demonstrate.

GEORGE LANE, Western Representative

227-231 McDermot Avenue, Winnipeg, Man.

LANKA TEA

Dealers are losing sales when they can't supply Lanka as the postal reproduced below proves. The writer read Lanka advertising - he wanted to buy Lanka



Gentlemen,
"I would like to try Lanka Tea" - Cannot procure it here - Would you send me a trial pound if I send the Cash - how much - If we are pleased with order 10 lb - Please would be apprecia

Ready with a 10-pound order

"If pleased"—and he will be—"would order 10 pounds." This would have been a nice business for a Lanka Dealer.

Better stock with Lanka today—your jobber has it.

WM. BRAID & COMPANY
Vancouver, Canada
Importers and packers of
Braid's Best Teas and Coffees



W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants

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

SALES FORCE

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

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

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

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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

Imperial Grain and Milling Co., Limited VANCOUVER, B.C.



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

Y & S STICK LICORICE in 10c Cartons



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

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal A. S. May & Co. Toronto Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
Canada

Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON

Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.

In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.

VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED

Merchandise Broker and Manf.'s Agent
HEAD OFFICE: REGINA, SASK.

A PURELY WESTERN ORGANIZATION WITH AN EXCELLENT REPUTATION.

11 years in the West and experience that would be useful to you.

Appoint—PRITTY—for SASKATCHEWAN.

B. M. Henderson Brokerage, Ltd.

209 Empire Block, Corner Jasper Ave. and
101st Street, Edmonton, Alta.

(Brokers Exclusively)

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

Donaldson-Phillips Agencies Limited

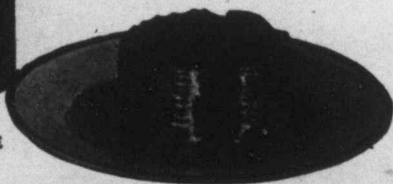
Selling Agents Brokers

FLOUR, CEREALS, SEEDS

124 Pacific Bldg. - Vancouver, B.C.



EVERY MORSEL EDIBLE
AND DELICIOUS



No scales, no fins, no roe, no entrails ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:

Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.

Alberta & British Columbia: Mason & Hickey

J. L. Beckwith, Victoria, B. C.

Wallace Herrings are Supreme in Quality



and enjoy a steady,
well-earned demand.



WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfrs. Agent and Importer
Groceries and Chemicals

Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

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

Why Not Build Up Your Trade in the
West by Appointing Us Your Agents?

MOWAT & McGEACHY

(MANITOBA) LIMITED

Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS

Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches
Regina, Saskatoon, Calgary, Edmonton

Geo. W. Griffiths & Co., Ltd.

246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

Richardson Green, Limited**MANUFACTURERS' AGENTS**

Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

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

SAY YOU SAW IT IN CANADIAN GROCER,
IT WILL HELP TO IDENTIFY YOU.

IN WRITING ADVERTISERS, PLEASE
MENTION THIS PAPER.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Let us place your products
among the leaders

Our past record and reputation for
successful merchandising is your
assurance of big results if you enlist
our services.

Our organization is backed by ample
capital, is composed of a chain of six

large warehouses from Winnipeg to
Vancouver, and at each point is a
staff of thoroughly experienced, en-
ergetic salesmen.

Let us show you.

Head Office: WINNIPEG, MAN.

REGINA, SASK.

Branches at
SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

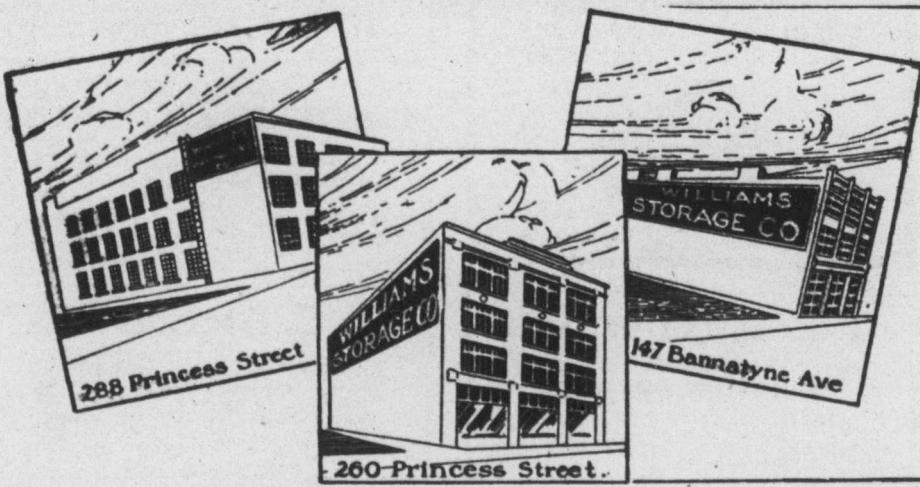
WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA
SASKATCHEWAN
HEAD WINNIPEG **OFFICE**
ALBERTA
WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON
Manufa. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and
Manufacturers' Agents
WINNIPEG : CALGARY : VANCOUVER

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBUTION

When Writing to Advertisers Kindly
Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO

"We cover Ontario with Grocers' Specialties and Confections."

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

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO OTTAWA

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

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS
and DRUG SPECIALTIES

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

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO



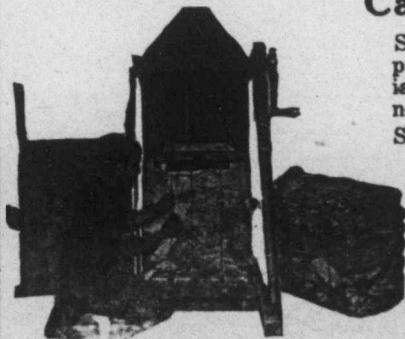
C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office TORONTO U. S. Office CHICAGO, ILL.

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

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

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

**Sell Your Waste Paper,
Cardboard, etc.**



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

Send for catalog of

"Climax" Steel
Balers

Made in 12 sizes.

Climax Baler Co.
HAMILTON, ONT.

S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5-lb. boxes

TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company
229 Notre Dame Street West

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

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

ACID PHOSPHATE for **SELF-RAISING FLOUR MANUFACTURERS**

BUY FROM THE MANUFACTURERS

PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND

CABLES: "CORNCRAKE"

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

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

MANUFACTURERS
We can get you Business in the
Province of Quebec.
Best References. Special Sales Force.
Address: c.o. Canadian Grocer
Montreal

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

MANUFACTURERS
O. M. SOLMON
Importer-Exporter
Owing to advice from European Firms my trip
to England has been postponed to August 27th.
If interested in European trade
Write or wire immediately.
73 McGill College Ave. Montreal

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

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

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

SHEPHERD-MOTT CO.
AGENTS for QUALITY
REPRESENTING
WENTWORTH ORCHARD
RUSSELL MURRAY
HARRY HORN

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

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

Successors to
SHEELY MOTT CO.
3 ST. NICHOLAS ST.,
MONTREAL

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

MARITIME PROVINCES

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

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

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

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

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

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

CAPE BRETON & NEWFOUNDLAND

WE WILL PLACE YOUR PRODUCT ON THE MARKET IN THE ABOVE
TERRITORY. YOUR LINE WILL BE PROPERLY HANDLED BY US.

Sydney, N.S. **NORMAN & GREEN** St. Johns, Nfld.



Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
 London—D. C. Hannah.
 Manitoba, Saskatchewan and Alberta—
 The W. L. Mackenzie and Company, Limited, Winnipeg.
 British Columbia—The W. L. Mackenzie and Company,
 Limited, 1314 Standard Bank Bldg., Vancouver.
 Quebec—H. C. Fortier, Montreal.
 Nova Scotia—Pyke Bros., Halifax.
 New Brunswick—Schofield & Beer, St.
 John.
 Kingston—D. Stewart Robertson & Sons.
 Ottawa—D. Stewart Robertson & Sons.
 Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.
 INCORPORATED
 MONTREAL

The difference between "Making a Living" and Making Money

Thousands of stores with a small stock seldom turned, go along making a bare living from the trade of a few customers.

People like to buy groceries where stock is fresh, well kept and neatly displayed—free from Dirt, Dust, Vermin—etc.—

The Sherer Sanitary Grocery Counter

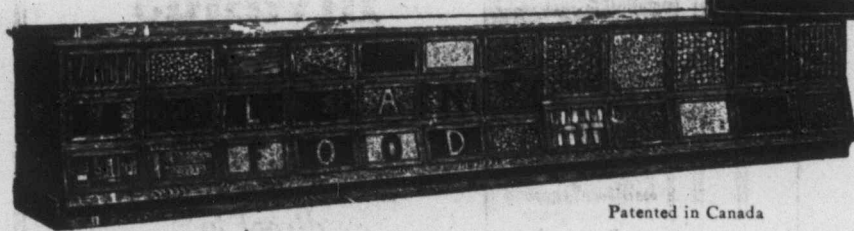
—nearly 70,000 in use—

Keeps merchandise in splendid condition—displays 31 or more varieties and starts the grocer along the road to prosperity.

The Big Favorite—Model "66"

Made in Canada

By the Pound



Patented in Canada

When You



consumer gets more you make more

Write for the catalogue

Sherer Gillett Co., Dept. 57
GUELPH, ONT.

Please send us full particulars and catalogue of the SHERER COUNTER.

Name

Town

Province

The Sherer Gillett Co., Ltd.
GUELPH, ONT.

Purnell's

England's Best

Pure Malt
Vinegar
Pickles & Sauces

Speciality B V Fruit Sauce



*Have Stood the Test of Time
Having Been Established Since 1750*

Canadian Agents

J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 9 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
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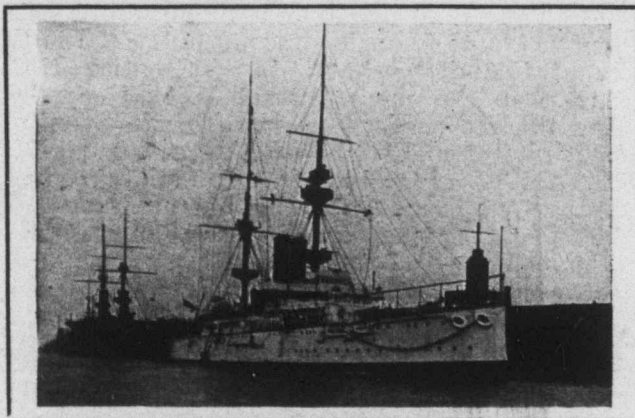


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As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"



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When in Toronto for Exhibition do not fail to visit the new Wm. Davies Co. store opposite the City Hall.

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will supply your wants. The world is full of wants; the want ad introduces the man who wants to Buy to the man who wants to Sell. Many of our subscribers want to add to their sales force; many of the clerks want to make new business connections.

Agents want to buy or sell something they want or do not want.

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

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PURE STRAWBERRY JAM RASPBERRY JAM

NOW READY

Made from delicious fruits from the Niagara Fruit Belt. Made as only Upton's can make it. Its unsurpassing quality makes satisfied customers.

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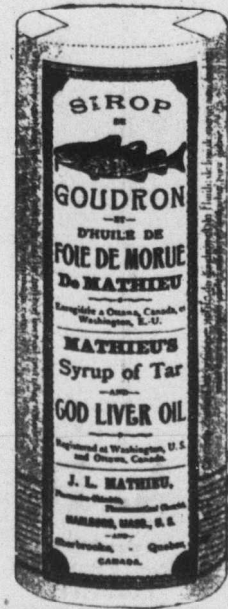
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You'll know them by their Efficiency



Mathieu's Nerve Powders have proven their efficiency for relieving Headaches, Neuralgia, Nervousness, etc., and will, we know, still maintain that standard—this we feel sure will give you confidence of their ability to bring profitable results.

Order to-day—Early shipment will follow.



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 PROPRIETORS
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Packed at
NIAGARA FALLS

These Preserved Strawberries contain twice the quantity of sugar ordinarily used in strawberries packed in heavy syrup.


Strictly Fancy Quality

Have you seen them?

DOMINION CANNERS, LIMITED
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Wagstaffe's
 New Season's
Strawberry Jam
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When you eat let it be the best



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

NOW READY FOR DELIVERY
 ORDER FROM YOUR WHOLESALERS

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Now is the time for picnics, outings, etc. Display a few cans of MALCOLM MILK PRODUCTS on your counter and advise prospective purchasers of the quality as well as the convenience of these products. Your efforts will be well repaid.

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

Feature convenience and keeping quality for hot weather.

For Easily Prepared
Luncheons Suggest

King Oscar
Brand
Sardines

Packed from the finest selected Norwegian Sardines and in pure olive oil.

A stock on hand will pay you.

Consult your wholesaler.

Canadian Agents

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Made from
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Grapes

Has a popular deliciousness that gives it a steady and profitable sale. Marsh's Grape Juice will pay you.

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Agents for Ontario, Quebec and
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FINE
FRUIT
PURE JAM

Only fresh, juicy, nature-ripened fruit—carefully selected to exclude blemishes—and pure cane sugar are employed in making these delicious jams.

If your customers are particular and demand the highest quality, give them Furnivall's.

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AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co. of Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa, Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba, Alberta, Saskatchewan and British Columbia: A. D. Norman, Scott Block, Winnipeg, Man.

ARE YOU

coming to the Toronto Exhibition this year?

Why not do so, as a trip through the different buildings of Toronto's Big Fair is a real education and a very pleasant holiday.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us, either at our Front Street offices or at our booth in the Manufacturers' Building. We would like very much to meet you personally—perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

T. H. Estabrooks Co., Limited

18 Front Street East, Toronto

P.S.—We would urge visiting merchants and clerks to make themselves known at our booth, and try a cup of Red Rose Orange Pekoe which we are serving this year.

T. H. E. Co., Limited

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

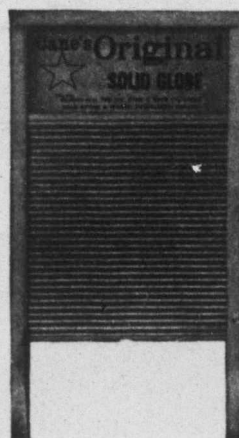
Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Cane's Washboards

*Built to last
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Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

Write to-day.

Wm. Cane & Sons Co.
Limited

NEWMARKET, ONTARIO



A Counter Display Stand like this will make your sales even more easy.

A Line That Every Grocer Can Honestly Stand Behind

In the good old summer time, Housewives use more Laundry Blue than during all the other months combined. Keep your stock of Keen's Oxford Blue well to the front these days; and talk it up with your Customers. Sometimes a little reminder makes a big sale.

Magor, Son & Co., Limited

191 St. Paul Street W.
MONTREAL

30 Church Street
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To Fresh and Evaporated APPLE SHIPPERS

IF INTERESTED IN DISTRIBUTION
IN WESTERN CANADA

WIRE OR WRITE

NICHOLSON-RANKIN LIMITED

Wholesale Grocery and Fruit Brokers

WINNIPEG, MAN.

Branches at REGINA, SASKATOON, SASKATCHEWAN

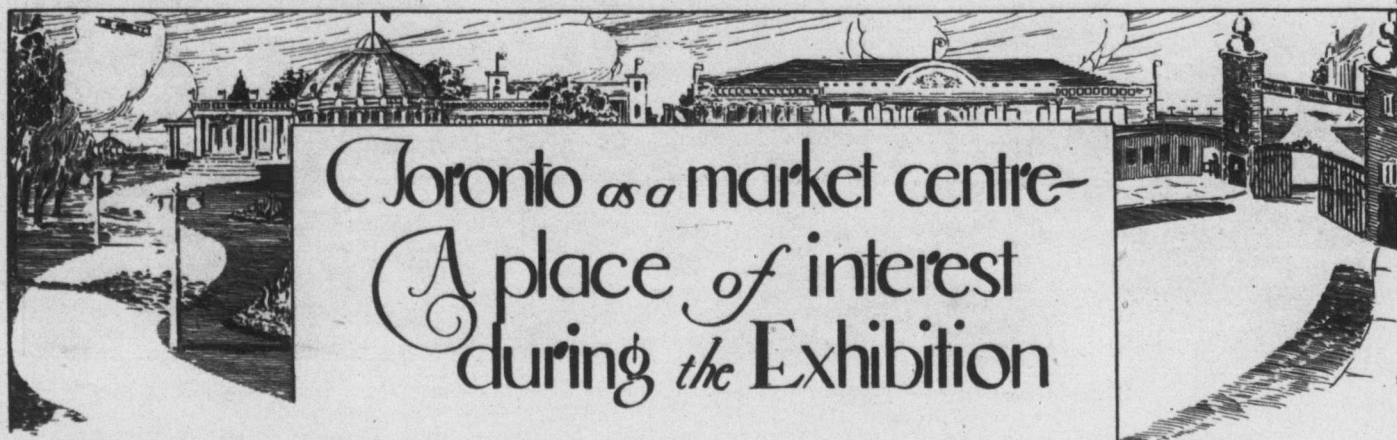
CALGARY, EDMONTON, ALBERTA

CANADIAN GROCER

VOL. XXXIV

TORONTO, AUGUST 27, 1920

No. 35



Toronto as a market centre A place of interest during the Exhibition

TORONTO invites the grocers of Canada to visit the Canadian National Exhibition. Manufacturers of foodstuffs in Toronto not only invite you to their exhibits at the Fair, but assure you a hearty welcome at their plants, where you will have an opportunity to become better acquainted with the goods in the making. Canadian Grocer believes it will be to your advantage to accept the invitation to come to Toronto to the Fair, to the markets from where much of the merchandise you are selling is distributed. Hundreds of grocers will, no doubt, as in the past, come to Toronto during the two weeks of the Exhibition. Their purpose in coming is twofold, to share in the pleasure of such an enterprise, but, of more importance, to study and learn, from the many exhibits that are shown, something that is going to help them in their business, something that will advance and promote their best interests. It is an opportunity for an interchange of ideas, for the securing of information that cannot help but redound to the benefit of all, and Canadian Grocer in the accompanying article points out some of the advantages to be gained by the retail grocer and general merchant by a visit to Toronto during the period of the Canadian National Exhibition.

The Exhibits of Foodstuffs

From the standpoint of the Fair itself, there is sufficient to attract the grocer, and make it well worth his while to give as much of his time as possible to a close scrutiny of the exhibits of foodstuffs. Toronto, in addition, is one of Canada's important buying centres, and the home of many manufacturers of foodstuffs. It also contains many progressive retail grocery stores. In population it is second to Montreal in Canada.

The exhibits of foodstuffs at the Canadian National comprise a comprehensive list. Many

articles that the merchant has in stock or will stock in the future will be demonstrated. It is up to the grocer to find out all he can about them. Practical demonstrations are of foremost importance, and bear telling effect on the success of new lines. These food exhibits aim to give as much information as possible about the various products, and courteous, efficient attendants are untiring in their efforts to instruct in the use and value of the foods they are showing.

How much more successfully can a merchant sell a certain article, if he himself is convinced of its worth? He can increase his sales of any line if he knows the product better. The exhibition provides the best chance to become acquainted with the goods he is handling. Very often on this occasion new articles are introduced for the first time, and the enterprising merchant who is going to stock them will be on hand to find out all about them. The dairy building with its exhibits of meats of all varieties, its many dairy products, and the manufacturers' building, and annex, where the demonstrations of foodstuffs may be seen, should engage the attention and interest of visiting grocers.

New Ideas in Equipment

Then in the way of store equipment, there is plenty to attract the grocer. The newest ideas in the way of computing scales, where everything to be known about a scale may be learned for the asking; refrigerators and the most modern equipment for refrigeration, silent salesmen and many other store accessories that are requisite in the up-to-the-minute grocery should all be seen. It is well for the grocer to keep in touch with new equipment and everything that tends to better service for his customers.



Crowds eager to enter the grounds at the main entrance to the Canadian National Exhibition.

The Goods in the Making

Apart from the Exhibition, and the many exhibits that are sure to attract the trade, a visit to Toronto at this time should include a tour of some of the large manufacturing concerns, makers of various food products. In this connection Toronto is extremely fortunate, and numbers among its industries some of the largest plants of their kind in the Dominion. Many of the large food producing plants have their headquarters in the Ontario capital. Five of Canada's largest packing plants are located in Toronto, and a visit to them will be found interesting as well as instructive. There are also several large cereal and flour mills, two large biscuit plants and three soap plants. There is a cocoa plant and several chocolate factories that are worthy of a visit. These concerns, grocers may be assured, will be only too willing and ever ready to show them through their institutions. Viewing the various processes of manufacture will be found not only profitable from an educational viewpoint, but valuable in the selling possibilities of the goods. Constant changes and improvements are taking place in the manufacture of different products, and it is an indication of progressive merchandising for the merchant to keep in touch with these changes.

A Visit to the Fruit Market

Another place of interest that should find a place in the itinerary of the visiting grocer is the Toronto fruit market at the foot of Yonge street. This distributing centre for the heavy output of fruit from the Niagara district chiefly constitutes one of the largest markets in Canada. Here the wholesale fruit trade is established for the summer months, and distribution is made over a territory widely di-

verse. Toronto, by reason of its transportation facilities, is rendered one of the chief market places of the Dominion, and there are few branches of industry in food lines that are not here represented. Factories for the preparation of spices, coffees, the packaging of tea, and for the manufacture of pickles will be worth viewing. There are also a large number of wholesale grocery houses to visit.

For Merchandising Ideas

Coming to Toronto's retail stores, there are several where progressive merchandising methods abound. These ideas might be repeated with success in some of the smaller places of Ontario and of the Dominion. A visit to the grocery department of the T. Eaton Co. should not be overlooked. The methods of this big store—a strong rival of the grocer and general merchant—should be known by every dealer. Such a visit will be found decidedly valuable, and, as is pointed out in another article in this issue, ideas are being put into effect that are bringing business to this section of that store and away from the exclusive grocer. Many of Toronto's fine grocery stores might be mentioned, but the more centrally located are the easiest of access. In this connection the store of Michie and Co., 7 King Street West, located on property valued at several thousand dollars a foot, presents a well-equipped, attractively arranged grocery where display is a feature that brings sales, and where salesmanship is efficiency on a high level. Then again there is the store of R. Barron, Ltd., 728 Yonge street, near Bloor street. Mr. Barron enjoys an enviable reputation in the way of introducing new goods to his customers, and more than one article of food owes its first trial in Canadian homes to the selling efforts

(Continued on page 61)



History of Toronto, a Story of Steady, Uninterrupted Growth and Development

TORONTO stands out pre-eminently as one of the leading centres of industry and commerce in Britain's Overseas Dominions. Geographically the city of Toronto is situated on the northern shore of Lake Ontario, nearly due north from the mouth of the Niagara River. It lies on a plateau gradually ascending from the lake shore to an altitude of 220 feet, and covers an area (not including land covered by water) of about 32 square miles. It is generally level, with slight depressions at points where water courses formerly existed. The harbor in front of the city (a square mile in area) is formed by an island lying to the south of it.

Leads Industrially

Industrially Toronto leads among the other cities of the Dominion. There are 2,181 factories within the city limits, representing an investment of \$259,610,000, with an annual output of \$288,460,000 worth of goods.

Educationally, Toronto's position is well known, as among the foremost centres of learning on the North American continent. Statistics point to her as the leading wholesale and distributing centre, and as a financial centre it is of first importance. With 64 Anglican, 59 Methodist, 50 Presbyterian, 40 Baptist, 30 Roman Catholic, five Congregational and 50 other churches of various denominations, she is obviously well-favored in a religious sense.

A Place of Meeting

The name "Toronto," is the Indian interpretation of "Place of Meeting." The site of Toronto was the termination of several Indian trails, which supplied the shortest route, and also the most convenient way between Lake Huron and Lake Ontario. It was through this road that the Six Nation Indians passed during the middle of the 17th century, through to the present County of Simcoe, and in a series of bloody conflicts almost exterminated the Huron tribe of Indians.

Fort Rouille, named after the Colonial Minister of France, then in power, was the first name given to the Queen City.

This fort was established in 1759, being a French trading post, and it was burned the same year by the French, who withdrew from the town, after being conquered by the British.

Name Changed to York

Toward the close of the 18th century, Toronto was selected as the capital of the Province of Upper Canada, but the name Toronto was changed to York in honor of the Duke of York, son of King George the Third. During the war between the United States and Great Britain, forces from the United States occupied the town of York in 1813, and burned the Legislative Assembly buildings and the Archives. At the conclusion of the war the town grew by leaps and bounds.

In 1834, the population having reach-

ed 9,254, the municipality was incorporated as a city and re-named Toronto, and William Lyon Mackenzie became the first mayor. Since that time the progress of the municipality has not received a single set back, and it has doubled its population every 15 years, until recent years, when it grew even faster. In 1884 the population was 105,211, in 1905, 238,642; 1910, 341,991; 1914, 470,144; 1915, 463,705; 1916, 460,526; 1917, 473,829; 1918, 489,681; 1919, 499,287.

A Residential City

Toronto as a residential city has no peer on the continent. There is no city of equal size in the United States or Canada in which there are so many substantial and artistic homes, a striking feature being that 30 per cent. are owned by the occupants. This spells sound citi-

PLACES OF INTEREST IN TORONTO AND WHERE SITUATED

City Hall—Head of Bay street.

Queen's Park—In the heart of the city—at the head of University Avenue.

Parliament Buildings—In the centre of Queen's Park.

Toronto General Hospital—College and University Ave.

University of Toronto—Queen's Park.

Public Library—Central Building at College and St. George streets.

Observatory—Bloor West.

Royal Ontario Museum—253 Bloor W. Open every day from 10 a.m. to 5 p.m.

Art Gallery of Toronto—339 Dundas St. W. Open daily.

Exhibition Park—Comprising 264 acres. Situated along waterfront. Reached from downtown by King and Bathurst cars.

Allan Gardens—Toronto's botanical park at Carlton and Sherbourne streets.

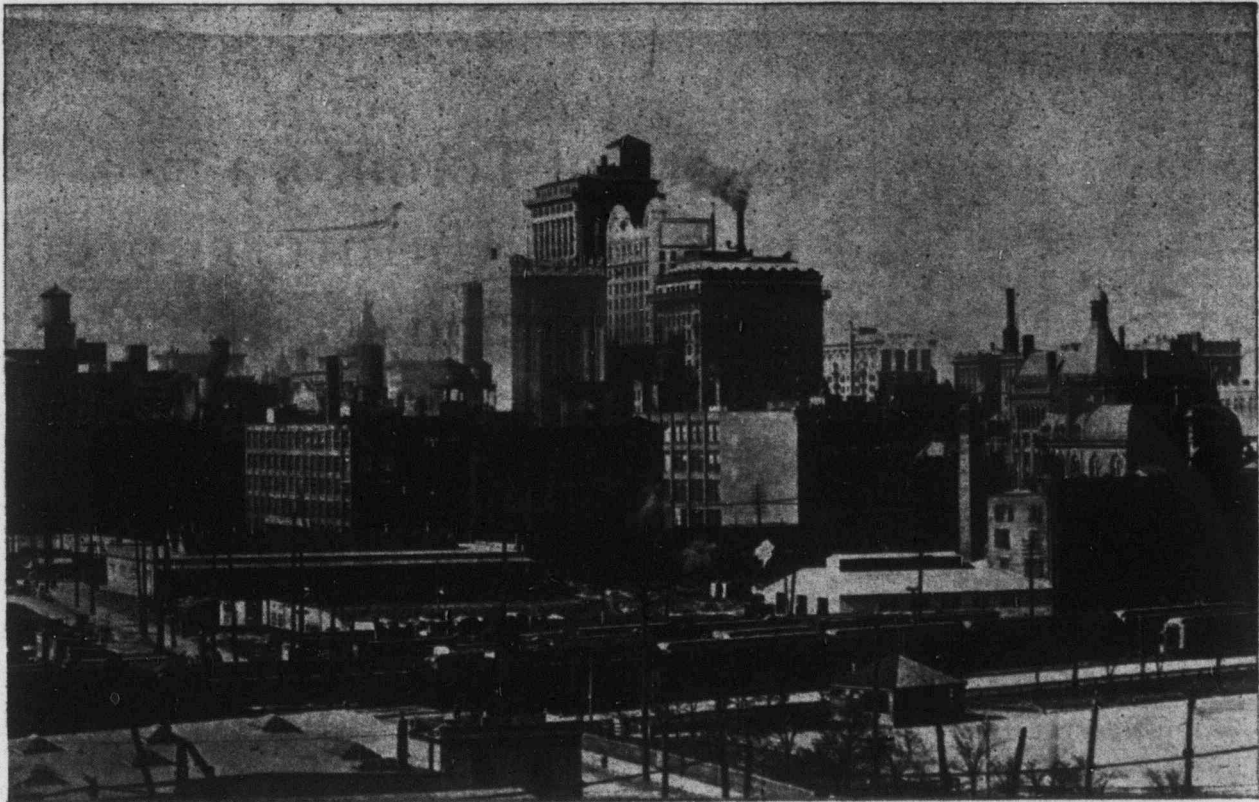
Riverdale Park—Off Broadview Ave.

Island Park—Across the Bay—Ferries to the Park leave Bay street wharf every twenty minutes.

Hanlan's Point—An amusement park across the Bay. Hanlan's Point stadium, the home of the Toronto Ball Club.

Scarborough Beach Park—lies just east of the city—an amusement park reached by King East street cars.

High Park—located at the western city limits—a natural piece of woodland cut up by ravines and small creeks.



A view of the business section of Toronto from the top of the Harbor Commission Building on the waterfront. Note the three skyscrapers, the Royal Bank building, C.P.R. building and Dominion Bank. The Royal Bank building is the highest in the British Empire.

zenship and promotes good government.

The public buildings are noted for their distinctive architecture. Situated in the centre of Queen's Park are the Provincial Legislative Buildings, and in the same area are the buildings of the University of Toronto and affiliated colleges. Osgoode Hall, the seat of Provincial Law Courts, a striking example of classical designing, is situated on Queen Street, a main thoroughfare, only a few minutes walk from the City Hall, in which are housed the law courts of the County of York.

Marked Increase in Assessment

One of the most outstanding examples of the growth of the city, is the marked increase in the local assessment. At the time of incorporation the assessment figures were computed in sterling figures and the first total assessment made by the assessors of the five wards amounted to £509,051, or \$2,545,205, the population being 9,254. In 1885 the amount had reached \$69,000,000; in 1895, \$146,000,000; in 1906, \$167,000,000; in 1913, \$436,000,000; in 1916, \$581,951,013, and the 1917 assessment totalled \$588,420,313; 1918, \$602,777,559; 1919, \$624,207,889; 1920, \$642,816,600.

A Natural Harbor

Lying to the south of Toronto is one of the most beautiful natural harbors in America. Here during the summer may be seen flotillas of the popular dinghies and also hundreds of canoes, yachts and launches. The harbor is formed by a picturesque island sandbar of about 2,000 acres.

Smaller Sized Prunes Are Lower

California Prune and Apricot Growers' Inc. Name Opening Prices on Year's Pack of Prunes—Crop Will Total Nearly 200,000,000 Pounds.

THE California Prune and Apricot Growers Inc., have named opening prices on this year's pack of prunes. These prices are from 2½ to 3 cents per pound below those named by some of the independent packers. This was intimated in an article on prunes which appeared in Canadian Grocer at the time the independent packers named their opening prices.

The complete schedule of opening prices for the 1920 crop of prunes as announced by the association, together with last year's, are as follows:

Size	1919	1920
20-30	23¼	26¼
30-40	19¼	23¼
40-50	17	18¾
50-60	14½	15¾
60-70	13½	13¾
70-80	12½	12¾
80-90	12	10¾
90-100	11½	10¾

Crop Nearly 200,000,000 lbs.

These prices are f.o.b. the coast and to this must be added 1½ cents per pound for freight, two-thirds of a cent per pound for duty and the exchange. The prices named show a decline of from one-half to a cent and a quarter a pound below last year's high record for medium and small size fruit. The large sizes

show an increase over last year, owing to the small crop on these varieties this year.

The 1920 California prune crop will total from 180,000,000 to 200,000,000 pounds, according to estimates made, after a careful survey of all the producing districts. Last year's crop was about 250,000,000 pounds, the largest in the history of the country.

Trend is Downward

In accounting for the lower prices named for the 1920 crop of prunes that is on the medium and smaller sizes, H. G. Coykendall, general manager of the association, stated to Canadian Grocer that "the tendency in all markets is downward, not upward. Two things were chiefly responsible for the lower prices this year for the medium and smaller sizes used in the average home. First, speculation on the part of buyers is impossible, owing to the financial situation. Second, millions of pounds of 1919 crop prunes exported to Europe last fall are being sent back to this country because Europe cannot pay for them. Of course, these large supplies thus being forced into domestic consumption had their effect on the price of 1920 crop prunes."

Believes Groceteria is at Height of Its Popularity---Public is Demanding More Service

Manager of Grocery Department in T. Eaton Co., Ltd., Makes Some Interesting Comparisons Regarding the Two Systems of Serving People.

Groceteria Result of High Prices

Self-Serve Department in the Big Store Has Never Deflected Trade From the Long-Established Service—Will Decline in Favor

I BELIEVE that the groceteria idea in modern merchandising of groceries has about reached the height of its popularity, and that from now on, it will diminish rather than increase in favor with the buying public," Geo. T. Wolfe, manager of the grocery department of the T. Eaton Co., Ltd., replied, in answer to a question from a Canadian Grocer representative, as to whether this method of doing business will ever supplant the more prevalent and time honored service. "High prices with an agitation to carry parcels, in the latter days of the war, were largely responsible for the launching of this groceteria scheme," he added, "and tended to enhance its value as a means of serving the people. I think there will always be the cash-and-carry plan of serving groceries to the public, but even this system of doing business will never eliminate the old service way. We are finding that the people these days are wanting service more than ever before, and are willing to pay for it. Our groceteria has never detracted trade from our regular grocery department, as since its institution last October there has been no noticeable difference in the amount of business turned over in the old established department. People, however, are more and more finding that it is a better way to pay cash for goods, and I believe that to an even far greater extent, than at present is the case, buying on credit, by the consumer, will be eliminated.

People Want Service

"But as to carrying home their groceries altogether, it will never be the case, and people are quite willing to pay the difference for goods delivered. It is only reasonable that service will cost more



Showing an attractive section of the grocery department in the main store of The T. Eaton Company, Limited, Toronto.

money, but gauging the public feeling in the matter, we find that service in its broadest sense, is still in demand by the large majority of people. For instance, when the Board of Commerce ruled that a certain figure was to be asked for bacon and not a cent more, the Board entirely lost sight of this fact: the merchant who takes care to cut each slice of bacon of a uniform thickness, separating each one with waxed paper, and presenting it to the consumer in an altogether attractive manner, was not permitted to sell it for more than the fellow who carelessly cut the bacon unevenly, and as carelessly wrapped it up. Now I contend that the man who rendered the greater service in this case, is entitled to a few cents per pound more than the other fellow.

The Groceteria Trade

"Our experience with the groceteria has shown us that it attracts a certain class of people, very small in number, as compared with the vast majority that buys over the telephone and in the order department. From the point of view of profitable merchandising, to the man who is selling groceries by both methods, the groceteria has this disadvantage: people will always buy the package goods, on which there is the greatest margin of profit in the groceteria, and the heavy, bulky lines that

do not yield so large a profit, they will want delivered. I certainly think the old way still holds the first place in public favor."

Importance of Display

As is apparent from a visit to the grocery department of the T. Eaton Co. the value of display in the way of stimulating sales is impressed upon one. The entire layout of the department is such as to at once attract your attention. Displays are constantly changed, and are always fresh and attractive. With this end in view, a man is always on the floor looking after this feature. He plans and carries out all displays, his sole duty being to show goods. The grocery department in the main store of the Eaton Co. largely serves the purpose of display, and it is just this fact, that proves the importance the company places on this question of display. True it is that goods are sold over the counter, that is, some lines, but customers buying in the store are invited to sit at the tables in the order department, where saleswomen take the orders, that are afterwards sent to another building where all orders are filled, and from where the deliveries are sent. Co-operating with manufacturers in the way of demonstrating new lines, is a policy of the grocery management, and serves (Continued on page 34.)



Another section of the grocery department of the T. Eaton Co. Here customers are invited to sit at tables and give their orders to clerks.

Guarantee Sugar Prices Against Decline

Raw Sugar Declines Eleven Cents in a Few Weeks—Refiners Loaded With High Price Raws—No Change in Prices of Refined for a Month, at Least, State Refiners

IN SPITE of the fact that raw sugar has declined fully eleven cents per pound, refiners state that there can be no decline on the refined product for at least a month, in view of the fact that they still have quantities of raw sugar bought at high figures. Furthermore, refiners have guaranteed the price to wholesalers and manufacturers against a decline until the first of October. This indicates that no change can be expected in refined sugar in Canada until the end of September.

The cause of the break in the price of refined sugar in the United States is probably the fact that to-day everyone is a seller just the same as in the spring everyone was a buyer. At that time, from the consumer up, all were trying to buy from six months to a year's supply in 30 days. This was the cause of the abnormally high prices last spring, and attracted many outside countries to send sugar to the United States, with the result that there is a surplus on hand and the situation is re-

versed, everyone now becoming a seller. Experts on the American situation say that it will take two things to clear up the present situation and permanently sustain values. One is a period of from 30 to 60 days to absorb the present excess supply of available sugar. The other is possible export demand. If there is a surplus then the price will be fixed by the price that foreigners are willing to pay for the surplus. Some foreign business for either Cuban raws or American granulated would have a great sustaining influence. So far, this has not developed, and at what price it will make its appearance remains to be seen. The price of refined sugar in the United States is \$17.10 per hundred and business is reported very light on this basis.

Raw Sugar Market Dull

Willett & Gray in their weekly sugar report of August 19, say: "The market quotation of 12c c. & f. established as we went to press last Thursday, has remained nominally unchanged during the

week under review. Holders however have endeavored to sell sugars at this basis and, not succeeding, have reduced their prices to 11c c. & f. Cuban basis and even further concessions are intimated, but refiners continue withdrawn as buyers and no business is reported. Until the refined situation adjusts itself to a more favorable condition there cannot possibly be any improvement in the raw situation."

BELIEVES GROCETERIA IS AT ITS HEIGHT

(Continued from page 33.)

in a very useful way to introduce many foodstuffs.

Grocers Can Learn Much

There is much for the average grocer to learn from the merchandising methods of this large concern, and a visit to this store, while in town for the Exhibition, should be among the items on the program. While recognizing a very keen competitor, it is possible to adapt with considerable advantage to the smaller business, some of the sane and businesslike ideas that are here put into effect every working day of the year. Service is paramount, with proper display, advertising, and efficient salesmanship, all helping in the building up of sales in this section of the big store.

ACCOUNTING FOR ALL EMPTY CONTAINERS

246 AVENUE ROAD PHONE HILLCREST 870

D. W. CLARK
GROCER

CREDIT Toronto..... 192
M.....

RECEIVED BY

BY CASH		
Syphons	10c.	
Qt. Bottles	2c.	
Pt. Bottles	1c.	
5-Gal. Bottle	50c.	
2-Gal. Bottle	40c.	
½-Gal. Bottle	10c.	
Tins		
Jars	10c.	
Oil Can	10c.	
Milk Bottles	5c.	
Egg Carriers	35c.	

One of the most difficult propositions that the retail grocer has to contend with and one that eats very considerably into the profits is the fact that many customers are careless in making prompt and careful returns of all empty containers, such as vinegar jars, egg crates, bottles, boxes and oil cans. The cost of these articles, like everything else, has more than doubled in price the last few years, and unless the merchant has adopted a rigid system for the return of all empty containers, he is going to be out a pot of money at the end of the year. Some merchants have a system of some sort or another, but the one used by D. W. Clark, Avenue Road, Toronto, is the best that has as yet come to the attention of Canadian Grocer. Mr. Clark's system is to make a charge for every container that is returnable and then credit it upon return. This method is generally in use by most stores. The big feature in Mr. Clark's system is the method he uses in handling the credits. He has had printed books similar to a counter check book. Upon each page is a list of bottles, egg crates, etc., together with the price they are charged at. Every returnable container has attached to it a gummed label, upon which is printed the price so that the customer can see at a glance just what amount he is charged and the amount that will be to his credit when it is returned.

Each delivery man is supplied with a credit book and when he receives an empty he immediately enters it in the book, giving the customer a copy and the duplicate remaining in the book (a sample page of this book is reproduced herewith). At the close of the day the delivery men turn in these credit books to the office and the bookkeepers credit the returns to the respective accounts. In commenting on his system, Mr. Clark said: "We have not lost one cent on empties since adopting the charge and credit system. Every container is charged at the price they cost us, even to the egg carton, which is two cents. At first we had a certain amount of difficulty as a lot of explaining had to be done, but now it is running smoothly and the customers consider it very fair."

Dominion Stores Employees Participate in Happy Event

First Annual Picnic is Held at Centre Island— Baseball Match, Tug of War, and Program of Races Provide Much Pleasure.

DOMINION Stores, Ltd., Toronto, held its first annual picnic at Centre Island, Wednesday afternoon last. Upwards of three hundred people were in attendance, including representatives of various wholesalers and manufacturers, officers of the company, and the employees with their families. Under the engineering of General Manager Pentland, S. Tod, F. Farley and F. Fitzgerald, the event proved most enjoyable. A large programme of sports was provided, everyone taking part in the most enthusiastic manner.

A baseball game staged between the east side stores against the west side drew a large crowd of spectators. The line-up for the east side was O. Dark, W. Rennick, F. Bennett, F. Cornell, P. Taylor, R. C. MacNamara, F. Waugh, H. Hunt and C. Hatton, and for the west side, W. H. Hall, F. Farley, A. Loblaw, R. W. Carr, W. J. Chesher, T. Emmes, J. Morris, N. Carn and J. Donavan. T. P. Loblaw was the official umpire and his decisions gave satisfaction to both sides. It was decided that the game should be seven innings, but the honors were so evenly balanced that at the end of the seventh, upon totalling the score, it was discovered that it was a tie. An-

other innings was played, with the result that the east side won by one run.

Tug of War a Feature

The tug of war between the visiting wholesalers and the staff of the Dominion Wholesale proved to be a feature of the afternoon, resulting in a victory for the Dominion Stores. The three-legged race was another feature, C. Bowman linked with F. Burgess was tied for first place with A. Ferguson and J. Ferron, and had to run again. They made a good start and came up the hundred yard course neck and neck, when within two yards of the goal, A. Ferguson and J. Ferron made a wild dash for the tape, but in their extra spurt their legs became tangled and they came to earth, much to the merriment of the crowd. There was something for all, even to the little tots of five summers.

At the conclusion of the sports the jolly crowd sat down to a well-laden table, and after doing full justice to the spread, declared that the first annual picnic had been a huge success.

The winners of the races for the members of the staffs were as follows:

Store Managers' Race—1. R. C. MacNamara; 2. F. Waugh; 3. H. Hunt.

Lady Clerks' Race.—1. Miss Smith; 2. Miss Bishop; 3. Miss Marr.

Office Staffs' Race.—1. Miss Stalker; 2. Miss McKenzie; 3. Miss Pullman.

Wholesale Staff Race.—1. C. Bowman; 2. J. Ferron; 3. A. Ferguson.

Boy Clerks' Race.—1. W. J. Chesher; 2. F. Waugh; 3. J. Kennedy.

The relay race was won by the east side team with the wholesale staff second.

Three-legged Race.—1. C. Bowman and F. Burgess; 2. A. Ferguson and J. Ferron; 3. T. Hodgins and T. Armstrong.

Official Race.—1. S. Tod; 2. F. Cornell; 3. F. Fitzgerald.

Evaporated Apple Pack is Likely to Be Lighter

There is very little activity in the evaporated or dried apple market at the present time. Prior to the war a very large portion of the output of both Canada and the United States found its way to European markets. Owing to the present adverse rate of exchange it is not probable that very much business will be done in these markets during the present season. Should the present quality of the fruit be maintained until the time of gathering, there will undoubtedly be a greater portion of the crop sold as green fruit than for many years, thus reducing the quantity offered for evaporation and drying.

Makes Specialty of Selling Fancy Lines

A great deal of business is attracted to the Stewart store by means of window displays. The windows in this store are always tastefully decorated with seasonable goods, and are depended upon to a very considerable extent to accumulate sales in the different articles shown. "We can credit a large portion of our sales direct to the displays in the windows, and also to keeping samples on the counter," remarked Mr. Stewart to Canadian Grocer recently. "I consider the window the best advertisement we have. We always sell more goods when our window is dressed with the particular line that we are trying to sell."

R. H. Stewart, 599 Sherbourne Street, Toronto, Believes in Carrying Only Goods of High-Grade Quality, Asserting that People Will Remember the Quality Long After the Price is Forgotten — Selling Poor Goods Damages the Reputation of the Store—High Price Teas Are Regular Sales in the Stewart Store and Are "Pushed" in Preference to Lower Grades.

"I think it is a good plan for the grocer to display toilet soap. I keep toilet soaps constantly on display. I stock twenty-five varieties, and the prices range from ten to forty cents per cake. From time to time I make displays of different brands on the table and in the silent salesman. I push that one brand for a few days, and it is remarkable the number of sales that are piled up. Too many grocers let their customers go to the drug store when they want a real good toilet soap, whereas if he wants to, he can make sales of toilet soaps an important feature of his business."—R. H. Stewart to Canadian Grocer.

STORE fittings in the store of R. H. Stewart, 599 Sherbourne Street, Toronto, are rather unique and something not usually seen in a grocery. In entering one is immediately struck with the handsome wall fixture that is near the front entrance. This fixture is built, not in the form of shelves as in most cases, but is more the style of a sideboard with a base in which are glass enclosed shelves. Rising from this base are pillars leading up to a handsomely carved top and the back is composed of bevelled plate glass mirrors. This case is tastefully dressed with high-grade goods in bottles and jars, the piles being pyramid in shape and pieces of glass used to separate the different sections of each pyramid. In front of this case are two silent salesmen, one made wholly of plate glass and the other has a solid top. On the other side of the store is the commodious office, where three telephone girls take care of the numerous incoming telephone orders. This office, like all the fixtures in the store, is built of quarter cut oak and finished in a golden color.

This store has a big inquiry for fancy groceries, and Mr. Stewart is constantly on the outlook for new lines; goods that probably are not carried in every store. Where there are several qualities of the same line, the better grade is always stocked. "I always make it a point to supply our customers with the very finest to be bought regardless of the price," remarked Mr. Stewart. "Occasionally a customer will complain about the price being high, but when it is explained to her that the quality is better and that the higher grade is superior and really the cheaper in the end, she is entirely satisfied and comes back for more. A person will remember the quality long after the price is forgotten, but send her poor quality and she will remember it and make a complaint no matter how cheap it might be."

As the store is situated in a splendid

residential district, a large percentage of the business is conducted over the telephone. When new goods arrive the telephone clerks are posted on the merits of the articles and are more than able to talk intelligently about it, when receiving orders from the customers over the 'phone. During the fruit season customers are kept posted on the different varieties by means of the 'phone and a large volume of extra business is procured in this manner.

How Toilet Soap Helps Sales

Toilet soaps, especially the better quality, are lines that the majority of grocers have apparently passed up and have allowed the drug stores to corral the cream of this profitable business. All grocers sell a certain amount of toilet soap, some more, some less, but the fancy lines which show the greatest profit are not handled generally. People have the habit of going to the drug stores when they want an extra fine toilet soap. They pass by the grocer, simply because they rarely, if ever, see it on display. R. H. Stewart has taken these facts into consideration and constantly keeps toilet soaps on display in a silent salesman and also on a table. Some twenty-five varieties are stocked ranging in price from ten cents to forty cents per cake. On different occasions he makes a huge display of one brand on the table and pushes that one particular kind for a day or two. He stated that his toilet soap sales are increasing wonderfully since he commenced to make displays. People are now coming to his store for toilet soap who previously went elsewhere for their supplies.

Mr. Stewart always dresses the windows and takes particular pride in them. The windows are always tastefully arranged with seasonable goods and are the means of attracting a great deal of business. During the summer months he frequently has a display of summer drinks. "Although this summer has not been favorable to this part of the busi-

ness owing to the cool weather during June and July," stated Mr. Stewart, "nevertheless it has been very gratifying. We can credit a large portion of our sales direct to the displays in the window and also by keeping a sample bottle or two handy on the counter, where it is easily suggested to the customer. I consider the window the best advertisement we have. During the past winter and spring we have sold hundreds of cases of jam, but every time a window was trimmed with jam I noticed that the sales were increased during the time of the display. It takes considerable time to properly dress a window, but it pays allright."

Pushes High Price Teas

A large number of stores make a special effort to sell bulk teas but usually leave it to the discretion of the customer as to what quality tea they buy. A feature in R. H. Stewart's store is the fact that high priced tea is always recommended. This was demonstrated to Canadian Grocer upon the occasion of a recent visit. A customer came in and asked for a certain brand of tea that sells for a medium price. "Yes we have that kind but if you want a specially good cup of tea," replied Mr. Stewart, "try a small lot of this (taking a scoop full out of the bin) I know it will give you satisfaction both in flavor and strength and you will get a greater number of cups to the pound."

"How much a pound is it?" asked the customer.

"It is one dollar a pound," replied Mr. Stewart. "It costs more a pound than the kind you asked for, but it is well worth the difference."

"If you can recommend it like that," says the customer, "then I will take three pounds."

This little story illustrates just how Mr. Stewart puts salesmanship into his business and this one fact alone has had a great deal to do with the building up of a large business.



Illustrating the attractive interior of the store of R. H. Stewart, 590 Sherbourne St., Toronto, where a specialty is made of selling high-grade lines.

Meets Chain Store Competition with Organization

Retail Grocers Combine Their Buying, Advertising and Selling Power—"Have Had Splendid Results," Say Members of the Organization—Stores Are Located in Different Sections of Toronto.

VARIOUS methods have been tried out to meet the chain store competition, but the latest is a system adopted by a number of Toronto merchants which is working out to their entire satisfaction. Some nineteen merchants have organized into a sort of association and style themselves the United Grocers of Ontario. Their plan is to unite their buying and selling power, and yet retain the individuality of each business. They meet each week to discuss the various phases of the business, to combine the buying, thereby getting extra discounts in quantity lots and to arrange an advertising campaign. Their advertisement, usually a half page, is inserted in the daily papers in which various articles are sold at a certain price in all the stores. These stores are situ-

ated in every section of the city so that all districts have a representative store. In other words it is the chain store system with the individual store service retained.

"A large number of the retail grocers have felt for some time that some means should be taken to meet the competition of the chain stores," stated C. J. Bamford, Dundas street west, to Canadian Grocer, "and a number of us have got together for that purpose, buying as much goods together as possible in order to get a better price, and co-operating in our advertising to keep down the expense. So far the idea is working out satisfactorily and business has greatly improved."

Other members who were interviewed were all very enthusiastic over the idea, and declared business was going ahead

remarkably well. Some reported that many of the articles advertised for the first day were completely sold out and hurry calls had to be sent to the wholesale for more supplies.

NO DECLINE YET SHOWN IN RETAIL COST OF GOODS

Washington. — Although wholesale food prices are coming down, the Bureau of Labor Statistics announced that retail prices have not struck the declining stride.

The average family expenditure for 22 articles of food, it reports, increased from June 15 to July 15 in 32 cities, Chicago included, and decreased in only 17 cities.

Here are the figures:

In Charleston, Cincinnati, Columbus and Los Angeles the increase was less than 5-10 of 1 per cent. In Atlanta, Buffalo, Butte, Chicago, Cleveland, Houston, Memphis, New York, Pittsburgh, Rochester and Scranton the increase was 1 per cent. In Baltimore, Boston, Bridgeport, Fall River, Jacksonville, Milwaukee, Mobile, New Orleans, Norfolk, Savannah and Washington, D.C., the increase was 2 per cent. In Manchester, Newark, New Haven, Philadelphia, Portland, Maine, and Providence the increase was 3 per cent.

Sells Forty Dollars' Worth of Imported Sauce in a Week

Charles Shields, Queen St. W., Toronto, by Window Display and Selling Effort Re-introduces Article that Had Been Off the Market.

CHARLES Shields, Grocer, Queen Street West, Toronto, sold forty dollars' worth of an imported sauce in a week because he put selling effort behind it. It had been off the market for some time, but when the opportunity came, when Mr. Shields could again obtain it, he ordered fairly heavy shipments of the same. When it arrived, he filled his window with it, and commenced telling his customers about it. Most people had ceased to ask for it, because of its long absence from the market. The fear was expressed by some merchants that the price would make it a poor seller. Mr. Shields did not think so, and the results following his effort have proved that he is right.

"It just seemed as though people were waiting for this line to come back," he remarked to Canadian Grocer recently. "Many people, after viewing the window, came in and asked for a bottle, expressing their delight at the fact that it is again available in this market. The price, although higher, has not affected the sales. My opinion is that a merchant can sell anything of quality, provided effort is put behind it."



TORONTO-BUYING CENTRE FOR GROCERIES



"SALADA" BUILDING, 459-461 KING ST. W., TORONTO

WILL YOU VISIT US?

WE extend a cordial invitation to every member of the Grocery Trade to visit this modern tea warehouse and view the interesting process of packing Salada Tea. We are situated almost at the corner of Spadina Ave. and King St. W. If you can call between 12 and 1 o'clock on any day but Saturdays, perhaps you will lunch with us in the company's dining-room? At Exhibition time make this your headquarters.

"SALADA"



TORONTO-BUYING CENTRE FOR GROCERIES



Shirriff's TRUE ORANGE MARMALADE

Fresh, full-flavored Seville oranges—pure cane sugar—prepared the Shirriff way! Can you imagine anything more tasty or appetizing?

The irresistible goodness of Shirriff's Marmalade accounts for its ever-growing popularity. Quick sales—satisfied customers—and repeat orders—a chain of profitable business is often opened up in the sale of Shirriff's Marmalade.

Write us for some beautiful window trimming helps. Free on request.

Selling Agents for Canada:
HAROLD F. RITCHIE & CO., Limited
TORONTO and MONTREAL

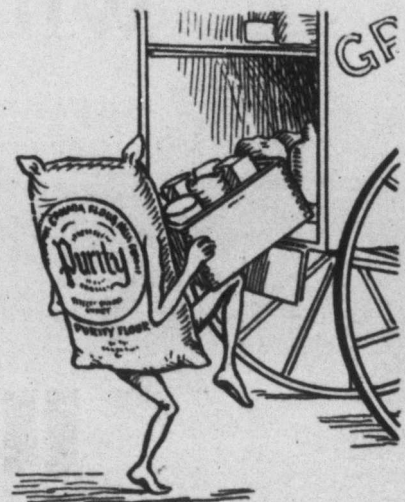
IMPERIAL EXTRACT COMPANY
TORONTO - CANADA

FLOUR—the Great “Booster”

WHEN you sell a bag of Purity Flour, your delivery wagon gets loaded up with other goods as well. Flour, the greatest of staples, always sells something else.

PURITY FLOUR

“boosts” the sale of everything mixed with flour on baking day or served with flour products at meal time. It's good business to push flour—especially Purity Flour.



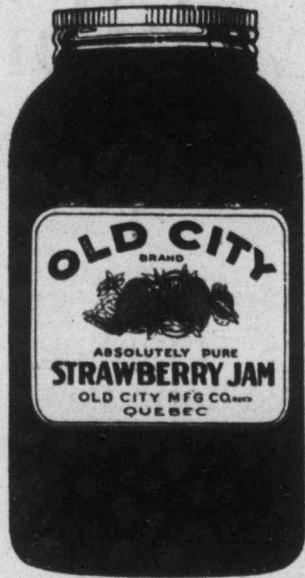
WESTERN CANADA FLOUR MILLS CO., LIMITED

Head Office: Toronto, Ontario

Branches at: Victoria Nanaimo Vancouver Prince Rupert New Westminster Nelson Courtenay
Rossland Calgary Edmonton Brandon Winnipeg Goderich Ottawa Montreal St. John, N.B.

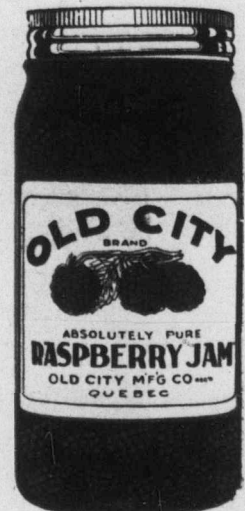
TORONTO BUYING CENTRE FOR GROCERIES

Grocers! When You Visit



4 lbs. net weight

THE TORONTO,
OTTAWA
AND LONDON
EXHIBITIONS



2 lbs. net weight

BE SURE and see our display of jam, *that is too good to hide in tin pails.*

Old City Brand JAMS

are unsurpassed. Besides having a distinctive, superior flavor, they afford an extra value which promptly appeals to every customer.

Old City Brand gives two to four ounces more jam, and comes in big, clear glass jars, which are worth from 10c to 15c to your customer, according to the size purchased.

Come and see our exhibits. You will find them in—

The Manufacturers' Bldg.,
Toronto.

The Pure Food Bldg.,
Ottawa.

The Dairy Bldg., London.

Old City Manufacturing Co. (Regd.) Quebec

"Makers of Jam Too Good to Hide in Tins"

E. B. NETTELFIELD & CO.

General Sales Agents

50 Front St. E., Toronto.

Represented by

Richardson & Green, Ltd., in Winnipeg, Regina, Saskatoon, Calgary, Edmonton.

W. Z. Watts, 124 Bruce St., London, for Western Ontario.

J. H. Trowbridge, 256 Albert St., for Ottawa.

R. M. Wyman, Yarmouth, N.S., for Newfoundland.

Oakes & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

TORONTO BUYING CENTRE FOR GROCERIES

When at the Exhibition visit
the **St. Williams Exhibit**



You'll find our booth in the Manufacturers' Building, Mr. Grocer, and we hope you'll pay us a visit before you leave the Exhibition Grounds. We are especially desirous of meeting both those visiting Grocers who have already found out the big selling appeal behind the name St. Williams and those who have never sold these rapid-selling, profit-earning preserves. Come along. We want to meet you all.

ST. WILLIAMS PRESERVERS, LIMITED

SIMCOE and ST. WILLIAMS, ONT.

Distributors:

MACLURE AND LANGLEY, LIMITED

Toronto - - - Winnipeg

TORONTO-BUYING CENTRE FOR GROCERIES

Custard

Egg Substitute



Pie Filler

Lemonade Orangeade

See the "KKOVAH" Exhibit at the Toronto Fair

Grocers visiting the Exhibition should make it a point to see the big *Kkovah Products Exhibit* in the Manufacturers' Building. It will pay you to visit this booth and get better acquainted with these profitable, rapid-selling lines.

Sole Agents for Canada

MACLURE & LANGLEY, LIMITED

WINNIPEG

TORONTO

MONTREAL

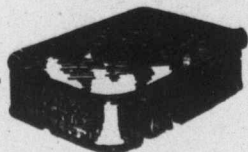


TORONTO-BUYING CENTRE FOR GROCERIES

Field & Co.

(FRUIT MERCHANTS) Ltd.
40-42 King William Street
LONDON, E.C. 4, ENGLAND

Proprietors of



OBAYO
REAL
SARDINES

The Elite of the Sea

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

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



Turban
BRAND BUSREH
Dates

IN CARTONS. Cases each 60
nominal pounds.



Also Shippers of

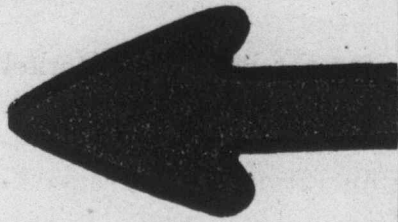
Figs, Malaga Muscatels,
Nuts, Sultanas, Currants,
Spices, Singapore Pines,
Confectionery and Chemicals

REPRESENTATIVES:

SAINSBURY BROS.

Vancouver, Winnipeg, Toronto, Montreal, Halifax
San Jose, California London, England Stockholm, Sweden

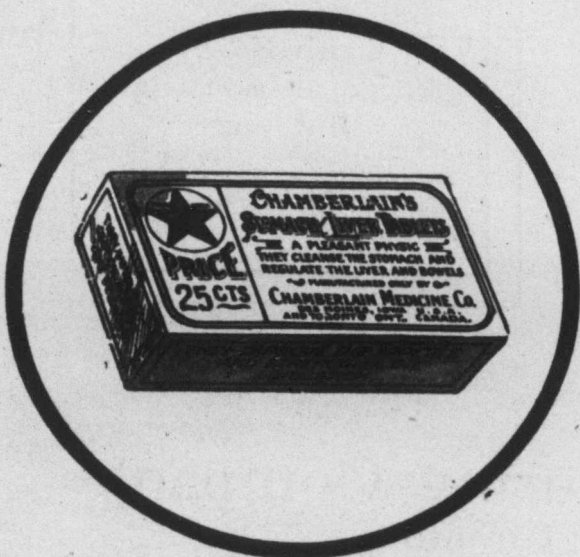
TORONTO BUYING CENTRE FOREIGN GROCERIES



WE have been appointed Canadian representatives for Field & Co., Ltd., London, Eng., direct shippers of Food Products, and shall be pleased to submit Quotations and Samples on application.

Sainsbury Bros.

BOARD OF TRADE BLDG.
TORONTO



Chamberlain's Family Remedies

... dependable, profitable, rapid sellers ...

The whole Chamberlain list of popular family remedies should be in every grocer's stock. Their dependability and efficacy is well known from coast to coast and they have everywhere proven remarkably profitable side-lines that sell well at all seasons of the year.

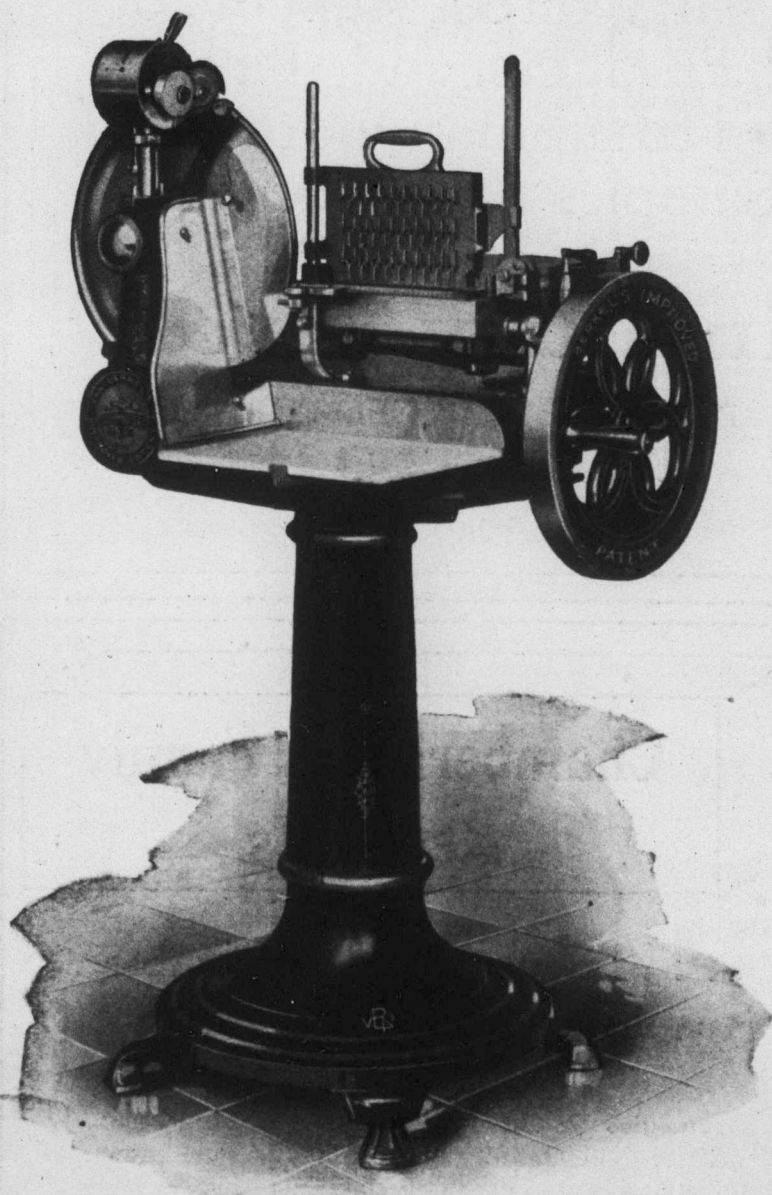
They are guaranteed to be free from injurious drugs.

Try a sample order.

Chamberlain Medicine Co., Limited
TORONTO


TORONTO-BUYING CENTRE FOR GROCERIES

Don't Buy That Slicer



until you have seen the latest **Van Berkel Model** at the Toronto Exhibition. It will pay you to come and see the many exclusive features in operation on this remarkable slicer and to find out why the **Van Berkel** is the choice of so many of Canada's finest grocery and provision stores. Whatever you do, don't buy that slicer before you see the new **Van Berkel** — you'll thank us for this advice when you see it. The new Electric **Van Berkel** will also be exhibited.

Also exhibit of Hobart Electric **Coffee Mills, Meat Choppers, Cake Mixers.**

**Booth No. 74
Centre of Industrial
Building**

This building is located to the left of the main entrance to the Exposition.

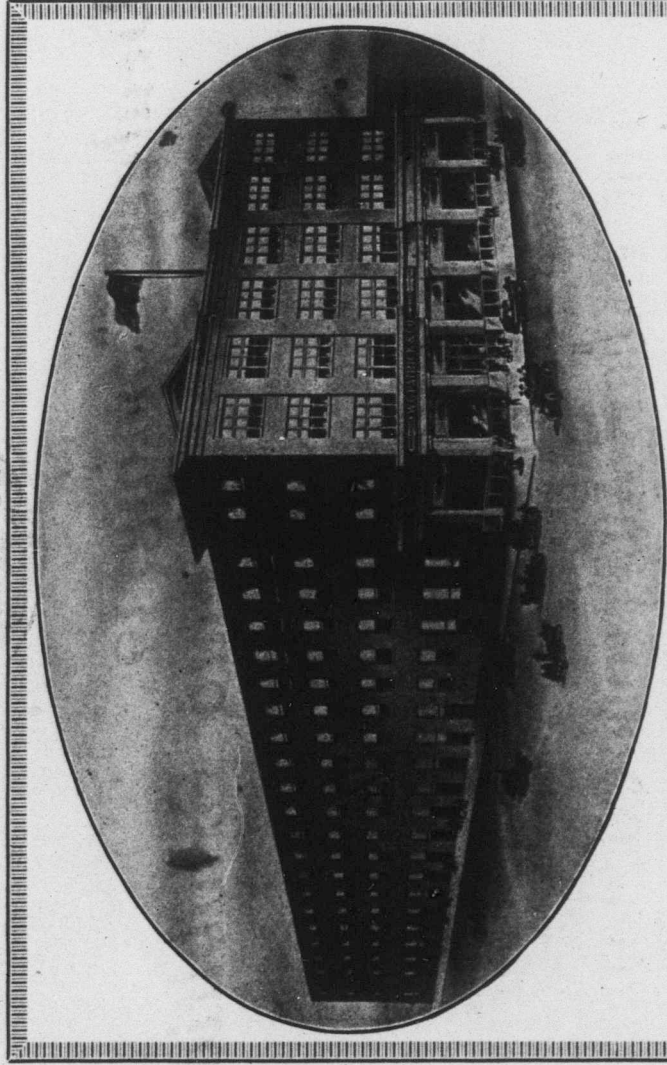
The Hobart Manufacturing Company

149 Church Street, Toronto

WINNIPEG BRANCH:
Ryan Bros., 110 James East

VANCOUVER BRANCH:
424 Cordova Street West

TORONTO BUYING CENTRE FOR GROCERIES



Come In and See Us

Make our spacious sample rooms your headquarters during the Toronto Exposition. Two minutes' walk from the Union Station. We will be glad to see you. Make a note of the address now.

W. G. Patrick & Co., Ltd.

Grocery Specialties of the Better Kind

51-53 Wellington St. W., Toronto

Halifax

Montreal

Winnipeg



TORONTO BUYING CENTRE FOR GROCERIES



Dealers Coming to Toronto Exhibition

BE SURE AND SEE OUR EXHIBIT
IN THE DAIRY BUILDING.

INTERESTING GUESSING COMPETITION

*A visit to our plant you would find interesting and
instructive. Come along, we will be glad to see you.*

THE HARRIS ABATTOIR CO., LTD.
TORONTO, CANADA



For ideal Summer desserts recommend

NESNAH

Junket Powder

When your customers ask for an economical and quickly prepared dessert urge them to try *Nesnah*. Its flavor will turn the trial order into steady repeats. Attractively packaged in 4 flavors, retailing at 15c.

Junket

MADE WITH MILK

A delicious dessert in tablet form that is easily prepared and highly nutritious. Junket has proven a popular seller wherever introduced. Try a sample order of these two profitable customer-pleasers.

Chr. Hansen's

Canadian Laboratory

TORONTO,

CANADA

Selling Agents for Canada:

LOGGIE, SONS' & CO.

32 Front St. West TORONTO

TORONTO - BUYING CENTRE FOR GROCERIES



THOMAS KINNEAR & CO.

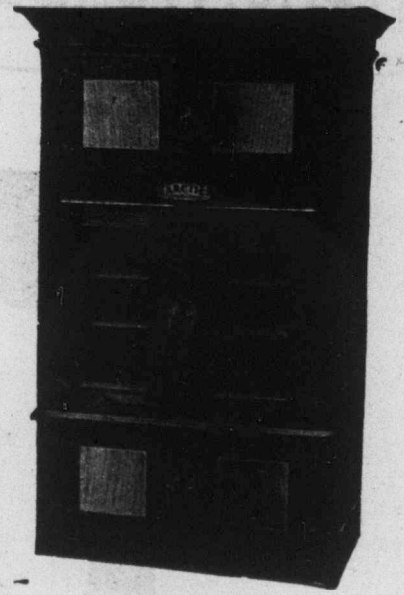
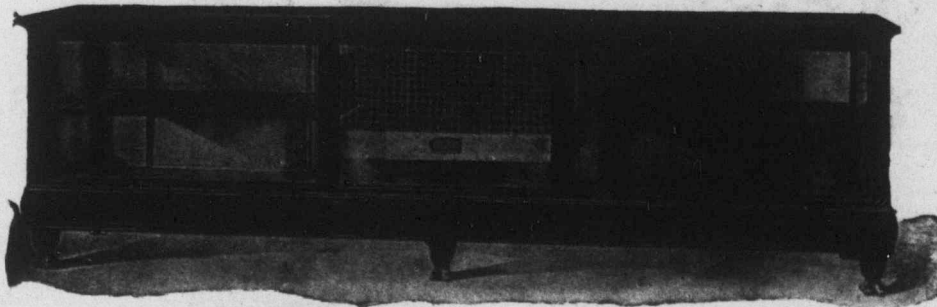
WHOLESALE GROCERS

TORONTO PETERBOROUGH GALT

TORONTO-BUYING CENTRE FOR GROCERIES

ARCTIC Refrigeration Equipment

Counter refrigerators—upright refrigerators—cold storage doors, windows, and special refrigeration equipment to suit the requirements of any store, large or small.



*Write for
free catalog*

JOHN HILLOCK & CO., LIMITED

Office, Showrooms and Factory, 154 George Street, Toronto

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

Be sure and see the "BRANTFORD" AT THE EXHIBITION

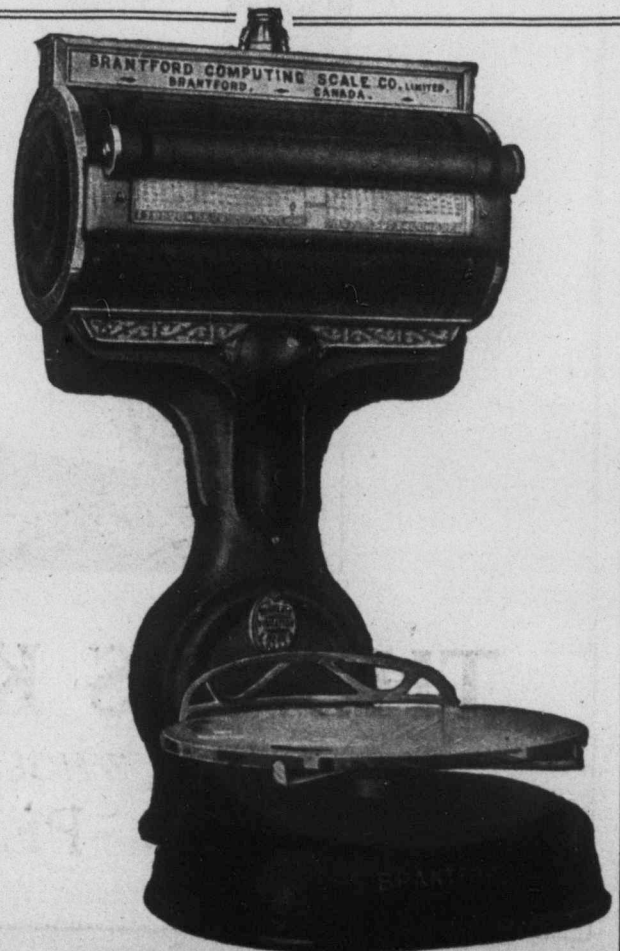
When visiting the Toronto Exhibition, August 28th to Sept. 11th, do not fail to visit our booth and we will demonstrate the superiority of the Brantford Scale and the Brantford Slicer.

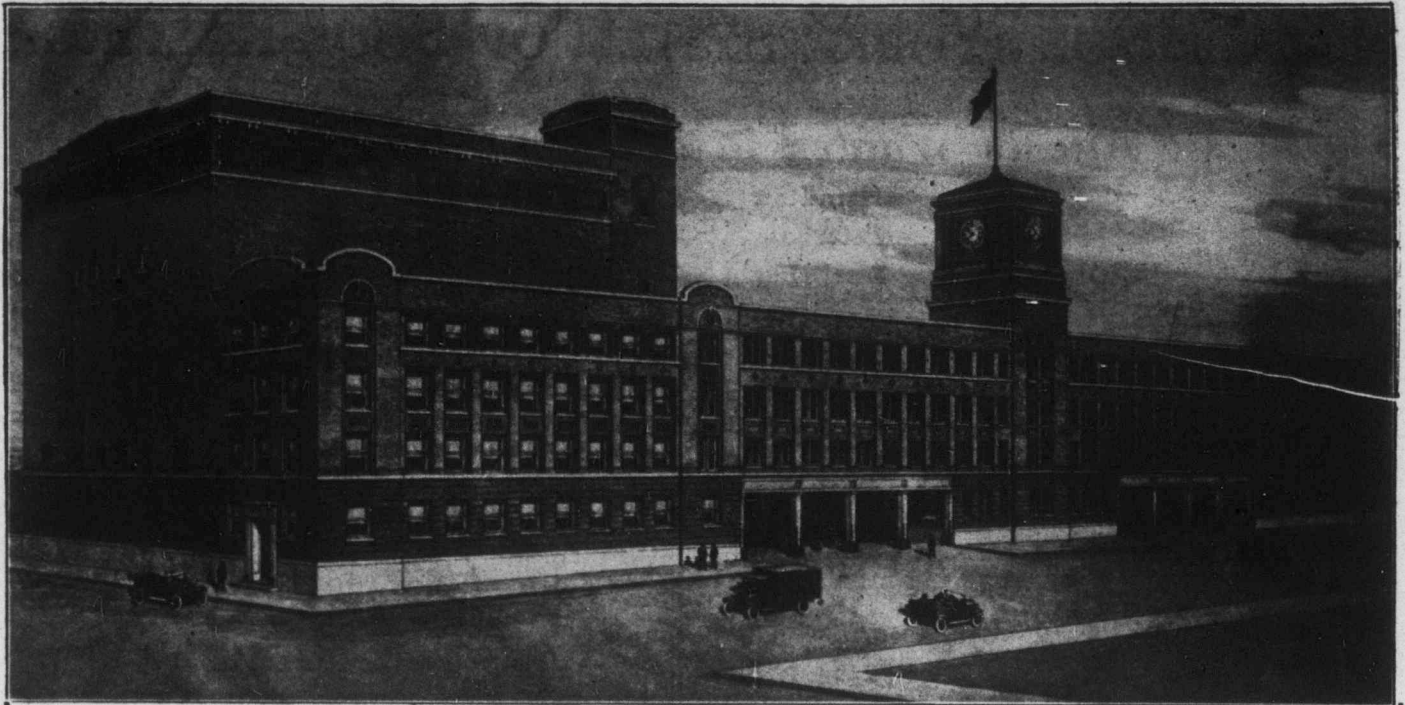
Our booth will be located in the south aisle of the Industrial Building.

To all is extended a cordial invitation to call and see us.

The Brantford Computing Scale Co.
LIMITED
Brantford, Canada

Offices and Showrooms in the Larger Centres.



TORONTO-BUYING CENTRE FOR GROCERIES

Don't forget to see

The Two Gunns Ltd. Exhibits

at the Toronto Exhibition (one in the Dairy Building and the other in the Manufacturers' Building).

They are most interesting and instructive and you'll find them well worth looking up.

If you can spare the time, come out and meet us at our large new plant in West Toronto. We want to get better acquainted with you and you to get better acquainted with the exacting and painstaking methods we observe in preparing those profitable, rapid-selling **Gunns Ltd.** products that you like to sell.

Gunns
LIMITED
WEST TORONTO



TORONTO-BUYING CENTRE FOR GROCERIES

SANDERSON - YORKE SYSTEM OF BOOK-KEEPING

Agents Wanted in Following Districts:

Toronto	Hamilton	Halifax	Edmonton
Montreal	Peterboro	Winnipeg	Saskatoon
Ottawa	Kitchener	Calgary	Vancouver

SANDERSON-YORKE SYSTEM, 26 Manchester Ave., Toronto

We are showing some of the best Food Products, at the Exhibition

During the Toronto Exhibition, August 28th to Sept. 11th, we are showing in the Manufacturers' Building No. 2, Booth No. 62, the products of the following companies:—

California Prune and Apricot Growers—San Jose, Cal.
 California Walnut Growers' Ass'n—Los Angeles, Cal.
 National Pecan Growers' Ass'n—Albany, Georgia.
 Field & Co.—London, Eng.
 Superior Macaroni Co.—Toronto, Ontario.
 Western Canning Co.—San Francisco, Cal.

We extend a hearty welcome to all to come and view these excellent products.

Sainsbury Brothers

DOMESTIC and FOREIGN
 FOOD PRODUCTS

Representing
 CALIFORNIA GROWERS' ASSOCIATION

Head Office:
 215 BOARD OF TRADE BLDG.
 TORONTO

Headquarters

for

Canadian Crawford Peaches

We have the marketing of some of the largest crops in the Niagara Peninsula.

**Large Crop
 Fine Quality
 Right Prices**

Get in touch with us. Any sized order up to carload lots.

WHITE & CO., LTD.

TORONTO

Main 6243

**ALWAYS
 A
 GOOD
 SELLER**

COSGRAVES PURE MALT VINEGAR

Clean, good, full-flavored vinegar gives the greatest satisfaction. Sell Cosgraves—bottled and sealed at the works to assure maintenance of quality unimpaired. Easier to sell and more profitable for you. Ask your jobber for Cosgraves.

SEALED BOTTLES
 25c and 15c RETAIL
 TORONTO VINEGAR
 WORKS
 TORONTO

TORONTO BUYING CENTRE FOR GROCERIES

The Genuine Italian QUALITY

Italians lead the world in making quality macaroni. Their skill descends from generation to generation.

SUPERIOR MACARONI

is made by Italians who acquired skill in Italy, especially the secret of drying—a vital essential for quality.

Besides, Superior brand is made from Canadian hard wheat! No wonder Superior Macaroni is rapidly becoming the favorite brand everywhere. Stock up!

See us when you are at the Toronto Exhibition.

Sole Selling Agents:

Sainsbury Brothers

Toronto Winnipeg Montreal
Halifax



Made by

The Superior Macaroni Co. Limited

TORONTO

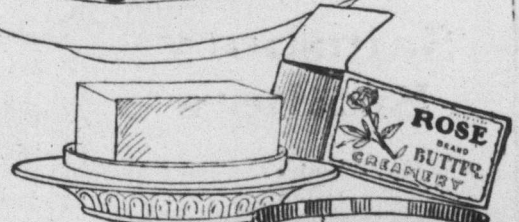
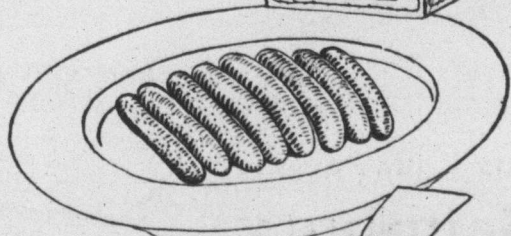
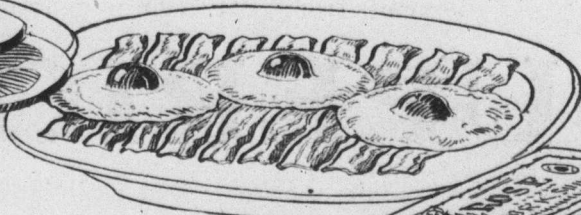
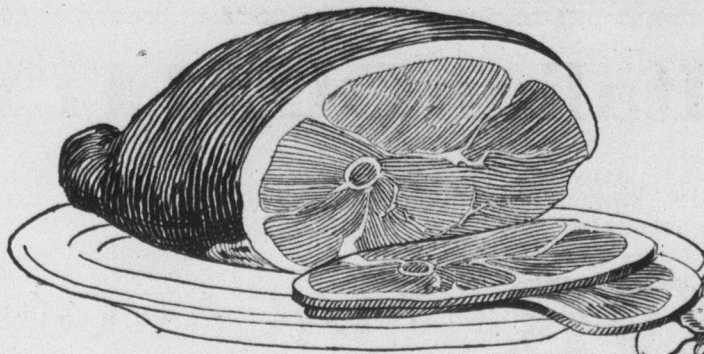
Five good reasons for selling.....



- 1st.—They are sold on a money-back guarantee.
- 2nd.—They have already proven highly profitable and active sellers for thousands of Canadian grocers.
- 3rd.—They are made in the incomparable White Swan Way from the highest grade Canadian Wheat.
- 4th.—They offer a real good profit margin.
- 5th.—They possess an unusually delicious flavor that always wins satisfaction and steady repeats.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

TORONTO-BUYING CENTRE FOR GROCERIES



Rose Brand Pure Foods

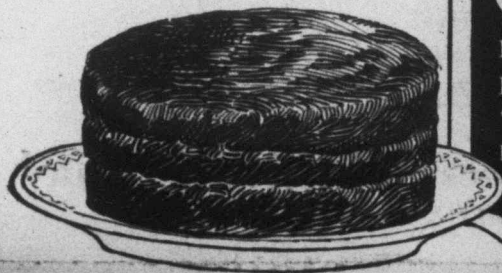
WE do not claim that finer food products than Rose Brand may not be prepared some time—but to date we've found none so good—and we've looked for 67 years:

Rose Brand are the choice products of an idealistic institution which for generations has been famous for the high quality and distinctly different flavor of its foods.

The purchaser who demands—"only the best" is first to appreciate the satisfying deliciousness and wholesome richness of Rose Brand Products.

Our national advertising campaign in dailies, weeklies and magazines is now under way. To assist purveyors in improving their food department and arranging truly appealing artistic displays, strikingly handsome, beautifully colored folders, hangers, store cards and window trims have been prepared and will be sent free on request.

You can't give your customer better—so why not provide Rose Brand?



CPC

**CANADIAN
PACKING
CO. LIMITED**

Packing Houses	Branches
Brantford	Fort William
Toronto	Sudbury
Peterborough	Sydney
Montreal	Charlottetown
Hull	Winnipeg

TORONTO BUYING CENTRE FOR GROCERIES



We extend a hearty invitation to the Wholesale Grocers of Canada attending the Convention of the Canadian Wholesale Grocers' Association in our city, August 26 and 27, and also to all the Retail Grocers visiting the Canadian National Exhibition, to visit us during their stay in Toronto.

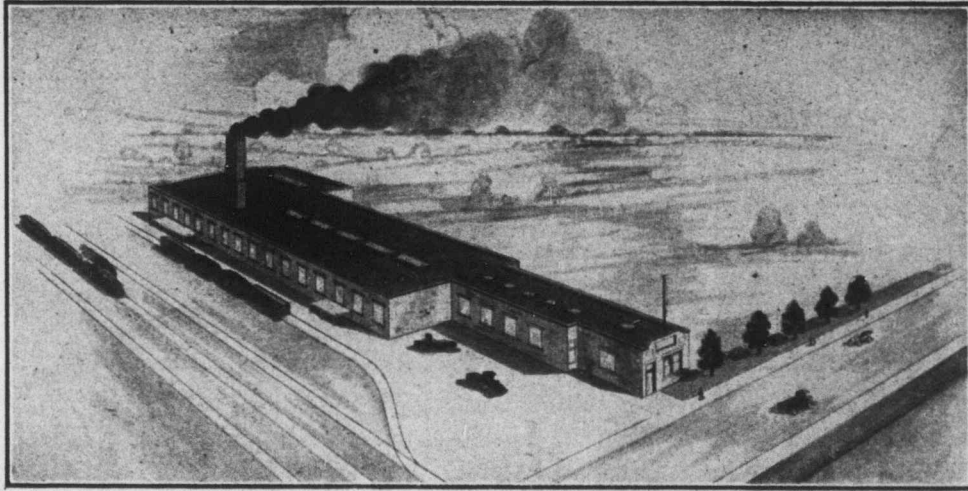
Come and see us, we would like to meet you.

EBY-BLAIN, LIMITED

Wholesale Grocers

Corner Front and Scott Streets

TORONTO

TORONTO-BUYING CENTRE FOR GROCERIES

Visit the Home of "Anchor Caps" when you attend the Exhibition

We invite all retailers, manufacturers and packers who are interested in "Anchor Caps"—the world's finest sealing medium—to visit our new Toronto plant on Wallace Ave.

Come and see us and we'll show you Anchor Sealing Machines in operation and why Anchor Caps have become the world's best and most attractive seals.



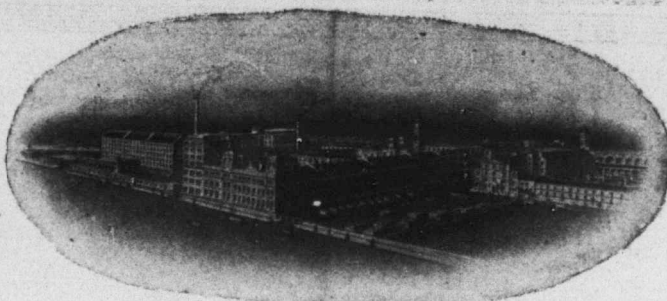
ANCHOR CAP & CLOSURE CORPORATION

OF CANADA, LIMITED

275 Wallace Avenue, Toronto

TORONTO-BUYING CENTRE FOR GROCERIES

**PEEK
FREAN'S
BISCUITS**



**ON SPOT
IN
TORONTO**

*Fresh from
London, England*

We have just received delivery of One Carload of Peek Frean's High-Grade English Biscuits, comprising 18 of the Best Selling Varieties.

The Following Varieties and Prices are F.O.B. Toronto

Tins and Cases are Free

Weight	Variety	Price
12½ lbs.	Shortcake	\$0.60 lb.
9 "	Pat-A-Cake	0.60 "
9½ "	Grand Fleet	0.60 "
6¾ "	Kindergarten	0.60 "
7¼ "	Punch and Judy	0.65 "
7½ "	Digestive	0.65 "
7½ "	Petite Marie	0.65 "
7½ "	Panama	0.65 "

The above are Shortcake and Plain Varieties.

Special tins.

Shortcake Nom. 1/s	\$8.40 dz.
Pat-A-Cake Nom. ½/s	4.20 dz.
Water Ice Wafers ½/s	5.40 dz.
1 lb. Geranium Fancy astd. filled Biscuits	10.80 dz.

Also 10 Varieties in ¼ lb. packets.

Weight	Variety	Price
10 lbs.	Academy Creams	\$0.70 lb.
13 "	Bourbon	0.70 "
10 "	Clotted Cream	0.70 "
13 "	Custard Cream	0.70 "
10 "	Lemon Puff Cream	0.70 "
10 "	Khaki Cream	0.70 "
3¾ "	Nursery	0.75 "
7½ "	Ophir	0.80 "
7½ "	Small Macaroons	1.60 "
4½ "	Sponge Rusks	1.75 "

The first 6 are Cream Filled Biscuits.

Illustrated catalogue mailed on request
—also samples and advertising matter
supplied.

This is the finest lot of Imported English Biscuits that have ever come over the Ocean. Attractively packed and air tight, and no good-class Grocer in Canada can satisfy the wants of the best trade without some of the above Varieties. Watch for our display and Publicity at the Exhibition, where you will be able to see samples and taste all the Varieties. (Look for this display in Manufacturers' Bldg.)

We suggest that you mail in your orders for some of the above Varieties.

THE HARRY HORNE CO., LIMITED

Importers of Good Things to Eat

1297-99 Queen St. West,

Toronto, Canada



TORONTO-BUYING CENTRE FOR GROCERIES



SEE the Holbrooks exhibit in the Manufacturers' Building when attending the Toronto Exhibition this year.



Come and have a little talk with us and let us show you some of our profitable, rapid sellers that will put extra profits in your cash register.

Every one of *Holbrooks'* lines are sellers of the highest calibre, worthy partners of those two popular sellers--*Holbrooks' Sauce* and *Rose's Lime Juice*.

Make it a point to visit our booth.
You'll find it well worth your while.



HOLBROOKS, LIMITED

TORONTO and VANCOUVER



TORONTO-BUYING CENTRE FOR GROCERIES

— APPLES —

FINE QUALITY, FALL VARIETIES IN BASKETS, HAMPERS and BARRELS

EXTRA FANCY

B.C. TRANSCENDENT CRAB-APPLES

IN BOXES

CALIFORNIA PEACHES, PEARS, PLUMS,
GRAPES and CANTALOUPE

ALL VARIETIES DOMESTIC VEGETABLES

NOW ARRIVING FREELY AND SELLING AT REASONABLE PRICES

TOMATOES, CUCUMBERS, CABBAGE, CARROTS, BEETS,
ONIONS, ETC.

Order what you need from day to day and get it fresh from

Peters, Duncan, Limited

88 Front St. E., Toronto Branches: Sudbury, North Bay, Cobalt, Timmins

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or
travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your
business?

Do you want to buy a grocery busi-
ness?

Do you want to buy or sell any store
equipment?

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

The cost?

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

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

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



Recommend **APROL**
THE SWEET OIL OF PERSICA

to your Customers

We will help you move APROL. It is being widely advertised in all newspapers — this should help some.

There is nothing to equal APROL for cooking purposes, for Mayonnaise Dressings, Delicious Salads, frying, making cakes, pies, etc.

APROL after a trial will be found so pleasing — so convenient, economical and nutritious that your customers will never want to be without it.

APROL will not go Rancid.

Don't forget to say that it is pressed from the Ripe Kernels of California Apricots and Peaches. Especially agreeable, leaving no greasy, nauseating after-taste.

APROL is Efficient in many ways — It brings Profit to you, Mr. Grocer.

W. J. Bush & Co. (Canada)
 LIMITED

National City, California

Montreal, Que.

Toronto, Ontario



Government Building looking towards the main entrance at the Canadian National Exhibition.

Montreal Will Get Niagara Peaches

Shipments From the Niagara Peninsula to Montreal and the East Will be as Usual in Spite of Press Reports to the Contrary

MONTREAL, Aug. 25. — A long item appeared in the press on August 20th, one with regard to the fruit situation in the Niagara peninsula. This item dealt with the transportation question in so far as it affected Hart and Tuckwell of Montreal, who are fruit dealers on a large scale. It stated that this firm had refused to use the freight service of the Grand Trunk Railway or to load any freight cars with fruit billed to Montreal. It also stated that great losses had been incurred through careless handling of fruit between the Niagara peninsula and Montreal.

Canadian Grocer took this matter up with Mr. Hart and received the following reply: "Last week we lost considerably by damaged shipments of fruit. The fruit was absolutely unsaleable when it reached Montreal. At that time a statement was made that fruit could only be delivered to Montreal by express since the time taken to cover by freight was too long. On further investigation we found that the trouble was not in the railway's handling but at the Montreal end where the cars were unloaded. We have now made such arrangements for handling of cars at a new siding which will give us the prompt deliveries required in handling fruit. This week harvesting of the peach crop will commence in the Niagara peninsula, and it is expected that there will be large shipments made to Montreal, as Montreal offers one of the largest markets there is for the Niagara fruit. It is almost impossible to make any statement, as yet, regarding the price of peaches but since the crop is very large it is altogether likely that prices will not be high. The main difficulty is transportation at the present time. The demand is not large on account of the reluctance for home preserving due to the high

price of sugar. This too, may have the effect of keeping prices low, since the demand will not be as large as in other years. The refusal to ship fruit by freight only lasted three days, and of these three days one day was Sunday, so there was very little hold-up in the shipments of fruit. The next shipment of fruit by freight is expected to reach Montreal early this week."

The grocers in Quebec, as well as in Eastern Ontario, will be glad to know that this alarming statement made by some newspapers has had little effect on the fruit market and that the order

which was reported has already been refuted. The heavy fruit yield will be marketed as usual in Montreal this year.

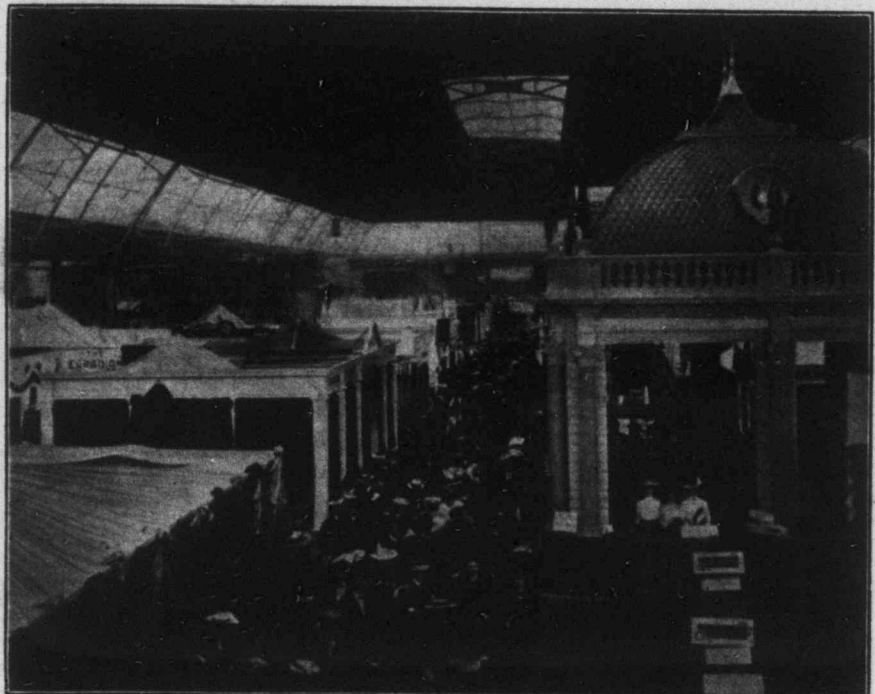
Potatoes Sell at \$1.40 Per Bag on Montreal Market

Montreal, Aug. 25. — The Montreal market is flooded with vegetables this week. There is a better supply than there has been for some years. The prices too are low and there appears to be a little difficulty in finding a market for all that is brought to the city. One of the city vegetable dealers said to Canadian Grocer: "Bonsecours market is flooded with vegetables. The crop and the acreage under cultivation this year is very large. Prices can hardly be accurately quoted on vegetables as the offering often exceeds the demand and any price seems to be a good price. It is a long time since potatoes, good potatoes, better than we have seen here for years, have sold at \$1.40 per bag. The finest corn is selling for ten cents per dozen, tomatoes selling at 50 cents per gin box, cucumbers selling at \$1.00 for a basket holding about 20 doz."

TORONTO AS A MARKET CENTRE

(Continued from page 30.)

of Mr. Barron. Here service is paramount in importance, and new ideas are being constantly put into effect with the one aim in view, that is, of pleasing the people. Other good stores to visit are F. Simpson & Sons, Yonge St., near Bloor; D. W. Clark, 248 Avenue Road; also the grocery department of the Robt. Simpson Co.



One of the main aisles, in the Manufacturers' Building at the Canadian National Exhibition.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1183 Broadway (corner 26th Street), New York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 784, Old South Bldg., Telephone Main 1024.

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

SUBSCRIPTION—Canada, \$4.00 a year; Great Britain, South Africa, and West Indies, 16s. a year; United States, \$4.50 a year; other countries, \$5.00 a year. Single copies, 15c. Invariably in advance.

PUBLISHED EVERY FRIDAY

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

VOL. XXXIV. TORONTO, AUGUST 27, 1920 No. 35

COMING TO MARKET NUMBER

TORONTO as a place of importance to the grocery trade is set forth in this issue of Canadian Grocer. This issue is rightly termed the "Coming to Market" number, and Canadian Grocer believes that in it much of valuable information is contained for the average grocer. During the next two weeks many grocers and proprietors of general stores, from not only the Province of Ontario, but from many parts of the Dominion, will visit Toronto, drawn here primarily by the Canadian National Exhibition. There will be much to interest the retailer at the Exhibition, both from a purely pleasure point of view, and also from the standpoint of learning something that will benefit him in his business throughout the next twelve months. The several exhibits of foodstuffs, of equipment, giving practical demonstrations, will be worthy of all the attention the visiting grocer can

devote to them. It will be time well spent, and he will return to his home town, and to his business, with added zest and a better understanding of the goods he is selling.

During the next fortnight, the visiting merchant will have an opportunity to kill two birds with the one stone, as it were. While in Toronto for the Exhibition, he is invited by Toronto manufacturers of foodstuffs to visit their factories, to learn at first hand something of the processes of manufacture, to see the goods in the making, and to acquaint himself generally with goods they are handing over the counter every day. Toronto manufacturers want you to come, want you to see their places, and are willing and ready to show you through their establishments.

Toronto also is rich in places of beauty as well as amusement, and apart from its Exhibition, its splendid factories, and modern stores, affords one plenty of scope for pleasure and diversion.

EDITORIALS IN BRIEF FORM

THERE is more profit in the customer who comes back than the customer who is sheared skin-tight on the first visit. Be careful.

* * *

BUY goods with the thought of variety in mind, and put variety in your window and counter displays. Unlike peas in a pod, humans are all different, even in your own little business world.

* * *

ONE OF the brightest merchants in the great Northwest declares that a rest room should be a part of the equipment of every store. It should be homey and comfortable. "It can't be beaten for good advertising and as a profitable adjunct to store service," said he.

* * *

THE "day off" is the safety valve of the hard-working business man. It enables him to gain a respite from care and indulge the "Peter Pan" spirit that has never died within him. It saves him from "blowing up" at the office and drenching his staff or co-workers in a shower of ill-nature. One cannot sit on the "lid" day in and day out without something giving way.



New Angles of Grocery Analysis

What is a Grocer's Service Worth Compared with Others' and with Others' Costs?—A Retail Grocer in Western Canada Analyzes Some Phases of Retailing from a New Angle.

By HENRY JOHNSON, Jr.

A RETAIL grocer in Western Canada has been analyzing some phases of retailing from a new angle. Maybe he has not established any new principles nor formulated anything especially conclusive; but what he has done points toward betterment along lines some others among us thought of. Also, he may have shown us how to appeal to our assistants in such a dramatic, pointed and novel way as may result in general improvement.

He runs a rather fine neighborhood store. He is in a good district. His customers own homes of the better class. They want and are willing to pay for service. Perhaps some one will go so far as to demand and pay for what Sol Westerfeld calls "service plus." Anyway, it's a nice business and expenses are as high as usual in such business.

Analysis of several business periods showed this grocer it was costing him six cents in total expenses to handle each item sold. That means that if he hands a loaf of bread to a cash customer, the average burden on it is six cents. If he takes an order over the phone from a charge customer and delivers it, each item on the order costs him six cents. Some burden? Yes; but you know what it is costing you? I mean; do you KNOW?

Drilling the Salespeople

With that information as a basis, he reasoned that if he could raise the average order by 20, 30, or 40 per cent., he would save just that proportion of expense. If the woman who called or phoned included a package of shredded wheat could be sold two packages; if she who asked for a can or two of corn could be induced to make it six or twelve cans; if the single cake of soap could be changed to six, ten or a dozen cakes to the order, the burden per item would be reduced.

Appreciating the force of actual figures and plain exposition of the problem, he took this up with his salespeople one at a time and made a careful demonstration of his plan. He indicated the actual presently existing burden. He found them wonderfully responsive and as much surprised and impressed with the significance of the figures as he was himself. He was thus able to get them to see the crucial importance of raising the average requisition as much as could be done tactfully in every case possible. He has not passed through another period of reckoning as yet, so he cannot say exactly

what results have accrued. But he feels rather sure that the next reckoning will show a substantial reduction in the average burden of six cents per item.

What Delivery Costs and Saves

This retailer analyzes another factor of living costs in an interesting way, though so far as I know he has not thought how his conclusions can be applied toward business improvements as yet. This is the cost of delivery contrasted with some other costs, how disproportionately slight it is and how little its value is understood. He puts it this way:

"Men do not usually grudge the cost of comforts and conveniences for themselves, their wives and families, but they will let their wives work like slaves to 'save' the trifle it costs to have groceries delivered.

"Let us take two houses side by side in the same block. One is well built but old fashioned. It is stove heated. The coal shed is several feet from the rear door. There is a well and pump. An old-fashioned 'house of dishonor' stands in the back yard. It is the 'up-to-date' house of 1885. The rent is \$20 per month.

"Next door is a similar house of today's model. It is steam or furnace heated. The coal is run into the cellar beside the furnace. There is modern plumbing, a bath room and water heater. The rent is \$35 per month.

"Having in mind not only family comfort, but the labor saving to his wife through not having to carry coal and water from outdoors, hardly any Canadian husband will hesitate to pay the \$35 rent in preference to the \$20—a premium of \$15 per month or 50 cents a day."

Savings That Cost Too Much

"But that same man will approve of his wife's trading at a cash-and-carry store to which she must go personally two to four times a week and from which she must lug home her supplies! What does she 'save'?"

"Figuring the cost of delivery at four per cent. which is about right, a family whose groceries cost \$25 per month will thus save one dollar per month, and one whose trade runs \$35 per month will save \$1.40. Is it worth the effort, the strength, time and labor? It is not! The saving is pitifully inadequate to compensate for the time and strength involved. Some day, I incline to think, people will wake up to the fact that such saving is not real. It is a delusion and a snare."

I agree with him. Moreover, I do

not have to advance only my opinion but can cite historical facts.

This furor of cash-paying and self-delivering is not new. The same thing appeared in and about 1876 in the States as a result of Civil War inflation, though the present form of cash service differs in detail, just as do other things from generation to generation.

"Cheap" Discredited by Non-Merit

Prior to 1876 the word cheap meant low-priced. To-day it means below par, without merit, of inferior quality. This is how it happened:

Feeling the pressure of the real profiteering which prevailed during the Civil War, beside which what we now know pales into insignificance though the word profiteer was not then used, along in 1876 many men opened up stores where goods were to be sold cheap, for cash, to "bring down the price of groceries." They did not talk of cost of living those days, but cost of supplies.

People rushed there, bought, paid cash and carried their supplies home—the delivery was made from some of the stores. "Cheap John" made money. His success appealed to others. Soon he was followed by "Cheap Charley" and "Cheap Henry" down the street. As the only lever these men had on the trade was price, quality rapidly deteriorated. People found that the tea bought at John's formerly for 65 cents, and now for 45 cents did not have such flavor as at first. Trying Charley's 50-cent they found it worse. Going to Henry and paying 40 cents they found it fully no better. Soon the people sought the merchant who would give them something for their money—price became secondary. They went to the service merchant and gladly paid 75 cents and 85 cents for tea which had substance and flavor. They forgot to kick about free delivery. They seemed relieved to find they also might have credit, if they were worthy, as an additional accommodation.

Thus the pendulum began to swing back again. Very soon the "cheap" fellows disappeared. Those who read the signs of changed conditions promptly and closed up shop retired with some earnings. Those who hung on mostly went busted. Since then "cheap" means not low-priced, but dear at any price because without merit!

Pendulum Swings to Other Extreme

Of course, and most naturally, the pendulum swung too far over. Service got to be even more exacting. The telephone—unknown in 1876—came into use

(Continued on page 78.)

CURRENT NEWS OF THE WEEK

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

MARITIMES

The United Farmers of New Brunswick have established a produce shipping department, through which they propose to market all the produce offered for sale by the members of their branches, and an arrangement is being made with the United Farmers of Ontario whereby live stock will be marketed in the same co-operative manner. Thomas W. Caldwell, M.P. for Carleton-Victoria, and president of the United Farmers of New Brunswick, announced the inauguration of the new department. Harry Marsters, of Woodstock, who was manager of the United Farmers' branch at Peterson, Victoria county, has been appointed its general manager.

ONTARIO

Labrouche & DeLisle, Trenton, Ont., have opened a grocery.

E. P. Worthington & Sons, Hamilton, have sold out their business.

Donald McLachlan, Broadview Ave., Toronto, has sold to J. and B. Ferguson, who are removing their stock from Danforth Ave.

F. W. Nichols, grocer, 211 Jones Avenue, and his mother-in-law, Mrs. Thomas Care, 187 Withrow Avenue, Toronto, were injured in a motor accident, near Orchard Park, last Sunday evening. Mr. Nichols had his left leg severely cut.

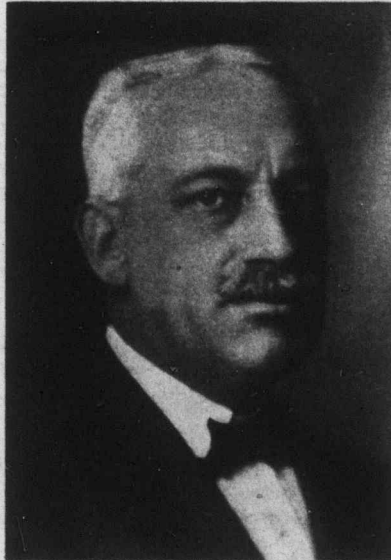
E. W. Coon, cheese buyer, Kingston, Ont., has purchased the large building on lower Broadway, Cape Vincent, N.Y., formerly occupied by the Cape Vincent Seed Company, and has a large force of men making repairs to the structure. The building will be operated in connection with the plant now opened by Mr. Coon, at the foot of Market Street. The building recently acquired by Mr. Coon is admirably situated for a cheese storage plant, a branch railroad running right to the door.

A deputation of Lake Nipigon fishermen has appealed to Hon. F. C. Biggs of the Ontario Legislature, asking a higher price for their fish in keeping with advance in fishing material and also the profitable season that the Government sales branch has been enjoying. The fishermen propose that the Government exercise its option and take over the fishing outfits at valuation and run both ends of the business for the benefit of the province.

The Kingston Co-operative Society held its second half yearly meeting recently and recommended the payment of a dividend of 5 per cent. on all shareholders' purchases, and 6 per cent. on paid up 1914.

capital. The society's store will close on Wednesday afternoons in future during the entire year.

The Board of Commerce has returned to Ottawa after spending several weeks in Western Canada.



A. C. PYKE

Toronto Secretary of the Canadian Wholesale Grocers' Association, who has played a big part in the arrangements for the wholesalers' convention.

PRESIDENT OF BANNER CO. DIES IN DETROIT

Detroit, Mich, Aug.—Arthur R. Duff, 52, president of the Banner Manufacturing Co., manufacturers of flavoring extracts, is dead from carbolic acid poisoning.

Mr. Duff, who had been ill for some time, arose during the night to take some medicine, and it is believed swallowed poison by mistake. As soon as his condition was discovered he was rushed to the hospital where efforts to save him were futile.

He was a resident of Detroit for 27 years, coming here from Avonmore, Ontario.

STAPLE FOODS DROP SLIGHTLY DURING JULY

Ottawa.—During July the cost of the weekly budget of staple foods dropped slightly, according to the figures given in the current issue of the Labor Gazette. The average was \$16.84 at the middle of July as against \$16.92 in June; \$13.77 in July, 1919, and \$7.42 in July, 1914. The index number of wholesale prices again declines, being 346.8 for July, as compared with 349.3 for June, 294.9 for July, 1919, and 134.6 for July,

Ottawa Merchants Voice Opposition

Are Not in Favor of the Proposed Increases of the Bell Telephone Co.—Will Make Protest

Retail merchants of Ottawa, Ont., at a special meeting of the Retail Merchants' Association voiced their opposition to the proposed increases of the Bell Telephone Co. in unmistakable terms.

As a result of the meeting the decision was reached to ask the Dominion Board of the Retail Merchants' Association of Canada to engage counsel and experts to look after the interests of the retail merchants from coast to coast when the Bell Telephone Company's application comes up before the Railway Commission. It was also decided to appoint a committee of the Ottawa branch to co-operate with the Board of the National Association in securing information bearing on the merits of the application and its effect on trade generally.

BANKRUPTCY TRUSTEES

Ottawa, Aug. — The following have been appointed authorized trustees under the Bankruptcy Act: Nova Scotia, G. E. Faulkner, Halifax; Ontario, S. J. Fream, Toronto; J. M. Johnston, Cornwall; H. Rowlett, Toronto; R. E. Burns, Kingston; P. W. Raymond, London; A. B. Lee, Woodstock; Quebec, J. O. Bonnier, Montreal; A. B. Brodie, Montreal; the Bankers' Trust Company, Montreal; A. Desmarteau, Montreal; T. Y. Foster, Montreal; H. M. Gardner, Montreal; F. R. Paquet, Montreal, and H. Bisson, Three Rivers; Saskatchewan, Executors and Administrators' Trust Company, Limited, Moose Jaw; Alberta, J. G. Edgar, Calgary; British Columbia, R. M. Ellis, Vancouver.

SUDDEN DEATH OF

JAMES H. SHIELDS

James H. Shields, representing H. P. Eckardt & Co., wholesale grocers, Toronto, in Western Ontario, passed away very suddenly on Friday last at Palmerston, Ontario. Previous to joining the staff of H. P. Eckardt & Co., Mr. Shields was buyer for George Haure, Palmerston, Ont. He is survived by his widow and one son.

R. J. McCrea and Mr. Harris represented the H. P. Eckardt Co. at the funeral.

Arthur H. Sands, Nassau, N. P. Bahama Islands, is endeavoring to secure the agency of Canadian manufacturers in the Bahamas, and is anxious to get in touch with them.

Canadian Wholesale Grocers Are Welcomed to Toronto

Two-Day Convention Opened on Thursday of This Week with Large Number in Attendance—Sir Edmund Walker, President of Bank of Commerce, Speaks on the Financial Outlook.

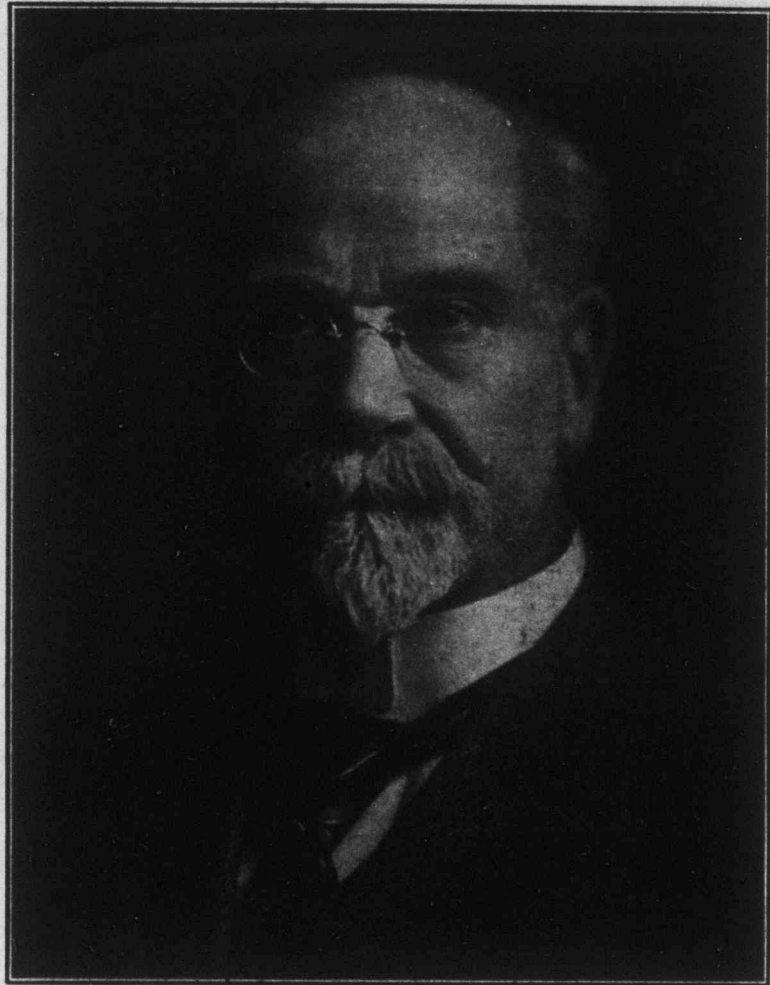
WHOLESALE grocers from every section of the Dominion of Canada are attending the annual convention of the Canadian Wholesale Grocers' Association in Toronto this week. The convention opened on Thursday morning with an address of welcome from T. L. Church, Mayor of Toronto, and Hon. L. H. Clarke, Lieut.-Gov. of Ontario, following which President Hugh Blain, of Toronto, presented his address, reviewing the work of the year. Secretary A. C. Pyke and T. H. Kinnear, treasurer, also presented reports.

The feature of the morning session on Thursday was the address on the financial outlook by Sir Edmund Walker, president of the Canadian Bank of Commerce. Uniformity in charging sales tax was the subject of an animated discussion, too, during the morning.

At the noon adjournment, a luncheon was tendered by the Toronto wholesale grocery trade to the visiting delegates.

An address by J. H. Laurin, president of the Southern Wholesale Grocers' Association of the United States, opened the afternoon session on Thursday, and at four o'clock the association embarked on the Toronto Harbor Commissioner's yacht for a trip on the harbor, followed by dinner at the Sunnyside pavilion, where the after dinner speaker was John G. Clark, president of the Michigan Wholesale Grocers' Association.

The convention was continued on Friday. A detailed account of the proceedings of both days will appear in next week's issue.



HUGH BLAIN
of Eby-Blain, Ltd., wholesale grocers, Toronto, who is presiding at the sessions of the Canadian Wholesale Grocers' Association, meeting in Toronto this week.

Western Wholesalers Attend Convention

Delegates Who Are Attending Gathering of Wholesale Grocers in Toronto This Week

The following delegates from the West sailed on the S.S. Hamonic from Port Arthur Monday, Aug. 23rd, to attend the convention of the Canadian Wholesale Grocers' Association, which is being held at Toronto this week: A. O. Marrin, of the Jobin, Marrin Co., Ltd., Winnipeg; H. Bruce Gordon, of Codville Co., Ltd., Winnipeg; E. J. Callaghan, Fort Frances; G. Morrow, of Brandon Grocery Co.; J. M. Bean, Weyburn Grocery Co.; Louis Petrie, of Louis Petrie Co., Ltd., Calgary; R. J. Bradley, of the Revillon Ltd., Edmonton; John Weidman, of Weidman Bros., Winnipeg; A. E. Burns, Sect. of the Prairie Provinces Wholesale Grocers' Association, Winnipeg.

Hamilton Retail Grocers Organize Thrift Co., Ltd.

New Organization is a Private Stock Company, Capitalized at \$40,000—An Effort to Meet Keen Competition of Chain Stores.

H(Special)AMILTON Aug. 24.—In an effort to meet the keen competition of the chain stores and department stores, a number of Hamilton retail grocers have formed a buying company for the purpose of securing quantity prices in every possible line. The new organization is a private stock company, capitalized at \$40,000, and is known as the Thrift Company, Limited. W. N. S. Hunter is president; Samuel T. Bailey vice-president and T. W. Dobson, secretary-treasurer.

In an interview with the Canadian Grocer, Vice-president Bailey, who is president of the Hamilton Retail Grocers' Organization, outlined the objects which the new company sought to obtain.

"Our object is, briefly, to secure quantity prices wherever we can, and thus be in a position to meet on an equal basis the chain stores and the department stores which already have that privilege. Up to the present we have

(Continued on page 72.)

NEWS FROM WESTERN CANADA

R. Salmon of Winnipeg, has opened a grocery business.

J. Walden has discontinued his grocery store at Vancouver.

E. F. Post, Edmonton, has discontinued his grocery business.

F. W. Ross, grocer, of Winnipeg, has sold out his business.

Corbett & Sons have opened a grocery store in Winnipeg.

P. Slopski, grocer, of Winnipeg, has sold out to G. P. Ralian.

Jos. H. Kennedy has opened a grocery business at Lintlaw, Sask.

T. H. Moore has commenced a grocery store in Silver Park, Sask.

Geo. Morasch, Calgary, has discontinued his grocery business.

Mrs. J. P. Walsh has opened a grocery store in Whitewater, Manitoba.

The Windsor Grocery Co., Ltd., have closed their store at Victoria, B.C.

Mrs. Mary Campbell has opened a grocery store at Moosehorn, Sask.

A new grocery store has been opened in Stonewall, Manitoba, by Albert Ayres.

Hamilton and Watson have opened a new grocery business at Strome, Alberta.

A new grocery and butcher store has been opened in Winnipeg by M. Feinstein.

J. M. Gardins has sold his grocery business in East Kildonan, Manitoba, to J. Gillett.

Samuel Butler's grocery store at Vancouver is reported sold to Langdon and McNutt.

Murdock McLean, Moose Jaw, has sold his grocery business to Armstrong & Beck, Ltd.

William Van has been succeeded in the grocery business by Lillian McLean at Winnipeg.

Skelly & McQueen have succeeded David Chalmers, St. James, Manitoba, in the grocery business.

J. McKay has been succeeded in the grocery and meat business at Winnipeg, by Reeve and McKay.

Magee and Thompson Co., Ltd., Wolsey, Sask., have disposed of their general store business to J. R. Hepburn.

The Cowan Co., Ltd., has found it necessary to move its Winnipeg branch to larger premises. They are now occupying the whole third floor at 149 Notre Dame Street East.

Henry R. MacKenzie, general manager of Cudahy Packing Co., Toronto; E. S. Beaman of the American Peanut Corporation, of Norfolk, Virginia; L. C. Christenson, of Hard & Rand, New York, and M. Fujita, head office, Kobe, Japan, are on an extended business trip, and called on their Western representative, Donald H. Bain & Co., recently.

F. Manley, manufacturer's agent, of Winnipeg, is moving to larger quarters, and from now on will be located at 147 Bannatyne Avenue.

Apple Crop 60 Per Cent. of Last Year in Okanagan Valley

J. H. MacDonald, manager of the British Columbia Manufacturing Co., New Westminster, B. C., has been on a selling trip through the Okanagan Valley. Speaking of the crops in that district to Canadian Grocer, he stated that the apple crop would be about 60 per cent. of last year, but the apples were much larger in size. The peach and apricot crops will be well up to last year, and the tomato crop is thought to be the largest in the history of the Okanagan Valley. The cucumber crop is also large.

Moose Jaw Grocers Ask Council for Early Closing

Moose Jaw.—A petition asking that all stores selling groceries be closed at six o'clock was recently presented to the City Council by Secretary Holden of the Retail Merchants' Association. The petition came from the grocery section of the association backed by practically all the grocery store proprietors in the city.

The aldermen were undecided as to what their power was in this matter under the City Act and therefore referred the matter to the city solicitor for a report. In the meantime it was pointed out to Mr. Holden that three stores selling groceries after six o'clock in the evening had been prosecuted by the police and fined \$3.00 and costs in the police court.

The straight grocery merchants in the city, however, strongly object to any store, whether it is a confectionery, refreshment or fruit store, selling groceries as a side line after six o'clock, when the other stores were forced to close.

CO-OPERATIVE SOCIETY PAYS 6 PER CENT. DIVIDEND

Winnipeg.—The Kildonan Co-Operative Society will pay a six per cent. dividend to shareholders beginning at the first quarter of the second year, according to a statement made by J. F. Ringrose, manager, at the third quarterly meeting. A dividend of 1½ per cent. could be declared for the present quarter, but it had been considered advisable to hold this as a reserve, he said.

May Take Vote on Early Closing By-law in City of Winnipeg

The annual meeting of the grocery and meat section of the Retail Merchants' Association was held at the Y. M. C. A., Winnipeg, Aug. 4th, 1920.

J. A. McDowell, vice-chairman of the retail grocers' section, acted as chairman, and A. R. Ivey, the provincial organizer, for Manitoba, acted as secretary, for the meeting.

The secretary outlined the principal working points of the association for the year 1920, commencing with legislation which came before the Manitoba legislature at the last session under the following headings: Deliveries, and Workmen's Compensation Act; Shops Act and half holidays; Municipal and Transient Traders' Act, requiring manufacturers who become their own distributors taking out licenses same as other transient traders or peddlers, placing them on the same basis as fixed or permanent dealers; Industrial Disputes Act, including the principle of collective bargaining; Temperance Act, and flavoring extracts.

The early closing situation was fully explained. The city council, arriving at a deadlock regarding the early closing bylaw, referred the matter back to a committee to outline a suggestion as to the best means and time for the taking of a vote on the proposed legislation.

Retail Merchants at Coast Join in Happy Picnic

The retail merchants of Vancouver and New Westminster, B.C., joined forces in a very enjoyable picnic in Queen's Park, New Westminster recently, and the event was one of the best of its kind yet held. A splendid program of sports provided much entertainment, a feature being the baseball match between the Vancouver and New Westminster merchants. The entire day was given up to pleasure, and everyone entered into the races and games in the most enthusiastic manner. The band of the first B. C. regiment rendered a musical program, and dancing in the evening in the arena was much enjoyed.

The management committee consisted of Joseph T. Crowder, chairman; D. Shantz and J. F. Merrilees. George S. Hougham was general secretary.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets this week for general groceries have a slightly firmer undertone. Sugar has shown declines in both the West and the East but no changes have been effected in Ontario and Quebec. Crops throughout the Dominion are turning out well, the present indications being that crops will be the heaviest since the banner year of 1915. In spite of the fact that business is quiet at the present time, manufacturers and merchants are more cheerful and are looking forward to a healthy, lively business this coming fall and winter seasons.

MONTREAL—Plentiful crops of vegetables and apples feature the market this week with very low prices. Eggs are still scarce and dearer. Butter is firm and lard and shortening are cheaper. Some cereal manufacturers have withdrawn all drop shipments in view of higher freight rates. Canned salmon of the best class will be very scarce this year. Canned asparagus is dearer. Candied peels are also higher. Flour may be cheaper. A shortage of molasses is threatened this winter. Cornflakes are quoted back at the old price. No change is reported in the tea market this week. The prices of higher grade teas are holding firm and the cheaper grades are said to be fairly well cleared from the market. Coffee may be lower later in the season but there is no change at present. The nut market for the fall is very firm with higher prices expected. The wholesalers continue to sacrifice last year's stock in order to clean up before the new crop is in hand. The threatened tie-up between Montreal and the Niagara district in the fruit lines has been adjusted and things are normal for handling the peach crop.

TORONTO—The markets generally are quiet to firm. Several lines of commodities have registered advances this week, including cocoa, washboards, pickles, Rit, baking powder, olive butter, bi-carbonate of soda and sal soda. Sugar refiners have guaranteed prices to wholesalers and manufacturers

against a decline until the first of October. This indicates that no change can be expected in refined sugar for a month at least. One brand of cornflakes has advanced and another has declined. Cereals are ruling fairly steady although rolled oats are being offered below market quotations. Very little movement is noted in canned goods at the present time. Some jobbers report that their allotment of extra sifted peas (which is only a ten per cent. pack) are cleared up at open prices. Grecian currants are firmer with a tendency for higher prices. The opening prices on prunes have been named by the association and while the prices on the larger sizes show an increase over last year, the medium and smaller sizes are lower. Quotations in primary tea markets have shown another advance and teas of any cup quality are becoming more difficult to obtain. Coffee futures are lower but this market will not be affected for a month or two. The nut market is stronger. Shelled walnuts are quoted higher. Fruits and vegetables are plentiful and prices are lower.

Few changes are shown in the produce and provision markets. Fresh and cured meats are steady. Eggs and butter are easier but quotations are unchanged. Shortening and lard have taken another decline this week, bringing the price down three to four cents per pound in the last ten days.

WINNIPEG—Since our last report very little change is to be noted in the general situation. Harvesting is now in full swing in the three prairie provinces, and a fair average crop is assured. Business no doubt will be improving gradually, until such time as crops are financed. The retailers have reduced their stocks, and are purchasing cautiously until the crop is assured, and cash begins to circulate a little more freely. The feature this week is the weakness shown by the raw sugar market at New York and it is expected lower prices on Canadian refined will be in vogue before very long. Salt advanced from 20 to 30c per hundred during the week. There are practically no other price changes.

QUEBEC MARKETS

MONTREAL, Aug. 27.—Montreal markets are actually flooded with vegetables this week and prices are considerably lower. Apples are in good supply. A shortage of molasses is threatened this winter. Canned sockeye salmon will be at a premium. Candied peel will be dearer. The threatened tie up between Montreal and the Niagara district in the fruit lines has been adjusted and things are normal for handling the peach crop. Corn flakes are quoted back at their old prices again. Flour may be cheaper this winter. A few miscellaneous changes occur.

Sugar Prices Seem Firm

MONTREAL.
SUGAR.—There is no change in the price of sugar this week. The market appears to be very firm at the present quotations despite the reports that there are large quantities of sugar stored away for higher prices or at least for a time when the supply will not be as plentiful.

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

Molasses Will Be Higher

MONTREAL.
MOLASSES.—No change is reported in the molasses market although a shortage is predicted since the supply at hand is much below what has been in reserve in other years. The manufacturers are producing sugar from the cane to a greater extent than before since the demand and the profits are greater. The price, although it has fallen, is only artificial, and it is almost certain to be higher. There is no change in the price of corn syrups.

Corn Syrup—	
Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10½
Quarter barrels, about 175 lbs.	0 10½
2 gal., 25-lb. pails, each	3 10
3 gal., 28½-lb. pails, each	4 65
5 gal., 65-lb. pails, each	4 45
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	7 05
5-lb. tins, 1 doz. in case, case	8 05
10-lb. tins, ½ doz. in case, case	7 75
Cane Syrup (Crystal) Diamond—	
case (2-lb. cans)	8 60
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50

Barbaques Molasses—	
Island of Montreal	
Punchons	1 60
Barrels	1 63
Half barrels	1 65
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	6 25
5-lb. tins, 1 doz. in case, case	6 90
10-lb. tins, ½ doz. in case, case	6 65

Corn Flakes Again Normal

MONTREAL.
PACKAGE GOODS.—The quotations on cornflakes have dropped back again to almost normal. It may be taken for granted that the situation as to cartons has improved. Nevertheless the price of cornflakes is back to almost what it has been earlier in the season. There are no other changes in the package goods line.

PACKAGE GOODS	
Breakfast food, case 18	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case \$ 50 \$ 65 \$ 50	4 25
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40

Rolled oats, 20s	6 50
Do., 18s	2 42½
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1½s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.)	
doz.	3 30
Do. (6-lb. pack.), doz.	6 40
Corn Starch (prepared)	0 14
Potato flour	0 15½
Starch (laundry)	0 12½
Flour, Tapioca	0 15
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pkgs.	
case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25
Malt Breakfast Food (36 pkgs.)	12 50

Drop Shipments Discontinued

MONTREAL.
CEREALS.—It is rumored that some cereal manufacturers have withdrawn their drop shipments. That is, in many cases they have been prepaying shipments over a certain amount. This has been withdrawn in expectancy of the higher freight rates, it is said, and these firms wish to be on the safe side when the new rates are in force. This will affect the price of cereals to some extent. The cereal market is quiet at the present time but in view of the big crops which are reported the cereal market may be lower in the near future.

Tea Market Holds

MONTREAL.
TEA.—No change is reported in the tea market this week. The prices of higher grade tea are holding firm and the cheaper grades are said to be fairly well cleared from the market.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Java—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japan and Chinas—		
Early pickings, Japan	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 60
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 90
Finest grades	0 90	1 40
Java—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

New Candied Peels Higher

MONTREAL.
DRIED FRUITS.—The new prices for candied peels are given this week. The quotations are as follows: American candied lemon, 46 to 47 cents a pound; American candied orange, 48 to 49 cents; American candied citron, 75 to 76 cents per pound. These quotations differ for large quantities. The market for currants, raisins and figs is very strong for the fall trade.

Apricots, fancy	0 38
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 19
Peaches (fancy)	0 28
Do., choice, lb.	0 28
Pears, choice	0 30
0 35	
Peels—	
Choice	0 26
Ex. fancy	0 30
Lemon new pack	0 46
New pack—	
Orange	0 48
Citron	0 75
Choice, bulk, 25-lb. boxes, lb.	0 22
Peels (cut mixed), doz.	3 25
Raisins (seeded)—	
Muscatsels, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 24
Do., 4 Crown	0 19½
Turkish Sultana, 5 crown	0 27
Fancy seeded (bulk)	3 25
Do., 16 oz.	0 24
Cal. seedless, cartons, 12 ounces	0 21
Do., 16 ounces	0 26
Do., 16 ounces	0 27
Currants, loose	0 20
Do., Greek (16 oz.)	0 24
Dates, Excelsior (36-10s), pkg.	0 15½
Fard, 12-lb. boxes	3 25
Packages only	0 19
Dromedary (36-10 oz.)	0 19
Packages only, Excelsior	0 20
Loose	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2½s, lb.	0 45
Do., 2½s, lb.	0 48
Do., 2½s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 12
Do., Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 10-lb. box	2 75
Do., mats	3 00
Do., 23-lb. box	1 90
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 23
60-70s	0 22
70-80s	0 20
80-90s	0 19
90-100s	0 17½
100-120s	0 16
0 17	

Coffee and Cocoa Firm

MONTREAL.
COFFEE AND COCOA.—There is no change in the price of either coffee or cocoa this week, coffee may be lower later in the season but there is no change at present. Cocoa is in very fair demand and prices remain unchanged.

Canned Asparagus Higher

MONTREAL.
CANNED GOODS.—Still further prices on the new pack of canned goods are to hand this week. The new pack of American asparagus is quoted at \$6.65 for the 2½ lb. green, and the same price for the white; 1 lb. tins of tips are selling at \$6.35. The Brunswick brand sardines are quoted at 50 cents per case lower, at \$6.75. The reports for the salmon packs are very poor. Clover Leaf are only filling 25 per cent. of the orders on the pound tins and 60 per cent. of the orders on the ½ pound tins. Cohoe salmon is only being packed at 25 per cent. basis of orders placed. Wholesale grocers tell Canadian Grocer

that their orders on hand will more than take up all the shipments of salmon that are billed to them. This means a shortage of sock-eye salmon for the winter.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	6 35
Asparagus, imported (2 1/2)s	6 65
Beans, golden wax	2 00
Beans, Refugee	2 00
Corn (2s)	1 75
Carrots (sliced), 2s	1 45
Carrots (on cob), gallons	7 00
Spinach, 3s	2 85
Squash, 2 1/2-lb., doz.	1 50
Succotash, 2 lb., doz.	1 80
Do., Can. (2s)	1 80
Do., California, 2s	3 15
Do. (wine gals.)	8 00
Sauerkraut, 2 1/2-lb. tins	1 60
Tomatoes, 1s	1 45
Do., 2s	1 50
Do., 2 1/2s	1 82 1/2
Do., 3s	1 90
Do., gallons	6 50
Pumpkins, 2 1/2s (doz.)	1 50
Do., gallons (doz.)	4 00
Peas, standards	1 95
Do., Early June	1 92 1/2
Do., extra fine, 2s	3 00
Do., Sweet Wrinkle	2 00
Do., fancy, 20 oz.	1 57 1/2
Do., 2-lb. tins	2 75
Peas, New Pack—	
Standard, 2-lb.	1 82 1/2
Choice, 2-lb.	1 87 1/2
Early June, choice	2 05
Do., standard	2 00
Fine French, 2-lb.	2 80
Asparagus Tips	4 10

CANNED FRUITS

Apricots, 2 1/2-lb. tins	6 25
Apples, 2 1/2s, doz.	1 40
Do., new pack, doz.	2 20
Do., 3s, doz.	1 80
Do., new pack	6 75
Do., gallons, doz.	5 25
Blueberries, 1/2s, doz.	0 95
Do., 2s	2 40
Do., 1-lb. tins, doz.	1 85
Currants, black, 2s, doz.	4 00
Do., gals., doz.	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75
Do., No. 2 1/2	4 80
Do., No. 2	20 00
Do., white, pitted	4 50
Gooseberries, 2s, heavy syrup, doz.	2 75
Peaches, heavy syrup—	
No. 2	3 65
Do., gal., "Pie," doz.	9 50
Do., gal., table	10 00
Pears, 2s	4 25
Do., 2s (light syrup)	1 90
Do., 2 1/2s	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90
New Pack Strawberries—	
Standard No. 2, per doz.	4 60
Choice grade	4 70
Fancy Preserved	5 50
New Pack Cherries, choice	4 00
Rhubarb, preserved	2 80

Nut Market Strong for Fall

Montreal.
NUTS.—The nut market for the fall is very firm, with higher prices expected. The wholesale firms continue to sacrifice last year's stock in order to clean up before the new crop is in hand. There is no doubt that the prices on the new crop will be considerably higher than quotations are at the present time.

Almonds, Tarragona, per lb.	0 26
Do., shelled	0 60
Do., Jordan	0 75
Brazil nuts (new)	0 28
Chestnuts (Canadian)	0 27
Filberts (Stiffy), per lb.	0 20
Do., Barcelona	0 25
Hickory nuts (large and small), lb.	0 10
Peanuts, No. 4, Jumbo	0 23
Do., extra	0 20
Do., shelled, No. 1 Spanish	0 24
Do., Java No. 1	0 19 1/2
Do., salted, Java, per lb.	0 29
Do., shelled, No. 1 Virginia	0 16 1/2
Do., No. 1 Virginia	0 14
Peanuts (salted)—	
Fancy, wholes, per lb.	0 45
Fancy splits, per lb.	0 40
Peanuts, new Jumbo, per lb.	0 32
Do., large, No. 2, polished	0 27
Do., Orleans, No. 2	0 21
Do., Jumbo	0 40
Peanuts, shelled	1 00

Walnuts	0 29
Do., new Naples	0 28
Do., shelled	0 50
Do., Bordeaux	0 63
Do., Chilean, bags, per lb.	0 33

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

Small Demand for Spices

Montreal.
SPICES.—The spice market continues rather quiet but within a few weeks the market will brighten up. No change in prices is announced, and there is nothing striking about this market.

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

Rice Market Quiet

Montreal.
RICE.—The rice market continues quiet. Sales are not large and no change in price is announced.

Carolina, ex. fancy	19 00
Do. (fancy)	18 00
Rangeon "B"	14 00
Rangeon "CC"	13 75
Broken rice, fine	10 00
Bell Rice, fine	15 00
Bell broken rice	10 00
Tapioca, per lb. (seed)	0 11 1/2
Do. (pearl)	0 11 1/2
Do. (flake)	0 11
Honduras, fancy	0 20
Siam	0 14 1/2

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

Cheval Water Higher

Montreal.
MISCELLANEOUS.—Perrier mineral water, which has been off the market for some time, is again offered by some of the wholesalers. The new quotations are \$27 per case for the quarts and \$29 per case for the pints. There is an advance this week of 25 cents per dozen on Mathieu's Tar and Cod Liver Oil Syrup. Cheval water has advanced from 95 cents to \$1.10 per dozen. Crisco is a little cheaper, selling now at 30 1/2 cents per pound.

An Immense Wheat Crop

Montreal.
FLOUR.—There is nothing definite as yet about the flour market. The wheat exchange opened rather briskly in Winnipeg but quietened down and there was a slump in prices. This may pick up, but the opinion is that prices must be lower. One miller told Canadian Grocer that there has not been a wheat crop in

the West for years to touch this year's crop. The price of wheat will have to be low enough to counterbalance the heavier freight rates before there are lower prices on flour. The new hard wheat flour will be on the market about the third week in September.

Vegetables Are Plentiful

Montreal.
VEGETABLES.—Montreal has not seen for many years such a plentiful supply of vegetables as is offered on the markets at the present time. There seems to be some difficulty in finding a market for the big supply which is being brought in daily. Produce is being sold at a remarkably low price. Potatoes, which are said to be of a better quality than has been seen for 5 years, are sold at \$1.40 and \$1.50 per bag. Corn is selling at 10 cents per dozen. Cucumbers are selling as low as \$1 per basket of 20 dozen. Prices differ from day to day on the market on account of the over supply, and accurate quotations cannot be given. The acreage under cultivation and the production is higher than it has been for some years.

Beets, per doz.	0 40
Beans, wax (20-lb. bags)	1 00
Do., new string (imp.) hamper	1 00
Cucumbers, Montreal, hamper	1 00
Cabbage, Montreal, doz.	0 35
Chicory, doz.	0 50
Carrots, doz.	0 40
Corn, cob, per doz.	0 10
Garlic, lb.	0 50
Horseradish, lb.	0 60
Lettuce (Montreal), head, per doz.	0 75
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Parsley (Canadian)	0 20
Peppers, green, doz.	0 50
Potatoes, Montreal (90-lb. bag.)	1 40
Do., sweet, hamper	3 50
Canadian Radishes, doz.	0 40
Spinach, box	0 75
Turnips, per doz.	0 40
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	1 00
Montreal Tomatoes, per box	0 50
Cauliflower, per doz.	2 00
Spanish Onions, per case	5 75

Big Eastern Apple Crop

Montreal.
FRUIT.—A plentiful supply of apples is on the market this week and prices are very low, differing considerably as to quality and condition. The crop has been very good this year. The one difficulty that the buyers are facing with the crop is the lack of containers for packing and carrying. They are buying up baskets throughout the city to send to the country. Still they have not the proper facilities. The peach crop, it is reported will be heavy this year and the freight difficulties that arose a week ago have been cleared away.

Apples, early, basket	0 80
Do., per barrel	7 00
Bananas (as to grade), bunch	6 00
Cherries, basket	1 25
Grapefruit, Jamaican, 64, 80, 96	5 00
Do., Florida, 54, 64, 80, 96	6 00
Lemons, Messina	4 25
Oranges, Cal., Valencia	9 50
Do., 100s and 150s	8 50
Do., 170s and 200s	9 50
Cal. Navela—	
80s, 100s	7 50
120s	7 00
150s	7 50
170s, 200s	8 50
Florida, case	6 00
Pineapples, crate	8 50
Watermelons, each	1 00
Peaches, box	3 00
Plums, crate	4 50
Cantaloupes, crate (45)	9 00
Blueberries, box (Lake St. John)	4 50

ONTARIO MARKETS

TORONTO, Aug. 27.—Several lines of commodities have advanced this week including cocoa, washboards, pickles, Rit, baking powder, olive butter, bi-carborate of soda and sal soda. There is no change in the sugar situation. The Canada Starch Co. have guaranteed prices on syrups and starches for 60 days. One corn flake manufacturer has reduced prices and another has advanced. Cereals generally are easier. Currants are firmer. Opening prices on prunes have been named by the association. The nut market is strong with an advance on shelled walnuts. Vegetables and fruits are lower.

Refined Sugar Quiet

Toronto.
SUGAR.—There is very little movement in sugar from refiners to wholesalers at the present time. A great number of resales are being made and mostly below present market quotations. Refiners are guaranteeing prices against a decline until the first of October, which practically means that quotations cannot be expected to be changed for the next month.

St. Lawrence, extra granulated, cwt.... 24 21
 Atlantic, extra granulated 24 21
 Acadia Sugar Refinery, extra granulated 24 21
 Dom. Sugar Refinery, extra granulated... 24 21
 Canada Sugar Refinery, granulated..... 24 21
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.
 Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.
 Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrup Prices Guaranteed

Toronto.
SYRUPS.—Canada Starch Co. have guaranteed prices on corn syrups against a decline for 60 days from date of shipment on all orders shipped during August. This indicates that lower prices cannot be expected on corn syrups for at least two months. Lyle's syrup, No. 2 tins, have advanced to \$5.25 per dozen.

MOLASSES.—The molasses market is fairly quiet. Supplies are limited and prices are fairly maintained.

Corn Syrups—

Barrels about 700 lbs., yellow	0 10
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	7 05
Cases, 5-lb. tins, white, 1 doz. in case	8 05
Cases, 10-lb. tins, white, 1/2 doz. in case	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	7 45
Cases, 10-lb. tins, yellow, 1/2 doz. in case	7 15

Cane Syrups—

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

Molasses—

Fancy, Barbadoes, barrels, gal.	1 55
Choice Barbadoes, barrels	
New Orleans, bbls., gal.	0 55
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 2-lb. table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 50

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

Corn Flake Prices Named

Toronto.
PACKAGE GOODS.—The price on corn flakes has again been changed. Kellogg's (London) are now \$4.40 per case; Kellogg's Waxtite are quoted at \$4.50 per case. There can be no change expected in starches as manufacturers have guaranteed prices for 60 days. Other cereals and package goods are unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case	6 50
Do., 20s, square, case	6 50
Do., 36s, case	4 85
Do., 18s, case	2 42 1/2
Corn Flakes, 36s, case	4 00 4 80
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 80
Cooker Package Peas, 36s, case	4 35
Cornstarch, No. 1, lb. cartons	0 13 1/2
Do., No. 2, lb. cartons	0 12
Laundry Starch	0 11 1/4
Do., in 1-lb. cartons	0 12 1/4
Do., in 6-lb. tin canisters	0 16
Do., in 6-lb. wood boxes	0 15 1/4
Celluloid Starch, case	5 30
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	4 25
Farina, 24s	3 50
Barley, 24s	3 50
Wheat flakes, 24s	6 50
Wheat kernels, 24s	5 40
Self-rising pancake flour, 24s.	4 10
Buckwheat flour, 24s	4 10
Two-minute Oat Food, 24s.	3 75
Puffed Wheat, case	4 60
Puffed Rice, case	5 70
Health Bran, case	2 60
F.S. Hominy, gran., case	4 25
Do., pearl, case	4 25
Scotch Pearl Barley, case	3 50
Self-rising Pancake Flour, 30 to case	3 60
Do., Buckwheat Flour, 30 to case	3 60
Self-rising Pancake Flour, 36 to case	7 15
Do., Buckwheat Flour, 18 to case	4 10

Cereals in Easy Market

Toronto.
CEREALS.—There is practically no change in the cereal market. Rolled oats are quoted at \$6.00 per bag, although it can be bought in some quarters at \$5.90. Corn meal is in an easy market and prices are expected to be lower.

Barley, pearl, 98s	9 90
Barley, pot, 98s	7 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 00
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	7 35
Oat Flour	

Corn Flour, 98s	6 75
Rye Flour, 98s	6 25
Rolled Oats, 90s	6 00
Rolled Wheat, 100-lb. bbl.	3 80
Cracked wheat, bag	6 75
Breakfast food, No. 1	9 00
Do., No. 2	9 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08 1/4
Blue peas, lb.	0 10
Marrowfat green peas	0 11 1/4
Graham Flour, 98s	7 65
Farina, 98s	6 20

Sifted Peas Cleaned Up

Toronto.
CANNED GOODS.—Very little movement is noted in canned goods at the present time. Some jobbers report that their allotment of extra sifted peas has been cleaned up, but as the pack was only a ten per cent. one the number of cases allotted to each jobber is very small. Lobsters, Mephisto brand, 1/4's is quoted at \$3.75 per dozen and 1/2's at \$6.50; Eastern brand, 1/4's \$3.40; O'Leary's 1/4's \$3.25 and 1/2's \$5.90; Eagle 1/2's \$6.00 per dozen.

Salmon—	
Sockeye, 1s, doz.	4 95 5 25
Sockeye, 1/2s, doz.	2 95
Alaska reds, 1s, doz.	4 25 4 50
Do., 1/2s	2 50
Lobsters, 1/2-lb., doz.	5 90 6 50
Do., 1/4-lb. tins	3 25 3 75
Whale Steak, 1s, flat, doz.	1 75 1 90
Phehards, 1-lb. talls, doz.	1 75 2 10
Canned Vegetables—	
Tomatoes, 2 1/2s, doz.	1 95 2 00
Peas, Standard, doz.	1 90
Do., Early June, doz.	
Do., Sweet Wrinkle, doz.	
Beets, 2s, doz.	1 45
Do., extra sifted, doz.	2 77 1/2
Beans, golden wax, doz.	2 00 2 82 1/2
Asparagus tips, doz.	4 25 4 75
Asparagus butts, 2 1/2s, doz.	2 50
Canadian corn	1 75 2 00
Pumpkins, 2 1/2s, doz.	1 85
Spinach, 2s, doz.	1 95
Pineapples, sliced, 2s, doz.	4 90 5 25
Do., shredded, 2s, doz.	4 75 5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2 2 10
Do., preserved, 2 1/2s, doz.	2 65 4 52 1/2
Do., standard, 10s, doz.	5 90
Apples, gal., doz.	6 25
Peaches, 2s, doz.	4 15
Pears, 2s, doz.	3 00 4 25
Plums, Lombard, 2s, doz.	3 10 3 25
Do., Green Gage	3 25 3 40
Cherries, pitted, H.S.	4 25
Blueberries, 2s	2 25 2 40
Strawberries, 2s, H. S.	5 25
Blueberries, 2s	2 35 2 45
Jams—	
Apricots, 4s, each	1 43
Black Currants, 16 oz., doz.	5 65
Do., 4s, each	1 50
Gooseberry, 4s, each	1 43
Do., 16 oz., doz.	5 35
Peach, 4s, each	1 25
Do., 16 oz., doz.	4 80
Red Currants, 16 oz., doz.	5 50
Raspberries, 16 oz., doz.	5 65
Do., 4s, each	1 50
Strawberries, 16 oz., doz.	5 65
Do., 4s, each	1 50

Baking Powder Higher

Toronto.
BAKING POWDER.—Eggo Baking Powder has advanced. The following are the correct quotations: 4 ounce tins, \$1.50 per dozen; 9 oz. tins, \$2.80; 12 oz. tins, \$3.60; 16 oz. tins, \$4.40; 2 1/2 pound tins, \$9.60; 5 pound tins, \$18.00 per dozen.

Currants Are Firmer

Toronto.
DRIED FRUIT.—The market for Grecian currants is considerably firm and the tendency is that quotations will be higher. There is no change in the raisin situation, spot stocks are getting fairly well cleaned up. The opening

prices on prunes have been named by the association and while the prices on larger sizes show an increase over last year, the medium and smaller sizes are lower.

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

Spice Market Easy

Toronto.
SPICES.—This market continues in an easy tone. While no price changes on spot stocks have yet developed it is anticipated that lower prices will prevail, especially on peppers. Pickling spices are moving freely, both manufacturers and retailers report business brisk on these lines.

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

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

Tea Market Ruling Firm

Toronto.
TEAS.—The tea market continues to rule firm. Quotations in primary markets on all grades have shown another slight advance. Teas of quality are difficult to obtain, although there are plenty of the lower grades offered.

Ceylons and Indians—		
Pekoe Souchongs	0 40	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 50	
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Coffee Market Lower

Toronto.
COFFEE.—The primary market for coffee is considerably easier, with lower prices on future deliveries. These declines will not affect this market for at least a month or two. Quotations on spot stocks are unchanged.

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

Pickles Are Higher

Toronto.
PICKLES.—Dyson's Red Cross pickles have advanced to the following prices: High grade white onions, \$4.45 per dozen; high grade sour, \$3.70 per dozen; sour mixed No. 2½ tins, \$4.15; chow, No. 2½ tins, \$4.40; sour mixed, No. 10 tins, \$1.15 per tin; sweet mustard, No. 10 tins, \$1.40 per tin; chow chow, No. 10 tins, \$1.25 per tin.

Rice Market Quiet

Toronto.
RICE.—The rice market is ruling steady under a light demand. Quotations are unchanged. Tapioca is quoted at 11 to 12 cents per pound, but in some quarters it can be bought at 10 cents a pound.

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

Nut Market Strong

Toronto.
NUTS.—With the exception of peanuts the nut market is fairly strong. Shelled walnuts are higher now, quoted at 63 to 65 cents per pound. Almonds are also stiffening up, quotations have not yet been effected. Peanuts are easy under the declines noted last week.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	0 08	
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	0 34	
Do., Marbot	0 30	
Filberts, lb.	0 25	
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	10 00	
Cocoanut, unsweetened, lb.	0 38	
Do., sweetened, lb.	0 42	
Do., shred	0 30	
Peanuts, Spanish, lb.	0 26½	
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	0 32	
Shelled—		

Almonds, lb.	0 60	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 63	0 65
Do., Manahurian	0 60	
Peanuts, Spanish, lb.	0 22	
Do., Chinese, 30-32 to oz.	0 17	
Brazil nuts, lb.	1 00	
Pecans, lb.	1 15	

Fruits Are Lower

Toronto.
FRUIT.—Local fruits are arriving in abundance and prices are generally lower. Plums are selling at 50 to 75 cents per 11 qt. basket. Some of the better varieties of peaches are coming in and selling at 75 cents to \$1.00 per 11 qt. basket and 50 to 75 cents for 6 qt. basket. Huckleberries and other small fruits are about over.

Oranges, Valencia—		
126s	7 75	
150s	8 50	
176s, 200s, 216s, 250s	9 00	
Bananas, Port Limons	0 10	
Lemons, Cal., 240s	5 50	
Do., Messinas, 300s	5 50	
Grapefruit, California, 80s, 96s.	4 25	4 50
Watermelons, 26-lb. aver., each.	1 00	
Cantaloupes, Cal., case, 45s.	6 50	
Georgia Peaches, 6-bskt. crates.	5 75	
Plums, Cal., box	3 50	
Blueberries, bskt.	3 00	3 50
Lawton Berries	0 30	
Black Currants, 11s	3 50	
Do., 6s	1 75	
Pears, Cal., Bartlett's, box	6 50	
Grapes—		
California Malaga, box	5 50	
Apples, Duchess, box	2 00	
Do., baskets, 11-qt.	0 40	0 50
Plums, 6-qt. basket	0 30	0 40
Do., 11-qt. basket	0 50	0 75
Peaches, 6-qt. basket	0 50	0 75
Do., 11-qt. basket	0 75	1 00

Tomatoes Are 35 Cents

Toronto.
VEGETABLES.—Potatoes are lower this week and all other vegetables are plentiful. Onions are arriving from Leamington in 100 pound sacks at \$4.00 per sack. Corn is in demand at 20 to 25 cents per dozen. Tomatoes are almost a drug on the market at 35 cents per 11 qt. basket.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 50	0 75
Green Onions, doz. bunches	0 30	0 40
Parsley, domestic, per 11-qt. bask.	1 00	
Cucumbers, per 11-qt. basket	0 40	0 50
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches	0 40	
Wax Beans, home grown, bskt.	0 40	0 50
Onions, 100-lb. sack	4 00	
Tomatoes, Ontario, 11-qt. bskt.	0 35	
Green Peppers, hot, 11-qt. bskt.	0 40	
Do., sweet, 11-qt. basket.	0 65	
Vegetable Marrow, doz.	0 40	
Celery	1 00	
Egg plant, 11-qt. bskt.	1 50	
Potatoes, per bag	2 00	2 25
Corn, per doz.	0 20	0 25

Wash Boards Higher

Toronto.
MISCELLANEOUS.—Eddy's Royal Household Globe washboards have advanced to \$6.50 per dozen. Lipton's cocoa has advanced to 51 cents per pound for ½'s and 53 cents for 1-5's. Rit has advanced to \$1.20 per dozen. Olive butter has advanced, small size to \$2.35 per dozen and large size to \$3.70 per dozen. Sal soda is up to \$2.40 per 100 pound bag. Crisco is now sold by the pound, ones and three are 30½c. per pound and sixes and nines 30 cents per pound. Bicarbonate of soda has advanced 10 cents per hundred.

WINNIPEG MARKETS

WINNIPEG, Aug. 27—There are few changes in the markets this week. Sugar is weak and it is expected that lower prices will prevail in the very near future. Syrups and molasses are quiet. Shipments of new pack sockeye salmon have arrived and are being rapidly bought up. Rolled oats are quoted lower. Sago and tapioca are firmer. The nut market is a little stronger. Salt has advanced 20 to 30 cents per hundred pounds.

Sugar Market Weak

Winnipeg.
SUGAR.—The New York raw sugar market continues to show weakness and present indications indicate that within the next few days refined may be much lower. The latest quotations are as follows:

Redpath, granulated, 100-lb. bag	23 35
St. Lawrence, gran., 100-lb. bag	23 35
Atlantic, granulated, 100-lb. bag	23 35
Dominion, granulated, 100-lb. bag	23 35
Acadia, granulated, 100-lb. bag	23 35
Yellow Sugar, No. 2, 100-lb. bag	22 85
Powdered Sugar, 50-lb. boxes, per cwt.	23 90
Iceing Sugar, 50-lb. boxes, per cwt.	24 00
Lump Sugar, soft, 100-lb. boxes	24 10
Do., hard, 100-lb. boxes, per box	24 30
Cubes, 100-lb. boxes, per box	23 90

No Change in Corn Syrup

Winnipeg.
SYRUPS.—There has been no change in the corn syrup or molasses market this week. The syrup manufacturers have intimated there will be no decline, at least for the next forty-five days.

CANE SYRUPS—	
2-lb. tins, 2 doz. in case	9 45
5-lb. tins, 1 doz. in case	11 25
10-lb. tins, 1/2 doz. in case	10 75
20-lb. tins, 1/4 doz. in case	10 50
CORN SYRUP—	
Cases, 2 lb. tins, white, 2 doz. in case	7 35
Cases, 5 lb. tins, white, 1 doz. in case	8 40
Cases, 10 lb. tins, white, 1/2 doz. in case	8 05
Cases, 20 lb. tins, white, 1/4 doz. in case	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	7 80
Cases, 10 lb. tins, yellow, 1/2 doz. in case	7 55
Cases, 20 lb. tins, yellow, 1/4 doz. in case	7 55
MAPLE SYRUP—	
Pure, 2 1/2 tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of 1/2 doz.	23 25
TABLE SYRUP—	
Maple flavor, 2 1/2 tins, per case of 3 doz.	13 75
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of 1/2 doz.	11 50
Above subject to a discount of 10 per cent.	
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	6 75
3-lb. tins, 2 doz. case	12 25
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70
MOLASSES, BLACKSTRAP—	
1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
3s, 4 doz. in case	4 40
3 1/2s, 4 doz. in case	4 35

Starch Market Steady

Winnipeg.
STARCH.—There is practically no change in the starch market, but from recent reports the Chicago market has declined. Canadian starch manufacturers have intimated that there will be no decline in prices for at least a month and a half.

Cornstarch, 1-lb. pkgs., per lb.	0 12
Do., No. 1 quality, 1-lb. pkgs.	0 13 1/2
Gloss, 1-lb. pkgs., per lb.	0 14 1/2
Celluloid, 1-lb. pkg., per case	5 65

New Salmon on Market

Winnipeg.
CANNED GOODS, ETC.—The first shipment of the new pack of sockeye salmon arrived this week at the new opening price. This year's price is about \$4 per case higher than the opening price of last year. Sockeye salmon is being rapidly bought up as the first shipment arrived almost on a bare market. Domestic sardines are easier in price and are quoted at \$6.75 per case. Canned pilchards are reported scarce, with every indication of advanced prices in the very near future. The new pack of canned asparagus has arrived and it is expected that the first pack of B.C. tomatoes will be available for shipment by Sept. 1.

CANNED FISH	
Shrimps, 1s, 4 doz. case, doz.	2 70
Finnan Haddie, 1s, 4 doz. case.	9 35
Do., 1/2s, 8 doz. case, case	10 50
Herring (Can.), 1s, 4 doz. case, cs	7 25
Do., imported, 1/2s, 100 doz. case	30 00
Lobsters, 1/2s, 8 doz. case, doz.	3 35
Do., 1/2s, 4 doz. case, doz.	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	8 60
Do., 2s, 8 oz., 2 doz. case, case	7 60
Pilchards, 1s, tall, 4 doz. case, case	7 50
Do., 1/2s, flat, 8 doz. case, case	10 00
Salmon— per case	
Sockeye, 1s, tall, 4 doz. case	21 75
Do., 1/2s, flat, 8 doz. in case	23 50
Red Spring, 1s, tall, 4 doz. case	15 75
Do., 1/2s, flat, 8 doz. case	17 75
Coho, 1s, tall, 4 doz. case	14 50
Do., 1/2s, flat, 8 doz. case	16 50
Pink, 1s, tall, 4 doz. case	10 40
Do., 1/2s, flat, 8 doz. case	12 25
Humpback, 1s, tall, 4 doz. case	8 60

CANNED FRUIT (Canadian)	
Per case	
Apples, 6 tins in case, per case	3 40
Blueberries, 2s, 2 doz. case	3 35
Cherries, 1s, 4 doz. case	11 00
Gooseberries, 2s, 2 doz. case	9 50
Lawtonberries, 2s, 2 doz. case	9 50
Peaches, 2s, 2 doz. case	8 50
Pears, 2s, 2 doz. case	6 50
Plums, Green Gage, 2s, 2 doz. case	6 15
Light Syrup—	
Plums, Lombard, 2s, 2 doz. case	5 75
Raspberries, 2s, 2 doz. case	9 50
Strawberries, 2s, 2 doz. case	10 50

CANNED FRUITS (American)	
Apricots, 1s, 4 doz. case	13 00
Peaches, 2 1/2s, 2 doz. case	13 20
Peaches, sliced, 1s, 4 doz. case	14 00
Do., halved, 1s, 4 doz. case	12 85
Do., 2s, 2 doz. case	3 50
Pears, 1s, 4 doz. case	16 00
Pineapple, sliced, 2s, 2 doz. case

CANNED VEGETABLES	
Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75
Beans, Golden Wax, 2s, 2 doz. case	4 75
Beans, Refugee, 2s, 2 doz. case	4 50
Corn, 2s, 2 doz. case	4 20
Peas, Standard, 2s, 2 doz. case	4 10
Peas, Early June, 2s, 2 doz. case	4 70
Sweet Potatoes, 2 1/2s, 2 doz. case	6 40
Pumpkin, 2 1/2s, 2 doz. case	3 00
Sauer Kraut, 2 1/2s, 2 doz. case	4 25
Spaghetti, 2 1/2s, 2 doz. case	6 40
Tomatoes, 2 1/2s, 2 doz. case	4 20
Spinach, 2 1/2s, 2 doz. case	5 70

HAMILTON RETAIL GROCERS ORGANIZE

Continued from page 65

been handicapped with our buying organization; that handicap will be overcome. The present conditions of trade require us to unite in this way if we hope to maintain our place in the march of progress."

"Does this latest step spring out of the new retail grocers' movement which got under way in the beginning of the year?" Mr. Bailey was asked.

"A number of us had this enterprise in mind for quite a time, but it is independent of the organization movement," Mr. Bailey replied.

Mr. Bailey replied in the negative to a query as to whether the wholesale grocers had been consulted before the step was taken.

In order to assure the success of the venture, partnership in the company was excluded to grocers who had made their own success in business against present competition, Mr. Bailey stated. By law the membership was limited to fifty. Asked whether a grocer's qualifications depended upon his financial status, Mr. Bailey replied, "partially."

"Will the new company be in a position to assist the small grocers whose financial status does not permit of their joining the company?"

"That is a question I cannot answer," Mr. Bailey said.

The company has secured warehouse accommodation on MacNab street south, and will be ready to begin operations about September 1.

THREE DAYS' GRACE ON SIGHT DRAFTS

Kingston, Ont., Aug. 22.

Canadian Grocer.

Dear Sir:—I am interested very much in reading the advice and instruction of Henry Johnson, Jr., to the "Novice Grocer" from time to time. Will you kindly answer the following questions through your column in the Canadian Grocer. If a draft is drawn at sight, does it legally mean 3 days' grace for payment after acceptance, or is it good form to insert (with 3 days of grace) on the draft

In making a sight draft, is it necessary to date it—and is it necessary to sign it by hand or will it do to use a stamp; is the latter way legal?

Sincerely yours,

KINGSTON GROCER.

A sight draft is allowed three days' grace for payment after date of acceptance. A sight draft should always be dated and the usual way is to sign it, although some firms use a rubber stamp, which is quite legal.

W. H. Wilbur, Delhi, has sold to Theo. F. House.

John Trinder, Simcoe, has sold his business.

Rolled Oats Decline

Winnipeg.

CEREALS.—Both pot and pearl barley are very scarce and almost unprocurable. The oat market is very weak, which no doubt is causing the decline on several lines of bulk cereals.

PACKAGE CEREALS

Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts.	4 85	
Do., 18s, case	2 40	
Corn Flakes, 36s, case	4 00	4 80
Cornmeal, 2 doz. case, per case.	4 00	
Puffed Wheat, 3 doz. case, case.	4 60	
Puffed Rice, 3 doz. case, case.	5 70	
Cream of Wheat, 3 doz. case, case	9 00	
Grape Nuts, 2 doz. case, per case	8 82	
Package Peas, 3 doz. case, case.	3 75	

BULK CEREALS

Rolled Oats, 80s, per bag	5 07	
Do., 40s, per bag	2 64	
Do., 20s, per bag	1 86	
Do., 10-8s, per bale	6 05	
Do., 15-6s, per bale	6 90	
Oatmeal, 98s, gran. or stand, bag	6 35	
Wheat Granules, 98s, per bag.	8 60	
Do., 16-6s, per bale.	9 50	
Peas, whole, green, 100-lb. bag, bush.	6 00	
Do., split, yellow, 98s, per bag	9 00	
Do., split, yellow, 49s, per bag	4 60	
Beans, fancy, hand picked, 100-lb. bag, bushel	5 30	
Do., Lima, 100-lb. bag, per lb.	0 15 1/2	
Barley Pot 98s, per bag	6 60	
Do., pearl, 98s, per bag	8 60	
Cornmeal, 98s, per bag	5 60	
Do., 24s, per bag	1 45	
Do., 10-10s, per bale	6 75	
Buckwheat grits, whole, 92-lb. bags, per bag	11 00	

Tea Market Quiet

Winnipeg.

TEAS.—There is very little activity in the tea market. Fine teas still maintain a high price, while common teas remain unchanged.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60

JAVAS—

Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Spice Market Dull

Winnipeg.

SPICES.—The spice market is very dull, with practically no changes since our last issue. The olive crop is estimated to be lighter than last year's and there will be very little change in same until the new crop arrives, which is expected in January or February.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	0 23	
Cassia, Batavia, per lb.	0 35	
Do., China, per lb.	0 25	
Chillies, per lb.	0 55	
Do., No. 1, per lb.	0 53	
Cinnamon, Ceylon, per lb.	0 85	
Do., No. 10, carton, doz.	1 00	
Cloves, Penang, per lb.	0 95	
Do., Amboyna, per lb.	0 90	
Do., Zanzibar, per lb.	0 85	
Ginger, washed, Jamaica, No. 1	0 55	
Do., Jamaica No. 2	0 40	
Do., Japan or Africa, lb.	0 30	
Mace, extra bright Penang, lb.	0 80	
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70	
Do., large brown, 85 to lb., lb.	0 65	
Do., med. brown, 110 to lb., lb.	0 55	
Do., carton of six, per doz.	0 80	
Pepper, black, Singapore ex., lb.	0 35	
Do., white, do., per lb.	0 50	
Pickling, 1/4-lb. pkg., per doz.	1 00	
Do., bulk, No. 1, per lb.	0 28	
Do., No. 2, per lb.	0 25	

GROUND SPICE

Allspice, bulk, per lb.	0 25	
Do., 2 oz. cartons	0 80	
Do., 4 oz. cartons	1 20	
Cassia, No. 1, bulk, per lb.	0 35	
Do., No. 2, bulk, per lb.	0 30	
Do., No. 1, 2 oz. cartons	1 00	
Do., No. 1, 4 oz. cartons	1 50	

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

Coffee Market Quiet

Winnipeg.

COFFEE.—The coffee market is reported very dull with Rio coffee ruling at a very low figure. High grade coffees remain firm.

COFFEE—

Rio, lb.	0 38 1/2	0 35 1/2
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49

COCOA—

In 1-lbs., per doz.	6 25	
In 1/2-lbs., per doz.	3 25	
In 1/4-lbs., per doz.	1 70	
In small size, per doz.	1 25	

Dried Fruits Unchanged

Winnipeg.

DRIED FRUITS.—There is no change in the market for dried fruits. Spot stocks are firm at unchanged quotations.

DRIED FRUIT

Evaporated Apples, per lb.	0 20	
Currants, 90-lb., per lb.	0 21	
Do., 8 oz. pkgs., 6 doz. case, lb.	0 17	
Dates, Hallowee, bulk, lb.	0 23	
Do., Tunis, bulk, lb.	0 26	
Do., Package, 3 doz. case, lb.	0 17	
Figs, Spanish, per lb.	0 16 1/2	
Do., Smyrna, per lb.	0 25	
Do., black, cartons, per carton	0 80	
Loganberries, 4 doz. case, pkt.	0 35	
Peaches, standard, per lb.	0 29	
Do., choice, per lb.	0 27 1/2	0 28 1/2
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1 56	
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	0 30	
Do., Cal., cartons, per carton.	1 75	
Prunes—		
30-40s, 25s, per lb.	0 32	
40-50s, 25s, per lb.	0 27	
50-60s, 25s, per lb.	0 21	
60-70s, 25s, per lb.	0 18 1/2	
70-80s, 25s, per lb.	0 17	
80-90s, 25s, per lb.	0 17	
90-100s, 25s, per lb.	0 16 1/2	
In 5-lb. cartons, per carton	1 30	
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	0 24	
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 23	
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 21	
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19	
Cal., bulk, seeded, 25-lb. boxes	0 25 1/2	
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 21	
Do., bulk., seedless, 25-lb. boxes, per lb.	0 28	

Sago and Tapioca Firmer

Winnipeg.

RICES.—The primary market on sago and tapioca is higher, but owing to recent arrivals the jobbers have been able to name lower prices. Rice has been slightly weaker, due to quantities being forced on the market by second hands.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 15 1/2	
Do., 50-lb. sacks, lb.	0 15 1/2	
Siam, Elephant, 100-lb. bags.	0 13	
Do., 50-lb. bags, lb.	0 13 1/2	
Sago, sack lots, 130 to 150 lbs, per lb.	0 11 1/2	
Do., in less quantities, lb.	0 11 1/2	
Tapioca, pearl, per lb.	0 10	

COFFEE.—The coffee market is re-

COFFEES—

Santos, roasted, best grade	0 44	
Bourbon, roasted, best grade	0 45	
Jamaica, roasted, best grade	0 52	
Mexican, roasted, best grade	0 54	
Maracaibo, roasted, best grade	0 52	
Bogotas, roasted, best grade	0 56	
Rio, roasted, best grade	0 28	0 29

Nut Market Looks Strong

Winnipeg.

NUTS.—There has been no change on either the walnut or almond market since last report. The exchange situation in Europe is very unsatisfactory. Spot stocks of these lines are certainly good holdings.

NUTS, Shelled—

Almonds, per lb.	0 68	0 65
Spanish Peanuts, No. 1, per lb.	0 24 1/2	
Pecans, per lb.	1 15	
Walnuts, per lb.	0 64	0 65

Nuts in shell—

Peanuts, roasted, Jumbo, per lb.	0 25	
Almonds, per lb.	0 35	
Filberts, per lb.	0 30	
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	0 32	

Ontario Plums Arriving

Winnipeg.

FRUITS.—Shipments of Ontario plums are arriving and are selling at reasonable price. Blueberries and blackberries are in good demand with only limited supplies. Washington plums and pears are arriving, as well as apples. Ontario peaches are expected this week.

FRUITS—

Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	0 13	0 14
Peaches, Cal., case	2 75	
Plums, per case	4 50	5 00
Cantaloupe, Stand., 45s, per case	7 50	
Do., flats, 12s to 15s, per case	3 50	
Cocoanuts, per doz.	1 75	
Dates, 36 pkgs. to case	7 25	
Figs, per case	4 00	
Do., 10-lb. boxes	3 50	
Oranges—		
200s and smaller	10 00	
176s	9 50	
150s	8 50	
126s	7 50	
New Apples, per box	4 25	
Pears, Cal., per case	7 50	
Raspberries, per case	7 50	

Vegetables Moving Freely

Winnipeg.

VEGETABLES.—Potatoes declined in price this week and are being offered at \$2 per bushel. Local corn is selling well, while there is a noted scarcity of local cucumbers on the market. Large shipments of Ontario tomatoes are arriving and are quoted at \$1.50 per basket.

VEGETABLES

Carrots, new, per lb.	0 04	
Beets, new, per lb.	0 03	
Turnips, new, per lb.	0 03	
Leaf Lettuce, per doz.	0 30	
Radish, per doz.	0 65	
Green Onions, per doz.	0 30	
Cucumbers (hothouse), per doz.	2 25	
Cabbage (new), per lb.	0 04	
New Potatoes, per bushel	2 00	
Onions (Cal. Bermuda sack), per sack	5 00	
Peas, per lb.	0 10	
Cauliflower, per doz.	1 50	
Celery (B.C.), per doz.	0 11	0 12
Rhubarb, per lb.	0 03 1/2	
Tomatoes, per basket	1 50	
Head Lettuce, per doz.	0 75	

Salt Has Advanced

Winnipeg.

SALT.—Salt has advanced during the week. This advance amounts to 20 to 30 cents per hundred pounds.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Aug. 26.—Business in wholesale circles this week is reported as quiet, the only change in quotations coming from the dairy and poultry lines. Eggs have advanced to 68 cents per dozen, a two cent advance on last week's listing. Lard compound has declined three cents per pound, bringing the price down to 24 cents. Creamery butter has advanced to 66 and 67 cents the pound. Evaporated apples are still selling at 21 cents per pound, but the future price will be away above that on account of the thinness of this year's apple crop. Wholesalers are selling No. 1 yellow sugar at \$20.60 per 100 lb. bag, which is \$3.00 below refiners' price. They are doing this so as to clear it out, as prices, it has been predicted, will be higher.

Flour, No. 1 patents, bbl., Man...	16 50
Cornmeal, bags	6 25
Rolled oats, per bag	5 50
Rice, Siam, per 100 lbs.	15 75
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 65
Sugar, standard, granulated	24 10
Do., No. 1, yellow	23 60
Cheese, Ont., twins	0 29
Eggs, fresh, doz.	0 68
Lard, compound	0 24
Lard, pure, lb.	0 29
American clear pork, per bbl.	48 00
Tomatoes, 2 1/2s, standard, doz.	2 28
Breakfast bacon	0 48
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 35
Butter, creamery, per lb.	0 66
Do., dairy, per lb.	0 50
Do., tubs	0 52
Raspberries, 2s, Ont., doz.	4 90
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 10
Apples, gal., N.S., doz.	5 25
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	
Do., Pinks	11 00
Do., Cohoes	16 00
Do., Chums	8 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 29
Potatoes, Natives, per 90-lb. bag	3 25
Beans, white	5 50
Do., Yellow Eye	8 00
Lemons, Cal., case	6 50
Grapefruit, Cal., case	5 00
Bananas, per lb.	0 10
Oats, per bush.	1 63 1/2
Watermelons, each	1 75
Apples, American, box	5 00
Carrots, per doz. bunches	1 00
Turnips, per doz. bunches	1 00
Beets, per doz. bunches	1 09
Cabbage, native, lb.	0 07
Cal. Peaches, crate	3 25
Cal. Plums, crate	4 50
Cal. Pears, crate	7 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N. B., Aug. 26.—Business is keeping up well and collections are reported very good. The market is rather quiet and not many changes are reported. Ordinary cornmeal has declined now, selling at \$4.75. Rolled oats are down to \$12.25. Case eggs have declined three cents per dozen, bringing the price down to 60 and 62 cents. Salmon red is quoted at \$22.50 per case. Oranges are \$9.00 to \$11.00 per case. Pears \$8.00. Peaches \$2.50 to \$2.75. Potatoes are in good supply and prices easier.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	4 75
Rolled oats	12 25
Rice, Siam, per 100 lbs.	14 25
Tapioca, 100 lbs.	16 00
Molasses	1 70
Sugar—	
Standard, granulated	24 10
No. 1 yellow	23 60
Cheese, N.B.	0 28 1/2
Eggs, fresh, doz.	0 68
Do., creamery	0 60
Lard, pure, lb.	0 28 1/2
Do., compound	0 24 1/2
American, clear pork	48 00
Tomatoes, 2 1/2s, standard, case	4 35
Beef, corned, 1s	4 00
Breakfast bacon	0 43
Butter, creamery, per lb.	0 60
Do., dairy, per lb.	0 55
Do., tub	0 50
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 95
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	
Salmon, Red Spring, flats, cases	22 50
Do., Pinks	
Do., Cohoes	15 00
Do., Chums	7 50
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27 1/2
Potatoes, Natives, per bushel	1 75
Lemons, Cal., case	7 00
Grapefruit, Cal., case	8 00
Bananas, per lb.	0 10
Oranges, case	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Aug. 26.—Granulated sugar declined 50 cents per 100 pound. Yellow sugar dropped \$1.00 per hundred. Cornflakes, sal soda, some brands of baking powder are higher. One line of tomato catsup advanced 30 cents per case. Siam rice is quoted at \$12.60 to \$15.00 per hundred, this latter price is for extra fine quality. New laid eggs, \$17.50 to \$18.00 per case. New pack

strawberries, \$9.75 to \$10.40 per case. Raspberries, \$10.60 to \$11.70; these prices compare very favorably with last year's. Excelsior dates are quoted at \$4.60 per case. Local potatoes are \$50.00 per ton.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00
Rolle doats, 80s	5 30
Rice, Siam	12 60
Japan, No. 1	14 50
Tapioca, lb.	0 09
Sago, lb.	0 09
Sugar, pure cane, granulated, cwt.	22 47
Cheese No. 1, Ont., large	0 32 1/2
Alberta cheese, twins	0 29
Do., large	0 31
Butter, creamery, lb.	0 60
Do., dairy, lb.	0 40
Lard, pure, 3s	17 10
Eggs, new laid, local, case	17 50
Do., storage, case	17 00
Tomatoes, 2 1/2s, standard, case	4 60
Wax and Green Beans, 2s, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 50
New early June peas, case	4 50
Strawberries, 2s, Ontario, case	9 75
Raspberries, 2s, Ontario, case	10 60
Gooseberries, 2s	11 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 19
Do., 25s, lb.	0 23 1/2
Peaches, evaporated, lb.	0 25
Do., canned, 2s	8 50
Prunes, 90-100s	0 17
Do., 70-80s	0 18 1/2
Potatoes, local, ton	50 00

British Columbia

FROM VANCOUVER, BY WIRE.


Vancouver, B.C., Aug. 26.—Very few changes are noted in general groceries this week. Best eggs are selling at 75 cents per dozen. Choice butter 62 cents per pound. B. C. cheese, singles, 31 cents. Lard 27 1/2 cents per pound. Hams, 50 cents. Bacon 48 cents. Field tomatoes, \$2.00. Onions, \$2.00 per crate. Carrots, \$2.50. Turnips, \$2.00. Beets, \$3.00. Parsnips, \$3.00 per sack. Potatoes, \$40.00 per ton. Yellow transparent apples, \$2.00. Duchess apples, \$3.50. Gravenstein apples, \$4.00. Oranges, \$8.00 per case. Lemons \$6.00 per case. Grapefruit \$6.00. Honey in 60 pound tins, quoted at 28 cents per pound.

FIND SALT IN ALBERTA

Edmonton.—Hon. J. L. Cole, Provincial Secretary and Chairman of Industrial Research Committee, has received a wire from Fort McMurray stating that an engineer who was sent out to make an investigation has found a good sample of salt. Boring has been under way for some time at Fort McMurray. The sample was found in a core that was taken out at a depth of 523 feet.



PRODUCE AND PROVISIONS



Tempting, Appetizing Display Helps Sales of Cooked Meats

Experiences of Three Different Merchants in Selling Cooked Meats During the Summer—One Sells Only One Line—Another Increases Sales by Having Counter Near Refrigerator.

ONE day recently a representative of Canadian Grocer was paying a friendly visit to a Toronto grocer who prided himself on the attractive appearance of his store. This merchant has been established many years, and has built up an enviable business by using aggressive methods, and as he put it, "being always on the job." During the conversation a customer was heard to ask for jellied ox tongue. The clerk replied that they did not keep it. The only kind of cooked meat they sold was cooked ham. She replied that she had been having ham so often lately that she was rather tired of it and would like to get something different for a change. When this incident was taken up with the merchant he replied it was next to impossible to carry jellied meats in the summer months, because they were so hard to keep. This merchant was selling a great number of cooked hams every week and yet did not carry any other meats when apparently he had a demand for them.

Handling Only One Line

This gave Canadian Grocer an inspiration and he set out to investigate what other grocers were doing with the cooked meat business. Some half dozen or more stores were visited in the afternoon and out of the lot only two had a larger variety than "just cooked ham." There was one other and he sold bologna. These two handled ham, jellied tongue, two kinds of bologna and a kind of spiced jellied beef. One grocer had his meat counter in a convenient place near the refrigerator which had a glass front. The meats were nicely displayed and this merchant stated that he sold quite a large quantity. The other store had a refrigerator built in the form of a silent salesman with a small counter nearby, on which was a meat slicer and scales. The silent salesman

had three glass shelves which were arranged with cooked meats and bacon. Between each pile of meat was a little touch of green, lettuce and parsley. This made a very tempting, appetizing display and attracted a great deal of attention as it was situated near the centre of the store. The merchant stated that the cost of that case had already been repaid this summer in extra sales of cooked meats. "Before we installed that case we only handled cooked ham, but now we are able to stock many varieties as the case keeps them in good condition, besides allowing us to make a nice display," he remarked to Canadian Grocer. "It is surprising the number of customers who come in to buy other articles who walk over to the meat case

and say, I'll just take a half pound of that jellied tongue, it looks so nice."

Looking for Labor Savers

The big demand for cooked meats is, of course, in the summer season. People do not like to cook any more than is absolutely necessary and are constantly on the lookout for something that will do away with as much of the labor of preparing meals as possible. The grocer is always the first person that the housekeeper appeals to, to help out with the daily meals. It is a common statement to hear a lady ask the grocer "What have you nice for dinner?" or "It is so hot none of us have any appetite, can't you suggest something?" The stories of the above merchants are all different. The first although conducting a large and fairly high-class business lets slip a profitable line. The next is making the best of the facilities he has without going to any extra expense and is mightily well pleased with the results. The last merchant has grasped the real fundamental points of salesmanship, that is, display. He spends good money in installing a piece of furniture that he is confident will bring results which, he says, has more than repaid the expense entailed.

Heavy Tomato Crops Are Reported

Receipts Are Arriving Freely on the Toronto Market, and Are Being Offered at from 30 to 40 Cents for Large Baskets—Heavier Acreage Than in Previous Years.

THE weather throughout Ontario this season has not been particularly favorable to the tomato crop. The growth has generally been slow owing to the very cool weather. Notwithstanding this, however, tomatoes are arriving quite freely on the Toronto market, at prices ranging from 30 to 40 cents per eleven quart basket. Even at these low figures the market some days has been over supplied, in fact glutted. Some wholesale fruit dealers report difficulty in disposing of their stocks. This probably is caused by the lack of demand on the part of the buying public for preserving purposes. In the Niagara district the acreage is heavier than previous years and although there was some damage

reported from the hail storm on July 23, the plants are heavily loaded, and it is anticipated that there will be record-breaking yields. In the Leamington district there will only be about one-third of last year's crop, owing to drought after planting, then excessive rains, which have caused a blight to appear.

From British Columbia in the Okanagan district comes the report that the weather conditions have been most favorable and a heavy yield is anticipated from the increased acreage. In the Keremeos and Hammond districts the acreage is also greatly increased over last year and bumper crops are expected.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 26—The feature of the produce market this week is the decline in the prices of lard and shortening. Eggs are still short and dearer. Fresh lake fish is in better supply. Prices on meats hold firm. The cheese market is quiet and rather weak. There is no change in butter.

Fresh Meat Prices Unchanged

Montreal.
FRESH MEATS.— There is no change in the price of fresh meats this week. Prices as revised last week continue. These prices are wider in range than they have been with the better cuts higher in price and the cheaper cuts lower in price. This range, as explained before in Canadian Grocer, is to balance up the demand which has been great for the dearer cuts of late, leaving the cheaper lines on the hands of the packers. The demand for fresh meat continues very good and the supply is fair.

FRESH MEATS			
Hogs, live (selects)	0 19½	0 20	
Hogs dressed—			
Abattoir killed, 65-90 lbs.	0 30	0 31	
Fresh Pork—			
Legs of pork (foot on)	0 35		
Loins (trimmed)	0 42		
Bone trimmings	0 33		
Trimmed shoulders	0 28	0 32	
Untrimmed		0 27	
Pork sausage (pure)		0 25	
Farmer Sausage		0 20	
Fresh Beef—			
	(Cows)	(Steers)	
\$0 20	\$0 31	\$0 28	\$0 35
0 10	0 15	0 14	0 19
0 30	0 42	0 36	0 46
0 20	0 30	0 30	0 38
0 12	0 16	0 14	0 20
0 30	0 34	0 32	0 36
Calves (as to grade)		0 15	0 26
Spring lamb, carcass		0 25	0 31
Fresh sheep, carcass		0 18	0 21

Bacon Prices Remain Firm

Montreal.
BACON.— No change is noted in price of bacon this week. The quotations as revised last week hold with a good demand.

BACON—			
Breakfast, best	0 37	0 46	
Smoked Breakfast	0 28	0 44	
Cottage Rolls		0 40	
Picnic Hams		0 30	
Wiltshire	0 36	0 44	
MEDIUM SMOKED HAMS—			
Weight, 8-14, long cut		0 40	
Do., 14-20		0 40	
Do., 20-25		0 36	
Do., 25-35		0 32	
Over 35 lbs.		0 30	

Barrelled Meats Quiet

Montreal.
BARRELLED MEAT.—No change is noted this week in the price of barrelled meats since the decline quoted last week. The demand for barrelled meat in Canada is not great but there is a fair export trade.

BARRELLED MEATS			
Barrel Pork—			
Canadian short cut (bbl.), 30-40 pieces		54	00
Clear fat backs (bbl.), 40-50 pieces		52	00
Heavy mess pork (bbl.)		46	00
Plate Beef		28	00
Mess Beef		25	00
Bean Pork		44	00

Cooked Meats Hold Firm

Montreal.
COOKED MEATS.— The demand for

cooked meats continues large during this hot weather and prices are firm at the advanced prices quoted last week.

Jellied pork tongues	0 49	
Jellied pressed beef, lb.	0 35	
Ham and tongue, lb.	0 42	
Veal	0 30	
Hams, cooked	0 63	0 67
Shoulders, roast		0 50
Shoulders, boiled		0 43
Pork pies (doz.)		0 80
Mince meat, lb.	0 19	0 20
Sausage, pure pork		0 25
Bologna, lb.		0 18
Ox tongue, tins		0 65

Higher Prices for Eggs

Montreal.
EGGS.— The price of eggs is still higher this week. The supply on the market has not improved and the drain on cold storage supplies continues. Strictly new laid eggs are selling at 72 cents per dozen. Fresh eggs 66 cents, and No. 1 at 58 cents. This is a high price for eggs at this time of the year but the supply on the market is very short.

Butter Prices Remain Firm

Montreal.
BUTTER.— There is no change this week in the price of butter. The market remains firm at the prices quoted below. The demand for dairy butter is not large, nor are the offerings on the market large at the present time.

BUTTER—			
Creamery prints, qual., new	0 60		
Do., solids, quality, new	0 59		
Dairy, in tubs, choice	0 51		
Dairy, prints	0 52		

Cheese Market Unchanged

Montreal.
CHEESE.— There is no change in the quotations on cheese. New cheese is not very strong but the price on old cheese is holding firm. It is expected that as the fall season draws near the market will brighten up and the cheese market will be stronger.

New, large, per lb.	0 28	
Twins, per lb.	0 28	
Triplets, per lb.	0 28	
Stilton, per lb.	0 87	
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Margarine Demand Small

Montreal.
MARGARINE.— There is no change in the price of margarine, although the market is not very strong. The demand is poor and consequently prices are not very firm. Quotations differ for different brands.

MARGARINE—			
Prints, according to quality, lb.	0 35	0 40	
Tubs, according to quality, lb.	0 31	0 34	

Lard Prices Drop

Montreal.
LARD.— For some time the lard mar-

ket has been rather weak and on the verge of a change. The change has definitely come this week and the price has dropped to 26½ cents for tierces. The price on other packings has dropped proportionately.

LARD—			
Tierces, 360 lbs.		0 26½	
Tubs, 60 lbs.		0 27	
Pails, 20 lbs.		0 27½	
Bricks		0 29	

Shortening Declines

Montreal.
SHORTENING.— As might be expected as a natural sequence of the drop in the price of lard the price of shortening has fallen considerably. Shortening in tierces is now selling at 25¼ cents per pound. The other quotations have declined proportionately.

SHORTENING—			
Tierces, 400 lbs., per lb.		0 25¼	
Tubs, 50 lbs., per lb.		0 25½	
Pails, 20 lbs., per lb.		0 26	
Bricks, 1 lb., per lb.		0 27	

Lake Fish in Better Supply

Montreal.
FRESH FISH.—There is very little change in the fresh fish market this week except that fresh halibut is again on the market. Lake fish, such as trout, doree, white fish and pike are coming in more freely. Haddock and cod are also in good supply. Fresh salmon is rather scarce but there is no change in price.

FRESH FISH			
Haddock		0 08	
Steak cod	0 10	0 11	
Market cod		0 07	
Mackerel		0 16	
Flounders		0 08	
Prawns		0 50	
Live Lobsters		0 60	
Skate		0 17	
Shrimps		0 50	
Whitefish		0 20	
Shad		0 18	
Gaspé salmon		0 40	
Halibut		0 25	
Gaspereaux, each		0 05	
Whitefish		0 20	
Lake trout		0 24	
Brook trout		0 50	
Pike (dressed)		0 15	
Pereh		0 13	
Fresh eels, per lb.		0 13	
Fresh herrings, each	0 03	0 05	
Doree		0 24	
FROZEN FISH			
Halibut, large and chicken	0 17	0 18	
Halibut, Western, medium		0 23	
Haddock	0 07	0 08	
Mackerel	0 15	0 16	
Smelts, No. 1, per lb.	0 17	0 18	
Smelts, extra large		0 25	
Smelts (small)	0 09	0 10	
Pike, headless and dressed		0 13	
Market Cod	0 06	0 06½	
Whitefish, small	0 12	0 13	
Sea Herrings	0 06	0 07	
Steak Cod	0 08½	0 09	
Salmon, Cohoes, round	0 19	0 20	
Salmon, Qualla, hd. and dd.		0 12	
Whitefish	0 15	0 16	
Lake Trout	0 19	0 20	
Lake Herrings	0 06	0 07	
B.C. Red Salmon		0 23	
SALTED FISH			
Codfish, large, bbls., 200 lbs.		16 00	
Sardines, half barrel		5 00	
Salted Trout, half barrel		12 00	
Salted Salmon, barrel		27 50	
Boneless cod (20), per lb.	0 16	0 20	
SMOKED			
Finnan Haddies, 15-lb. box		0 18	
Fillets, 15-lb. box		0 19	
Smoked Herrings		0 24	
Kippers, new, per box		2 15	
Bloaters, new, per box		2 00	
Smoker Salmon		0 26	

ONTARIO MARKETS

TORONTO, Aug. 27—The produce and provision markets are holding fairly steady. Some beef cuts are quoted lower, also spring lamb is easier. Smoked hams and bacon are unchanged, although supplies are reported rather scarce. Long, clear bacon has advanced one cent per pound. The egg market is easier. Butter prices are holding steady. The cheese market is very quiet. Shortening and lard has shown another decline and tendency is that prices may go lower.

Beef Cuts Decline

Toronto.
FRESH MEATS.—Some fresh beef cuts are slightly easier. Hind quarters are quoted at 28 to 30 cents per pound. Front quarters are down two cents per. Spring lamb is also quoted two cents lower, bringing the price down to 26 to 30 cents per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live, off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 50
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 39	
Loins of pork, lb.	0 45	
Fresh hams, lb.	0 40	
Tenderloins, lb.	0 55	
Spare ribs	0 17	
Picnics, lb.	0 28	
New York shoulders, lb.	0 31	
Boston butts, lb.	0 38	
Montreal shoulders, lb.	0 31 1/2	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 28	0 30
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 23	0 27
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 23	0 28
Spring lamb, lb.	0 26	0 30
Yearling, lamb, lb.	0 23	0 25
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Salt Bacon Up One Cent

Toronto.
PROVISIONS.—Smoked hams and bacon are unchanged but a slight falling off in the run of hogs has resulted in supplies being short. Long clear bacon has advanced one cent per pound, advancing the quotations to 27 and 28 cents per pound. Other quotations on provisions are unchanged.

Hams—		
Medium	0 47 1/2	
Large, 20 to 35 lbs., each lb.	0 43 1/2	
Heavy, 25 to 35 lbs., lb.	0 38 1/2	
Heavy, 35 lbs. and upwards	0 35 1/2	
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Boiled	0 67	
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.	0 60	
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 41	
Wiltshire, three-quarter cut.	0 45	
Wiltshire, middle	0 47	
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	0 28	
Do., av. 80-90 lbs.	0 27	
Clear bellies, 15-30 lbs.	0 30 1/2	
Fat backs, 10 to 12 lbs.	0 25	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	40 00	
Short cut backs, bbl. 200 lbs.	64 00	
Pickled rolls, bbl. 200 lbs.—		
Lightweight	66 00	
Heavy	60 00	
Above prices subject to daily fluctuations of the market.		

Cooked Meats Unchanged

Toronto.
COOKED MEATS.—The market for cooked meats is ruling steady and prices are well maintained. There is a good demand noted for all lines.

Rolled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	0 54	
Head cheese, 6s, lb.	0 16	
Choice jellied ox tongue, lb.	0 66	
Jellied calves tongue	0 52	
Ham bologna, lb.	0 20	
Large bologna, lb.	0 17	0 18
Spice beef, lb.	0 32	
Above prices subject to daily fluctuations of the market.		

Egg Market Easier

Toronto.
EGGS.—Egg receipts have improved and the market is easier. Quotations are practically unchanged.

EGGS—		
Fresh, selects	0 64	0 66
Fresh	0 59	0 62
Fresh selects in cartons	0 65	0 66
Prices shown are subject to daily fluctuations of the market.		

Butter Prices Hold

Toronto.
BUTTER.—The butter market is unchanged. Creamery butter is holding at 59 to 61 cents per pound. Choice dairy butter is in limited supply and quoted from 52 to 56 cents per pound.

BUTTER—		
Creamery, pints	0 59	0 61
Dairy prints, fresh, lb.	0 52	0 56

Cheese Market Quiet

Toronto.
CHEESE.—The cheese market is ruling quiet. Quotations for new cheese are from 29 1/2 to 30 cents per pound. There is still some old cheese available at 33 to 34 cents per pound. New Stilton is quoted at 35 to 36 cents.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 29 1/2	0 30
Stilton	0 35	0 36
Twins, 1c higher than large cheese.		Tripletts 1 1/2c higher than large cheese.

Lard Market Down

Toronto.
LARD.—The lard market continues to decline. Quotations are again lower this week. One pound prints are quoted at 27 1/2 cents, and bulk on the tierce basis at 25 1/2 cents per pound.

LARD—

1-lb. prints	0 27 1/2
Tierces, 400 lbs.	0 25 1/2
In 60-lb. tubs, 1/2 cent higher than tierces, pails 1/4 cent higher than tierces, and 1-lb. prints 2c higher than tierces.	

Shortening Again Declines

Toronto.
SHORTENING.—Another cent a pound decline has occurred in the shortening market, bringing the price down to 22 1/2 to 23 cents per pound on the tierce basis. This decline is due to the closing of cotton seed oil by manufacturers in anticipation of large export business. This export business did not materialize with the result that the market has sagged.

SHORTENING—		
1-lb. prints	0 26	
Tierces, 400 lbs.	0 22 1/2	0 23
In 60-lb. tubs 1/2 cent higher than tierces, and in 20-lb. pails 1/4 cent higher than tierces.		

Margarine Steady

Toronto.
MARGARINE.—There is a steady demand for margarine and quotations are unchanged.

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

Fish Prices Maintained

Toronto.
FISH.—The fish market is ruling steady and quotations are holding firm. Fresh whitefish is in good demand at 18 to 19 cents per pound. Fresh trout is quoted at 19 to 20 cents per pound.

FRESH SEA FISH.		
Cod Steak, lb.	0 12	
Do., market, lb.	0 04 1/2	0 07
Haddock, heads off, lb.		
Do., heads on, lb.	0 09 1/2	
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 12	
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring	0 50	
Do., Rainbow	0 15	0 16
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	0 10	0 10 1/2
Flounders	0 10	0 11
Pike, round	0 08	
Do., headless and dressed	0 09	
SMOKED FISH		
Haddies, lb.	0 13	
Filletts, lb.	0 18	
Kippers, box	2 25	2 50

Poultry Supplies Light

Toronto.
POULTRY.—Supply of fresh poultry are rather light and the market is ruling steady at unchanged prices.

Prices paid by commission men at Toronto:		
	Live	Dressed
Turkeys	\$0 35	\$0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 29	0 29
Fowl, under 4 lbs.	0 27	0 27
Ducklings	0 25	0 35
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 35	0 40
Prices quoted to retail trade—		
	Dressed	
Heans, heavy	0 32	0 38
Do., light	0 30	0 35
Chickens, spring	0 55	
Ducklings	0 40	

WINNIPEG MARKETS

WINNIPEG, Aug. 27—There has been practically no change in the produce and provision market this week. Creamery butter is firm with upward tendencies. Egg receipts are very light. Fresh whitefish is reported very scarce, while there is a good demand for fresh halibut, salmon and trout.

Hog Market Steady

Winnipeg.
FRESH MEATS.—There has been no change in the fresh meat market this week. Hogs remain steady. The demand is good.

HOGS—

Selected, live, cwt.	20 00
Heavy, cwt.	17 00
Light, cwt.	18 00
Sows, cwt.	15 00

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 39½
Spare ribs, lb.	0 18½
Loins of pork, lb.	0 37½
Fresh hams, lb.	0 39
Tenderloin, lb.	0 57
Picnics, lb.	0 27
Shoulders, lb.	0 28

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 21
Front quarters, lb.	0 10
Whole carcass, good grade, lb.	0 15

Mutton—

Choice wethers, 55-70 lbs., lb.	0 25
Choice ewes, lb.	0 20

Lambs—

Choice, 30-45 lbs., lb.	0 28
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No Change in Provisions

Winnipeg.
PROVISIONS.—There is no change in the market for provisions this week. Quotations are steady under a good demand.

HAMS—

8 to 16 lbs., per lb.	0 51
16 to 20 lbs., per lb.	0 46½
Boneless, 8 to 15 lbs., per lb.	0 52½
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48

BACON—

Becks, 5 to 12 lbs., smoked.	0 61½
Do., 12 to 16 lbs., smoked.	0 58
Do., 10 to 14 lbs., skinned and peamealed.	0 59½
Do., 4 to 10 lbs., sliced.	0 61½
Cottage rolls, boneless.	0 41½

Cooked Meats Are Unchanged

Winnipeg.
COOKED MEATS.—Cooked meats are in active demand. Quotations are unchanged.

COOKED MEATS—

Ham, best quality, skinned, lb.	0 67½	0 70
--------------------------------------	-------	------

Do., roast, lb.	0 67½	0 69
Boiled shoulders.	0 49	0 51
Head Cheese, in 1-lb. tins.	0 21	
Do., in 6-lb. tins, lb.	0 19	
Jellied Beef Tongue, lb.	0 68	
Jellied Pork Tongue, lb.	0 61½	
Baked Luncheon Loaf, lb.	0 24	

Creamery Butter Firm

Winnipeg.
BUTTER.—Creamery butter is very firm with upward tendencies. No change since our last report in connection with dairy butter.

Creamery, best table grade.	0 63
Dairy butter, best table grade.	0 50
Margarine.	0 37

Cheese Market Firm

Winnipeg.
CHEESE.—The cheese market is reported somewhat firmer this week and indications point to higher prices in the very near future.

Lard Market Steady

Winnipeg.
LARD.—Lard and shortening are fairly steady with no change since our last report.

Egg Receipts Are Light

Winnipeg.
EGGS.—Egg receipts continue light. Fresh farm eggs are being quoted at 65 cents per dozen. Fresh candled eggs are 60 cents per dozen.

White Fish Scarce

Toronto.
FISH.—The fish market is ruling firm under a brisk demand. A scarcity of whitefish is noted. Fresh halibut has advanced to 22 cents per pound. Fresh salmon is quoted at 34 cents per pound and pickerel at 16 cents.

FRESH FISH

Fresh Whitefish, per lb.	0 15
Fresh Halibut, per lb.	0 22
Fresh Salmon, per lb.	0 34
Fresh Pickerel, per lb.	0 16
Fresh Trout, per lb.	0 22

NEW ANGLES OF GROCERY ANALYSIS

(Continued from page 63)

—and abuse. We got to the point where merchants vied with each other to pile on useless, extravagant, costly service. In fact, "service" came dangerously near to losing its true meaning as completely as "cheap" had done.

Long before 1914 people everywhere were complaining. Merchants were put to it to know what could be done to stem the riot of extravagant business methods. Nobody knows what would have supervened if the Great War had not come; but there is no question that one by-product of the war of great value was drastic curtailment of useless service.

History has a way of repeating itself. It is on the way now. People are turning away from the labor and time-wasting scheme of limited and self-serve stores to those where fair, equitable, moderately well regulated service is given with merchandise. Willingly they pay the really small cost thereof.

How far over will the pendulum go? Probably to the full extreme of 1912. But the same, sensible merchant does not need to go all the way with it. Before 1914 certain ones among us had begun to put on the brakes and were profiting thereby without losing any trade worth while. Sane merchants, who know how to sit tight in the middle of the boat have, I believe, nothing to fear for the future or readjustment. Cash stores, price-committees and all that may come and go, but the solidly efficient merchant will go his way in security.



An interesting view of the lake front at Canadian National Exhibition, where speedboat trials and aeroplane exhibits provide plenty of interest.



For Your "Best" Trade

MERCHANTS who are at present handling our "DIALSTONE" Brand Hams and Bacon tell us that this brand is giving the highest satisfaction to their customers—and the fact that our sales are constantly increasing in volume proves that "a good line always sells."

"DIALSTONE"

Brand Hams and Bacon

are cut from young Canadian hogs, and owe their mildness and appetizing taste to the special method of curing. All cuts are nice and lean, well trimmed (not "wasty") and have a tenderness and flavor which appeal to all who enjoy good bacon.

In Your Next Order Specify

"DIALSTONE" HAMS—Average 10 to 14 lbs.

"DIALSTONE" BACKS—Either "Rind on, Rib in,"
"Trimmed with Rib in," "Boneless," or "Trimmed
and Boneless" to meet your requirements.

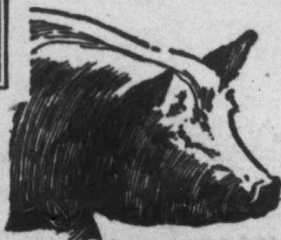
"DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

*Drop us a postcard for current prices
if our traveller is not calling regularly*

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO

Montreal

Hamilton





Fish Day Every Friday—Idea 9 Sell Scotch Snack

Your Customers who require Fish on Fridays will buy Scotch Snack. "It's a genuine Fish food." Recommend Scotch Snack to your customers for Sandwiches, Croquettes, Salads, Etc. Packed in Glass Jars. All sizes. Make sure your Stock is complete. Order from your wholesaler.

Argyll Bute, Reg. - Montreal



OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E. W. Jeffress, Limited
WALKERVILLE, ONT.

W. G. Patrick & Co., Limited, Toronto and Winnipeg
Selling Agents for our Blue Seal Lines.



The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

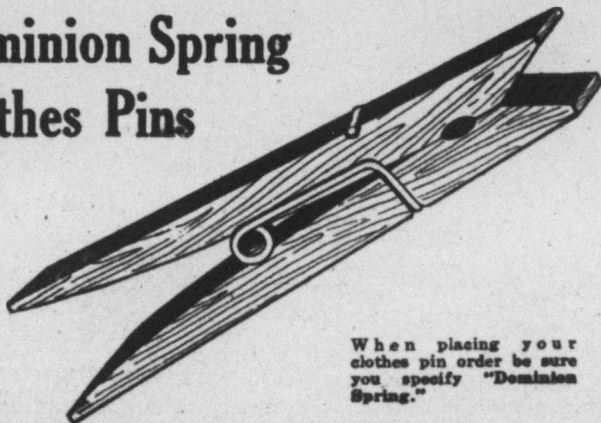
H. J. HEINZ COMPANY

Pittsburgh

Toronto

Montreal

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling Dominion Spring Clothes Pins because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

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

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

CANADIAN DISTRIBUTORS:

JAS. DALRYMPLE & SON
 Montreal and
 Province of Quebec



A small sample order will show you just what an excellent selling line they will make in your meat department.

For Continued Profits

Quality

Satisfaction

Schneider's Sausages can be relied upon to be pure—something always appreciated and desired by the particular housewife regarding meat. This dependable quality is never forgotten by a discriminating purchaser. A complete stock always on hand will mean real and continued profits.

Try Schneider's Pure Meat Sausage!

J. M. Schneider & Son, Ltd.
 KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
 Satisfaction guaranteed on all mail orders.*

THE MAPLE PRODUCTS ACT

Copies of the new Maple Products Act have just been printed by the Government at Ottawa for circulation to all persons interested. The new law prohibits the use of the word maple alone or in combination with other words on the label of any article that is an imitation of maple syrup or sugar. Considerable confusion has arisen on the application of this law. It is now definitely established that the word maple or any part of the word maple may be used on products that do not resemble maple syrup or sugar. For example, the law in no way affects the sale of Maple Leaf Flour, Maple Leaf Lard, Maple Buds or Mapleine, as one of our leading legal authorities pointed out. Mapleine is a product sold extensively for flavoring cakes, puddings and also for making syrup which has a maple taste. The fact that Mapleine is sold in the form of an essence which could not possibly be mistaken by anyone for maple syrup or maple sugar is the reason why it does not come under the Maple Product Act.

This information will be of use to hundreds of merchants who have had a demand for Mapleine but who were reticent about selling it, fearing that it might be an infringement of the law. Mapleine and other maple flavors may now be sold quite freely and without fear of violating the law.

Frederick E. Robson & Co.

25 Front St. East - Toronto, [Can

HEAD OFFICE:
7 MOORGATE ST.,
LONDON, ENGLAND

CABLE ADDRESS
DOBREE
HALIFAX

ESTABLISHED 17TH CENTURY

SAMUEL DOBREE & SONS

Producers and Importers to Canada direct from West Indies, West Africa, etc., of Sugars, Molasses, Cocoas and other products.

Exporters of Canadian products to Great Britain, West Indies and West Africa.

BROKERS—Import Department

Maritime Provinces, Newfoundland and Ontario
H. M. WYLIE, 6 Union Bank Chambers, HALIFAX, N. S.

PROVINCE OF QUEBEC

W. S. GOODHUGH & CO.,
312 Board of Trade Bldg., Montreal
SUGAR AND MOLASSES

H. R. BARNARD,
St. Nicholas Bldg., 3 St. Nicholas St., Montreal
COFFEE, COCOA, RICE, SPICES, Etc., Etc.

77 Upper Water St.
HALIFAX - Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies,
Guaranteed Fresh Fruit and
Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.
Strawberry \$5 15
Currant, Black 6 05
Pear 4 40
Peach 4 40
Plum 4 20
Apricot 4 50
Cherry 4 35
Gooseberry 4 50

"AYLMER" PURE ORANGE

MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2	
doz. in case	3 25
16 oz. Glass, Screw Top, 2	
doz. in case	3 95
16 oz. Glass, Tall, Vacuum,	
2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate,	
per pail	1 00
6's Tin, 8 pails in crate, per	
crate	1 25
7's Tin or Wood, 6 pails in	
crate	1 74
30's Tin or Wood, one pail in	
crate, per lb.	6 24

PORK AND BEANS

"DOMINION BRAND"

	Per doz.
Individual Pork and Beans,	
Plain, 75c, or with Sauce,	
4 doz. to case	\$0 85
1s Pork and Beans, Flat,	
Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat,	
Tom. Sauce, 4 doz. to case	0 95
1s Pork and Beans, Tall,	
Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall,	
Tomato or Chili Sauce, 4	
doz. to case	0 97½
1¼s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain,	
2 doz. to the case	1 50
2s Pork and Beans, Tomato	
or Chili Sauce, Tall, 2	
doz. to case	1 52½
2¼s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family,	
Tomato Sauce, \$1.95 doz.; Family,	
Chili Sauce, \$1.95 doz. The above	
2 doz. to the case.	

CATSUPS—In Glass Bottles.

	Per doz.
¼ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	\$1 65
	Per doz.
Pints, Delhi Epicure	\$2 75
½ pints, Red Seal	1 25
Pints, Red Seal	1 90
Quarts, Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.

180 St. Paul St. West,
Montreal, Can.
CONDENSED MILK
Terms—Net 30 days.
Eagle Brand, each 48 cans..\$12 50
Reindeer Brand, each 48 cans 12 00
Silver Cow, each 48 cans... 11 50
Gold Seal, Purity, ea. 48 cans 11 35
Mayflower Brand, each 48 cans 11 85
Challenge Clover Brand, each
48 cans 10 60
EVAPORATED MILK
St. Charles Brand, Hotel, each
24 cans \$7 90
Jersey Brand, Hotel, each 48
cans 7 90
St. Charles Brand, tall, each 48

cans 8 00
Jersey Brand, tall, each 48
cans 8 00
Peerless Brand, tall, each 48
cans 8 00
St. Charles Brand, Family, 48
cans 7 00
Jersey Brand, Family, each 48
cans 7 00
Peerless Brand, Family, each 48
cans 7 00
St. Charles Brand, small, each
48 cans 3 70
Jersey Brand, small, each 48
cans 3 70
Peerless Brand, small, each 48
cans 3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24
cans \$7 50
Reindeer Brand, small, each 48
cans 8 00
Cocoa, Reindeer Brand, large,
each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50
W. B. BROWNE & CO.
Toronto, Ontario
Wheatgold Breakfast Cereal
Packages, 28-oz., 2 doz. to
case, per case \$6 00
98-lb. jute bags, per bag ... 8 00
98-lb. jute bags, with 25
¾-lb. printed paper bags
enclosed, per bag 8 50
5-lb. tins, 1 doz. in case 7 15
HARRY HORNE & CO.
Toronto, Ont.

Per case
Cooker Brand Peas (3 doz.
in case) 4 20
Cooker Brand Popping Corn
(3 doz. in case) 4 20
**COLMAN'S OR KEEN'S
MUSTARD**

Per doz. tins
D.S.K., ¼-lb.
D.S.F., ½-lb.
D.C.F., 1-lb.
F.D., ¼-lb.

Per jar
Durham, 1-lb. jar, each ..
Durham, 4-lb. jar, each ..

CANADIAN MILK PRODUCTS, LIMITED

Toronto and Montreal
KLIM

8 oz. tins, 4 dozen per case..\$12.50
16 oz. tins, 2 doz. per case.. 11.50
10 lb. tins, 6 tins per case .. 25.00
Prices f.o.b. Toronto.
THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

Boxes
40-lb. Canada Laundry...\$0 12
100-lb. kegs, No. 1 white.. 0 12¼
200-lb. bbis., No. 1 white.. 0 12¼

40-lb. Edwardsburg Silver
Gloss, 1-lb. chrome pkgs. 0 13¼
40 lbs., Benson's Enamel
(cold water), per case.. 4 10
Celluloid, 45 cartons, case.. 5 30

Culinary Starch
4 lbs., W. T. Benson & Co.'s
(Prices in Maritime Provinces 10c
per case higher.)

Challenge Corn 0 12
20 lbs. Casco Refined Potato
Flour, 1-lb. pkgs. 0 15¼
(20-lb. boxes ¼c higher, except
potato flour.)

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case.....\$7 05
5-lb. tins, 1 doz. in case..... 8 05
10-lb. tins, ½ doz. in case..... 7 75
20-lb. tins, ¼ doz. in case.....

Celebrated Prepared 0 13¼
40-lb. Canada Pure or
Barrels, about 700 lbs..... 0 10
Half barrels, about 350 lbs. 0 10¼

CROWN BRAND CORN SYRUP
2-lb. tins, 1 doz. in case..... 6 45
5-lb. tins, 1 doz. in case..... 7 45

Just To Show How It Pays To Use The "Wanted" Page Of Canadian Grocer

W. R. McCaw, Galley and Roncesvalles Ave.,
Toronto, had a coffee mill for sale.

Mr. McCaw says that after putting an advertisement in the daily papers and receiving no results, he tried Canadian Grocer for two insertions. He not only sold his coffee mill, but could have sold it "three times over." He had several replies.



Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Ave.
TORONTO

SPRATT'S

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

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

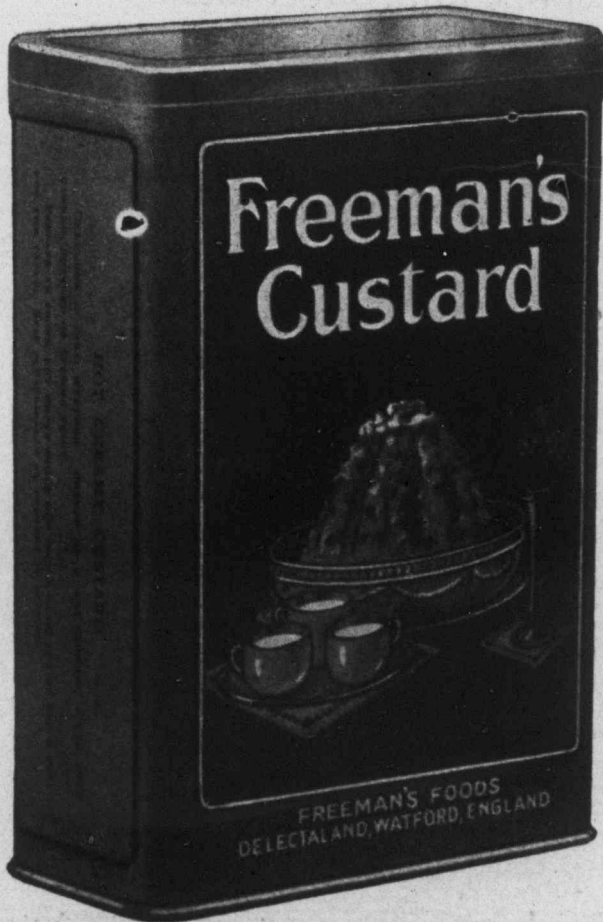
F. W. KENDRICK & CO.
313½ Carter Cotton Buildings, Vancouver

or
HUGHES & CO.
109½ Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited

24-5 Fenchurch Street, London, E. C. 3, England



10-lb. tins, ½ doz. in case..	6 95	Chocolate Ginger, 5-lb. boxes,	30 boxes in case, per lb....	0 60
20-lb. tins, ¼ doz. in case....	7 60	Crystallized Ginger, 5-lb. boxes,	30 boxes in case, per lb. ...	0 60
(5, 10, and 20-lb. tin have wire handles.)		NUT MILK CHOCOLATE, ETC.		
GELATIN				
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	\$1 90	Nut Milk Chocolate, ¼s,	wrapped, 4-lb. box, 36 boxes in case, per box	2 35
INFANTS' FOOD				
MAGOR, SON & CO., LTD.				
Robinson's Patent Barley—	Doz.	Nut Milk Chocolate, ½s,	wrapped, 4-lb. box, 36 boxes in case, per box	2 35
1-lb.	1	Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped,	6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
½-lb.	1	Nut Milk Chocolates, 5s,	squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 45
Robinson's Patent Groats—		Fruit and Nut Milk Chocolate,	2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
1-lb.	1	Fruit and Nut Milk Chocolate	Slabs, per lb.	0 47
½-lb.	1	Milk Chocolate, Slabs, with Assorted Nuts, per lb.		0 47
BLUE				
Keen's Oxford, per lb.	0 37	Plain Milk Chocolate Slabs,	per lb.	0 47
In cases, 12 12-lb. bxs. to case	0 27	MISCELLANEOUS		
NUGGET POLISHES				
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	\$1 25	Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.		6 25
White Cleaner (liquid)	\$2 00	Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.		3 35
Card Outfits — Black, Tan, Toney Red, Dark Brown ..	4 80	Assorted Chocolate, 1 lb., ½ doz. in box, per doz.		6 25
Metal Outfits — Black, Tan, Toney Red, Dark Brown....	5 60	Assorted Chocolate, ½ lb., 1 doz. in box, per doz.		3 35
IMPERIAL TOBACCO CO. OF CANADA, LIMITED				
Black Watch, 10s, lb.	\$1 21	Chocolate Ginger, ½ lb., 1 doz. in box, per doz.		4 50
Bobs, 12s	1 13	Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.		4 50
Currency, 12s	1 13	Active Service Chocolate, ½s,	4-lb. box, 24 boxes in case, per box	2 05
Stag Bar, 9s, boxes, 6 lb.	1 08	Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box		2 05
Pay Roll, thick bars	1 36	Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box		2 05
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 26	Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross		1 15
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25	20-1c Milk Chocolate Sticks, 60 boxes in case		0 80
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34	6c LINES		
Forest and Stream, tins, 9s, 2-lb. cartons	1 44	Filbert Nut Bars, 24 in box, 60 boxes in case, per box ..		\$0 95
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 60	Almond Nut Bars, 24 in box, 50 boxes in case, per box ..		0 95
Master Workman, 2 lbs.	1 25	Ginger Bars, 24 in box, 60 boxes in case, per box....		0 95
Master Workman, 4 lbs.	1 25	Fruit Bars, 24 in box, 60 boxes in case, per box....		0 95
Derby, 9s, 4-lb. boxes	1 80	Active Service Bars, 24 in box, 60 boxes in case, per box ..		0 95
Old Virginia, 12s	1 70	Victory Bars, 24 in box, 60 boxes in case, per box....		0 95
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35	Queen's Dessert Bars, 24 in box, 60 boxes in case, box ..		0 95
THE COWAN CO., LTD., Sterling Road, Toronto, Ont. COCOA AND CHOCOLATE COCOA				
Perfection Cocoa, lbs., 1 and 2 doz. in box; per doz.	\$6 25	Royal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box ..		0 95
Perfection, ¼-lb. tins, doz.	1 70	Royal Milk Cakes, 24 in box, 50 boxes in case, per box ..		1 00
Perfection, ½-lb. tins, doz.	3 25	Cream Bars, 24 in box, 50 boxes in case, per box		0 95
Perfection, 10s size, doz.	1 25	We pack an assorted case of 60 boxes of bars.		
Perfection, 5-lb. tins, per lb.	0 45	Maple Buds—		
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50	6c display boxes		
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30	6c pyramid packages, 4 doz. in box		
UNSWEETENED CHOCOLATE				
Supreme Chocolate, 12-lb. boxes, per lb.	0 47	6c glassine envelopes, per box		1 90
Supreme Chocolate, 10c size, 2 doz. in box, per box....	2 35	Queen's Dessert, 10c cakes, 24 cakes in box, per box		2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	2 00	W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.		
SWEET CHOCOLATE				
Eagle Chocolate, ¼s, 6-lb. boxes	0 38	The Waxtite Line		
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 38	Kellogg's Toasted Corn Flakes		4 15
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38	Kellogg's Toasted Corn Flakes Ind.		2 00
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38	Kellogg's Shredded Krumbles		4 35
Diamond Crown Chocolate, 28 cakes in box	1 30	Kellogg's Shredded Krumbles, Ind.		2 00
CHOCOLATE CONFECTIONS				
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 45	Kellogg's Krumbled Bran ..		2 25
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49	Kellogg's Krumbled Bran, Ind.		2 00
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49	BRODIE & HARVIES, LTD.		
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49	14 Bleury St., Montreal.		
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49	XXX Self-Rising Flour, 6 lbs. packages, doz.		\$6 40
Milk Croquettes, 5-lb. boxes, No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49	Do., 3 lbs.		3 24
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45	Superb Self-Rising Flour, 6 lbs.		6 20
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45	Do., 3 lbs.		3 15
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45	Crecent Self-Raising Flour, 6 lbs.		6 30
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45	Do., 3 lbs.		3 20
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42	Perfection Rolled Oats (55 oz)		3 00
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45	Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz.		1 60

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*Domestic Fruits
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Best Varieties of

FREESTONE PEACHES

NOW COMING

**ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES**

THE HOUSE OF QUALITY

Hugh Walker & Son,
LIMITED

GUELPH *Established 1861* ONTARIO

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Egg

Carriers

The never-break Egg
Carrier is the Dealers'
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Prompt Shipment.

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HAMILTON AND WINNIPEG

A

"Repeater"

Are the brooms you carry good "repeaters?" Apply to brooms the same quality test that guides you in selecting other lines worthy to be offered your customers. Take care to have a line so good that the purchaser will recognize the superiority she has bought and be anxious to buy the same brand again.

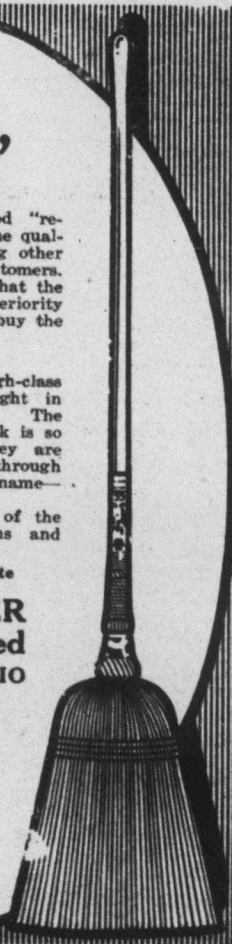
NUGGET BROOMS

are the best "repeaters" among high-class brooms in Canada. They are light in weight, attractive in appearance. The carefully selected and trimmed stock is so securely bound that wherever they are sold, women who seek "economy through quality" ask for these brooms by name—for they wear.

The Nugget Broom is just one of the famous Keystone Brand of brooms and brushes manufactured in Canada.

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**STEVENS - HEPNER
COMPANY, Limited**
PORT ELGIN, ONTARIO



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

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

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Advertising Pay**

**Advertise Your Product in
Canadian Grocer**

It reaches the Buyers

It's a Business-Getter

Rates and Information on Request



BONNE SANTE

THE NEW SELF-RISING FLOUR

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

Finest Package on the Market

Bonne Sante Products Ltd.

9 Irberville St. Montreal

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(Best Inconcorridible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most
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All foreign and domestic
fruits, also fresh Georgian
Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO



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"WELLINGTON"
KNIFE POLISH**

The original and only reliable preparation
for Cleaning and Polishing Cut-
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Manufacturers of

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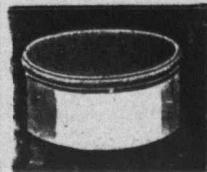
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BUYERS' MARKET GUIDE

Latest Editorial Market News



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

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

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

60-62 JARVIS STREET
TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

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J. E. TURTON, Board of Trade Building,
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OPPENHEIMER BROS., LTD.
Vancouver, B.C.

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

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY

Limited

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

Waterloo - - - Ontario

Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut

The finest made

Brokers

Man. & Sask. - Watson & Truesdale

Calgary - Clarke Brokerage

B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)

MEDICINE HAT

We are offering to Jam Manufacturers,
Confectioners and Picklers, etc.

Fruit pulps of all kinds, Canned Goods,
Tomato Puree, Anchovies, Nuts, Peels in
Brine, etc., etc.

F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

DOMINION GLASS TO RE-OPEN CLOSED PLANT

The Dominion Glass Co.,
Ltd., Montreal, will re-
open its Delorimier Ave.
plant early in September,
according to an announce-
ment made to Canadian
Grocer by M. M. Yuile,
sales manager of the com-
pany. "This plant has been
closed for about five
years," said Mr. Yuile,
"and we expect to start
operations there again in
September."

"We have also greatly
increased our capacity at
Redcliffe, Alberta, doubl-
ing our output there, and
the capacity of our Tor-
onto plant has been in-
creased."

Asked as to the outlook
for the fall trade in these
lines, Mr. Yuile stated that
he believed there would
be a good trade in general
lines. "We have been
overtaking orders lately
and look for greater im-
provement," he comment-
ed.

GROCERS

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

C. A. MANN & CO.
LONDON, ONT.

Phone 1577

BREAK NO FEARS! SAFE & FLEXIBLE

Before Burning After Burning

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THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE—SUPERSEDE ALL OTHER STYLES FOR IMPROVED GAS LIGHTS

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SARNIA, ONT.

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

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Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

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

THE "WANT" AD.

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

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

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

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

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

Wanted

Rates For Classified Advertising

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

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

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

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

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FOR SALE—GENERAL BUSINESS WITH POST Office. Mostly groceries. Exceptional opportunities. Simcoe County. Apply Box 210, Canadian Grocer, Toronto.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

To get business you must go after it. Others do it through this section —why not YOU?

WHEN WRITING ADVERTISERS PLEASE MENTION THIS PAPER

BAKER'S COCOA and CHOCOLATE



Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

BAHAMA ISLANDS — BUILD UP YOUR trade in the Bahamas by appointing, as your agent, Arthur H. Sands, Manufacturers' Agent, Nassau, N.P., Bahamas.

OPPORTUNITIES!

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
La Prairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Man Left You, Did He ?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO



The Dates of the
Canadian National Exhibition
Toronto
are **Aug. 28 to Sept. 11**

WE extend a cordial invitation to you and your customers to visit our booths in the Dairy and Manufacturers' Building during this time.

The attendants will be pleased to explain anything about displays in which you are particularly interested and you will be presented with a handy pocket calendar as a souvenir of your visit.

Swift Canadian Co.

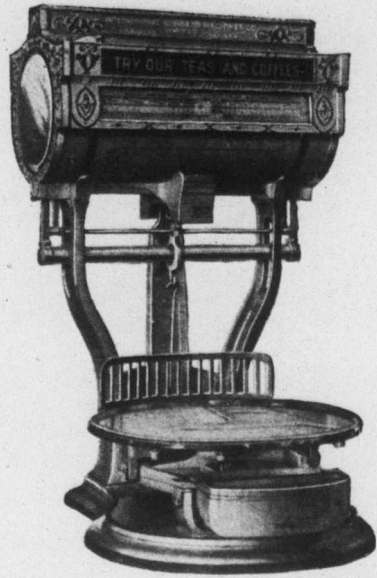
Limited

Toronto

Winnipeg

Edmonton

Dealers interested in visiting our Plant are cordially invited to do so while attending the Exhibition.



See This Scale
On Display

Industrial Building No. 2

Canadian National Exhibition

Your visit to the Canadian National Exhibition will enable you to see this Dayton Computing Scale and have its advantages demonstrated to you.

Our exhibit, in Industrial Building No. 2, will give you an opportunity to examine the complete line of the largest manufacturer of computing scales in the world.

In this complete line, you will be sure to find the one particularly suited to your needs.

A cordial reception awaits you and the men in charge will be glad to answer any questions you may wish to ask about

Dayton Computing Scales

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415½ Yonge St.; HAMILTON, 225 King St. E.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)