

# CANADIAN GROCER

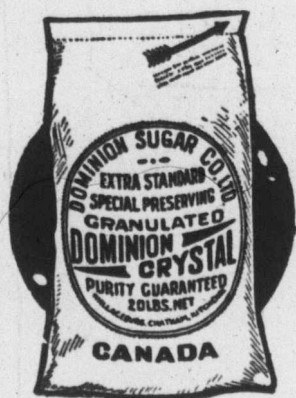
Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE : TORONTO, JULY 9, 1920

No. 28



## Are You Ready for Preserving Time ?

Abundant fruit crops this year mean much preserving. Preserving, of course, calls for quantities of sugar, and every housewife realizes that to get the best results, the sugar must be pure and rich in sweetness. Consequently there will be an enormous demand for

## DOMINION CRYSTAL SUGAR

Every pure, sparkling crystal of DOMINION CRYSTAL SUGAR is filled with the concentrated sweetness of the Canadian sugar beet. We do import the finest raw cane sugar and refine it—but our pride is in the product we make from Canadian sugar beets.

Our process of refining extracts the abundant, rich sweetness from the sugar beet and refines it to the form of sparkling, snow-white crystals. Its concentrated sweetness enriches the acid flavor of the preserving fruit, to the delight of every housewife.



**DOMINION SUGAR COMPANY**  
LIMITED

Head Office: Chatham, Ontario

*Refineries at*  
Wallaceberg, Kitchener and Chatham



## Splendid Support

is offered to dealers who sell this new and better dye soap.

The makers of O-Cedar products who brought O-Cedar Polish into such prominence, offer the same effective co-operation to dealers who feature ALADDIN DYE SOAP.

With your first order of 1 gross of ALADDIN you may have on request this beautiful Revolving Display Stand—a wonderful selling factor as well as an attractive counter display.

The extensive advertising of ALADDIN DYE SOAP appearing in large city newspapers will quickly turn over your stock of this magic color-maker. Comes in 18 beautiful shades—sells at 15c a cake.

Name your jobber when ordering.

### Channell Chemical Co., Limited

DISTRIBUTORS

TORONTO





**S**UMMER Milk Problems vanish from your customers' homes when Borden's Milk Products enter, and each day more and more Canadian women are learning this fact.

Just keep your Borden milk products well to the front in your displays, suggesting their convenience to householders, picknickers, campers, etc., by a few showcards and let the long-established quality reputation behind the name BORDEN'S build up your summer sales.

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

The Borden Co., Limited  
Montreal



# CLARK'S PREPARED FOODS

Corned Beef

Roast Beef

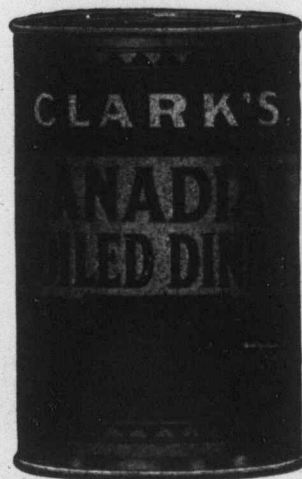
English Brawn

Irish Stew

Ox Tongue

Lunch Tongue

Tongue, Ham and Veal,



Pork and Beans

Soups (13 kinds)

Potted Meats

Cambridge Sausage

Veal Loaf

Beef Loaf

Canadian Boiled Dinner,

Sliced Smoked Beef,

Tomato Ketchup, Peanut Butter, Table Syrup

Spaghetti with Tomato Sauce and Cheese,

And other good things.

Each sale of CLARK'S means a satisfied Customer and satisfied Customers mean successful business.

**W. CLARK LIMITED, MONTREAL**



# TEA

*Selection* is the primary consideration in importing Teas. Through our direct offices in the Far East we are in a position to offer the best selections coming from the producing countries.

**CEYLONS  
FORMOSAS  
INDIAS**

**CHINAS  
JAPANESE  
JAVAS**

Shipment direct from the Orient to Vancouver, or from New York and San Francisco on B/L reading: "In Transit to Canada."

Our Offices located on both coasts of the continent enable us to handle shipments of large or small quantities to the best advantage.

Any of our Canadian representatives will be glad to have you call on them for samples and quotations.

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

**J. ARON & COMPANY, Inc.**  
NEW YORK

*We have offices and substantial representatives in all large business centers of the civilized world.*

## *The Water-Can— does not Prevent Dust*

No matter how frequently you sprinkle your floors with water, dust will rise and settle on your shelves. Water evaporates too rapidly and the dust keeps rising.

If you treat your floors with Imperial Floor Dressing, the dust *cannot rise*. It is held to the floor so that you can sweep it up and remove it.

Imperial Floor Dressing is *non-evaporating*. It does not gum and it preserves your floors, whether wood, linoleum or oil cloth.

One gallon of Imperial Floor Dressing will cover a floor surface upwards of 700 square feet. One application preserves the floor for several months.

### IMPERIAL FLOOR DRESSING (Standard)

(Formerly "Imperial Standard Floor Dressing.")

Churches, town-halls, billiard halls, public buildings, hospitals, stores—all need Imperial Floor Dressing. With your floors as demonstrators and your shelves well-stocked, you can develop a profitable business in Imperial Floor Dressing. Ask the Imperial Oil salesman.

"Made in Canada"

**IMPERIAL OIL LIMITED**  
Power · Heat · Light · Lubrication  
Branches in all Cities



# "NUGGET" Outfits

## Help Boost Your Polish Sales

A brush—a polisher and a tin of polish all in a handy cardboard or neat lacquered metal container.

Whenever you sell a customer a NUGGET outfit it means a good investment for both of you. It acts as a constant reminder of NUGGET polishes and is bound to bring many repeat sales.

With the NUGGET outfit it is possible to get the very best results with little effort and no muss or fuss—If you are not acquainted with this little sales booster, write for a free sample outfit to-day.



BLACK TAN  
TONEY RED  
DARK BROWN  
WHITE

*Nugget is a quality  
Shoe Polish with one  
price to all—An  
honest profit and a  
square deal.*

**The NUGGET  
Polish Co., Limited  
Toronto - Canada**

# You Must Keep Books

To obtain full benefit of your insurance.

To make a clear statement to your banker.

To make a correct income tax return.

To have your business at your finger tips.

Have your buying expenses, sales and retail credit tabulated monthly.

It saves time and worry.

It builds confidence in your ability.

In fairness to yourself, and in justice to others, Keep Books.

*Price \$12.50 for a Ten Years System*

## SANDERSON-YORK SYSTEM

26 Manchester Avenue, Toronto, Ont.

## Sales Increase Every Day

This is the report of T. N. Brown, of Collingwood, Ontario, who finds it profitable to feature Lanka in this original way.

He simply displays Lanka Tea in his window accompanied by the following snappy little display card:

*"Get Lanka from the pot,  
It's mighty good when hot"*

This display, with a personal recommendation to tea buyers, moves the goods. Lanka quality does the rest—it's a sure repeater.

Try a Lanka window display of your own—do a little pushing. It's money in your pocket and prestige for your store to help introduce your customers to this superb Ceylon hill-garden tea—best value the world produces.

**WM. BRAID & CO.**

Vancouver, Canada

Packers of the Famous Braid's  
Best Tea and Coffee

Agents for Ontario

S. H. MOORE & COMPANY, Toronto



**Handsomest Package  
Finest Tea**





When your customers refuse to buy potatoes, sell them

# Superior Brand Macaroni

*True to its name in Flavor and Quality*

We do not call it "Superior" without warrant. Where other brands leave off is where we begin to add **extra quality**.

For instance—

Superior Macaroni is dried seven days instead of the usual four. Smooth as velvet.

No artificial coloring.

Nothing but finest Canadian hard wheat is used.

On its superior flavor alone it is bound to become a prince of good sellers.

Our suggestion—get your customers to try **Superior** Macaroni. We will both be delighted with the results.

Get in touch with your wholesaler now for a sample order.



Sole Selling Agents:

**Sainsbury Bros.**  
Toronto

VANCOUVER, B.C.  
134 Abbott St.

WINNIPEG, MAN.  
510 Confederation Life Bldg.

MONTREAL  
116 St. Nicholas Bldg.

HALIFAX  
223 Hollis St.

**The Superior Macaroni Co., Ltd.**  
Toronto, Ont.

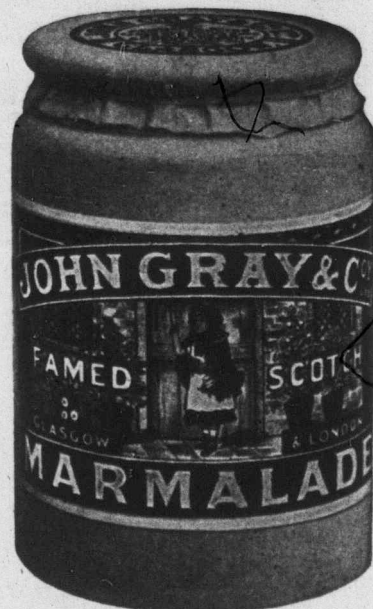
# JAMS MARMALADES PEELS

**John Gray & Co., Ltd., Glasgow**

Established over a Century

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

# CONFECTIONERY MARZIPAN CHOCOLATE



Agents:

Wm. H. Dunn, Limited, Montreal  
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

## 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



## 'O.K.' SAUCE

FINALITY IN  
FRUIT SAUCE

as a palate pleasure  
and a true digestive

As supplied by Warrant of Appointment  
to the House of Lords.



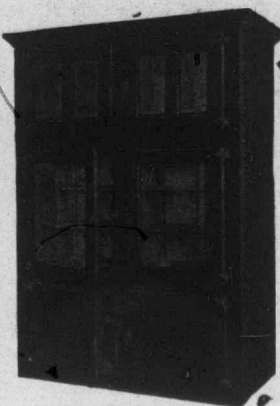
Sole Proprietors:-

GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver Winnipeg St. John's, Nfld. Halifax N.S.  
David Brown F. Manley Bowring Bros. J.W. Gorham  
167 Cordova St. W. 42 Silvester-Willson Bldg. & Co. & Co.





**EUREKA**  
Refrigerators  
are  
a sound investment  
They will help you sell  
your perishable goods.  
They will add to the  
attractiveness of your  
store.  
They will protect you  
from loss through spoil-  
age.

Ask a fellow merchant who owns one.  
He will tell you.  
Satisfied customers are our best ads.  
Write us for free catalogue and inter-  
esting literature. We have a refriger-  
ator to suit you.

**Eureka Refrigerator Co., Limited**  
Head Office and Factory: Owen Sound  
Branches: Toronto, Hamilton, Montreal

**Why Sun-Maid Pays**  
*Millions of Women Know These*  
*Extensively Advertised Raisins*

Our Sun-Maid advertising reaches thirty-eight mil-  
lion homes regularly. Scores are in your neighbor-  
hood. The irresistible appeal of raisins urges house-  
wives to ask for this delicious, nutritious food. Don't  
disappoint your trade.

Display Sun-Maid on shelf, in window. Let your  
customers see that you, too, sell these tender, juicy,  
delicious thin-skinned raisins. It's the brand most  
women want.

Get your share of Sun-Maid business.  
Order from your jobber.

**Three Varieties:**  
Sun-Maid Seeded  
(Seeds Removed)  
Sun-Maid Seedless  
(Grown without Seeds)  
Sun-Maid Clusters  
(on the stem)



**California Associated Raisin Co.**  
*Membership 10,000 Growers*  
FRESNO, CALIFORNIA

Growers and shippers of America's only all-year  
nationally advertised brand of raisins

**Gives all-round**  
**Satisfaction**

Garton's Custard shows  
good profit to the sales-  
man — pleases the cus-  
tomer, and thus induces  
repeat orders.  
Carton's Custard is being  
widely advertised and is  
certain of a steady and in-  
creasing demand.  
Sold in cartons and tins.

**Garton's**  
CUSTARD

W. G. Patrick & Co., Ltd.  
Toronto, Montreal

**Three Good Things the**  
**Grocer should not miss,**  
**yet only One Article to**  
**deal in.**

- 1.—Grimble's Malt Vinegar  
is pure.
- 2.—Grimble's Malt Vinegar  
keeps in any climate.
- 3.—Grimble's Malt Vinegar  
gives you a good profit  
and the Customer every  
satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Peacock & Co., Ltd., Winnipeg.  
MONTREAL & TORONTO—Messrs. MacIure & Langley, Ltd.,  
11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.  
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building,  
Vancouver.

**A Beautiful Label Proves Nothing—**



But "Wallace's" on  
a label means  
everything

**WALLACE FISHERIES LIMITED**  
VANCOUVER

**DESICCATED  
COCOANUT**

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

**Our agents are:**

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

**Dodwell & Co., Ltd.**

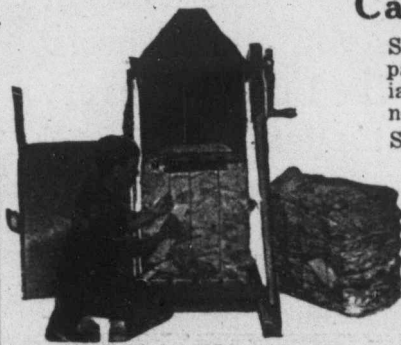
*Importers and Exporters*  
VANCOUVER

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



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

**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.

**Oakey's  
"WELLINGTON"  
KNIFE POLISH**

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

**John Oakey & Sons, Ltd.**

*Manufacturers of*

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1. Eng.

*Agents:*

F. Manley, 42 Sylvester-Willson Bldg.,  
Winnipeg

Sankey & Mason, 839 Beatty Street,  
Vancouver.





# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

### Vancouver Office of Canadian Grocer

314 Carter-Cotton Building  
Telephone Seymour 4337  
ROY A. HUNTER

### Calgary Storage & Cartage Co., Limited

Warehousing and Distributing  
Our Specialty

Office: 304 11th Ave. East  
CALGARY ALTA.

### B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.  
(Brokers Exclusively)

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

### JOHN PRITTY, LIMITED

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

Sales connections in all the principal cities  
of Canada and the United States.

100% Efficiency and Service.  
Let PRITTY represent you in Saskatchewan



EVERY MORSEL EDIBLE  
AND DELICIOUS

### A Winnipeg Retailer Said:

When a salesman offers to take less money for another brand of Pilchards—I figure—"There's a reason."

### 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.



"Yes, 'Red Arrow',  
I find them selling  
splendidly and giving  
good satisfaction."

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER  
NATIONAL BISCUIT CO., LIMITED - - REGINA



# MANUFACTURERS' AGENTS AND 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  
WINNIPEGIMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES**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.**Geo. W. Griffiths & Co., Ltd.**

346 Princess Street

Winnipeg, Manitoba

*Selling Agents and Brokers*Grocery Specialties, Druggists' Sundries,  
Pipes, Cigarettes, Tobaccos and  
Smokers' Sundries**Richardson Green, Limited**MANUFACTURERS' AGENTSCalling upon the Grocery, Hardware and  
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

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 at

Regina, Saskatoon, Calgary, Edmonton

## 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.**

Branches at:

REGINA, SASK.

SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ATLA.

VANCOUVER, B. C.

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



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WESTERN CANADA

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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



### The Largest in Western Canada

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

**Williams Storage Co.**  
WINNIPEG  
and  
Winnipeg Warehousing Co.

#### C. DUNCAN & SON

Manufra. Agents and Grocery Brokers

Cor. Princess and Bannatyne  
WINNIPEG

Estab. 1899

#### G. A. WEST

Broker and Manufacturers' Agent  
404 Chamber of Commerce Bldg., Winnipeg, Canada  
Sole Agents in Canada for Bri-Cal Adding Machines, Phonopore Construction Co.  
Also representing Comptoir Franco-Anglais d'Exportation, Paris and London.

#### HERALD BROKERAGE CO.

Wholesale Commission Brokers and Manufacturers' Agents.

We give you the best of service.

617 McIntyre Blk. | 16 Board of Trade Bldg.  
Winnipeg, Man. | Calgary, Alberta

### Watson & Truesdale, Winnipeg

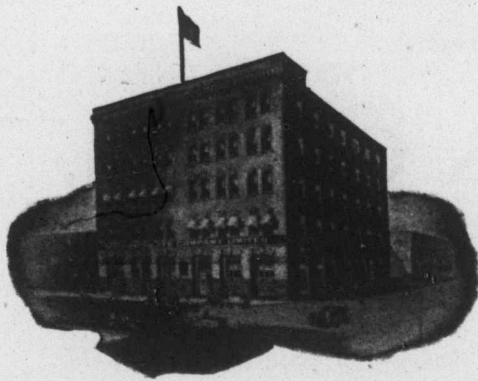
have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE  
STORAGE  
DISTRIBUTION

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## DETAIL WORK

*Christie's Biscuits and  
Robertson's Confectionery*

are having big sales in Western Canada. Why not have your goods marketed by their agents:

**Scott-Bathgate Company, Limited**

*Wholesale Grocery Brokers and Manufacturers' Agents*

149 Notre Dame Ave., East, Winnipeg

## 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.

# 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 and prices to:—

**Spratt's Patent Limited**

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

DOG MEAT FIBRINE CAKES



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ONTARIO

**CHADWICK & COMPANY -**  
**COMMISSION BROKERS**  
 ONE GOOD LINE OF  
**34 DUKE ST. TORONTO**  
**FOOD PRODUCTS WANTED**  
 EXCELLENT MARKETING FACILITIES

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

**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.

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

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

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



**Canada Beaver Brand Brooms**

**S** ATISFACTION and unusual wearing qualities are built into every Canada Beaver Brand Broom. They are made by experts in the following grades—  
 Household Brooms—10 different grades.  
 Toy Brooms—3 different grades.  
 Whisks—10 different grades.  
 Warehouse Brooms—a specialty.

**The Canada Broom & Brush Co. Limited**  
 Ridgetown, Ont.  
 Sales Manager—M. Webber, London, Ont.  
 Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Confederation Life Building, Winnipeg, Man.  
 Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

**OCEAN BLUE**  
 In Squares and Bags

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

Give all your customers the opportunity of testing it, and you will soon need to

*Order More from Your Wholesaler*

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

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

When Writing Advertisers Mention this Paper

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## QUEBEC

### ROSE & LAFLAMME LIMITED

Commission Merchants  
Grocers' Specialties

MONTREAL TORONTO

### MANUFACTURERS O. M. SOLMON

Importer—Exporter  
Leaving for Europe July 3rd  
An opportunity to establish your products on the  
European market  
Write or wire immediately.  
7 McGill College Ave. Montreal

### BRITISH GUIANA

Why not build up your trade in  
British Guiana and the West In-  
dies, by appointing us your Agents?

McDAVID & CO.

Manufacturers' Representatives  
41 Robb Street, Georgetown, Demerara,  
British Guiana  
Exporters: Coconuts, Coffee, Rice, Cocoa.

### PAUL F. GAUVREAU

Wholesale Broker  
Flour, Feeds and Cereals,  
84 St. Peter Street, Quebec.

I am buyer of flour, feeds, grains of all  
kinds, damaged grain, also cereals. Mail  
samples.

### AGENCIES WANTED

For Food Products, Confectionery, etc.  
For the Dominion. Best References.

JOYCE CO., LTD.

307 St. James Street, Montreal

### GAETZ & CO.

MANUFACTURERS' AGENTS AND  
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

### WANTED

Agencies for food products for the  
City of Montreal, best references

SILCOX & DREW  
33 NICHOLAS ST., MONTREAL

### 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

### 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.

TELEPHONE MAIN 7143

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Importateurs & Exportateurs Pois et Feves Produits Alimentaires	Importers & Exporters Peas and Beans Food Products
--	---

ST. NICHOLAS BUILDING, MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc.  
in Car Lots

### A. H. M. HAY

General Produce & Lumbermen's  
Supplies

Phone 5314 80 ST. PETER ST.  
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### 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

Say you saw it in Canadian

Grocer, it will identify you.

### CANADIAN PRODUCTS EXCHANGE, LTD.

Grocery, Confectionery and  
Drug Specialties

702 Robie Street, Halifax, N.S.

## RICE

## RICE FLOUR

## RICE MIDDLING

### Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.  
VICTORIA, B.C.

D. W. ROSS COMPANY  
Agents  
MONTREAL



The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

*G. Washington's*  
**COFFEE**

ORIGINATED BY MR. WASHINGTON IN 1909

Distributed by Grocers Specialty Company  
169 William Street, Montreal



**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

EVERYBODY'S  
FAVORITE

# Cremo Caramels

"YOU CAN TASTE THE CREAM"

QUICK TURNOVER — GOOD PROFIT

## JOYCE & CO., LIMITED

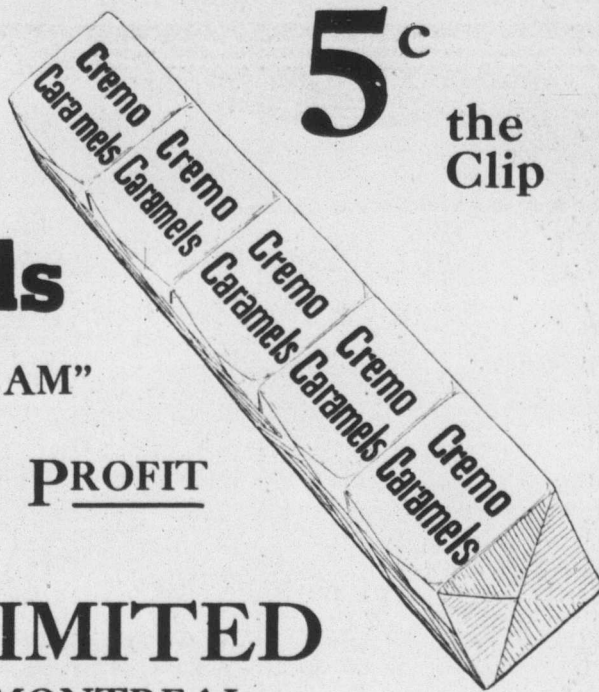
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MONTREAL

*Distributors*

Manufactured by Cremo Caramel Co.

5<sup>c</sup>  
the  
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*Jobbers  
send for  
Samples*

# Wagstaffe's

New Season's

## Strawberry Jam

1920

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

# Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues

- - - Hamilton



# "SALADA"

The sales for 26<sup>7</sup> weeks  
ending June 26, 1920  
—are—

**1,157,272 lbs.**

**AHEAD**

of the same period  
in 1919

**THE**

**INCREASE  
IN SALES**

An average INCREASE of

**44,510 lbs. <sup>A</sup> Week**

or enough tea to regularly  
supply 500,000 more Cana-  
dian consumers who use  
4½ lbs. of tea per head  
per year.

For thirty years we have been telling you that, more than anything else, the public appreciate **QUALITY**. Furthermore we have been proving it to you year after year. That "**SALADA**" continues to grow in public favor is evidenced by the above facts.

## Wholesale Grocery Limited

*Wholesale Grocers, Importers,  
Exporters, Distributors*

Telephone Adelaide 5895

**55 Bay Street, Toronto**

We invite you to visit our warehouse and inspect our high-class stock. In this new wholesale house your interest and requirements receive first consideration. We specialize in mail order and telephone business.

## Traveler's Half-Holiday Guide Book

CANADIAN GROCER has had printed in booklet form list of half-holidays in cities and towns in each province in Canada.

Wire, phone or send a card.

Free to those connected with the grocery trade. Regular price, 10c per copy.

**Canadian Grocer**

143-153 University Ave., Toronto

Adel. 5740

GOODS WITH A WORLD-WIDE REPUTATION

Manufactured by

**THE UNITED ALKALI WORKS, LIMITED**  
LIVERPOOL, ENGLAND

Now in Stock:

**Greenbank Lye (Solid)**

16 oz. tins      4 doz. per case      dozen \$1.50

**Greenbank Powdered Lye**

8 oz. tins      4 doz. per case      dozen \$1.00  
12 oz. tins      4 doz. per case      dozen 1.50

**Chloride of Lime**

$\frac{1}{4}$  lb. tins      4 doz. per case      dozen \$ .65  
 $\frac{1}{2}$  lb. tins      4 doz. per case      dozen 1.10  
1 lb. tins      4 doz. per case      dozen 1.65  
25 lb. tins      4 doz. per case      pound .14

Liberal discount to Wholesalers and Jobbers

**"Primus" Jelly Powders**

Unsurpassed in purity and quality.

Have made a reputation for themselves.

The demand is exceeding the supply.

Cartons containing 1, 2 and 4 doz.      doz. \$1.45

**All flavors.**

Special discount to Wholesalers.

Try them, and you will like them.

**"Primus" Cordials**

Most healthy summer beverages, absolutely pure.

LIME JUICE,

ORANGE JUICE,

LEMON JUICE,

STRAWBERRY JUICE,      RASPBERRY JUICE

LAWTONBERRY JUICE,      BLACKBERRY JUICE,

and RASPBERRY VINEGAR.

8 oz.

12 oz.

26 oz.

**"PRIMUS" FRUIT SYRUPS in gallon jars**

All Flavors

SPECIAL DISCOUNT TO JOBBERS.

We carry a fine assortment of Groceries.

**L. CHAPUT, FILS & CIE, LIMITÉE**

Wholesale Grocers, Importers and Manufacturers

**MONTREAL**

ESTABLISHED IN 1842



# Caldwell's

"FANCY PACK"

# Canned Fruits

*From the Finest Fruit Section in Canada  
Superior to Imported Fruits*

For years California Fruits No. 1 Tins have been brought into Canada in large quantities, to meet the demand for high grade fruits.

This has been the case solely because the Ontario canner has not given his attention to the packing of fancy goods. California Fruits cannot compare in quality or flavor with Ontario grown fruits, but because of the fibrous nature of California fruits the American Packer has been able to produce a product very pleasing to the eye, though entirely lacking the natural flavor of Ontario fruits.

With the adverse rate of exchange against Canadian buyers it is folly for Canadians to purchase goods from the States when possible to avoid doing so. To make this unnecessary, we are packing the highest grade Ontario fruits in extra heavy syrup, goods that will exceed Government grading for Fancy, that will be equal to the American Product in appearance and very much superior in quality.

While Government Standard for Fancy goods calls for only 55 degrees Syrup, *Caldwell's Canned Strawberries* will carry syrup of 80 degrees, as we find that this weight of syrup brings out the finest flavor of the Strawberry. The degrees of syrup to be used in the other fruits will be determined on the same basis. *that of quality.*

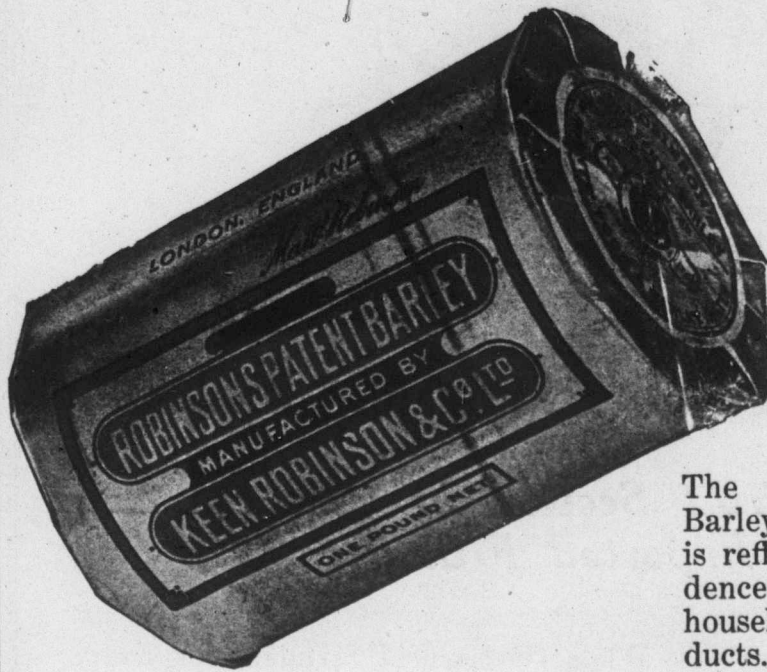
We are packing these fruits in the same size tin used in California, namely, No. 1 tin, 4 dozen to the case. The varieties we are packing will be: Strawberries, Raspberries, Peaches, Pears, and Red Pitted Cherries. On account of the sugar situation the price will naturally be high, but the quality will be the best ever placed on the Canadian Market, irrespective of country of origin. In other words, we are going to pack this line up to the highest possible standard, using only Fancy graded fruit, and syrup sufficiently heavy to bring out and hold the natural flavor and color of the fruit.

***Strawberries will be in the hands of Jobbers the 2nd week in July.***

***Arrange for your Supply.***

---

**THE CALDWELL PRESERVING CO., LIMITED**  
HAMILTON, ONTARIO



## ROBINSON'S "PATENT" BARLEY

and

## ROBINSON'S "PATENT" GROATS

The Quality of Robinson's "Patent" Barley and Robinson's "Patent" Groats is reflected in the reputation and confidence they both have won in Canadian household circles, as satisfactory products. This fact will encourage the wide-awake merchant to handle this line.

### MAGOR, SON & CO., LIMITED

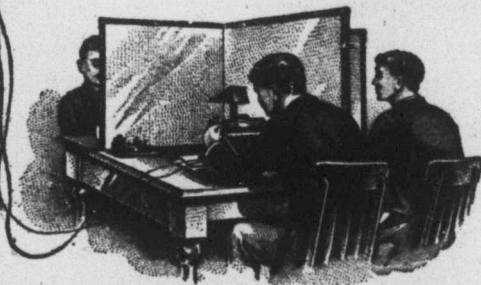
191 ST. PAUL ST., MONTREAL

30 CHURCH ST., TORONTO

## NICHOLSON - RANKIN LTD.

**WHOLESALE  
GROCERY BROKERS**

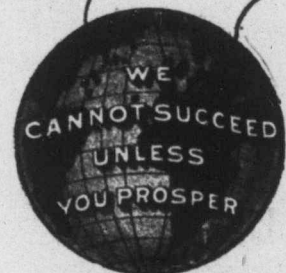
**IMPORTERS  
EXPORTERS**



"IN TOUCH WITH THE WORLD'S MARKETS"  
ALL QUOTATIONS SUBJECT TO CONFIRMATION  
TELEPHONE MAIN 6601

OFFICES-707-708 CONFEDERATION LIFE BLDG.

**WINNIPEG, CANADA**



CODES  
A.B.C. 4175 5TH EDITION  
ARMSBY'S LATEST  
PRIVATE CODES

We are pleased to announce to the trade that we have completed our organization in the Prairie Provinces of Western Canada by establishing our own branch offices; under capable and experienced managers, as follows:

- REGINA, Saskatchewan—under management of Mr. J. C. Ryan.
- SASKATOON, Saskatchewan—under management of Mr. Ross L. Forbes.
- CALGARY, Alberta—under management of Mr. William H. Dingle.
- EDMONTON, Alberta—under management of Mr. Harry M. Judge.

## NICHOLSON-RANKIN LIMITED

WINNIPEG

THE SERVICE BROKERS

CANADA



# CANADIAN GROCER

VOL. XXXIV

TORONTO, JULY 9, 1920

No. 28

## Display is Important in This Store

Sheffield Bros., Bowden, Alta., Have Fine Department Store—  
Novel Ideas for Boosting Business—Hall for Dancing Invites  
People Into Store and Increased Business is the Result.

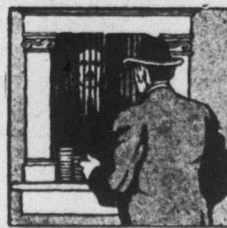
**F**ORSAKING farming to take over a general store, Sheffield Bros., Bowden, Alta., have what appealed to a Canadian Grocer representative as one of the finest stores of its kind in the West. Only last winter Sheffield Bros. built a new store, which they are now occupying, and which is attracting customers for miles around. In a town of three hundred people it is an ambitious store, for new equipment, modern devices for convenience, are to be found here. Enterprising methods of building sales are the order of the day, and a visit to this store recently by Canadian Grocer revealed ideas that are constantly bringing trade to Sheffield Bros.

### Arrangement of Departments

Appreciation is expressed on all sides for the enterprise that prompted Sheffield Bros. to build this store. On entering the building one is impressed with the systematic arrangement of the departments. The store frontage is 78 feet, with a depth of sixty feet. From the accompanying photographs, it will be seen that equipment to bring about the best possible service has been installed. Glass partitions separate the departments. Mr. R. D. Sheffield, in talking to Canadian Grocer, pointed out that with these glass partitions it is possible to see all departments from any point in the store. Five windows, two for groceries, two for drugs, and one for meats, make display always a feature, and Sheffield Bros. realize the value of the same in moving their goods. The name of each department has been painted over each door.

### Display Important

In the grocery department, display is important, and the arrangement for the proper showing of goods is outstanding. There is ample floor space, and

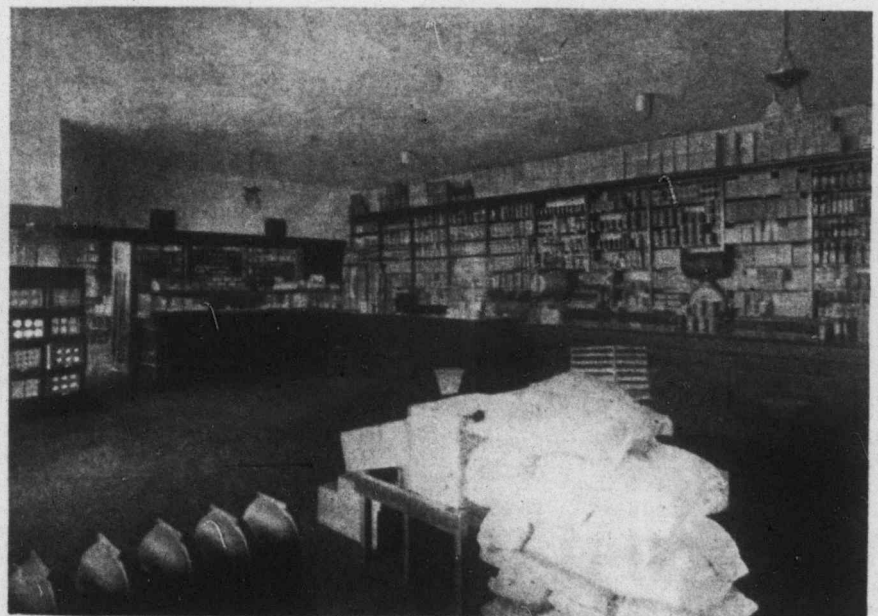


plenty of accommodation for the busiest days. Scales are conveniently placed, and goods are shown with price tickets on them. "Customers like to find out the price of things very often before asking for them," Mr. Sheffield remarked. A raised stand on the floor for vegetables and fruits is so situated as to readily attract attention. At one end of the store there are four separate small glass cases for lemons, oranges, etc. They have been productive of gratifying sales.

The meat department is decorated in white, and the walls are washed every week. It is the intention to instal a complete refrigeration plant at an early date. Cleanliness and correct sanitation mark this department, and invite trade.

### For Holding Dances

A novel idea in the Sheffield store is the large hall in connection therewith. It is used for dances and picture shows. "This is just an experiment," Mr. Sheffield remarked. "It is built in such a way that it can be used for another department, any time necessity demands. So far it has been a money-maker and a good drawing card for the store. Every Saturday night the hall is thrown open free for all. These dances are a great boon for the ice-cream business. The floor of the grocery department is cleared on the nights of the dances and lunch is served for a small charge by the management.



Showing the interior of Sheffield Bros. grocery at Bowden, Alta., where enterprise and energy have built up an extensive trade.

## Manufacturer Can Establish Selling Policy

Effect of Decision Rendered by Board of Commerce—Very Important Decision to Mercantile World—Traders Can Associate to Advance Mutual Interests

**O**TTAWA.—The judgment issued by the Board of Commerce in the case of the Hamilton grocers is considered to be one of the most important to the mercantile world ever given by any court in Canada. It establishes that the manufacturer has the legal right to establish a selling policy and to refuse to deal with those who will not adhere to the terms of that policy. If he decides to deal only with the wholesalers he may refuse to sell to others than wholesalers. If he decides to establish a fixed re-sale price for his goods and make it a fair price, he may refuse to deal with those who sell above or below that price.

The decision also establishes that an association of wholesalers or an individual wholesaler may request of a manufacturer that he adhere to his own or a suggested selling policy, and that, if the manufacturer refuses to do so the wholesalers, by way of an association or individuality, may agree to refuse to trade with that manufacturer or may actually refuse.

The principle is laid down that traders have the right to associate for purposes of advancing their mutual interests in any way except by doing something actually forbidden by law. The Combines and Fair Prices Act does not forbid mere agreements or combining on any matter, unless in the opinion of the Board of Commerce it is likely to operate to the detriment of the public and whether it does so is a matter of fact which must be proved and established as such in the particular case.

## New Members for the Board of Commerce

Capt. William White, K.C., Former Secretary, is Now Chairman—F. A. Acland and C. A. Dillon Are the Other Members

**A**N order-in-council was passed on the day after prorogation with respect to the Board of Commerce. In view of the appeal now pending before the judicial committee of the Privy Council as to the validity of the act under which the board was established, the appointments which have been made are to be regarded temporary.

Captain William White, K. C., the former secretary of the board, has been appointed chairman, and the other two vacancies have been filled by the appointment of F. A. Acland, Deputy Minister of Labor, and G. A. Dillon, purchasing agent of the Department of Justice.

These two gentlemen have been given leave of absence from their present

### Charges Fell Down

The effect of the Board's decision is that it holds that the Attorney-General of Ontario completely failed to establish that any practice of the wholesalers or manufacturers complained of was to the detriment of the public or against their interests. All that was shown was that certain private interests as against the opposition in concert of the Wholesalers' Association, and the members thereof, who, although themselves no doubt engaged in advancing of their personal interests, had not in the effort asked or secured anything to the detriment of or against the interests of the public.

The board suggests that if its view of the law is considered wrong, it will expedite an appeal to the Supreme Court of Canada. It will be recalled that the board rendered an interim judgment at the conclusion of the hearing in March last at Hamilton and Toronto in which it expressed the view that the case had failed to prove the thing suggested to the Attorney-General of Ontario; that if he saw fit the board would grant leave to him to prosecute in the criminal courts. He did not institute a prosecution but recently issued a writ in the Ontario courts at Toronto calling for the dissolution of the Wholesale Grocers' Association of Canada and Ontario, as unlawful trade combinations.

Some days ago the secretary of the Wholesale Grocers' Association made the statement that the writ had not been served.

duties in order that they may discharge effectively the responsibilities placed upon them as members of the board.

In addition to his experience with the Board of Commerce as secretary Capt. William White, K. C., has had considerable legal and military experience, chiefly in the West. He was born in Hamilton, Ont. He was called to the bar in 1882 and he practised for 15 years in the Northwest Territories (now Saskatchewan). He practised law two years in British Columbia and five years in the Yukon. He was made a queen's counsel Yukon. He was crown prosecutor for Eastern Assiniboia from 1887 to 1897. In politics Capt. White represented Regina in the Northwest Council from 1883 to 1886. He contested the Revelstoke,

B.C., riding in the Federal elections of 1898.

Capt. White served through the rebellion of 1885 against Louis Riel, when he held rank as major. He was 30 months overseas in the late war with rank of captain.

He lived in Vancouver, B.C., for some years previous to taking up the secretaryship of the Board of Commerce at its inception last July, which post he has filled since that time.

## London Grocers Make Protest

London, Ont., (Special).—At a meeting of the Retail Grocers' Association held on Monday it was unanimously decided to make a vigorous protest to Ottawa against the recent order of the Board of Commerce requiring grocers to fill in detailed report forms showing the cost of all merchandise, from whom it was purchased, the selling price, profits, losses and taxes. The general opinion of the grocers was that such a proceeding was expensive, unnecessary, and would mean in a great many cases the employment of an accountant. In addition to sending a resolution to Ottawa the local grocers plan to take the matter up with each individual member of Parliament in the district and ask him to use his influence to have the order modified or rescinded on the ground that it is inefficient and bad for business.

### REGISTRATION FEE ON MAIL INCREASED

According to an amendment to the Post Office Act passed during the recent session of Parliament, the registration fee on letters and other matter mailed in Canada is fixed at ten cents (10c) per each letter or article.

The above fee shall apply to all registered mail matter posted in Canada on and after the 15th July, 1920.

The public are advised in order that they may see that all registered matter is fully prepaid as regards both postage and registration fee.

### FEDERAL INCORPORATIONS

B. C. Sugar Refinery, Limited. Incorporators: Mary Isabella Rogers and Alix Rogers, widows; John William Fordham Johnson and Robert Adamson, manufacturers; and Ernest Theodore Rogers, student—all of Vancouver. Capital \$10,000,000, divided into 100,000 shares of \$100 each. Chief place of business, Vancouver.

### NOVA SCOTIA APPLES TO BE PACKED IN BOXES

Kentville, N.S.—The annual meeting of the United Fruit Company, Limited, was held in Kentville recently. The turnover last year was \$3,000,000. It was decided that hereafter apples shall be packed in boxes instead of barrels. This will place them, as far as packing is concerned, on a par with Western apples.



# Making Sales of Candy Worth While

A. Hembling, Jasper Avenue, Edmonton, Says Display of Candy Brings Results—One Case Shows High-Grade Confections, and Another One Displays the Cheaper Lines.

By STAFF CORRESPONDENT

**C**OMMENCING business five years ago in a small stall in the market, A. Hembling, Jasper avenue, Edmonton, Alta., has, he says, by hard work and diligent effort, built up a grocery trade that is very gratifying. His present premises bear out his assertions as to growth and expansion, and the facilities that he now has at his disposal, in order to bring service to the desired efficiency, are worthy of mention. From the accompanying reproduction of the interior of his store, it will be noticed that he has three scales, a counter with a display front, and each department so arranged as to make for convenience.

Increasing sales of candy have been a feature in the store of A. Hembling. Two handsome show cases have assisted in the growth of this candy trade. One is for the display of the better grade bulk and box candy, and the other one for the cheaper class of confections. Formerly all candies were kept in the same case. Last year the case for the cheaper candies was purchased, and Mr. Hembling declares that it paid for itself in three months. It is placed well to the front of the store. Cigars and tobaccos are also shown in another silent salesman, and sales of them figure satisfactorily in the year's turnover.

#### Fruit and Vegetable Display

Displaying fruit and vegetables is an-



Illustrating the interior of A. Hembling's store on Jasper Ave., Edmonton, Alta. The feature of this store is the convenient equipment and fixtures that predominate.

other merchandising idea of Mr. Hembling that brings results. Special bins that Mr. Hembling built himself show fruits, vegetables, and nuts in the shell to advantage. They are built off the floor and no dust or dirt collects under or around them.

The whole appearance of the store is neat and clean, with special effort directed towards the arrangement, to bring about the greatest results from a

selling standpoint. The tops of the shelves are always decorated, and are never used for storing dead stock. The meat counter is at the back of the store.

A motor truck for delivering was added last year, and Mr. Hembling states that it does the work of three horses. Through his advertising, he has educated the people as to when the delivery leaves the store, and the system has worked out satisfactorily.

## Prune Crop Smaller than at First Estimated

Two Days of Extremely Hot Weather in California Has Stunted the Growth and Reduced the Tonnage—Opening Prices Named by Some Shippers.

**I**LEFT San Jose, California, on the twenty-ninth of May for Vancouver and every indication pointed toward a large crop of prunes, probably 180,000,000 pounds," stated George O. Sainsbury, travelling representative of the California Prune and Apricot Growers, Inc., San Jose, California, in an interview with Canadian Grocer, "but for two days, June 23 and 24, California had two of the hottest days ever experienced; in fact it was 110 degrees in the fruit growing districts, and with prunes in their most critical stage, it is believed considerable of the fruit has been stunted to such an extent that the tonnage will be greatly reduced and will stop the growth and affect the size materially."

"Last year," continued Mr. Sainsbury, "our association put on a campaign for 52,000 additional acres and we now have a membership of 10,000 and about 87 per

cent. of the crop. Our association will not name prices until it is practically known what the crop is and then prices are set according to crop and market conditions. My own opinion is that although the crop will be smaller, the prices will not be any greater than last year.

"Some of the independent packers have named opening prices and they are higher than last year. These high prices are caused not by the buying market as last year, but by the independents, comprising only 13 per cent. of the growers, who are demanding higher prices than those in our association. However, it will be about five months before the new crop arrives on the market and it is a difficult matter to forecast what will happen by that time."

#### Some Shippers Name Prices

Some shippers have sent opening

prices on prunes for the 1920 crop. Figured on a 10 per cent. exchange basis the prices on Californias laid down in Toronto are as follows: 30-40, 26¼ cents; 40-50, 25 cents; 50-60, 22.34 cents; 60-70, 20.75 cents; 70-80, 19.04 cents; 80-90, 17.39 cents; 90-100, 15.75 cents.

On Oregon Italians figured on the same basis as the above the prices are: 30-40, 24½ cents; 40-50, 22.20 cents; 50-60, 20.42 cents; 60-70, 19.04 cents; 70-80, 17.40 cents. These prices show advances from 1¼ to 5 cents per pound over the opening prices of last year. The shippers advise that considerable effort has been made on the part of packers to make contracts with growers for the growing crop, which at present promises to be considerably less than last year. While this does not absolutely determine that prices will be higher during the coming season than last year, it must be said that it does not look as if prices would be lower.

#### FIRE DAMAGES GROCERY

Fire of unknown origin broke out at 241 Berkeley, Toronto, a grocery store owned by Frank West, at 6 a.m. Sunday. Damage to the building was \$200 and to the contents \$400.



# Believes Cash System the Better Way

Walter Paul, Montreal, Makes New Departure for His Business, and Recently Opened a Cash and Carry Store on St. Catherine Street—Develops an Entirely New Trade.

**T**HERE has been a new store opened on St. Catherine Street, Montreal, where the cash and carry system is in vogue. It is a branch of the Walter Paul grocery store on University Avenue, and is under the direction and management of George Paul and Frank Lamere. It is very spacious, having an entrance from St. Catherine Street, and stretches back to the next street with another entrance and large window facing Dominion Square. The window on St. Catherine Street is perhaps the largest grocery window in Montreal, and on it Mr. Paul depends to attract the passing trade. Consequently no effort is spared to make it attractive. As the St. Catherine Street frontage is not large, a novel plan is adopted to use all the window space possible and yet have an entrance from the main street. This window is even with the sidewalk, and is as wide as the whole front of the building, but it tapers back so that there is room for a good sized entrance from the arcade thus formed. The neighboring store has adopted the same plan so that between the two there is quite a hallway or arcade formed that is very inviting to the passing public. The rear windows are large and of the usual design.

The cash and carry system is a new departure for Walter Paul Ltd., since for years they have been running a large grocery business on the old credit system. George Paul, when approached by Canadian Grocer, expressed himself as very well pleased with the new plan.

## A Better Investment

"There is no doubt," said Mr. Paul "that the cash system in these days of high costs is the better system. The grocer buys his stock and at the best is allowed thirty days. If he is attempting the credit system he has not his returns by that time, and he is forced to raise the money the best he can. It is not a question altogether whether his accounts are good. It is a question of whether his returns are quick enough to enable him to buy as heavily as is necessary. We have found that by the new plan each night we have so much cash to take to the bank instead of so many bills to be written up in our books.

## A Quicker Turnover

"There is also another side to the story. A man is satisfied with smaller profits on a quick turnover as it is eventually the same interest on the outlay. Besides the 'cash' side there is the 'carry.' That eliminates a big expense, and, as a result we are able to cut down the cost to our customers. People these days do not object in the slightest to carrying parcels if they are convinced



Illustrating the new cash and carry store of Walter Paul, on St. Catherine Street, Montreal, a branch of the main store on University Avenue.

that by doing so they are saving money. There has been so much said lately about cash and carry that the majority of people are looking for it. Then, too, this is the day of the automobile, when people who buy largely will come to inspect their buying and are not at all inconvenienced in taking home their parcels in the automobile."

## Entirely a New Trade

Canadian Grocer enquired of Mr. Paul if he found that some of the customers from his other store were coming to the cash and carry establishment. The answer was that only in a very few instances had they noticed it, and then it is generally such a little article that has attracted attention.

Frank Lamere, the manager of the store, in conversation with Canadian Grocer, said:

"Each week we run some special line, a special bargain or put a special price on some vegetables, of which we were able to buy a large supply. This proves an attraction to the public, and once inside the store they buy more than they intended. We have put price tags on all the articles in the store. There is not a doubt that it is a very good scheme. For instance, a lady enters the store and the clerks are all so busy that she cannot be waited on at once. The prices interest her. Each article acts as a silent salesman for itself, and instead of going out before she is waited upon she is surprised how quickly her turn comes. This we have watched carefully and found that the power of suggestion by price tickets makes many sales that could not have been otherwise gathered in a busy store.

## Advertising Counts

"We do considerable advertising in

the daily papers," continued Mr. Lamere. "We advertise special prices each week, and as a proof that they are read we have people coming in asking for a particular price on an article and when they find that the price is not what they expected, they reply that a week ago such and such a price was advertised. Besides this we have had a half page announcement in both the French and the English papers. In this we state that there is a splendid place for parking cars at the Dominion Square entrance. As a result we have noticed the motors coming to the other entrance regularly. There is no doubt that a grocer can make good use of the local papers if it is properly done.

## Better Buying with Cash

"All the buying is done at the other store and we are able to buy large quantities and so command a better price from the manufacturers and wholesalers. With the ready cash such as a man has at his command by this system, bargains are easily picked up and a better stock is at hand. Cash always has the preference in any market.

## A High Salary Clerk Profitable

"We have at the present time a staff of eight clerks, and on Saturdays we have to take on extra help, almost doubling our numbers. We have found by experience that it is more profitable to employ experienced clerks and pay bigger salaries than to pay smaller wages for inexperienced help. Our only difficulty at present is to find men worthy of a big salary and still not take them from our neighbors.

## System in Operation

"The system we employ is to write a  
Continued on page 36



# Every Article of Food Representing a Mixture, an Imitation or a Substitute, Must Be Plainly and Correctly Labelled as Such

Food and Drugs Bill Declares the Words "Pure" or "Genuine," or Words Equivalent to These Terms, Shall Not be Used on the Labels or in Connection With Such Articles

**Food Is Misbranded If Not Labelled  
So as to Indicate Its Real Character**

**Double Penalty Imposed if Offence is Wilful and Accused is to  
be Held Liable for Costs of Prosecution Even When Case Has  
Been Discharged—Must Watch Labelling**

**I**N ORDER that the grocer may have on file a copy of the Food and Drugs Act, (Bill 27), which has been amended by the Senate and which is on the statute books of the Dominion, and in response to numerous requests from all parts of the country. Canadian Grocer is publishing herewith the full text of the latest legislation affecting the grocer. The act, as amended by the Upper Chamber after going through the Commons, is as follows:

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

(1). This Act may be cited as The Food and Drugs Act, 1920.

#### DEFINITIONS

(2). In this Act, and in any regulation made under this Act, unless the context otherwise requires,—

(a) "Department" means the Department of the Government under which or in connection with which this Act is administered;

(b) "Dominion analyst" means any analyst appointed for the purposes of this Act and includes the Chief Dominion Analyst and the Assistant Chief Dominion Analyst;

(c) "drug" includes all medicines for internal or external use for man or animal;

(d) "food" includes every article used for food or drink by man, and every ingredient intended for mixing with the food or drink of man for any purpose whatever;

(e) "inspector" means any person duly appointed for the purpose of carrying out the provisions of this Act;

(f) "magistrate" means and includes any judge of the sessions of the peace, recorder, police magistrate, two justices of the peace or any magistrate or court having the power or authority of two or more justices of the peace;

(g) "Minister" means the Minister charged with the administration of this Act;

(h) "package" includes any box, bottle,

basket, tin, barrel, case, receptacle, sack, bag, wrapper or other thing in which any article is placed or packed;

(i) "sample" means a sample of any food or drug taken under the provisions of this Act or of any regulation made hereunder.

#### ADULTERATION

3. (1) Food shall be deemed to be adulterated within the meaning of this Act,

(a) if any substance has been mixed with it so as to reduce or lower or injuriously affect its quality or strength;

(b) if any inferior or cheaper substance has been substituted wholly or in part for the article;

(c) if any valuable constituent of the article has been wholly or in part abstracted;

(d) if it consists wholly or in part of any diseased or putrid or rotten animal or vegetable substance, whether manufactured or not;

(e) if it is obtained from a diseased animal, or from an animal fed upon unwholesome food;

(f) if it contains any added poisonous ingredient, or any ingredient which may render it injurious to the health of the person consuming it, whether added with intent or otherwise; or,

(g) if its strength or purity falls below the standard, or its constituents are present in quantity not within the limits of variability fixed by the Governor in Council as hereafter provided.

### *Thinks Year Will Be Allowed Trade For Cleaning Up*

Making public his views on the Food and Drugs Act, C. J. Bodley, secretary of the Chocolate, Biscuit and Confectionery Industries of Canada, says:

"As far as our leading Biscuit, Chocolate and Confectionery manufacturers are concerned, I believe that this Act will meet with approval. We certainly cannot make any objection to these clauses, which, while they lend protection to the public in the matter of food purity, also give the legitimate manufacturer protection against firms who are not so particular about the purity of their quality and the honesty of their weights

"It will be noted, should this Act become law, that all packages of 2 ounces and over will have to be stamped with the net weights. It might be mentioned in this connection that we asked the Government for a suspension of this and other provisions of the Act for a period of eighteen months. It is by no means certain that such a period will be granted, but I think that we can confidently look for a period of at least one year from the passage of the Act for the cleaning up of old stocks of labels and preparing for the observance of this Bill."

spicuously labelled so as to indicate its true character;

(b) if it is stated to be the product of a place or a country of which it is not truly a product;

(c) if it is sold or offered for sale by a name which belongs to another article;

(d) if it is so colored or coated or powdered or polished that damage is concealed, or if it is made to appear better or of greater value than it really is;

(e) if false or exaggerated claims are made for it upon the label or otherwise;

(f) if in package form, sealed by the manufacturer or producer, and bearing his name and address, the contents of each package are not conspicuously and correctly stated within limits of variability to be fixed by regulations as in this Act provided, in terms of weight, measure or number, upon the outside of the package; provided that this subsection shall not apply to packages the weight of which including the package and contents is under two ounces; provided also that nothing in this section shall be taken to require the statement of weight, measure or number upon containers or packages of standard size as provided by orders of the Governor in Council under The Meat and Canned Foods Act, and provided further that the Governor in Council may make regulations deferring the operation of this subsection, in whole or in part,

## Inspectors Are to Have the Right to Examine Even All Customs Entries

(2). In the case of milk any adulteration shall be deemed to be injurious to health.

#### RECOGNIZED STANDARDS

4. (1) Every drug shall be deemed to be adulterated within the meaning of this Act if its strength, quality or purity falls below the professed standard under which it is sold; or if, when offered or exposed for sale under or by a name,—

(a) recognized in the latest edition of the British Pharmacopoeia; or,

(b) recognized in the latest edition of any foreign pharmacopoeia; or,

(c) which is not recognized in any pharmacopoeia, but is found in some generally recognized standard work on materia medica or drugs;

it differs from the standard of strength, quality or purity laid down therein.

(2) Unless a drug is sold in such a manner as plainly to indicate that its quality is to be judged by an authority other than the British Pharmacopoeia, and such authority is named, it shall be deemed to be adulterated unless it conforms to the standard of strength, quality and purity for such drug as these are defined by the latest edition of the British Pharmacopoeia.

5. Food shall be deemed to be misbranded within the meaning of this Act,—

(a) if it is an imitation of, or substitute for, or resembles in a manner likely to deceive, another article of food or drug under the name of which it is sold or offered or exposed for sale and is not plainly and con-



### Copying of Labels Is to be Checked By the Latest Act

"With reference to Clause (b), Section 14," reports C. J. Bodley on the Food and Drugs Bill, "it might be surmised that the Government intended to take into their control the designation of color and the size and contents of every manufacturer's label. This, of course, would be impossible. It is the intent of this clause to place in the hands of the Government power to prevent unscrupulous manufacturers from copying the label of a firm which has become known through years of usage. Suppose you have a good selling line which you have spent money to popularize, and this article has a splendid sale, and some competitor without the power of initiative, copies your label, making the wording as close as he can, with the evident intention of fooling the buying public. On complaint, the department will have the power to prohibit such competition, as it is quite possible for us to conceive that a firm who would copy another man's packages, labels, etc., would not be particular about the quality of his contents, thus creating in the public mind dissatisfaction."

for such period as he may prescribe up to the first day of July, 1923.

(g) if sold as a compound, mixture, imitation or substitute, it is not labelled in accordance with the requirements of this Act;

(h) if the package containing it, or the label on the package, bears any statement, design or device regarding the ingredients or the substances contained therein, which statement, design or device is false or misleading in any particular; or,

(i) if the package containing it, or the label on the package, bears the name of an individual or of a company, claimed to be the manufacturer or producer of the article, which individual or company is fictitious or non-existent.

6. Every article of food which is a compound, mixture, imitation or substitute shall be plainly and correctly labelled as such; and the words "pure" or "genuine" or words equivalent to these terms, shall not be used on the labels or in connection with such articles, and such articles shall be so packed, marked or labelled as not to be likely to deceive any person with respect to their true nature.

#### PROCURING SAMPLES

7. (1) Any inspector may procure samples of food or drugs from any person who has such articles in his possession for the purpose of sale, or who sells or exposes by purchasing the same or by requiring the person in whose possession they are to show him and allow him to inspect all such articles in his possession, and the place or places in which such articles are stored, and to give him samples of such articles on payment or tender of the value of such samples

(2) An inspector may, if he has reason to believe that any article of food or drug is held or exposed or offered for sale in violation of the requirements of this Act, seize and hold such article until a sample taken by him and submitted for analysis to a Dominion analyst has been reported upon.

(3) Any inspector when authorized thereto by the Minister shall have the right to

examine any customs entries of imports of food or drugs into Canada and shall have the right to take samples of any food or drug sought to be imported into Canada and to submit such samples for analysis to a Dominion analyst for examination and report, and in any case where samples are taken hereunder such food or drug shall not be delivered to the importer or consignee until the Dominion analyst has reported upon the samples taken; and if he reports that the food or drug is adulterated or misbranded, such food or drug shall not be admitted into Canada for use as a food or drug.

#### ANALYSIS

8. (1) The inspector procuring any sample with the intention of submitting it to be analysed shall, after the transaction has been completed, forthwith notify the seller, or his agent selling the article, of his intention to submit it to a Dominion analyst for analysis, and shall, except in special cases as provided by regulations under section fifteen of this Act, divide the article into three parts to be then and there separated and each part marked and sealed up or fastened up as its nature may permit. The inspector shall deliver one of such parts to the seller or his agent, and he shall send the other two parts to the Department for analysis.

(2) The person from whom any sample is obtained under this Act may require the inspector obtaining it to annex to the vessel or package containing the parts of the sample which he is hereby required to transmit to the Department the name and address of such person, and to secure with a seal or seals belonging to him the vessel or package containing such parts of the sample, and the address annexed thereto, in such a manner that the vessel or package cannot be opened or the name and address taken off without breaking such seals; and the certificate of the analyst shall state the name and address so annexed to the vessel or package, that the vessel or package was not open, and that the seals securing to the vessel or package the name and address of such person were not broken until such time as he opened the vessel or package, for the purpose of making his analysis, and in such case no certificate shall be receivable in evidence unless there is contained therein such statement, or a statement to like effect.

(3) When the inspector has, by means aforesaid, procured samples of the articles to be analysed, he shall send the same to the Department for purposes of analysis, and if it appears to the Dominion analyst that the sample is adulterated or misbranded within the meaning of this Act the Dominion analyst shall so certify, stating in such certificate whether such adulteration is, in his opinion, injurious to the health of the person consuming the same or not; and the certificate so given shall be received as evidence in any proceedings taken against any person in pursuance of this Act, subject to the right of such person to require the attendance of the Dominion analyst for the purpose of cross-examination.

(4) A copy of such certificate shall be forthwith furnished by the Department to the person from whom the sample was procured.

#### NOTICE OF APPEAL

9. (1) If the person who supplied the article respecting which the certificate referred to in the last preceding section is given, deems himself aggrieved thereby, he may, within twenty days of the receipt of the copy of such certificate furnished to him, notify the minister in writing that he intends to present evidence in his own behalf to controvert the certificate of the Dominion analyst, stating in full the nature of such evidence. In the absence of such notice the certificate of the analyst shall be taken as final.

(2) Should the evidence submitted by the person above referred to be such as in the opinion of the Chief Dominion Analyst to justify further investigation, the Chief Dominion Analyst may cause the second

### Neither Chocolate Bars Nor Chewing Gum Require Stamp

In his report to the Confectionery Association on the Food and Drugs Bill Secretary C. J. Bodley states that at a meeting in Mr. Rowell's office each clause was taken up separately and thorough discussion invited. As a result concessions were made and explanations given, which convinced those present that the Bill had very strong features, which would commend themselves to the majority of the members.

"In Section 5, Clause 'F,' it will be noted," reported Mr. Bodley, "that all sealed packages will have to bear the correct weight. No provision was made for the exemption of even the smallest article. On careful presentation of our views in connection with small packages of confectionery, the minister very freely gave his consent to a revision of this clause, exempting packages under 2 ounces, thus making it unnecessary to stamp the weight on such lines as chocolate bars, chewing gum, etc., etc."

part of the sample submitted to the Department, as provided in section eight, to be analysed to his satisfaction, and a certificate of such analysis signed by the Chief Dominion Analyst shall be final and conclusive evidence of the facts therein set out.

10. (1) Nothing contained in this Act shall be held to prevent any person from submitting any sample of food or drug for analysis to a Dominion analyst, or from prosecuting the vendor thereof if it is found to be adulterated or misbranded within the meaning of this Act.

(2) The person submitting such sample shall at the same time deposit with the Dominion analyst the amount of the fee prescribed for such analysis; and all such money shall be deposited by the Dominion analyst to the credit of the Receiver General.

11. (1) The Council of any city, town, county or village or other municipality, may appoint one or more inspectors of food or drugs, and any such inspectors may require a Dominion analyst to analyse any samples of food or drugs procured by him if such samples have been procured in accordance with the requirements of this Act.

(2) Such Dominion analyst shall, on payment of the prescribed fee, forthwith analyse the same and give the inspector a certificate of such analysis.

(3) Such inspector may prosecute any person manufacturing, selling or offering or exposing for sale within the city, county, town or village for which he is appointed inspector any article of food or drug which has been certified by a Dominion analyst to be adulterated or misbranded within the meaning of this Act.

(4) All penalties imposed and recovered at the suit of any such inspector shall be paid into the revenue of the city, county, town or village by the council of which such inspector was appointed, and may be used in such manner as the council of such city, county, town or village may direct.

#### SEIZURE

12. (1) Whenever any article of food or any drug is reported by a Dominion analyst as being adulterated or misbranded within the meaning of this Act, the Department may order such article, and all other articles of the same kind which were in the same



place at the time the article analysed was obtained, to be seized by an inspector and detained by him until an analysis of a sample of the whole is made.

(2) If the Dominion analyst reports to the Department that the whole or any part of such articles of food or drugs as have been submitted for analysis by the aforesaid inspector is adulterated or misbranded, the Minister may declare such articles, or so much thereof as the Dominion analyst reports to be adulterated or misbranded, to be forfeited to the Crown, and they shall be forfeited accordingly, and may be disposed of as the Minister directs.

13. The Chief Dominion Analyst shall report from time to time to the Minister the number of articles of food and drugs analysed under this Act, and shall specify the nature and kind of adulteration detected, the nature and kind of misbranding found thereon, together with all particulars regarding the vendors and manufacturers of such articles, and the reports of the Chief Dominion Analyst shall be printed and published for the information of the public at such times and in such manner as the Minister directs.

14. (1) The Governor in Council shall have power to make regulations,—

(a) prescribing standards of quality for and fixing the limits of variabilities permissible in any article of food or drug the standard of which is not otherwise prescribed by this Act or The Meat and Canned Foods Act;

(b) requiring a label to be attached to any article of food or drug designed to prevent the public or the purchaser being deceived or misled as to the character, strength, quality or quantity of the article.

(2) All regulations made under this section shall be published in the "Canada Gazette."

#### REGULATIONS

15. The Governor in Council shall have power to make regulations,—

(a) prescribing the duties of inspectors appointed under this Act;

(b) prescribing a tariff of fees to be paid for analysing any article of food or drug;

(c) prescribing that a portion not exceeding one-half of the fine imposed upon any person violating the provisions of this Act may be paid to any person who has given information leading to conviction in the case in question; provided that no portion of any fine shall be paid to any Dominion analyst or to any inspector or to any employee in the Department;

(d) for carrying out the provision of this Act;

(e) for deferring from time to time the operation of any portion of this Act until July first, nineteen hundred and twenty-two, where deemed necessary or expedient to allow of the disposal of stocks on hand.

16. (1) Every person who by himself or his agent or employee manufactures for sale, sells, offers for sale or exposes for sale, any article of food or any drug which is adulterated or misbranded, shall be guilty of an offence, and,—

(a) if such adulteration is deemed to be injurious to health within the meaning of this Act, shall for a first offence be liable upon summary conviction to a fine not exceeding two hundred dollars and costs, and not less than fifty dollars and costs, or to imprisonment for any term not exceeding three months, or to both fine and imprisonment, and for each subsequent offence to a fine not exceeding five hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding six months, or to both fine and imprisonment; and,

(b) if such adulteration is not deemed to be injurious to health within the meaning of this Act, or if the article is misbranded, shall for a first offence be liable upon summary conviction to a fine not exceeding one hundred dollars and costs and not less than twenty-five dollars and costs, or to imprisonment for any term not exceeding three months, and for each subsequent offence to a fine not exceeding two hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding six months, or to both fine and imprisonment.

## Established Manufacturer Likes Protection From Shady Operator

Speaking as a manufacturer, W. H. C. McEachern, sales manager for the Patterson Candy Company, says: "We like the Food and Drugs Act and most of the confectioners are quite satisfied, for it is the shady operator who is putting in light weights that is hit. We have been given the assurance that anything under two ounces will be left out and as that exempts the nickel chocolate bar, which is not sold by weight and on which, therefore, there is no chance of misrepresentation, it makes the legislation not too bad from our point of view. The established manufacturer, I might say, likes the act as it protects him from the shady operator."

(2) In all cases where the adulteration is proved to have been wilful the penalties imposed by this section shall be doubled.

#### WANT OF KNOWLEDGE

17. (1) If the person accused proves to the magistrate before whom any prosecution is brought for selling, offering or exposing for sale any article of food or drug that is adulterated or misbranded, that he purchased the article in question for and as an article of the same nature, substance and quality as that demanded of him by the purchaser or inspector, and also proves that he sold it in the same state as that in which he purchased it and that he could not with reasonable diligence have obtained knowledge of its adulteration or misbranding, he shall be discharged from such prosecution, but shall be liable to pay the costs incurred by the prosecutor, unless he has given due notice to him or gives notice in court that he will rely on the above defence and has called or calls the party from whom he purchased the said article into the case as hereinafter provided.

(2) If the person presenting such defence shall, upon his sworn declaration that he purchased the article in good faith and as provided for in the last preceding subsection, obtain a summons to call such third party into the case, the magistrate shall at the same time hear all the parties and decide upon the entire merits of the case, including the question of costs, not only as regards the person originally accused, but also as regards the third party so brought into the case.

18. No conviction, judgment or order in respect of an offence against this Act shall be removed by certiorari into any of His Majesty's courts of record.

19. If any sum of money within the limits of the penalties provided by this Act is voluntarily paid to and accepted by the Minister as a penalty and costs for a first offence under this Act, such sum of money may be dealt with as if lawfully recovered upon a prosecution.

20. If after being requested to do so by

an inspector any person who has in his possession or under his control any food or drug refuses or omits to show the inspector the place in which such articles are stored, or refuses or fails to admit the inspector into every such place, or refuses or omits to show the inspector all or any of such articles in his possession, or to permit the inspector to inspect the same, or to give any sample thereof, or to furnish the inspector with any light or assistance he requires for any of such purposes, he shall be guilty of an offence, and shall be liable, upon summary conviction, to a fine not exceeding two hundred dollars and costs, and not less than fifty dollars and costs, or to imprisonment for any term not exceeding three months, or to both fine and imprisonment.

#### PENALTIES

21. Any material found in possession of a manufacturer of food or drugs, or in any of the premises occupied by him as such, and being apparently of a kind which might be employed for purposes of adulteration and for the possession of which he is unable to account to the satisfaction of an inspector, may be seized by such inspector and a sample of such material submitted for identification to a Dominion analyst. Should the Dominion analyst's certificate prove the material to be of such a kind as might be used for purposes of adulteration, the manufacturer shall be deemed wilfully to have exposed for sale adulterated food or drugs, and shall be liable, upon summary conviction, for a first offence, to a fine not exceeding two hundred dollars and costs, and not less than fifty dollars and costs, or to imprisonment for any term not exceeding three months, or to both fine and imprisonment, and for each subsequent offence to a fine not exceeding five hundred dollars and costs and not less than one hundred dollars and costs, or to imprisonment for any term not exceeding six months, or to both fine and imprisonment, and the material in question shall be forfeited to His Majesty, and may be disposed of as the minister may direct.

## Fine Ranges Between Fifty Dollars and Two Hundred for Deception

22. Every person who attaches to any article or package of food or drug sold or offered or exposed for sale any label or mark containing any untrue or misleading name, device or statement, or who neglects or refuses to label or mark any article or package of food or drug in accordance with the requirements of this Act, shall for a first offence be liable, upon summary conviction, to a fine not exceeding two hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding three months, or to both fine and imprisonment, and for each subsequent offence to a fine not exceeding three hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding six months, or to both fine and imprisonment.

23. (1) Any expenses incurred in connection with procuring and analysing any food or drug, together with necessary travelling expenses of any inspector or Dominion analyst, shall, if the person from whom the

sample is taken is convicted of having in his possession, selling, offering or exposing for sale any food or drug adulterated or misbranded in violation of this Act, be deemed to be a portion of the costs of the proceedings against him, and shall be paid by him accordingly.

(2) Such expenses of prosecution shall also include a reasonable counsel fee, in the discretion of the magistrate.

(3) In the case of a private prosecutor, if the prosecution is dismissed as being instituted without reasonable and probable cause, the costs of defence shall be taxed against the prosecutor.

#### OTHER REMEDIES

24. Nothing in this Act contained shall affect the power of proceeding by indictment against any offender, or take away any other remedy against such offender.

25. Except as herein otherwise provided, all fees paid and penalties recovered under this Act shall form part of the Consolidated Revenue Fund of Canada.



# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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H. T. HUNTER . . . . . Vice-President  
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### "ONE OF THE MOST IMPORTANT JUDGMENTS EVER HANDED OUT TO THE MERCANTILE WORLD"

WHAT is characterized as one of the most important rulings handed out to the mercantile world by any court in Canada, is that made by the Board of Commerce in the case of the Wholesale Grocers' Association, of Hamilton, which was recently investigated. The judgment establishes that the manufacturer has the legal right to establish a selling policy and to refuse to deal with those who will not adhere to the terms of that policy. If he decides to deal only with wholesalers he may refuse to sell to others than wholesalers. If he decides to establish a fixed resale price for his goods and make it a fair price, he may refuse to deal with those who sell above or below that price. A combination of wholesalers would also be empowered to refuse to trade with a manufacturer who does not adhere to a policy which may be requested by the wholesaler. Traders are also permitted to associate for the purpose of advancing their mutual interests in any way except by doing something actually forbidden by law. The Combines and Fair Prices Act does not forbid mere agreement or combining on any matter,

unless in the opinion of the Board of Commerce it is likely to operate to the detriment of the public; and whether it does so is a matter of fact which must be proved and established as such in the particular case.

Some retailers have thought that with the disruption of the Board of Commerce, owing to the resignation of its three members, the regulations enforced by the Board would be invalid, but such is not to be the case. Some of the resignations do not take effect yet for some time and meanwhile the Government is taking steps to deal with the matter, and the regulations such as that outlined above remain in effect.

### ADULTERATED BUTTER AGAIN IN THE LIMELIGHT

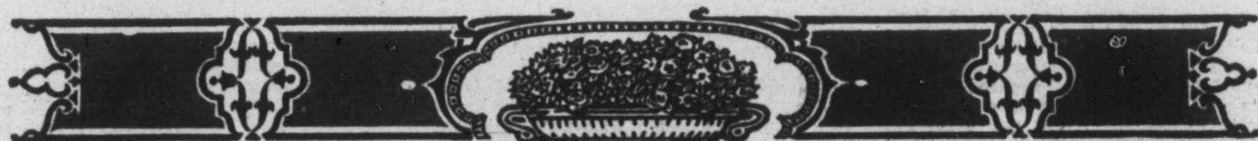
ANOTHER merchant has been fined \$25.00 and costs for selling butter mixed with oleomargarine as dairy butter. This is the third conviction in Toronto in the past two weeks. In all of these cases the merchants stated that the article was sold to them as fresh dairy butter and that they paid the market price for it. It was also stated by these merchants that the butter was purchased from people who drove up to their doors. The practice of purchasing butter from strangers without a guarantee of its purity cannot be too strongly condemned. There is no doubt that a great deal of butter of a spurious nature is being offered to the trade by unscrupulous dealers and the merchants cannot be too careful in purchasing their supplies of butter, to make sure that they are getting what they pay for.

### EDITORIALS IN BRIEF

NEVER forget in the planning of window displays or in the buying of stock that it takes all sorts of people to make even your little business world, and that no two people of them all, perhaps, have just the same likes and dislikes. Buy with a thought of variety in mind. Put variety into your window displays.

\* \* \*

NOTHING kills trade more than to have Mrs. Very-Particular come in and say: "I'd like to see some of that cheese you are advertising," only to have the clerk acknowledge that he does not know what is being advertised. Keep posted and when a customer asks for such a thing, see that she goes away with the impression that the salesmen know their business.





# Average Percentages for Expenses

Twenty Per Cent. Regarded as a Safely Conservative Figure to Adopt in Making General, Typical Computations—Some Valuable Details for Comparison.

By HENRY JOHNSON JR.

**H**ARVARD'S last grocery bulletin, wherein are summed up the results of five years' investigation, shows that the average expense ratio is less now than formerly. This because, while practically every item of expense has increased, prices have increased in greater ratio. So the average expense bill is lower.

Meantime, the ratio of margin on sales has declined at practically the same rate as expense. The grocer to-day is making no more net money on his sales than he used to do. Hence, his proportion of net profit is less to sales than it was four or five years ago. Consequently, he is serving the public now more cheaply than ever before.

Harvard's figures are based on reports from 1,076 grocers so apportioned over the country, that, in Harvard's opinion, they represent general conditions. Such reports are supplemented for the 1918 period by only 197 reports. But Harvard says those are similarly so scattered as fairly to represent the whole. Hence we have here very nearly a survey of the country.

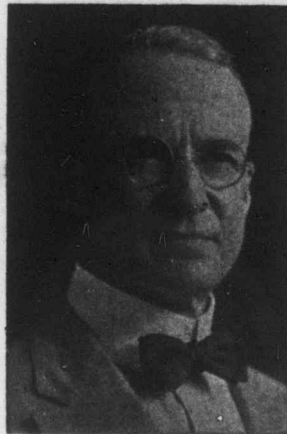
### Some Valuable Details for Comparison

I know that 21 per cent. is not far from the maximum margin to be earned on the average by skillful grocers. I have regarded 20 per cent., therefore, as a safely conservative figure to adopt in making general, typical computations. Similarly, I have taken 16 2-3 per cent. as a safe figure to represent average expense in the grocery business. Then I have taken 3 per cent. as representing the profit—net—on sales which any good tradesman could expect to earn year after year.

But Harvard's new figures lead to the conclusion that we must revise many ratios downward and prepare to work out all problems more minutely than ever if we are to remain among the successful, money-making class of grocers. For here we have an average margin of only 16.9 per cent.—over 3 per cent. less than the gross I have been using. This shows a total average spread between cost and sale prices almost as narrow as my customary allowance for expense alone.

Then follows the showing of 14 per cent.—flat—for expense—2 2-3 per cent. inside my figures. What is left is inside of 3 per cent.—2.9 per cent. to be exact—though Harvard's tables show only 2.3 per cent., due to the deduction of some losses among the limited number investigated.

Whatever may have been our individual experience during the past few years we have here facts and figures of immense value for comparison with what



HENRY JOHNSON, Jr.

we are doing now. For no matter how prosperous we may have been hitherto, nay, even because of any prosperity we may have enjoyed in the immediate past, we must scan the future with greater care, more minutely than ever before.

We must take these new figures as new standards toward which to work. We must feel that so long as any of our costs exceed the averages of these details, they need searching examination. This does not necessarily mean that no merchant's figures can be higher. It does mean that if any merchant's are higher, it is up to him to dig into them carefully that he can cut them down or know precisely the reason why the excess is justified in his case.

### Detailed List of Expense Item

Here is the tabulation of "common" or average figure for each constituent of the general expense account. Being a common figure—not the lowest—there is all the more reason why most merchants should seek to live within the amounts given, or know the reason why. Probably I shall have occasion to examine some of the details more at length later on. Now they are inserted merely as a set of "index numbers":

	%	%
Wages of Sales Force .....	4.7	
Advertising .....	0.2	
Wrappings and other Selling Exp. ....	0.55	
<b>Total Selling Expenses .....</b>	<b>5.8</b>	
Wages Delivery Force .....	1.4	
Other Delivery Expense .....	1.0	
<b>Total Delivery Expense .....</b>	<b>2.4</b>	
Buying, Management and Office .....	1.6	
Office Supplies, Postage, etc. ....	0.1	
<b>Total Buying and Management .....</b>	<b>1.7</b>	
<b>Total Interest .....</b>	<b>0.9</b>	
Rent .....	1.1	
Heat, Light, Power .....	0.25	
Taxes (except inc. and bldgs.) .....	0.13	
Insurance (except bldgs.) .....	0.14	
Repairs, Store Equip. ....	0.08	
Depreciation, equip. ....	0.25	
<b>Total Fixed Charges and Upkeep .....</b>	<b>3.0</b>	
Miscellaneous Expense .....	0.5	
Bad Debt Losses .....	0.4	
<b>Total Expense .....</b>	<b>14.0</b>	

There seem to be some discrepancies. Taking the details as given above, I make the first total 5.45 instead of 5.8; the fourth, 2.35 instead of 3; the final, 13.3 instead of 14. But that is not material. The important thing is to examine every item in your expenses and see how closely it conforms to its corresponding total in these tabulations.

### Relation of Stock-Turn to Profits

Here is an important observation of Harvard:

"The rapidity with which stock is turned is ordinarily a good index of the management. In 1918, stock-turn ranged from 1.8 times to 27.07 times. The common figures was 7.9 times. Over one-fourth turned less than six times and a substantial number of these less than four times."

This is even more important—study it carefully:

"Judging from reports during the past five years, net profit with a stock-turn higher than 10 was about 2½ times as great in percentage of net sales as with a stock-turn of less than six times. The total expense in stores with a high stock-turn was substantially less than in those with a low one. The difference was generally about 3 per cent. The store with the lowest total expense had a stock-turn of 18.4 times."

There is unlimited meat for carefully chewing, digesting, and assimilating for our commercial nourishment in those tabulations, figures and quotations.

### Profits in Perishables

Some time ago I wrote on the question: "Are Fruit and Vegetables Profitable?" I emphasized the caution that must be exercised in pricing, culling, etc., to insure the earning of a net profit. This I did because I wished to aid merchants to make real money out of fruits and vegetables—something that is perfectly feasible, provided the department is handled right.

It looks as if I had slightly overdone my cautionary advices, for one merchant writes me that surely I have things twisted. He says he has made money on perishables and semi-perishables all through his long experience as a grocer, and he insists that money can be made if the merchant will use a fair proportion of horse sense.

Undoubtedly that is true. It always was true in my own case. And I think careful reading of what I wrote will point that way, and also leave the impression that with due care not only can money be made, but it can be made with great certainty. Moreover, this department is one that makes not only direct

Continued on page 36



# CURRENT NEWS OF THE WEEK

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

## QUEBEC

O. Charette, Montreal, has bought out the grocery business formerly owned by Mrs. A. Morien.

Geo. Bellanger, Montreal, has bought out the grocery store at 660 Dorchester St., owned by E. Legarde.

M. E. Lariviere has taken over the business formerly owned by A. Lariviere, 253 Wolfe Street, Montreal.

Mr. Pollard, Montreal representative of the Quaker Oats Co., spent the holiday in his home city, Peterborough, Ont.

A. Cherrier has succeeded his father, W. Cherrier, as proprietor of the grocery store at 365 Notre Dame Street, Lachine, Que.

Mr. Desgroseilliers, of the Leonard Fisheries Co., Montreal, returned to his office this week after a two weeks' vacation at St. Remi, Que.

P. R. Minto, late of the Cowan Co., Ltd., Toronto, has come to Montreal to represent the William Paterson Co., Ltd., of Brantford, Ont., manufacturers of biscuits and confectionery.

Mr. Love, manager of Leonard Fisheries Co., Ltd., 22 Youville Sq., Montreal, has left his office for a few weeks to spend his summer vacation at Glen Sutton, Que.

Mr. Hamilton, manager of the Montreal branch of the West India Mercantile Co., 285 Beaver Hall Hill, has been in Toronto several days this week on business.

George King, manager of the beef department of William Davies Co., Montreal, is absent from his office for a few weeks while spending his summer vacation at the mountains.

Charles P. Macklaier, proprietor of the Italian warehouse, 211 St. James Street, Montreal, successors to Fraser, Viger & Co., has opened another grocery store on Union Avenue, just behind Henry Morgan, Colonial House, on St. Catherine Street. The store is to be fitted out with a full line of groceries for carrying on a large business with a delivery system. The store was opened for business on Monday, June 28.

## ONTARIO

Frank W. Wade, Ontario representative of Canada for the Procter-Gamble Distributing Co., Ltd., underwent an operation at the General Hospital, Toronto, last week. This week Canadian Grocer learned that he is making satisfactory progress toward recovery and hopes in a few weeks to be back on duty again.

John J. O'Donnell & Co. opened on July 1 offices in Windsor, Ont., as commission brokers and manufacturers' agents. Mr. O'Donnell was formerly in the grocery business in Wallaceburg.

## ONTARIO MERCHANTS SHOULD ADD 4 PER CENT. FOR COST OF FREIGHT AND CARTAGE

Editor, Canadian Grocer,—The letter of a Manitoba merchant to Henry Johnson, Jr., and the latter's comments thereon in your issue of June 18, offers much food for thought.

One item which varies considerably from findings in Ontario is the cost of freight and cartage. By careful computation with several merchants buying groceries from me I find 4 per cent. to be much nearer the mark than the figure given in Manitoba.

In the cycle of rising prices, freight and cartage have a large place, for if railroads and railroad employees must have more money, and if petty pilfering is to continue, we cannot ignore the cost.

Any merchant fifty to one hundred miles from base of supply should, in order to arrive at his cost, add 4 per cent., then he will be on the safe side, not otherwise.

I am,

Yours faithfully,

G. E. YORKE.

Toronto, July 5, 1920.

## DEATH OF MALCOLM MacLEOD

Malcolm MacLeod died at the Wellesley Hospital, Toronto, on Saturday, the 3rd instant, after an illness of about a month. He was a commercial traveller, well-known throughout Northern Ontario, where his business trips took him for upwards of thirty years and where he latterly represented Messrs. Perkins, Ince & Co.

## PUBLICITY CAMPAIGN FOR ST. THOMAS, ONTARIO

Pictorial Envelopes, Illustrating the City, Will be Used by St. Thomas Merchants

The city of St. Thomas, through the co-operative activities of the Retail Merchants' Association and the St. Thomas Horticultural Society, is launching a unique publicity drive. It is known as a "pictorial envelope campaign" and the features are the beauty spots in the city that owe their origin to the splendid work of the horticultural organization. The drive is being instituted for new factories and manufactures and new inhabitants—for a bigger and busier St. Thomas, and every business man in the city has caught the spirit and signed up for envelopes, to be used for all outside correspondence. The initial printing will run nearly one million.

The father of the "pictorial envelope drive," the instigator, is Clarence C.

Trull, a member of the R. M. Anderson Co. clerical staff.

## NORCANNERS, LTD., NEW MANAGING DIRECTOR

Jacob B. Natvig, Connected With the Norwegian Canning Industry For Many Years Appointed

Jacob B. Natvig, one of the authorities on the subject of Norwegian Fishery Products, has been appointed managing director of Norcanners, Limited. Mr. Natvig continues also as president of the Norwegian Cannery National Association, with which Norcanners, Ltd., now become closely allied. Mr. Natvig will hold both offices and in addition will conduct the affairs of his own company A. S. Sardinfabrikken "Norrig." He is one of the founders of the National Association of Cannery and a member of various semi-official commissions which have sought to improve operations and canning methods and is responsible, to a large extent, for the formulation of regulations which have to a degree standardized the packing of Norwegian canned fish.

Norcanners, Ltd., is an organization of approximately one hundred and twenty cannery.

Mr. Natvig was born in Stavanger, Norway, in 1878, and entered the export salt fish business, following his graduation from grammar school, in his native city. After two years' apprenticeship he sought the broader field of shipping, devoting himself, however, to the export of salt herring and salt mackerel. In later years he was instrumental in the organization of A. S. Sardinfabrikken "Norrig," and in 1906 became the first manager of its sardine cannery. In the capacity of field representative of his own concern he paid numerous visits to London and other markets of Continental Europe, his travels including several trips to America.

## NIAGARA FRUIT DAMAGE LIGHT

The damage to fruit in the Niagara district as reported in the daily papers has been greatly exaggerated. With the exception of one small district there was practically no damage whatever. Canadian Grocer has been in touch with manufacturers in the district, and one large manufacturer states that the damage done by the storm last Saturday was very light, and with the exception of one district there was no serious injury.

The reports that crops were entirely ruined is not correct, and what little damage was done will not affect the canning industry.



## NEWS FROM WESTERN CANADA

### Legitimate Grocers Are on the War Path in Vancouver

VANCOUVER, (Special).—The legislation in Vancouver compelling all retail establishments to close at six o'clock certain specified ones such as confectioners, ice cream establishments, fruit stores, etc., has been circumvented in this wise. Many foreign traders do business as grocers until 6 p.m. and then they run a lattice gate across their store in such a way as to leave the candy and cigar counter accessible and then they become confectioners. The law states that any one carrying one or more of about 200 articles is a grocer and as such is subject to the closing law. But the law is not enforced, and dozens of these merchants do a grocery business all day and "carry on" all evening as confectioners, etc. The law says, however, that these people shall not sell any grocery line after 6; and the law presumes that they do not.

One retailer said to Canadian Grocer: "The whole thing is a farce. One can get any article of groceries wanted after hours. It simply means that the reputable grocer closes at 6 in favor of the outlaw. As a body, the grocery trade are very much in favor of the six o'clock closing—but intend to have it generally enforced. The retailers in Vancouver have subscribed to a fund for the purpose of forcing the prosecution of a few offenders and we will push the matter as far as necessary."

### Brandon Stores to Give Fifteen Days' Credit

Brandon, Man., (Special).—As the result of a meeting of the retail grocers of this city it has been decided to reduce credits, and no person will be given credit at any grocery store for a longer period than fifteen days, and that no balance will be carried. The grocers are aiming at a strictly cash basis for their trade in view of the fact that the wholesale houses here now demand payment in five days of their accounts.

#### WESTERN NOTES

R. B. Hunter, of Edmonton, Alta., has been transferred to Winnipeg as general manager of the Swift Canadian Co. and J. H. Tabley has been removed to head office at Toronto.

George F. Stevenson, formerly of Cranbrook and Nelson, B.C., whose business was acquired by Western Grocers, Ltd., some time ago, has joined the staff of this firm at head office, Winnipeg.

L. McQuarrie, acting manager for the

Red Rose Tea Co., Winnipeg, is leaving on a business trip to the head office, T. H. Estabrooks Co., Ltd., St. John, N.B.

George J. Cameron, of the W. L. MacKenzie Co., has just returned from a business trip to Montreal. He has been visiting his principals there, the W. C. MacDonald, Registered, Inc., and W. Clark, Ltd.

J. Ramsden has taken over the busi-

ness of Walter's Ltd., Castor, Alta. Before entering business in Castor, Mr. Ramsden conducted a general store in B. C., later accepting a position of buyer with the Hudson Bay Company, then engaging with McLeod Bros., of Calgary, as advertising and merchandise manager. He then connected with the Star Grocery stores, Calgary, in the capacity of owner.

### Fine Quality Teas Are Hard to Obtain

Tea Situation as Revised by a Vancouver Tea Merchant—London is Carrying Large Quantities of Cheap Grade Teas with the Hope that Trade with Russia May Soon Be Resumed.

VANCOUVER, (Special).—Canadian Grocer interviewed N. W. Lightfoot, manager of the tea and coffee department of W. H. Malkin & Co., Ltd., Vancouver, in regard to the tea situation.

In answer to a query as to the future, Mr. Lightfoot stated that much is being said and written as to probable future prices of the numerous food-stuffs in daily consumption, and while there would appear to be a vast difference of opinion, it seems reasonable to submit that a staple basis can hardly be anticipated until we see a resumption of the normal trading conditions of pre-war days.

"At the moment the European situation is still so complex that it would be futile to venture an opinion on the subject, but in the meantime, we must expect abnormal market fluctuations in the majority of edible commodities and, in our judgment, tea is not likely to prove an exception in this respect." Mr. Lightfoot continued:

"Every grocer, either wholesale or retail, has a direct interest in the tea end of his business, and while we do not propose tendering any advice as regards future buying, a resume of existing conditions will undoubtedly be of interest to the trade."

#### Resume of Factors Affecting Teas

"Up to about the end of April, all primary markets were advancing steadily, occasioned by the largely increased value of the rupee, which at that time touched the high mark of 2s. 10½d., as against an average of 1s. 4½d. prior to August of 1914. Some few weeks ago, however, Indian currency was placed on a gold basis, standardizing the rupee at 2s., which has had the effect of lowering the cost of teas at auction. As, however, all shipments are financed through London, this decline is practically offset by the strong advance in Sterling, which, at this writing, is quoted at \$4.56, as

against the low level of \$3.95 some few months ago."

"How are stocks?" we asked.

"Regarding stocks of tea on hand," said this merchant, "London, the centre of the tea trade, is carrying large quantities of cheap tea in bonded warehouses. The majority of these holdings are stalky Pekoe leaf, of undesirable quality for good class trade, which can be bought at a very reasonable price. This condition is brought about by the general opinion that there would be an early resumption of trade between Great Britain and Russia, and should this suggestion materialize towards the end of the year, the latter country will unquestionably absorb this excess. Furthermore, the United States is apparently turning towards black teas, and we believe that during the next few years we shall see a tremendous increase in exports to that country, at the expense of Japans. On the other hand, at this season, really fine quality Ceylons and Indians are exceptionally hard to obtain, and high grown, tippy teas, are fetching extremely stiff prices in Colombo and Calcutta. These remarks apply generally to medium growths also, for which there is always a keen demand.

"Personally," Mr. Lightfoot said, "we do not advocate the purchase of these undesirable Pekoe and Souchong types, which are practically devoid of flavor and body, and which certainly do not tend to build up a high-class, profitable business. We have recently seen type samples, which, in the cup, fully back up our opinion."

#### Java Tea Desirable

"We should like to say a few words regarding Javas. Practical tea men are admitting that this country has made very rapid strides in production, manufacture and quality during the last few years, and is now admittedly a big factor in the tea trade. Some buyers seem prejudiced against these Dutch teas, and



# Telfer's Truck Service

## ALL EXPECTATIONS BEING EXCEEDED

**T**HE automobile and the motor truck have truly revolutionized life and business, by bringing cities nearer together, by reducing time and distance, and especially to the manufacturer is the motor truck a boon.

Time lost in the transportation end of a business is as costly as time lost in the manufacturing end, and distribution has ever proven a stubborn problem—until the advent of the motor truck. Because of the slowness of freight movement by rail, the uncertainty of prompt delivery, and for various other reasons has the motor truck been adopted for hauling, both light and heavy, over reasonable distances. Its success has greatly exceeded all expectations, and numerous benefits have accrued which were unforeseen.

We have yet to hear of one manufacturer who has been dissatisfied with the results of distribution by truck.

### NEVER FAILED TO DELIVER

One of the best examples of the efficiency of motor truck methods of distribution exists in Toronto, the Telfer Biscuit Company covering a radius of 85 miles by this means. This transportation service of Telfer's has been in operation for the last three years, and to date every trip has been accomplished within the prescribed time—one day. The two trucks used—a Packard and a White of two-tons capacity each—travel together, and cover the following routes on a regular schedule:—

Hamilton (40 miles) over the Highway.

St. Catharines (72 miles) via Burlington Beach, Grimsby and Beamsville.

Welland (85 miles) via Burlington Beach, Grimsby, Merritton and Thorold.

Niagara Falls (85 miles) via Burlington Beach, Grimsby, Merritton and Thorold.

Brantford (65 miles) via Hamilton and Ancaster.

Guelph (70 miles) via Hamilton and Guelph Road.

This method is more than satisfactory for several reasons. While economy is effected, greater efficiency is also achieved. Each truck carries a full load of biscuits out, and brings back empty tins on the return journey.

### RETAILERS' STOCK ALWAYS FRESH

The distributing agents at Hamilton, St. Catharines, Welland, Niagara Falls, Brantford and Guelph, reap advantages as well as the factory shipping staff. Not only is a smooth and prompt delivery service assured, but the goods arrive in better condition—they reach the distributors without losing the freshness of the factory. Thus, too, the public also benefits as the possibility of obtaining anything but fresh stock is remote. Under this system only a minimum supply of goods and tins is in circulation.

Packing and unpacking is avoided, a point in striking contrast with methods where goods have to be loaded at the factory, transferred to the railway car, unloaded and then carted to the distributing warehouse, necessitating three or four transfers.

Little wonder the Telfer Company intend to extend their motor-truck delivery service to other points as soon as good roads make it possible. They hope to ship their products by road to Port Hope, Belleville, Kingston, Lindsay and Peterborough East and West, and even propose going as far afield as London, St. Thomas and Windsor. On these longer routes larger capacity trucks will have to be employed on account of the extra time taken in transit.

This is just one instance of what the motor-truck is accomplishing to-day for Canadian manufacturers.

A few years hence will undoubtedly see a tremendous increase in the use of the motor-truck for inter-city hauling.





*The above picture shows the Telfer Biscuit Co., of Toronto, delivering 4 tons of Biscuits to Niagara Falls. This trip is made in 12 hours. The lower picture shows delivery being made to Guelph. Both country trucks average 500 miles weekly.*



while we naturally favor British grown, cannot help feeling that Java is recognized as a legitimate competitor by Indian and Ceylon planters.

"In the last two or three years we have received several deliveries of high-grade, flavory, tippy Javas, that have been readily purchased by discriminating buyers in the trade, who apparently realized their value as blending, and—in many cases—straight drinking teas.

"In conclusion," said this authority, "we see no reason to believe that there is a glut of tea, and that we are in for a period of very low prices—that is, as far as good quality, drinkable grades are concerned, and we hardly think that any merchant who is in any way interested in his business, will allow himself to be influenced into buying 'price' teas, to which we have above referred."

#### AVERAGE PERCENTAGES FOR EXPENSES

Continued from page 31  
earnings but is the most compelling leader in any store. A well-managed green goods department always pulls trade. So it is of double value—a direct and indirect profit-producer.

As I look back over the story I find I indicated some of the variations in the character of the merchandise. For instance:

#### Citrus Fruits Very Safe and Stable

That oranges and lemons, if turned weekly—which is the correct plan—are highly profitable at 25 per cent. margin. Some large merchants find the margin of 20 per cent. ample because of rapid turn-over and minimum shrinkage.

Again, there are times and circumstances wherein spinach is quite safe and, because it turns rapidly, saleable on a moderate margin. Other times, it goes down almost as you look at it and has to be priced with wide margins. Similarly with sweet potatoes—one day stable, another day very unstable merchandise.

The proper idea is to study this department—just as you must every other—and learn the what, when and how of each item, pricing and turning it according to its season and condition. Then it will be a source of profit to the merchant, satisfaction to the customer and a constant drawing card and promoter of good will. It is probably the most preferred department a grocer can install and keep up intelligently.

#### CASH SYSTEM THE BETTER WAY

Continued from page 26

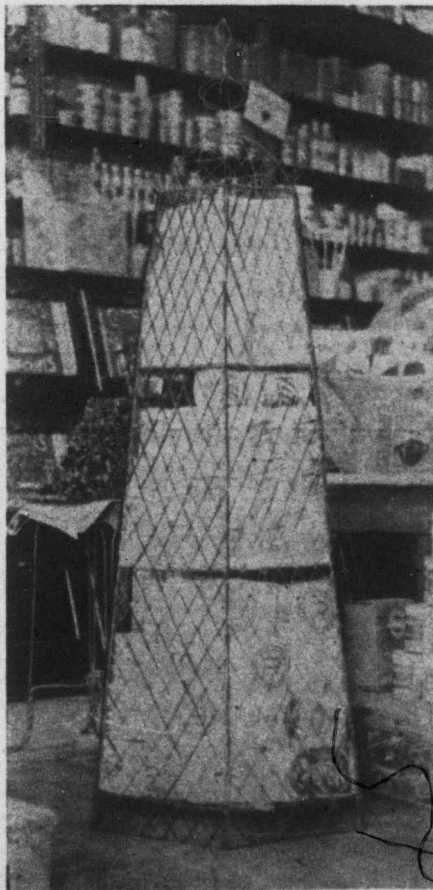
small purchase bill for every sale. This the customer takes to the cashier's desk in the centre of the store, and there the bill is marked and paid. When this is returned to the clerk the customer's parcel is ready and handed to him. All bulk tea and sugar is weighed and parcelled in slack hours or on Friday night. We also cut and weigh bacon and ham before a busy time and kept it in the refrigerator wrapped in waxed paper. Every store should have some line that they specialize in; something that they would like to be known for, as it proves

to be eventually a splendid advertisement. We have chosen butter and eggs on which we intend to put our special attention. Our hope is that in time the public will develop confidence in all butter and eggs bought in our store, and it will prove a splendid advertisement."

## Monthly Sales Increased Ten Times by Display

A splendid selling idea for toilet paper and one that is rather unique, is the method adopted by Jas. L. Hewson, Oakville, Ontario. A large wire cage, pyramid in shape, filled with toilet paper, is kept constantly on display with the result that the sales have increased very materially.

"Our sales of toilet paper, previous to



displaying it, would run about a case a month," stated Mr. Hewson to CANADIAN GROCER, "but now our sales have increased ten times that amount.

This is just another story of how an aggressive merchant built up a ready sale for an article that was being purchased by his customers at other stores. Large quantities of toilet paper are being sold by drug and hardware stores, and it is up to the grocer to see that he gets his share of this profitable business.

#### A BOUQUET FROM BRITISH COLUMBIA

The CANADIAN GROCER,  
Toronto.

Have just read your 34th annual spring number and think it is the best yet. Congratulations on the issue.

Chilliwack Valley is enjoying the benefits of a mild winter and early spring: nearly all the seeding and garden work is done on the farms. Street paving is going ahead in the city, and business in general looks good for the year 1920 in Chilliwack city and municipality.

Yours truly,

GEO. H. W. ASHWELL.  
Chilliwack, B.C., June 22, 1920.

#### FOODSTUFF COST MORE IN OTTAWA THAN IN ENGLAND

Ottawa.—A remarkable similarity in the cost of groceries in England and in Canada is revealed in a comparison of a budget of household staples in the two countries made within the last three weeks. The figures are given out by a Canadian official. Pricing a score of staples, ranging from bread to custard powder, the whole supply costs about a dollar more in Ottawa than in London, England.

Bread is 4c higher in Canada, sugar is 10c a pound higher, and jam and marmalade ranges from 10c to 18c higher here; but in England, bacon, eggs, lard, milk, sausages, Worcester sauce, rice, oranges and dried fruits are all higher in price. Eggs were \$1 a dozen and butter about \$1.10 a pound for good grade. Both these prices are due for a sharp decrease in London, however.

Vegetables are still much cheaper in England than in Canada, and butcher meats average from 30c to 40c a pound. Coal is about \$1.25 per ton cheaper in England.

#### RETAIL GROCER HAS HAD HIS TROUBLES

"We grocers sure have had our fill of trouble the last few years. What with the rulings of the Canada Food Board, the Board of Commerce, the Egg Candling Act, the proposed sales tax, we are wondering why we stay in business. It is certainly not for the money that there is in it. There are very few grocers in Canada who have even tried to follow the market, which has been climbing since 1915. If we had been wise, we should have taken every advance, just as the jobbers do. But no, the retail grocer is expected to keep the cost of living down, and still pay higher salaries, rent, light, etc."—H. B. Urquhart, retail grocer at Weyburn, Sask., in commenting on the proposed sales and luxury taxes before they were amended.



# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**A**LL lines of grocery commodities continue to rule firm with advances registered on some lines. Eastern and Central Canada report business rather quiet, which perhaps is normal at this season. Western Canada is very optimistic and is looking forward to bumper crops and a great volume of business this coming fall and winter.

**MONTREAL**—There is a very firm tone to the market this week. Sugar and molasses continue as strong but there seems to be a better supply at hand. Vegetables are slightly dearer and local produce is offered on the market. Seasonable fruit is listed on the local market but the prices are rather high. Prospects for the fruit crop this year are very good. There is an easier feeling on the market for coffee and tea, but it is not safe to say that prices will be easier in the near future. There has been another advance in the price of evaporated milk. Wrapping paper has advanced 1¼c per pound on brown and 1c per pound on manila. Spices are somewhat easier. Cloves have been reduced 5c a pound. Pepper and caraway are easier. Clothes pins have advanced in price. There is no change in the price of cereals. The prospects for imported nuts for the fall is very promising and considering the low price on walnuts at the present time the market will no doubt continue with low prices.

**TORONTO**—All markets in Toronto are firm under a quiet demand, which is normal at this season. There is no change in quotations on sugar this week. Supplies are arriving freely but wholesalers report a quiet business. Retailers are making no special effort to push sugar in view of the recent order of the Board of Commerce limiting the margin to two cents per pound. Fine, standard and granulated oatmeal have advanced 75 cents per bag. Rolled oats are still being sold by some wholesalers at figures below manufacturers' quotations. Package rolled oats advanced 40 cents per case in the United States and manufacturers state that an advance on this market is not unlikely in view of the high price of oats. Evaporated milk has advanced 50 cents per case. The spice market

is quiet. Chillies are quoted at high figures. Further declines are noted in primary markets for low grade Ceylon and Indian teas; the better grades showing any cup quality are ruling strong and are very difficult to obtain. Some jam manufacturers are showing new pack strawberry jam but prices are not quoted; it has been intimated, however, that opening prices will be at least 50 per cent. greater than last year. The primary market for tapioca is higher. There is an active demand for raisins in the United States which has had a tendency to strengthen this market and it looks as though raisins are going to be mighty scarce before the new crop arrives. Some California shippers have named opening prices on prunes, which are considerably higher than last year's. Splendid samples of Grecian currants are arriving and offered to the trade at comparatively low prices. Shelled walnuts are offered at figures below the real market value.

**WINNIPEG**—There are few price changes in the markets this week, but all are firm with the tendency upward. Wholesalers and retailers report business active. The crop is in excellent shape, and all eyes are turned toward the wheat belt, wondering what the next thirty days will bring forth. If all goes well, the Western Provinces will have one of the best crops ever produced, and business will be the best in the history of the Western Provinces. The sugar market remains unchanged, and the tone of the corn market strong. The primary prune market is very quiet, and both wholesalers and retailers are not buying very freely, as they feel the prices named on the new pack are too high. Package cereals remain firm, with every possibility of an early increase. Barley is reported very scarce. Prices have not been named on the new pack sockeye salmon as yet; the packers are trying to induce the buyers to take a proportion of other grades with their orders. New opening prices were named on Eastern canned strawberries and are being quoted at 10c higher than last year's opening prices. Tea market has stiffened up considerably. The coffee market remains very quiet, although no change in price has been noted. Some lines of spices remain scarce and firm.



## QUEBEC MARKETS

**M**ONTREAL, July 9.—Markets here this week are very firm. The market for coffee and tea seems to be weaker. The European market is flooded with poor lines of Ceylon and Indian teas. Spices are also easier this week. Evaporated milk has advanced in price. Sugar and molasses continue strong. There have been many advances in the prices of miscellaneous such as clothes pins and wrapping paper.

### Sugar More Obtainable

**Montreal.**  
**SUGAR.**—The sugar market continues strong at the advanced prices. There appears to be a better supply of sugar on the market than there has been for some time. Canadian Grocer is informed by several of the wholesale grocers that granulated sugar is in better supply now than it has been for some time, although the prices remain high. The market shows every tendency to continue strong.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	21 00
Acadia Sugar Refinery, extra granulated.	21 00
Canada Sugar Refinery	21 00
Dominion Sugar Co., Ltd., crystal granu.	21 00
St. Lawrence Sugar Refineries	21 00
Iceing, barrels	21 40
Do., 25-lb. boxes	21 60
Do., 50-lb. boxes	21 40
Do., 50 1-lb. boxes	22 70
Yellow, No. 1	20 60
Do., No. 2 (Golden)	20 50
Do., No. 3	20 40
Do., No. 4	20 20
Powdered, barrels	21 10
Do., 50s	21 30
Do., 25s	21 80
Cubes and Dice (asst. tea), 100-lb. boxes	21 60
Do., 50-lb. boxes	21 70
Do., 25-lb. boxes	21 90
Do., 2-lb. package	23 00
Paris lumps, barrels	21 60
Do., 100 lbs.	21 80
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	22 00
Do., cartons, 2 lbs.	23 00
Do., cartons, 5 lbs.	23 50
Crystal diamonds, barrels	21 70
Do., 100-lb. boxes	21 70
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	23 00
Do., cases, 20 cartons	22 75

### Molasses Still Unchanged

**Montreal.**  
**MOLASSES.**—There is no change this week in the price of either molasses or corn syrup. There is a big demand for both. The molasses market in particular is very strong.

3-gal. 38½-lb. pails, each	4 45
5-gal. 65-lb. pails, each	7 15
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	7 30
5-lb. tins, 1 doz. in case, case	8 35
10-lb. tins, ½ doz. in case, case	8 05
Cane Sprup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85

Prices for Island of Montreal

Barbadoes Molasses—	
Punchoons	1 75
Barrels	1 75
Half barrels	1 50
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 30
10-lb. tins, ½ doz. in case, case	6 65

### Package Barley Advance

**Montreal.**  
**PACKAGE GOODS.**—There are a number of changes this week in the price of package goods. Self-rising flour has advanced 20 cents. Prepared barley has also advanced 20 cents to \$5.

PACKAGE GOODS

Breakfast food, case 18	3 50
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Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case	3 50 3 65 3 50
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 16
Starch (laundry)	0 12½
Flour, Tapioca	0 15
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25

### No Change in Cereals

**Montreal.**  
**CEREALS.**—There are no changes in prices of cereals this week. Barley is very short and the prices remain very firm.

<b>CEREALS—</b>	
Cornmeal, golden granulated	5 60
Barley, pearl (bag of 98 lbs.)	8 00
Barley, pot (98 lbs.)	7 25
Barley (roasted)	6 00
Buckwheat flour, 98 lbs. (new)	6 50
Hominy grits, 98 lbs.	6 50
Hominy, pearl (98 lbs.)	6 00
Graham flour	18 25
Do., barrel	7 25
Oatmeal (standard granulated)	6 60
Rolled Oats (bulk), 90s	6 60

### Easier Prices on Spices

**Montreal.**  
**SPICES.**—The feature of the spice market this week is the decline in the price of cloves. As in many other imported lines the primary market on spices is easier, but this will not affect local markets for some time if at all. Pimento is cheaper, being sold at from 15 to 18 cents. Caraway is easier at 25 to 30 cents. Peppers, both white and black, are easier this week.

Allspice	0 22
Cassia (pure)	0 33
Cocoanut, nails, 20 lbs. unsweetened, lb.	0 44
Do., sweetened, lb.	0 34
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 80
Ginger (Jamaica)	0 40
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins	0 95
Mixed spice	0 30
Do., 2½ 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
Cardamon seed, per lb., bulk, nominal	2 00
Caraway (nominal)	0 25
Mustard seed, bulk	0 35
Celery seed, bulk (nominal)	0 75
Pimento, whole	0 15

### Rice Market Quiet

**Montreal.**  
**RICE.**—There is no change in the price of rice this week. The quotations given continue firm with only a fair supply.

<b>RICE—</b>	
Carolina, ex. fancy	19 00
Do. (fancy)	18 00
Rangoon "B"	14 00
Rangoon "CC"	13 75
Broken rice, fine	10 00
Bell rice, fine	17 00
Tapioca, per lb. (seed)	0 12½
Do. (pearl)	0 12½
Do. (flake)	0 11
Honduras, fancy	0 20
Siam	0 14½

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

### Coffee Market Believed

**Montreal.**  
**COFFEE AND COCOA.**—The coffee and cocoa market continues unchanged. Coffee on the large markets has declined slightly, but it will be some time before this would reach the local market. In that time it is impossible to tell what new situation might develop. Therefore, it is only safe to predict that the coffee market is steady with a tendency to be slightly weaker.

<b>COFFEE—</b>	
Rio, lb.	0 33½
Mexican, lb.	0 49
Jamaica, lb.	0 46
Bogotas, lb.	0 49
Mocha (types)	0 49
Santos, Bourbon, lb.	0 48
Santos, lb.	0 47
<b>COCOA—</b>	
In 1-lb., per doz.	6 25
In ½-lb., per doz.	3 25
In ¼-lb., per doz.	1 70
In small size, per doz.	1 25

### Black Teas Are Weaker

**Montreal.**  
**TEA.**—Japan teas continue strong at the high price. Indian Ceylon teas have a tendency to be weaker. The situation is rather dubious at the present time. It is, however, stated that higher prices are not likely, but a decline in the near future is almost improbable.

<b>Ceylons and Indians—</b>	
Pekoes Souchongs	0 48
Pekoes	0 62
Broken Pekoes	0 66
Broken Orange Pekoes	0 53
<b>Javas—</b>	
Broken Orange Pekoes	0 53
Broken Pekoes	0 45
<b>Japans and Chinas—</b>	
Early pickings, Japans	0 63
Do., seconds	0 50
Hyson thirds	0 45
Do., pts.	0 53
Do., sifted	0 67
Above prices give range of quotations to the retail trade.	
<b>JAPAN TEAS (new crop)—</b>	
Choice (to medium)	0 85
Early picking	0 90
Finest grades	1 00
<b>Javas—</b>	
Pekoes	0 44
Orange Pekoes	0 45



Broken Orange Pekoes ..... 0 45 0 48  
 Inferior grades of broken teas may be had from  
 jobbers on request at favorable prices.

**Canned Goods Strong**

**Montreal.**  
**CANNED GOODS.**—The market for  
 canned goods continues firm and un-  
 changed this week. There is, as stated  
 before, a shortage of canned fruits and  
 canned peas. Although the crop is very  
 good this year indications show that there  
 will be likely a very poor pack of fruit.

**CANNED VEGETABLES**

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2 1/2s)	5 50	5 55
Beans, golden wax	2 00	2 00
Beans, Refugee	2 00	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2 1/2-lb. doz.	1 50	1 50
Succotash, 2 lb. doz.	1 80	1 80
Do., Can. (2s)	1 80	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2 1/2-lb. tins	1 80	1 80
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2 1/2s	1 82 1/2	1 97 1/2
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)	4 00	4 00
Peas, standards	1 95	1 95
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s	3 00	3 00
Do., Sweet Wrinkle	2 00	2 00
Do., fancy, 20 oz.	1 57 1/2	1 57 1/2
Do., 2-lb. tins	2 75	2 75
Peas, Imported—		
Fine, case of 100, case	27 50	27 50
Ex. Fine	30 00	30 00
No. 1	23 00	23 00

**CANNED FRUITS**

Apricots, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 65
Do., new pack, doz.	2 20	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	6 75	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. balls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2 1/2	4 80	5 15
Do., No. 2	20 00	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	9 50	9 50
Do., gal., table	10 00	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	1 90	1 90
Do., 2 1/2s	5 25	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	1 90

**Prospects for Walnut Crop**

**Montreal.**  
**NUTS.**—Prices continue low on wal-  
 nuts and the market for peanuts is  
 strong. The new crop of walnuts at  
 Santa Barbara, Calif., is very promising  
 and the trees are in the best condition.  
 Favorable reports of Goleta and Car-  
 binteria are also given. This would so

far indicate a splendid supply for next  
 season.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 28	0 28
Chestnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 35	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	0 19 1/2	0 19 1/2
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	0 45	0 45
Fancy splits, per lb.	0 40	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	0 28	0 28
Do., shelled	0 50	0 50
Do., Chilean, bags, per lb.	0 33	0 33

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

**Dried Fruits Firm**

**Montreal.**  
**DRIED FRUITS.**—The market is still  
 firm on the price of dried fruits. The  
 demand continues fair during the sum-  
 mer season and the prospects for the  
 fall are very good.

Apricots, fancy	0 38	0 38
Do., choice	0 34	0 34
Do., slabs	0 30	0 30
Apples (evaporated)	0 19	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	0 28	0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice	0 26	0 26
Ex. fancy	0 30	0 30
Lemon	0 45	0 45
Orange	0 46	0 46
Citron	0 68	0 68
Choice, bulk, 25-lb. boxes, lb.	0 22	0 22
Peels (cut mixed), doz.	3 25	3 25
Raisins (seeded)—		
Muscadels, 2 Crown	0 23	0 23
Do., 1 Crown	0 25	0 25
Do., 3 Crown	0 21	0 21
Do., 4 Crown	0 19 1/2	0 20
Fancy seeded (bulk)	0 23	0 23
Do., 16 oz.	0 24	0 27
Cal. seedless, cartons, 12 ounces	0 21	0 27
Do., 16 ounces	0 26	0 27
Currants, loose	0 20	0 20
Do., Greek (16 oz.)	0 21	0 21
Dates, Excelsior (36-10s), pkg.	0 15 1/4	0 15 1/4
Fard, 12-lb. boxes	3 25	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	0 19	0 19
Packages only, Excelsior	0 20	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	0 40
Do., 2 1/2s, lb.	0 45	0 45
Do., 2 1/2s, lb.	0 48	0 48
Do., 2 1/2s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes)	5 40	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 10	0 10
Do., Turkish, 3 crown, lb.	0 45	0 45
Do., 5 Crown, lb.	0 46	0 46
Do., 10-lb. box	2 75	2 75
Do., mats	1 75	1 75
Do., 23-lb. box	1 00	1 00
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes)—		
20-30s	0 33	0 33
30-40s	0 30	0 30

40-50s	0 27	0 27
50-60s	0 23	0 23
60-70s	0 22	0 22
70-80s	0 20	0 20
80-90s	0 19	0 19
90-100s	0 17 1/2	0 17 1/2
100-120s	0 16	0 17

**Seasonable Fruit Arriving**

**Montreal.**  
**FRUIT.**—Very small supplies of  
 apples are left on the market. Those  
 offered are mostly imported apples in  
 boxes. Peaches are being sold at \$6 a  
 crate, plums at \$4.60 a crate. Cante-  
 loupes are dearer, being sold at \$3.50  
 this week. The prospects for home-  
 grown fruit this year appear very good  
 despite reports of destructive storms in  
 Niagara districts.

Apples—		
Ben Davis, No. 1	6 00	7 00
Apples, in boxes	6 00	6 00
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	5 00	5 00
Do., Florida, 64, 80, 96	6 00	6 00
Lemons, Measina	8 00	8 00
Oranges, Cal., Valencia	9 50	9 50
Do., 100s and 150s	8 50	8 50
Do., 176s and 200s	10 00	10 00
Cal. Navels—		
80s, 100s	7 50	7 50
126s	7 00	7 00
150s	7 50	7 50
176s, 250s	8 50	8 50
Florida, case	6 00	6 00
Cocoanuts	9 75	9 75
Pineapples, crate	8 50	8 50
Cocoanuts	9 75	9 75
Pineapples, crate	8 50	8 50
Watermelons, each	1 25	1 25
Peaches, crate	6 00	6 00
Plums, crate	4 00	4 00
Cantaloupes, crate	3 50	3 50

**Vegetable Market Stronger**

**Montreal.**  
**VEGETABLES.**—The vegetable mar-  
 ket is stronger this week. Montreal wax  
 beans are offered on the market in 20-  
 pound hampers at \$4. Home-grown cu-  
 cumbers are sold at \$1.25 per dozen.  
 Montreal cabbage is offered at \$2 per  
 dozen. Tomatoes are 25 cents dearer per  
 crate this week. Dried split peas have  
 advanced 25 cents per bag to \$8.50

Beans, wax, (20-lb. hamper)	4 00	4 00
Do., new string (imp.) hamper	1 25	1 25
Cucumbers, Montreal, doz.	2 00	2 00
Chicory, doz.	0 50	0 50
Cabbage, crate	10 00	10 00
Carrots, bag	3 50	3 50
Garlic, lb.	0 50	0 50
Horseradish, lb.	0 60	0 60
Lettuce (Montreal), head, per doz.	0 75	0 75
Leeks, doz.	4 00	4 00
Mint	1 00	1 00
Mushrooms, lb.	1 00	1 00
Onions, Yellow, 75-lb. sack	8 00	8 00
Do., Texas, crate	3 00	3 00
Parsley (Canadian)	0 75	0 75
Peppers, green, doz.	0 50	0 50
Parsnips, bag	1 75	1 75
Potatoes, Montreal (90-lb. bag)	5 00	5 00
Do., New Brunswick	5 50	5 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	0 40	0 40
Spinach, box	0 75	0 75
Turnip, Quebec, bag	2 50	2 50
Do., Montreal	2 00	2 00
Tomatoes, hothouse, lb.	0 40	0 40
American parsley, doz.	1 50	1 50

**Export Restrictions on Sugar Now Off**

Ottawa, July 7 (By Wire)—All export restrictions on sugar are now off. As a matter of fact the restrictions automatically lapsed with the end of the Parliamentary session and since that time the Department of Justice has been considering the possibility of maintaining them under the law, but has found that it could not do so.



Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	1 00
Tomatoes (Florida), crate	10 00
Wash. Celery	2 50
New potatoes, No. 1, per barrel	15 00
Do., No. 2, per barrel	9 00
Mississippi Flat Tomatoes	2 75

**Wrapping Paper Higher**

**Montreal.**  
**MISCELLANEOUS.**—There has been another advance this week in the price of wrapping paper. Grey brown is

worth 12 cents a pound. Manilla is being sold at 18 cents. Patent barley is 20 cents higher. All evaporated milk has advanced 50 cents per case. Milk stock, or milk powder has advanced 2 cents per pound. Dog biscuit has increased in price 50 cents per box or \$105 per cwt. Plain clothes pins are 15 cents per 5-gross box dearer. Pain killer is \$1.20 per dozen higher.

**ONTARIO MARKETS**

**T**ORONTO, July 9—The markets generally continue to rule in a firm tone. Advances have been registered on evaporated milk, prepared icings, cotton twine, mincemeat and canned soups. Sugar is arriving freely. Fine, standard and granulated oatmeal is up 75 cents per bag. The spice market is quiet. Chillies are now 60 cents per pound. High grade teas continue scarce. Some jam manufacturers are showing new pack strawberry jam, but are not quoting prices; it has been intimated, however, that prices will be 50 per cent. greater than last year. The primary market for tapioca is higher. Shelled walnuts are offered to the trade at figures below the real market value. Vegetables and fruits are cheaper.

**Quiet Demand for Sugar**

**Toronto.**  
**SUGAR.**—There is no change in the sugar market. Supplies are arriving freely, but wholesalers report a quiet demand; apparently retailers are making no special effort to push sugar in view of the recent order of the Board of Commerce limiting the margin to two cents per pound. The raw sugar market is weak with declines registered.

St. Lawrence, extra granulated, cwt.	21 21
Atlantic, extra granulated	21 21
Acadia Sugar Refinery, extra granulated	21 21
Dom. Sugar Refinery, extra granulated	21 21
Canada Sugar Refinery, granulated	21 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, 20/6s, 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, 20/6s, cartons, 50/2s, 70c. Yellows same as above.

**Syrups Are Unchanged**

**Toronto.**  
**SYRUPS AND MOLASSES.**—This market is unchanged. The market is firm and quotations are steady.

<b>Corn Syrups—</b>	
Barrels about 700 lbs., yellow	0 10 1/2
Half barrels, 1/2c over bbls.: 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	7 50
Cases, 5-lb. tins, white, 1 doz. in case	8 35
Cases, 10-lb. tins, white, 1/2 doz. in case	8 95
Cases, 2-lb. tins, yellow, 2 doz. in case	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	7 75
Cases, 10-lb. tins, yellow, 1/2 doz. in case	7 45
<b>Cane Syrups—</b>	
Barrels and half barrels, lb.	
Half barrels, 1/2c over bbls.: 1/4 bbls., 1/2c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00
<b>Molasses—</b>	
Fancy, Barbadoes, barrels, gal.	1 55
Choice Barbadoes, barrels	
West India, bbls., gal.	6 50
West India, No. 10, kegs.	6 50

West India, No. 5, kegs.	3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60
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 60 6 95

**Oatmeal Up 75 Cents**

**Toronto.**  
**CEREALS.**—Fine, standard and granulated oatmeal has advanced to \$7.25 per 98-pound bag. Rolled oats can be bought at \$6.00 per bag in some quarters, which is below manufacturer's quotations. Other cereals are firm at quotations listed below:

	Single Bag Lots
	F.o.b. Toronto
Barley, pearl, 98s	9 00
Barley, pot, 98s	7 50
Buckwheat Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	6 00
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	7 25
Oat Flour	
Corn Flour, 98s	6 75
Rye Flour, 98s	6 25
Rolled Oats, 90s	6 00
Rolled Wheat, 100-lb. bbl.	8 30
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 98 1/2
Blue peas, lb.	0 10
Marrowfat green peas	0 11 1/2
Graham Flour, 98s	7 65
Farina, 98s	6 20

**Package Cereals Strong**

**Toronto.**  
**PACKAGE GOODS.**—There is no change in this market. Starches and other corn products are firm with advances likely. Package rolled oats ad-

vanced 40 cents per case in the United States and manufacturers state that an advance here is not unlikely in view of the extremely high price of oats.

**PACKAGE GOODS**

Roller 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 15 4 25
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 30
Cooker Package Peas, 36s, case	4 35
Cornstarch, No. 1, lb. cartons	0 14
Do., No. 2, lb. cartons	0 12 1/2
Laundry starch	0 12 1/2
Do., in 1-lb. cartons	0 12 1/2
Do., in 6-lb. tin canisters	0 16 1/2
Do., in 6-lb. wood boxes	0 15 1/2
Celluloid Starch, case	5 50
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	8 50
Self-rising Pancake Flour, 30 to case	3 60
Do., Buckwheat Flour, 30 to case	3 60

**Evaporated Milk Higher**

**Toronto.**  
**EVAPORATED MILK.**—St. Charles milk has advanced to the following prices: Baby, \$3.70 per case; family, \$7.00 per case; tall, \$8.00 per case; hotel, \$7.90 per case. Carnation milk has advanced 50 cents per case. Quotations are now as follows: Talls, 48 16-ounce cans, \$8.00 per case; baby, 96 6-ounce cans, \$7.35 per case.

**Chillies Are 60 Cents**

**Toronto.**  
**SPICES.**—The spice market continues quiet. Black peppers are fairly easy but other lines are steady. Chillies are now quoted to the trade at 60 cents per pound.

Allspice	0 23	0 25
Cassia	0 85	0 40
Cinnamon		0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 50
Mustard, pure		0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 32
Pickling spices		0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Do., white	0 50	0 52
Paprika, lb.	0 80	0 85
Chillies, lb.		0 60
Nutmegs, select, whole 100s		0 55
Do., 30s		0 65
Do., 64s		0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 75
Coriander seed	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric		0 28
Curry Powder	0 40	0 45
<b>Creash of Tartar—</b>		
French, pure	0 85	0 90
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

**Low Grade Teas Cheaper**

**Toronto.**  
**TEAS.**—Further declines are noted in the primary market for lower grade Ceylons and Indians. Higher grades con-



tinue to rule strong and are becoming more difficult to obtain. New crop early pickings, Japans, are quoted at high figures, while new crop seconds have not as yet appeared on this market.

Ceylons and Indians—		
Pekoe Souehongs	0 45	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 58	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 51	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

**Coffees Continue Quiet**

**Toronto.**  
**COFFEE.**—There is a quiet demand for coffee. The market continues to rule firm. Quotations are unchanged.

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

**Canned Soups Higher**

**Toronto.**  
**CANNED GOODS.**—In spite of the fact that new vegetables are arriving freely, canned vegetables are still in active demand. Clark's tomato soup is now quoted at \$1.45 per dozen; other varieties are \$1.40 per dozen.

**JAMS.**—Some jam manufacturers are showing new pack strawberry jam but are not quoting prices. It has been intimated, however, that prices will be 50 per cent. higher than last year's opening prices.

Salmon—		
Sockeye, 1s, doz.	4 75	4 75
Sockeye, 1/2s, doz.	2 75	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s	2 50	2 50
Lobsters, 1/2-lb., doz.	6 50	6 50
Do., 1/4-lb. tins	3 90	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	2 40	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.	1 45	1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	2 00	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.	2 50	2 50
Canadian corn	1 75	2 00
Pumpkins, 2 1/2s, doz.	1 85	1 85
Spinach, 2s, doz.	2 15	2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.	10 00	10 00
Pineapples, sliced, 2s, doz.	4 75	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 00	5 00
Apples, gal, doz.	6 25	6 25
Peaches, 2s, doz.	4 15	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 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	5 25	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	1 08	1 08
Black Currants, 16 oz., doz.	5 00	6 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	1 08	1 08
Do., 16 oz., doz.	4 25	4 25
Peach, 4s, each	1 02	1 02
Do., 16 oz., doz.	4 15	4 15
Red Currants, 16 oz., doz.	4 30	4 30
Raspberries, 16 oz., doz.	5 05	5 30

Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

**Tapioca is Firmer**

**Toronto.**  
**RICE.**—There is a quiet business noted for rice with a scarcity for good samples of Southern rice and the small quantities that are offered are being sold at high figures. Small shipments of Eastern rices have been arriving but the demand is very quiet at this season. The primary market for tapioca is higher.

Honduras, fancy, per 100 lbs.	0 20	0 20 1/2
Blue Rose, lb.	15 00	15 00
Siam, fancy, per 100 lbs.	0 18 1/2	0 18 1/2
Siam, second, per 100 lbs.	17 00	17 00
Japans, fancy, per 100 lbs.	0 18 1/2	0 18 1/2
Fancy Patna	17 00	17 00
Chinese, XX., per 100 lbs.	0 12	0 12 1/2
Do., Simiu	0 12	0 12 1/2
Do., Mujin, No. 1	0 12	0 12 1/2
Tapioca, pearl, per lb.	0 12	0 12 1/2
White Sago	0 12	0 12 1/2
Do., Pakling	14 00	14 00

**U.S. Buying Raisins**

**Toronto.**  
**DRIED FRUITS.**—The feature of this market is the active demand for raisins by United States brokers. The United States will take all available stocks in Canada and will pay higher prices than what can be obtained on this market. This condition has strengthened the market and it looks as though raisins are going to be mighty scarce before the new crop arrives. Some California shippers have named opening prices on prunes, which are considerably higher than last years. On the other hand the California Association have not as yet named prices on this year's crop and are of the opinion that opening prices will not be any greater than last year's. Splendid samples of Grecian currants are arriving and are offered to the trade at comparatively low prices.

Evaporated apples	0 23 1/2	0 23 1/2
Apricots, cartons, 11 oz., 48s.	4 55	4 55
Candied Peels, American—		
Lemcn	0 44	0 46
Orange	0 44	0 46
Currants—		
Greek Filiatras, cases	0 16 3/4	0 16 3/4
Do., Amalias	0 18 1/2	0 18 1/2
Do., Patras	0 22	0 22
Do., Vostizza	0 23 1/2	0 23 1/2
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	5 70	5 70
Dromedary, 9 doz. in case	7 25	7 25
Fard, per box, 12 to 13 lbs.	3 50	3 50
New Hallowee dates, per lb.	\$ 18	0 23
Figs—		
Taps-Comarde, lb.	0 10	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	0 31	0 31
40-50s, 25s	0 25	0 28
50-60s, 25s	0 22 1/2	0 22 1/2
60-70s, 25s	0 20	0 20
70-80s, 25s	0 18	0 18
80-90s, 25s	0 20	0 20
90-100s, 25s	0 20	0 20
Sunset prunes in 5-lb. cartons, each	1 15	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	0 27 1/2	0 27 1/2
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	0 29	0 29
Crown Muscatels, No. 1, 25s	0 26	0 26
Turkish Sultanas	0 26	0 26
Thompsons, Seedless	0 27 1/2	0 27 1/2
Valencias	0 24 1/2	0 24 1/2

**Shelled Walnuts Are Cheap**

**Toronto.**  
**NUTS.**—Shelled walnuts are offered to the trade at 60 cents per pound, which is below the real market value. Im-

porters are of the opinion that in the fall shelled walnuts will not be replaced at this figure. Ceylon cocoanut is steady at 38 cents per pound. Sweetened cocoanut is selling at 42 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	0 34	0 34
Do., Marbot	0 30	0 30
Filberts, lb.	0 25	0 25
Pecans, lb.	0 30	0 32
Cocconuts, Jamaica, sack	10 00	10 00
Cocconut, unsweetened, lb.	0 38	0 38
Do., sweetened, lb.	0 42	0 42
Do., shred	0 30	0 30
Peanuts, Spanish, lb.	0 26 1/2	0 26 1/2
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	0 32	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 60	0 60
Do., Manchurian	0 60	0 60
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 20	0 20
Brazil nuts, lb.	0 85	0 85
Pecans, lb.	1 10	1 10

**Cotton Twine Higher**

**Toronto.**  
**MISCELLANEOUS.**— Cotton twine has advanced as follows:—3 ply extra, in 5 pound bales, \$1.03 per pound. Cones \$1.00 per pound. Cowan's icings have advanced to \$2.35 per dozen. Bowes' mince meat in No. 1 lithographed tins is up to \$6.50 per case; in 25 pound pails 22 cents per pound and standard mince meat in 28 pound pails, 18 cents per pound. 16-ounce bottles raspberry vinegar, orangeade and lemonade, are now \$4.50 per dozen.

**Vegetables Are Cheaper**

**Toronto.**  
**VEGETABLES.**—All vegetables are cheaper this week. Canadian grown cabbage is down \$1.00 a crate. Wax beans, cucumbers, carrots and tomatoes are down 50 cents to \$1.00 a crate. New potatoes are quoted at \$14.50 for No. 1 and \$9.00 for No. 2. Homegrown green peas are selling at 90 cents to \$1.00 per basket. Texas onions are quoted at \$2.50 per crate and Egyptians at \$7.50 per sack.

Potatoes, old, bag	5 00	6 00
Mushrooms, 4-lb. basket	4 00	4 00
Lettuce, Can., head, 2 doz. to box	3 00	3 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., large crate	7 00	7 00
Green Onions, doz bunches	0 25	0 35
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	1 50	2 00
Cucumbers, Carolina, hamper	5 00	5 00
Do., per 11-qt. basket	8 50	8 50
New Carrots, per crate	2 50	2 50
Asparagus, per basket	2 50	3 25
New Beets, dozen bunches	0 75	0 75
Wax Beans, home grown, hamper	4 00	4 00
Radish, doz. bunches	0 25	0 40
Onions, Texas, crates	2 50	2 50
New Potatoes, Carolina—		
No. 1, per barrel	14 50	14 50
No. 2, per barrel	9 00	9 00
Tomatoes, 4-bkt. crate	2 65	2 65
Do., hothouse, per lb.	0 35	0 40
Green Peas, basket	0 90	1 00

**Fruits Generally Cheaper**

**Toronto.**  
**FRUITS.**—Oranges are firm and higher. California lemons are up 50 cents per box. Strawberries are expected to arrive in abundance next week although shipments have been very indifferent this week, with prices ranging from 18 to 22 cents. Canadian cherries are now coming forward and prices getting



easier. California deciduous fruits are also cheaper.

Oranges, Valencias—		
126s	7 50	
150s	8 00	
176s, 200s, 216s, 250s	8 50	
Bananas, Port Limons	0 10 1/2	
Lemons, Cal., 300s, 360s	6 50	
Do., Messinas, 300s	6 00	
Do., Verdillas	6 00	
Grapefruit, Florida—		
64s	8 00	
Grapefruit, California Seedless —		
48s	4 50	
64s, 70s, 80s, 96s, 126s	4 50	
Boxed apples, all sizes	4 50	
Strawberries, quarts	0 20	
Watermelons, 26-lb. aver., each	1 25	
Cal. Canteloupes, case, 45s	7 50	
Georgia Peaches, 6-bskt. crates	5 50	
Apricots, Cal., box	3 75	
Plums, Cal., box	4 50	5 00
Canadian Cherries—		
Sour, 11s	1 25	1 50
Do., 6s	0 65	0 75
Large black, 6s	2 00	2 25
Do., 11s	3 25	3 75

**Flour Business Active**

**Toronto.**  
**FLOUR.**—Millers are now busy with export business. Business, however, insofar as the grocery trade is concerned, is quiet. Quotations are steady and unchanged.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	15 15

**Millfeeds More Plentiful**

**Toronto.**  
**MILLFEEDS.**—With the mills busy on export orders for flour and the decrease in the demand for millfeeds at this season, bran and shorts are more plentiful. The majority of mills, however, are not yet shipping straight car lots.

**WINNIPEG MARKETS**

**W**INNIPEG, July 9—Sugar supplies are arriving freely, but there is little demand. The corn market is strong, which indicates that higher prices can be expected for all corn products. The opening prices on prunes named by the independent packers are felt to be too high by the trade and in consequence bookings have been very light. Barley is scarce and all breakfast cereals are firm to higher. Sockeye salmon is scarce. Carnation milk has advanced 50 cents per case. Candies are up two cents per pound. Wrapping paper is also higher. The spice market is steady. Fruit and vegetables are arriving freely.

**Sugar Unchanged**

**Winnipeg.**  
**SUGAR.**—Western prices on sugar remain unchanged since last issue. The raw market, however, has eased off and refiners are practically not interested. The very keen demand which was in evidence a few months ago is much less marked at present. Reports from the merchants of the Prairie Provinces are to the effect that they are not complaining regarding short supplies. The trade in general reports the sale of sugar very dull.

Redpath, granulated, 100-lb. bag	22 05
St. Lawrence granulated, 100-lb. bag	22 05
Atlantic, granulated, 100-lb. bag	22 05
Dominion, granulated, 100-lb. bag	22 05
Acadia, granulated, 100-lb. bag	22 15
Yellow Sugar, No. 2, 100-lb. bags	21 55
Powdered Sugar, 50-lb. boxes, per cwt.	22 60
Icing Sugar, 50-lb. boxes, per cwt.	22 70
Lump Sugar, soft, 100-lb. boxes	22 80
Do., hard, 100-lb. boxes, per box	23 00
Cubes, 100-lb. boxes, per box	22 70

**Corn Syrups Strong**

**Winnipeg.**  
**SYRUP.**—The situation is practically the same, no changes having taken place since our last report, when cane syrup advanced. The corn market has been showing a firm tone, and indications point to higher prices for these commodities.

<b>CANE SYRUPS—</b>	
2-lb. tins, 2 doz. in case	9 40
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
<b>CORN SYRUP—</b>	
Cases, 2 lb. tins, white, 2 doz. in case	7 60
Cases, 5 lb. tins, white, 1 doz.	

in case	8 70
Cases, 10 lb. tins, white, 1/2 doz. in case	8 45
Cases, 20 lb. tins, white, 1/4 doz. in case	8 45
Cases, 2 lb. tins, yellow, 2 doz. in case	7 00
Cases, 5 lb. tins, yellow, 1 doz. in case	8 10
Cases, 10 lb. tins, yellow, 1/2 doz. in case	7 85
Cases, 20 lb. tins, yellow, 1/4 doz. in case	7 85
<b>MAPLE SYRUP—</b>	
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
<b>TABLE SYRUP—</b>	
Maple flavor, 2 1/2 tins, per case of 2 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.	
<b>MOLASSES, BARBADOES—</b>	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70
<b>MOLASSES, BLACKSTRAP—</b>	
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
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

**Starches to Be Higher**

**Winnipeg.**  
**STARCHES.**—With the corn market very strong, indications for higher prices are in order. No change has been noted in quotations as yet.

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

**Dried Fruits Quiet**

**Winnipeg.**  
**DRIED FRUITS.**—A few weeks ago some independent packers announced their opening prices on prunes. Since

that date large prunes have advanced from one to two cents. These opening prices by independent packers have not appealed to the wholesale trade, as it is felt that prunes will not retail freely at such high prices. The buying by both wholesaler and retailer, so far, on this market, is believed to be very light. The Prune and Apricot Association have not as yet named their opening price.

**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, 8 doz. case, lb.	0 17
Figs, Spanish, per lb.	0 16 1/2
Do., Smyrna, per lb.	0 23
Do., black, cartons, per carton	0 80
Loganberries, 4 doz. case, pkt.	0 85
Peaches, standard, per lb.	0 29
Do., choice, per lb.	0 27 1/2
Do., fancy, per lb.	0 32
Do., Cal., in cartons, per carton	1 56
Do., unpitted, per lb.	0 24
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 75
<b>Prunes—</b>	
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
<b>Raisins—</b>	
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

**Barley in Scant Supply**

**Winnipeg.**  
**CEREALS.**—The barley market shows great scarcity. Oat products continue in a firm tone, with a tendency for an advance. Breakfast cereals under this condition show every indication for future advances. Bean market shows great strength.

**PACKAGE CEREALS**

Rolled oats, 20s, round cartons	6 00
Do., 36s, case, square pkts.	4 85
Do., 18s, case	2 40
Corn Flakes, 36s, case	3 60
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	3 83
Package Peas, 3 doz. case, case	3 75

**BULK CEREALS**

Rolled Oats, 80s, per bag	6 85
Do., 40s, per bag	3 01
Do., 20s, per bag	1 56
Do., 10-8s, per bale	6 85
Do., 15-6s, per bale	7 70
Oatmeal, 98s, gran. or stand, bag	6 60
Wheat Granules, 98s, per bag	8 60
Do., 15-6s, per bale	9 50
Peas, whole, green, 100-lb. bag	6 00
bush.	9 00
Do., split, yellow, 98s, per bag	4 60
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	5 80
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	6 25
Do., 24s, per bag	1 62
Do., 10-10s, per bale	6 95
Buckwheat grits, whole, 92-lb. bags, per bag	11 00

**Sockeye Salmon Scarce**

**Winnipeg.**  
**CANNED GOODS.**—The packers of salmon are very desirous that both



wholesalers and retailers assist in pushing the sale of pink, cohoes and red spring salmon, in view of the failing sockeye supply. So far no prices have been named on the new pack. It is generally supposed by the trade, that the packers will name a very high price for sockeye and are insisting that buyers take a proportion of these other lines, along with their allotment of sockeye. It is believed jobbers are not purchasing very heavy.

New opening prices have been named on Eastern canned strawberries. The new price shows an increase of only 10 cents a dozen higher than the opening prices of last year. This advance is much lower than was anticipated, and the trade feels very much satisfied.

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, 1/4s, 8 doz. case, doz.	4 00
Do., 1/2s, 4 doz. case, doz.	7 50
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—	
Sockeye, 1s, tall, 4 doz. case.	18 50
Do., 1/2s, flat, 8 doz. in case.	20 75
Red Spring, 1s, tall, 4 doz. case	15 75
Do., 1/2s, flat, 8 doz. case.	17 75
Cohoe, 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)	
Apples, 6 tins in case, per case.	3 40
Blueberries, 2s, 2 doz. case.	3 85
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.	13 85
Pears, 1s, 4 doz. case.	16 00
Pineapple, sliced, 2s, 2 doz. case.	....

CANNED VEGETABLES	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75
Pears, Garden 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 25
Peas, Early June, 2s, 2 doz. case	4 85
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 90
Spaghetti, 2 1/2s, 2 doz. case.	5 40
Spinach, 2 1/2s, 2 doz. case.	5 70
Tomatoes, 2 1/2s, 2 doz. case.	4 20
Do., 2s, 2 doz. case.	3 50

**Teas Strengthen**

Winnipeg. TEA.—The London market shows there has been brisk buying of tea at advanced prices. Latest reports show that common teas, which were bringing ridiculous figures, have now passed into consumption and from now on we can expect low grade teas to bring considerably higher prices. Colombo market reports show that the prices of all teas have stiffened up and we may expect higher prices in the very near future.

INDIA AND CEYLON—	
Pekoe Souchongs, best quality.	0 48
Do., common quality.	0 44
Pekoes, best quality.	0 49

Do., common quality	0 45
Broken Pekoe, best quality.	0 52
Broken Orange Pekoe, best qty.	0 58
Japan, best quality	0 52
JAVAS—	
Pekoe Souchongs	0 45
Pekoe	0 46
Broken Pekoe	0 47
Broken Orange Pekoe	0 48

**Coffee Market Quiet**

Winnipeg. COFFEE.—The coffee market has been very quiet with no change in quotations.

COFFEES—	
Santos, roasted, best grade	0 45
Bourbon, roasted, best grade	0 46
Jamaica, roasted, best grade	0 52
Mexican, roasted, best grade.	0 54
Maracaibo, roasted, best grade	0 52
Bogotas, roasted, best grade.	0 56

**Milk and Other Lines Higher**

Winnipeg. MISCELLANEOUS.—Carnation milk has advanced 50 cents per case. All lines of candies are up two cents per pound. Wrapping paper is one to one and one-half cents per pound higher.

**Nutmegs Are Scarce**

Winnipeg. SPICES.—There is practically no change in the spice market this week. Black pepper remains steady. White pepper is in good demand. Red peppers are scarce and hard to obtain. Cloves and pimentoes are steady with limited stocks. Cassia is slightly easier. Nutmegs are very scarce.

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 30
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 60
Pickling, 1/4-lb. pkg., per doz.	0 40
Do., bulk, No. 1, per lb.	0 25
Do., No. 2, per lb.	0 22

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 15
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 88
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 95
Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60

**Rice Stocks Light**

Winnipeg. RICE.—There are no new developments in the rice market. Stocks are light and the market is firm. The tapioca and sago markets still continue to be easy.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 18
Do., 50-lb. sacks, lb.	0 18 1/2
Siam, Elephant, 100-lb. bags.	0 15 1/2
Do., 50-lb. bags, lb.	0 15 1/2
Sago, sack lots, 130 to 150 lbs., per lb.	0 12
Do., in less quantities, lb.	0 12 1/2
Tapioca, pearl, per lb.	0 12 1/2

**Jams to Be Higher**

Winnipeg. JAMS.—The new prices on jams have not been named as yet, but opening prices are expected to be higher than last year. Retailers are taking advantage of jams offered them and are buying freely.

Jams, Pure—	
Strawberry, 4s, 12 tins to case	1 20
Raspberry, 4s, 12 tins to case	1 12
Black Currant, 4s, 12 tins to case	1 12
Blended—	
Strawberries, 4s, 12 tins to case	0 85
Raspberries, 4s, 12 tins to case	0 85

**Shelled Nuts Unsettled**

Winnipeg. NUTS.—The shelled almond situation is very uncertain, owing to the instability of the market and also to the continued fluctuations of exchange. The same applies to the shelled walnut market. The value of the franc is on the increase, which naturally means higher prices for future deliveries. The peanut market has been very dull, due to the heavy arrival of Oriental peanuts.

NUTS, Shelled—	
Almonds, per lb.	0 63
Spanish Peanuts, No. 1, per lb.	0 24 1/2
Pecans, per lb.	1 15
Walnuts, per lb.	0 64
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
Pecans, per lb.	0 32

**Fruits Arriving Freely**

Winnipeg. FRUITS.—Good supplies of fruit are arriving freely, and California plums, apricots, peaches, watermelon and canteloupes are being offered at a more reasonable figure. Oranges have advanced, and are very scarce. Bananas are also scarce and remain very high. Gordon Head strawberries, a splendid preserving berry, is being offered at \$7.50. Lemons remain firm.

FRUITS—	
Lemons, Cal. per case.	7 50
Bananas, per lb.	0 14
Washington apples, Winesaps, box	5 00
Strawberries, 24 pts.	7 50
Peaches, Cal., case	3 00
Plums, per case	4 50
Cantaloupe, Stand., 45s, per case	7 50
Do., flats, 12s to 15s, per case.	4 00
Watermelon, per lb.	0 10
Cocoanuts, per doz.	1 75
Dates, 36 pkgs. to case	7 25
Figs, per case	4 90
Do., 10-lb. boxes.	3 50
Oranges—	
200s and smaller	9 50
176s	9 00



150s .....	8 50
126s .....	8 00
Apricots, per case .....	4 50
Cherries, Washington Bingslug boxes .....	7 50

**New Vegetables Arriving**

Winnipeg.

VEGETABLES.—New vegetables are arriving freely, and business has been

exceptionally good. New carrots, beets, turnips, radishes, cucumbers, cabbage, potatoes and green onions are now on the market, at reasonable prices. Old potatoes are now being offered at \$2.65 per bushel, while new potatoes are bringing around 10 cents a pound. Mississippi tomatoes dropped and are now offered at \$3.50 per case.

Carrots, new, per lb. ....	0 07½
Beets, new, per lb. ....	0 07
Turnips, new, per lb. ....	0 07
Head Lettuce (Cal.), per doz. ....	1 75
Leaf Lettuce, per doz. ....	0 65
Radish, per doz. ....	0 65
Green Onions, per doz. ....	0 60
Cucumbers (hothouse), per doz. ....	3 50
Cabbage' (new), per lb. ....	0 07
Potatoes (new), per lb. ....	0 10
Onions (Cal. Bermuda sack), per sack .....	6 00

**WEEKLY MARKET REPORTS BY WIRE**

Statements from Buying Centres, East and West

**New Brunswick Markets**

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 8.—Markets are steady with business up to normal. Quotations on pure lard are easier, now selling at 29½ to 30 cents per pound. Compound lard has also declined one cent per pound. American clear pork is down \$1 to \$3. Butter has receded; creamery is quoted at 55 to 58 cents, and dairy at 50 to 52 cents. Strawberries are not as plentiful as at first expected; prices range from 25 to 28 cents per box.

Flour, No. 1 patents, bbls., Man. ....	16 00
Cornmeal, gran., bags .....	6 75
Cornmeal, ordinary .....	5 25
Rolled oats .....	14 00
Rice, Siam, per 100 lbs. ....	15 50
Tapioca, 100 lbs. ....	13 50 15 00
Molasses .....	1 75
Sugar—	
Standard, granulated .....	21 10
No. 1 yellow, .....	20 60
Cheese, N.B. ....	0 32½ 0 33
Eggs, fresh, doz. ....	0 50 0 54
Lard, pure, lb. ....	0 29½ 0 30
Lard, compound .....	0 28 0 28½
American, clear pork .....	51 00 53 00
Tomatoes, 2¼s. standard case. ....	4 25
Beef, corned, 1s .....	4 00 4 20
Breakfast bacon .....	0 43 0 46
Butter, creamery, per lb. ....	0 55 0 58
Do., dairy, per lb. ....	0 50 0 52
Do., tub .....	0 48 0 50
Raspberries, 2s, Ont., case .....	4 00 4 45
Peaches, 2s, standard, case. ....	7 45 7 50
Corn, 2s, standard, case .....	3 80
Peas, standard, case .....	4 15
Apples, gal., N.B., doz. ....	4 75 5 00
Strawberries, 2s, Ont., case. ....	
Salmon, Red Spring, flats, cases .....	
Do., Pinks .....	9 50
Do., Cohoes .....	15 00 15 50
Do., Chums .....	7 50
Evaporated Apples, per lb. ....	0 21 0 21½
Do., Peaches, per lb. ....	0 27½ 0 28
Potatoes, Natives, per bbl. ....	9 50 10 00
Lemons, Cal., case .....	7 00 7 50
Grapefruit, Cal., case .....	5 00 5 50
Do., Florida .....	8 00 9 00
Apples, Western, box .....	5 50 6 50
Bananas, per lb. ....	0 10 0 11

there is practically no demand owing to the influx of fresh salmon on the market. There is comparatively no change in prices except creamery butter, hams and roll bacon, all of which have advanced one cent per pound to the trade. There is no improvement in the dullness of business brought about by the strike in Halifax shipyards.

Flour, No. 1 patents, bbl., Man. ....	16 25
Cornmeal, bags .....	6 25
Rolled Oats, per bag .....	7 25
Rice, Siam, per 100 lbs. ....	15 75
Tapioca, 100 lbs. ....	17 00
Molasses (extra fancy Barbadoes) .....	1 75
Sugar, standard, granulated. ....	21 10
Do., No. 1, yellow .....	20 60
Cheese, Ont., twins .....	0 33
Eggs, fresh, doz. ....	0 48
Lard, compound .....	0 29
Lard, pure, 3s .....	17 60 18 00
American clear pork, per bbl. ....	50 00
Tomatoes, 2¼s, standard, doz. ....	2 20
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 59 0 60
Do., dairy, per lb. ....	0 53
Do., tubs .....	0 50
Raspberries, 2s, Ont., doz. ....	4 90
Peaches, 2s, standard, doz. ....	4 50
Corn, 2s, standard, doz. ....	2 00
Peas, standard, doz. ....	2 15
Apples, gal., N.S., doz. ....	5 00
Strawberries, 2s, Ont., doz. ....	4 90
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 .....	6 00
Beans, white .....	5 00
Do., Yellow Eye .....	7 50
Lemons, Cal., case .....	6 50
Grapefruit, Cal., case. ....	5 00 5 50
Bananas, per lb. ....	0 10½
Oats, per bush. ....	1 64½

per dozen over last year's prices. Eggs are in short supply and quoted at \$14.50. B.C. strawberry season at its height this week. Canteloupes are \$7.50 per case, and California grapefruit \$6.50.

Flour, 96s, per bbl. ....	14 60
Beans, B.C. ....	8 00 8 50
Rolled oats, 80s .....	5 80
Rice, Siam .....	14 00
Japan, No. 1 .....	15 00 16 00
Tapioca, lb. ....	0 10½ 0 12
Sago, lb. ....	0 11 0 13
Sugar, pure cane, granulated, cwt .....	21 97
Cheese No. 1, Ont., large .....	0 32 0 34
Alberta cheese, twins .....	0 29
Do., large .....	0 31
Butter, creamery, lb. ....	0 59
Do., dairy, lb. ....	0 35 0 40
Lard, pure, 3s .....	18 00
Eggs, new laid, local, case. ....	14 50
Tomatoes, 2¼s, standard, case. ....	4 75 5 00
Corn, 2s, case .....	4 25 4 50
Peas, 2s, standard, case .....	4 20 4 75
Strawberries, 2s, Ontario, case. ....	10 30
Raspberries, 2s, Ontario, case. ....	10 60
Cherries, 2s, red, pitted .....	9 00 9 50
Apples, evaporated, 50s .....	0 21½ 0 24
Do., 25s, lb. ....	0 23½ 0 24½
Peaches, evaporated, lb. ....	0 25
Do., canned, 2s .....	7 50
Prunes, 90-100s .....	0 17
Do., 70-80s .....	0 18½

**British Columbia**

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., July 8.—Evaporated milk has advanced 25 to 50 cents per case. Rolled oats are up 25 cents per gunny. New pack strawberry jam quoted at \$18.50 as compared with last year's opening price of \$13.50. Campbell's soups are again on the market at \$1.85 per dozen. Opening prices on prunes are two to three cents over last year's. Blue point oysters are now \$5.25 as against \$3.25 last year. Canned strawberries, 2s are selling at \$5. Watermelons are \$7. Peaches are \$2.50. Plums, \$4.75. New potatoes, \$5.

**WHAT "PROPHET" MEANS**

Teacher (in Chinese Sunday school, reading)—"And Elijah, the prophet—"  
Do you know what prophet means?  
Pupil—Yes, me know, velly well.  
Teacher (surprised)—Do you? Well, what is it?  
Pupil—Me buy sing for fi' cent, sell fifteen cent, plofit ten cent.

**Alberta Markets**

FROM CALGARY, BY WIRE.

Calgary, Alta., July 8.—Squirrel peanut butter in one pound cans has declined 15 cents per dozen. Some brands of evaporated milk have advanced 50 cents per case. Domestic sardines slightly higher. Sockeye salmon talls are quoted at \$19.10 to \$21 per case. New peels for arrival are quoted: orange, 49c; lemon, 46c, and citron, 76c. New pack strawberries are expected to sell at 15c

**Nova Scotia Markets**

FROM HALIFAX, BY WIRE

Halifax, N.S., July 8.—Business in wholesale grocery circles is reported steady except canned salmon, for which



# PRODUCE PROVISIONS

## Merchants Protest Against the Egg Marketing Act "Places Blame for Bad Eggs on the Producer," Says Secretary of Produce Association

**T**HE following letter was received from a subscriber in Saskatchewan and no doubt there are other merchants who have different views on the "Egg Marketing Act" in Saskatchewan and from whom Canadian Grocer would be very glad to have their opinions:

The Editor, Canadian Grocer:

Can you, through your valuable paper, the Canadian Grocer, explain the why of the Saskatchewan Egg Candling Act that has just gone into effect. To begin with, no grocer of any size in Western Canada, can candle all the eggs he receives on Saturdays unless he employs at least two extra helpers. This extra expense is prohibitive to the average grocer, because he has no possible chance of getting his money out of the candled product, at least not enough to pay for the candling. The grocer has to take the price offered by the jobbers or packing houses, regardless of what his eggs cost him, so I would like you to inform

me how I am even going to break even on the egg business.

No grocer can afford to take an experienced clerk drawing \$30 to \$35 per week and put him candling eggs, especially on Saturday when he is needed most at the counter. Then, on the other hand, if we have to have inexperienced help, and they only half do their work, possibling candling half a case, and letting the other half go by, and as one jobber puts it—who is going to take a grocer's grading on eggs, when said eggs are candled and graded by inexperienced help. This is the problem that confronts the merchant at the present time, and we would like to know why this burden has been shoved onto the retail grocer, thus letting the big interests, viz., jobbers and packing houses, go free. Looks like another case of the retailer being the goat. I think it is just about time the retail grocers began to get wise and put up some objections to the laws that are being enforced. In conclusion,

I would like to ask: What's the sense of trying to be a successful retail grocer when all the powers that be are working against us. Thanking you for any information you may have to offer. I am, yours very truly,

A GROCER.

### Places Blame on Producer

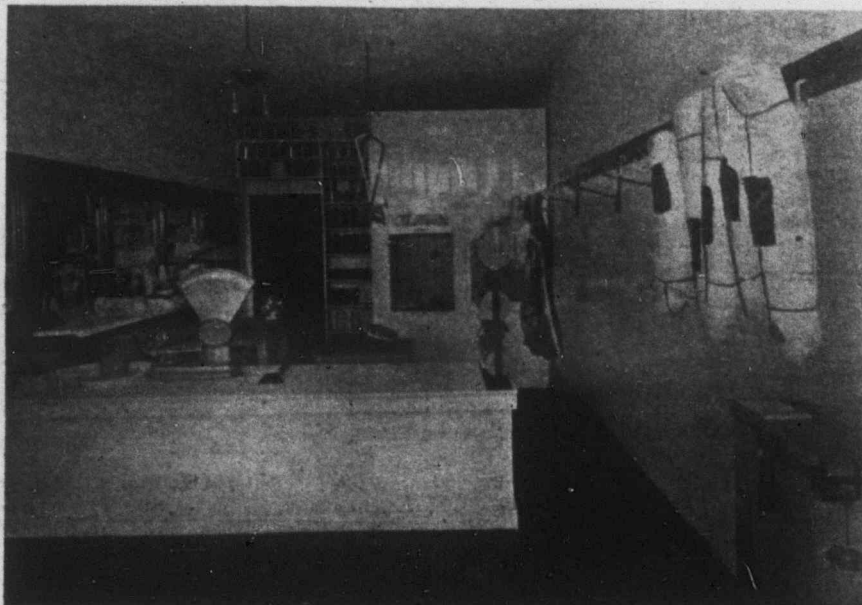
In a recent interview, J. T. Madden, secretary of the Canadian Produce Association, said: "There is no doubt that many merchants will complain about the Saskatchewan Act, but if they take into consideration that this act was enacted as much for their benefit as for others, they would look at it in a different light. In the first place it places the loss on the producer and when he knows that his eggs are being graded he will be more careful in his collecting. At the present time it is almost impossible to get a car of number one eggs from the West. Furthermore," continued Mr. Madden, "Canadian eggs command a greater price in Great Britain than those from any other country and that is another reason why we must be more careful in the grading."

### OLIVE OIL SUPPLIES NOT EQUAL TO DEMAND

Olive oil is likely to be in short supply with advancing prices.

So far as Spain is concerned, the Spanish exporters have in hand at the present time orders, approximately, for \$5,000,000 kegs of olive oil. This looks satisfactory enough on paper and indicates an immense export business in this commodity, but there is a negative side to the question as well, and this negative side seriously discounts the positive, for the Government will only grant permission for the exportation of 20,000,000 kegs annually. Thus it will be seen that less than 25 per cent. of the orders will be filled.

So far as Italy is concerned, prospects appear but little better, as shipments from that country are very small, while prices have increased during the last few months from 50 to 75 per cent. It must be gathered from the foregoing, which is supplied to us from authoritative sources, that cheaper olive oil may not be looked for this year, while, on the other hand, it is highly probable that before very long further advances will be noted.



An attractive meat department in the store of Sheffield Bros. at Bowden, Alta. Convenient equipment is a feature in this department.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, July 9.—The produce market is very strong this week with higher prices in many lines. Smoked hams and bacon are 2 and 3 cents a pound higher. Butter holds firm at the advanced prices. The egg market is very strong. While No. 1 is selling at 54 cents, the select eggs are demanding 60 cents a dozen. The fish market is advanced on salmon and halibut. There is also a small advance on mackerel and market cod. The reason seems to be the poor supply arriving on the market and the rather poor fishing season. Lard, shortening and cheese remain firm at the prices quoted.

### Fresh Meats Quoted Firm

**Montreal.**  
**FRESH MEATS.**—Although the market for fresh meats is very firm there is no change in the quotations this week. The prices given below are prevalent in Montreal district:

FRESH MEATS			
Hogs, live (selects) .....			0 21
Hogs, dressed—			
Abattoir killed, 65-90 lbs.....			0 30½
<b>Fresh Pork—</b>			
Legs of pork (foot on) .....			0 35
Loins (trimmed) .....			0 42½
Loins (untrimmed) .....			0 38
Bone trimmings .....			0 30
Trimmed shoulders .....	0 26½		0 32
Untrimmed .....			0 28
Pork Sausage (pure) .....			0 26
Farmer Sausage .....			0 29
<b>Fresh Beef—</b>			
(Cows)		(Steers)	
\$0 23 \$0 30 ..Hind quarters..	\$0 28	\$0 34	
0 14 0 18 ..Front quarters..	0 14	0 18	
..... 0 40 ..Loins .....		0 46	
..... 0 28 ..Ribs .....		0 32	
..... 0 18 ..Chucks .....		0 17	
..... ..Hips .....		0 35	
Calves (as to grade) .....		0 22	0 28
Spring lamb, carcass .....			0 32
Fresh sheep, carcass .....	0 22		0 30
Frozen lamb, carcass .....			0 32

### Barrelled Meats Unchanged

**Montreal.**  
**BARRELLED MEAT.**—There is no change this week in the price of barrelled meat. The demand for home consumption is not large, but considerable amount is being shipped overseas.

BARRELLED MEATS	
Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces .....	57 00
Clear fat backs (bbl.), 40-50 pieces .....	56 00
Heavy mess pork (bbl.) .....	52 00
Plate Beef .....	28 00
Mess Beef .....	25 00
Bean Pork .....	48 00

### Smoked Meats Are Higher

**Montreal.**  
**SMOKED MEATS.**—With the heavy demand for smoked meat at the present time and the very strong market that has held for the last few months, the price has advanced on the best lines of bacon to the extent of two and three cents a pound. The best breakfast bacon is being sold at 59 cents a pound. Other cuts vary in price, but have advanced also to the extent of two and three cents.

BACON—	
Breakfast, best .....	0 49 0 59
Smoke Breakfast .....	0 31 0 44

Cottage Rolls .....	0 42
Picnic Hams .....	0 32
Wiltshire .....	0 46
<b>MEDIUM SMOKED HAMS—</b>	
Weight, 8-14, long cut .....	0 48
Do., 14-20 .....	0 46
Do., 20-25 .....	0 40
Do., 25-35 .....	0 35
Over 35 lbs. ....	0 34

### Big Demand for Cooked Meats

**Montreal.**  
**COOKED MEATS.**—The heavy demand for cooked meats continues. There is no change in the prices this week.

Jellied pork tongues .....	0 47
Jellied Pressed Beef, lb. ....	0 33
Ham and tongue, lb. ....	0 38
Veal and tongue .....	0 35
Hams, cooked .....	0 55
Shoulders, roast .....	0 50
Shoulders, boiled .....	0 48
Pork pies (doz.) .....	0 80
Mince meat, lb. ....	0 15
Sausage, pure pork .....	0 25
Bologna, lb. ....	0 18
Ox tongue, tins .....	0 65

### Select Eggs at 60 Cents

**Montreal.**  
**EGGS.**—The price of eggs is unchanged this week at 54 cents a dozen for No. 1. Selects are selling as high as 60 cents per dozen.

### Butter Prices Firm

**Montreal.**  
**BUTTER.**—The price of butter holds firm this week at the advance quotations of the previous week. Creamery prints are being sold at 60 cents a pound, solids at 59 cents. The market is very strong at the advanced quotations on account of the heavy demand in the United States and their willingness to pay the higher prices.

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

### Lard Prices Unchanged

**Montreal.**  
**LARD.**—No change is evident this week in the price of lard. The quotations hold firm at current prices of 29 cents a pound in tierces and 29½ cents in tubs.

LARD—	
Tierces, 360 lbs .....	0 29
Tubs, 60 lbs. ....	0 29½
Falls, 20 lbs. ....	0 29½
Bricks .....	0 31

### Cheese Market Strong

**Montreal.**  
**CHEESE.**—The cheese market holds firm at 31 cents a pound for the new cheese. According to indications from the cheese board the prices will be strong, if not higher, when the new cheese is placed on the market.

CHEESE—	
New, large, per lb. ....	0 30 0 31
Twins, per lb. ....	0 31
Triplets, per lb. ....	0 31
Stilton, per lb. ....	0 37
Fancy old cheese, per lb. ....	0 35
Quebec .....	0 30 0 31

### Shortening Remains Firm

**Montreal.**  
**SHORTENING.**—The price of shortening is unchanged this week and the market remains firm.

SHORTENING—	
Tierces, 400 lbs., per lb. ....	0 27½
Tubs, 50 lbs., per lb. ....	0 27½
Falls, 20 lbs., per lb. ....	0 28
Bricks, 1 lb., per lb. ....	0 28½

### Quiet Market for Margarine

**Montreal.**  
**MARGARINE.**—The price on margarine varies according to brand and quality. However, the market is unchanged at the prevailing prices, from 32 to 35 cents a pound for print.

MARGARINE—	
Prints, according to quality, lb.	0 32 0 35
Tubs, according to quality, lb.	0 31 0 34

### Halibut and Salmon Dearer

**Montreal.**  
**FISH.**—Halibut from the Eastern coast is still scarce, but supplies of fresh frozen Western halibut are arriving this week. Fresh lake trout doree are very scarce, but white fish is in good supply. Higher prices are quoted on Restigouche and Gaspé salmon as the supply is rather short. Gaspé salmon has advanced in price and is now quoted at 32 cents. Mackerel is 1 cent a pound higher, quoted at 16 cents. Market cod is also 1 cent higher at 7 cents a pound.

FRESH FISH	
Haddock .....	0 07
Steak cod .....	0 10
Market cod .....	0 07
Mackerel .....	0 15
Flounders .....	0 10
Prawns .....	0 50
Live Lobsters .....	0 35
Skate .....	0 12
Shrimps .....	0 40
Whitefish .....	0 20
Shad .....	0 18
Gaspé salmon .....	0 32
Halibut .....	0 26
Gaspereaux, each .....	0 04
Whitefish .....	0 20
Lake trout .....	0 22
Brook trout .....	0 60
Pike .....	0 12
Perch .....	0 13
Fresh eels, per lb. ....	0 15
Fresh Herrings, each .....	0 08

FROZEN FISH	
Halibut, large and chicken .....	0 16
Halibut, Western, medium .....	0 23
Haddock .....	0 07 0 08
Mackerel .....	0 15 0 16
Doree .....	0 17
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 12
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
B.C. Red Salmon		0 19
<b>SALTED FISH</b>		
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 15½	
<b>SMOKED</b>		
Finnan Haddies, 15-lb. box	0 13	
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 35	

**Market Poultry Quiet**

**Montreal.**  
**POULTRY.**—The market for poultry is quiet during this season and the offerings are light at prices quoted.

<b>(Selling Prices)</b>		
<b>POULTRY (dressed)—</b>		
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 45
<b>Ducks—</b>		
Brome Lake (milk fed green)	0 47	
Young Domestic	0 42	
Turkeys (old toms), lb.	0 55	
Do. (young)	0 58	
Geese	0 34	
Old fowls (large)	0 39	
Do. (small)	0 32	0 34

**ONTARIO MARKETS**

**TORONTO, July 9.**—The produce and provision market show few changes this week. Live hogs are steady on F.O.B. basis of \$19.00. Cured meats are firm. Cooked hams are scarce. Some packers have difficulty in securing sufficient quantities to meet demands. Egg receipts are comparatively light and are mostly of an indifferent quality. A few cars of American eggs arrived this week. Quotations are up one cent per dozen. The cheese market is steady with a tendency toward firmness due to the expectation of orders for export. Butter, lard and shortening are steady. Fresh fish is arriving in good supply and there is a brisk business noted. Fresh trout is up two cents per pound. Frozen fish is selling well and prices are steady. Storage stocks of poultry are about cleared up. Fresh poultry is arriving in ample quantities to meet demands and prices are maintained. Ducklings are quite small and prices are easier.

**Fresh Meats Steady**

**Toronto.**  
**FRESH MEATS.**—This market is unchanged. Live hogs are steady on F.O.B. basis of \$20.00 per hundred. Dressed meats are also steady at unchanged prices.

<b>FRESH MEATS</b>		
<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.		20 25
Live, fed and watered, per cwt.		20 00
Live, f.o.b., per cwt.		19 00
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs.	0 39	
Loins of pork, lb.	0 43½	
Fresh hams, lb.	0 41	
Tenderloins, lb.	0 60	
Spare ribs	0 19	
Picnics, lb.	0 27	
New York shoulders, lb.	0 30	
Boston butts, lb.	0 36½	
Montreal shoulders, lb.	0 30½	
<b>Fresh Beef—from Steers and Heifers—</b>		
Hind quarters, lb.	0 28	0 31
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 28	0 32
Chucks, lb.	0 18	0 20
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 26	0 28
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 25
Spring lamb, each	10 00	12 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 24
Above prices subject to daily fluctuations of the market.		

**Cured Meats Firm**

**Toronto.**  
**PROVISIONS.**—One packer has advanced all smoked bacon and hams one-half cent per pound. Other packers' quotations, however, have not changed. Supplies of ham continue scarce and the market is firm under a heavy demand.

<b>Hams—</b>		
Medium	0 45	0 48
Large, 20 to 25 lbs. each, lb.		0 43
Heavy, 25 lbs. upwards, lb.		0 34½
<b>Bacon—</b>		
Skinn'd, rib, lb.	0 51	0 52
Boneless, per lb.	0 58	0 66
Rolled		0 68
<b>Bacon—</b>		
Breakfast, ordinary, per lb.	0 45	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim		0 60
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	0 40	
Wiltshire, ¾ cut	0 44	
Wiltshire, middle	0 46	
<b>Dry Salt Meats—</b>		
Long clear bacon, av. 50-70 lbs.	0 27	0 28
Do., av. 80-90 lbs.	0 26	0 27
Clear bellies, 15-30 lbs.		0 30
Fat backs, 10 to 12 lbs.		0 26
Out of pickle prices range about 2c per pound below corresponding cuts above.		
<b>Barrel Pork—</b>		
Mgsa Pork, 200 lbs.	49 00	
Short cut backs, bbl. 200 lbs.	56 00	
Pickled rolls, bbl. 200 lbs.—		
Heavy	60 00	
Lightweight	65 00	
Above prices subject to daily fluctuations of the market.		

**Cooked Hams Are Scarce**

**Toronto.**  
**COOKED MEATS.**—The scarcity of cooked hams continue to be the feature of this market. Some dealers have been completely cleared up of cooked hams for the first part of this week but expect to be in a position to fill orders during the latter part. Jellied ox-tongue is in demand at 65 cents per pound. Jellied calves tongue is also a good seller at 52 cents per pound.

Boiled hams, lb.	0 63	0 65
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	0 51	0 51
Head Cheese, 6s. lb.		0 14

Choice, jellied ox tongue, lb. .... 0 65  
 Jellied calves tongue ..... 0 52  
 Above prices subject to daily fluctuations of the market.

**Egg Supplies Are Short**

**Toronto.**  
**EGGS.**—There is a scarcity noted for select eggs. The supplies mostly arriving are of inferior quality. A few cars of American eggs were brought in this week to help out the shortage on Canadian eggs, as dealers report that not sufficient supplies are arriving to meet present demand. Quotations are up one cent per dozen.

<b>EGGS—</b>		
Fresh, selects	0 57	0 58
Fresh	0 56	0 57
Fresh selects in cartons	0 59	0 60
Prices shown are subjects to daily fluctuations of the market.		

**Butter Market Strong**

**Toronto.**  
**BUTTER.**—Storage operations continue to be active, which has the effect of keeping the market firm. Quotations are unchanged.

<b>BUTTER—</b>		
Creamery prints		0 60
Dairy prints, fresh, lb.	0 50	0 55

**Cheese Shows Firmness**

**Toronto.**  
**CHEESE.**—The cheese market is steady with a tendency toward firmness, due to the expectation of orders for export. Quotations are unchanged.

<b>CHEESE—</b>		
Large, old	0 33	0 34
Do., new		0 32
Stilton	0 34	0 35
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

**Shortening Unchanged**

**Toronto.**  
**SHORTENING.**—The market for shortening generally is steady with the exception of domestic. This brand has declined one-half cent per pound.

<b>SHORTENING—</b>		
1-lb. prints	0 28	0 29
Tierces, 400 lbs.		0 26¾
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.		

**Lard Quotations Steady**

**Toronto.**  
**LARD.**—Quotations on lard are unchanged. The market is ruling firm.

Tierces, 400 lbs.	0 28	0 29
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.		

**Fresh Trout Up Two Cents**

**Toronto.**  
**FISH.**—Fresh fish is arriving in good supply and there is a brisk business noted. Fresh trout is up two cents per pound. Fresh salmon is in good demand and is quoted at 32 cents per pound to the trade. Frozen fish is selling well and prices are steady.

<b>FRESH SEA FISH.</b>		
Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0
Haddock, heads off, lb.		
Do., heads on, lb.		0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring		
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20



Fresh Mackerel	0 12	0 18
Fresh Salmon		0 32
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla		0 10 1/2
Flounders		0 08 1/2
Pike, round		0 08
Do., headless and dressed		0 09
SMOKED FISH		
Haddies, lb.	0 13	
Fillets, lb.	0 16	
Kippers, box	2 25	

**Poultry Prices Maintained**

**Toronto.**  
**POULTRY.**—Storage stocks of poultry are about cleared up. Fresh poultry is arriving in ample quantities to meet the demand and prices are maintained. Young

ducklings that are arriving are quite small and prices have dropped 5 cents per pound.

Prices paid by commission men at Toronto:		
	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 23	0 26
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 28	0 28
Fowl, under 4 lbs.	0 26	0 26
Ducklings	0 30	
Guinea hens, pair	1 25	1 60
Spring chickens, live	0 60	0 60
Prices quoted to retail trade:—		
	Dressed	
Hens, heavy	0 35	
Do., light	0 32	
Chickens, spring	0 70	
Ducklings	0 40	

**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 17
Fresh Trout	0 22

**NORWEGIAN SARDINE CATCH**

Donald Menzies, of Stewart Menzies & Co., Toronto, has been in New York meeting S. V. Jensen, a director of the Oversea Export Co., Christiania, Norway. Mr. Jensen states that the pack of first-grade Norwegian sardines has up to the present been considerably less than expected, but that better results are being looked forward to. There has been a fairly good catch of third-grade fish.

**WINNIPEG MARKETS**

**W**INNIPEG, July 9.—There is practically no change in the market for fresh meats. A poor demand exists for butcher cattle, with very little good stuff on the market. The hog market remains unchanged. The egg market is very firm, while receipts continue light. Butter and cheese remain firm. Pure lard is very firm. Shortening declined 3/4 cent a pound this week. Fresh fish is arriving freely and a good demand noted.

**No Change in Meats**

**Winnipeg.**  
**FRESH MEATS.**—There is no change in the price of fresh meats. The market remains firm. Hogs are steady with no change in prices and receipts very light.

<b>HOGS—</b>		
Selected, live, cwt.	18 50	
Heavy, cwt.	16 60	
Light, cwt.	16 00	
Sows, cwt.	14 50	
<b>Fresh Pork—</b>		
Legs of pork, up to 20 lbs., lb.	0 39 1/2	
Loins of pork, lb.	0 37 1/2	0 40
Fresh hams, lb.	0 39	0 40 1/2
Tenderloin, lb.		0 57
Spare ribs, lb.		0 20 1/2
Picnics, lb.	0 27	0 27 1/2
Shoulders, lb.	0 28	0 30
<b>Fresh Beef—from Steers and Heifers—</b>		
Hind quarters, lb.	0 28	0 34
Front quarters, lb.	0 17	0 23
Whole carcass, good grade, lb.	0 26	0 28
<b>Mutton—</b>		
Choice wethers, 55-70 lbs., lb.	0 27	
Choice ewes, 55-70 lbs., lb.	0 26	
<b>Lambs—</b>		
Choice, 30-45 lbs., lb.	0 31	

**Hams and Bacon Steady**

**Winnipeg.**  
**PROVISIONS.**—The market is strong for cured meats, particularly on hams and bacon. Prices ruling steady.

<b>HAMS—</b>		
8 to 16 lbs., per lb.	0 51	
16 to 20 lbs., per lb.	0 46 1/2	
Boneless, 8 to 15 lbs., per lb.	0 52 1/2	
Skinned, 14 to 18 lbs., per lb.	0 49	
Do., 18 to 22 lbs., per lb.	0 48	
<b>BACON—</b>		
Backs, 5 to 12 lbs., smoked	0 61 1/2	
Do., 12 to 16 lbs., smoked	0 58	
Do., 10 to 14 lbs., skinned and peamealed	0 59 1/2	
Do., 4 to 10 lbs., sliced	0 61 1/2	
Cottage rolls, boneless	0 41 1/2	

**Cooked Meats in Demand**

**Winnipeg.**  
**COOKED MEATS.**—There is an active demand for cooked meats of all descriptions. The demand by far exceeds the supply. Prices remain unchanged.

<b>COOKED MEATS—</b>		
Ham, best quality, skinned, lb.	0 65 1/2	0 67 1/2
Do., roast, lb.		0 67 1/2

Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins		0 21
Do., in 6-lb. tins, lb.		0 18
Jellied Beef Tongue, lb.		0 68
Jellied Pork Tongue, lb.		0 63
Baked Luncheon Loaf, lb.		0 24

**Butter Market Firm**

**Winnipeg.**  
**BUTTER.**—The butter market has a very firm tone. Dairy butter is arriving a little more freely. Prices remain steady.

Creamery, best table grade	0 59
Dairy butter, best table grade	0 45
Margarine	0 37 0 39

**Cheese Market Steady**

**Winnipeg.**  
**CHEESE.**—Good quality cheese is arriving in good supply. The tendency of the market is very firm, and prices are ruling very steady.

<b>CHEESE—</b>		
Ontario, large, per lb.	0 33	
Do., twins, per lb.	0 33 1/2	
Manitoba, large, per lb.	0 30	
Do., twins, per lb.	0 31	

**Scarcity of Eggs**

**Winnipeg.**  
**EGGS.**—The egg market shows receipts to be very light. Eggs are becoming very scarce. Prices are bound to stiffen very soon. Farm eggs are quoted at 50 cents per dozen while candled eggs are 45 cents per dozen.

**Pure Lard Firm**

**Winnipeg.**  
**LARD.**—The market this week found pure lard very firm, while shortening dropped 3/4 cent per pound this week.

Pure Lard, No. 1 quality, per lb.	0 29
(in tierces of 400 lbs.)	
Do., wooden pails, 20-lb. pails	6 80
Shortening, wooden pails, 20-lb. pail, per pail	6 05
Do., tierces of 400 lbs., per lb.	0 27

**Fish Arriving Freely**

**Winnipeg.**  
**FISH.**—Fresh fish is arriving freely and a good demand is noted. Prices remain practically the same.

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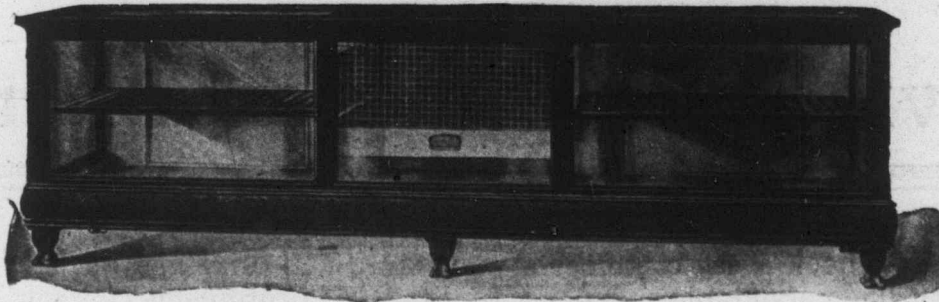
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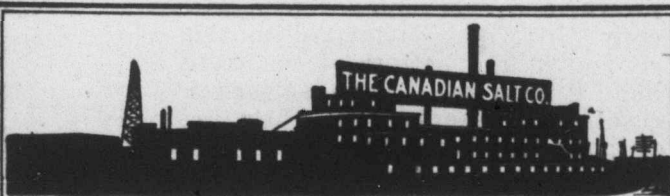
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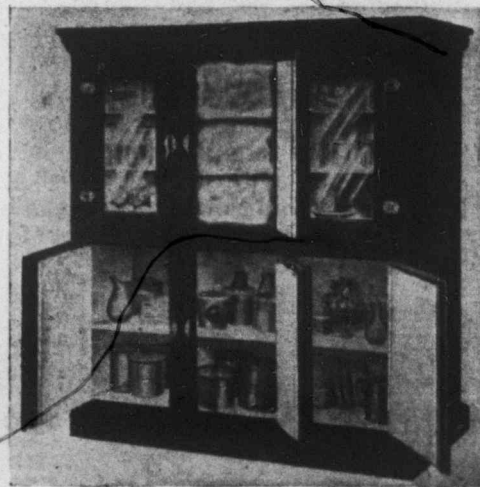
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## The Ideal Meat Substitute

Our line of fresh, canned sea food—Chicken Haddies, is now ready for you.

Caught off the famous fishing waters of the Nova Scotian coast and sanitarily packed in our plants at Digby and Canso, N.S.,

these delicious fillets of tender, young fish come to the dining table all fresh and ready-to-serve.

These fish mean substantial profits for you. Their sale last year was remarkable.

CHICKEN HADDIES  
REGISTERED



All ready for shipment. Order now.

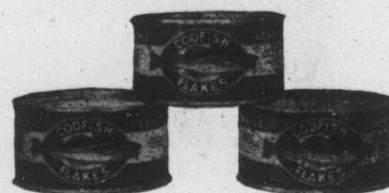
Packed at Canso, N.S., by the

**Maritime Fish Corporation, Limited**

General Offices: MONTREAL

Packers of the celebrated "Maple Leaf" Brand Codfish Flakes

MAPLE LEAF  
BRAND  
CODFISH FLAKES  
REGISTERED



# APROL

SELLING IDEA NO. 8

SECURE

## Lady Demonstrator

A good demonstrator will sell 8 out of 10 customers.

500 bottles in a week would mean big business for you.

Try this Idea. It is a very successful one. Many merchants throughout Canada are increasing their sales wonderfully.

Be sure you keep all the different sizes

Order from your wholesaler

**W. J. BUSH & CO.**

(CANADA) LIMITED

National City, California

Montreal Toronto



For an economical,  
tasty, summer  
treat suggest



**CROWN BRAND**

NORWEGIAN  
**SARDINES**  
IN OLIVE OIL

Their moderate price, and tempting flavor always wins praise, and the great variety of dainty warm weather dishes they afford solves the busy housewife's "what shall I serve" problem.

Canadian Agents:

**John W. Bickle & Greening**

Hamilton

Ontario

# Profitable Repeat Sales

make Brunswick Brand Sea Food Products a most satisfying line of business-builders to handle. Their reputation for purity and their well-known high standard of quality wins not only exceptional profits for dealers, but also a prestige that creates confidence in other lines stocked.

## Brunswick Brand Sea Foods

are packed and processed from carefully selected, freshly caught fish from the clear, cool ocean depths.

They possess an exquisite flavor which, coupled with their reasonable price, makes them remarkable sellers.

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



Check up your  
stock to-day and  
order from your  
jobber.

**Connors Bros., Ltd.**

Black's Harbor, N.B.

Winnipeg Representative: CHAS. DUNCAN & SON, Winnipeg, Man.





S. G. BENDON UTILITY CO. SELLING AGENTS - ST. NICHOLAS BLD., MONTREAL

## Summer Beverages Non-Alcoholic

Now is the time to make big sales and extra profits  
For Camping Parties Picnics Tourists  
Packed 1 dozen to case. Freight prepaid on 10 case lots

*Order from our wholesaler*

REPRESENTATIVES WANTED FOR TORONTO, WINNIPEG AND VANCOUVER

**S. G. BENDON UTILITY CO.**

St. Nicholas Bldg., MONTREAL

### Why You Should Feature

# KING GEORGE'S NAVY

The veteran "Chewer" is a mighty hard man to please, but King George's Navy always satisfies the most discriminating.

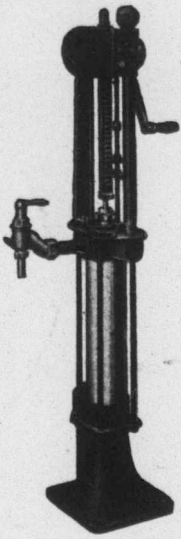
And the margin of profit on every sale should recommend King George's Navy to every aggressive dealer.

If you are not now selling it, get a trial supply to-day.



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

Quebec  
and  
Winnipeg



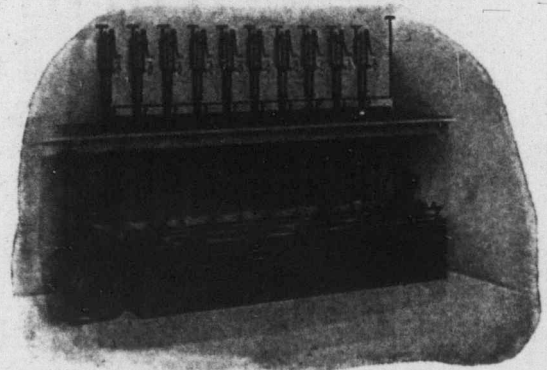
# BOWSER

## Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.



**S. F. Bowser Company, Limited**  
66-68 Fraser Ave. - Toronto, Canada

Branch Offices  
in all Centers

Representatives  
Everywhere



## MATHIEU'S NERVINE POWDERS

—should be recommended to your customers for Headaches, Neuralgia, etc.—then displayed for a continued reminder.

A good seller by reason of the fact they are absolutely free from all injurious drugs and contain no morphine, chloral, cocaine or opium.

*Order a Supply To-day*

**J. L. Mathieu Co.**

PROPRIETORS  
SHERBROOKE, QUEBEC





## 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.

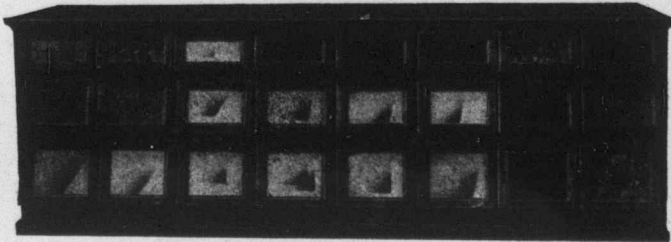
**Selling Agents:**

- Hamilton—Alfred Powis & Son.
- London—D. C. Hannah.
- Manitoba and North-West—  
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**

# Walker Display Fixtures

For Campers and Holiday trade, use Walker Display counters and wall cases. Save stock, time and labor. Get you more trade.

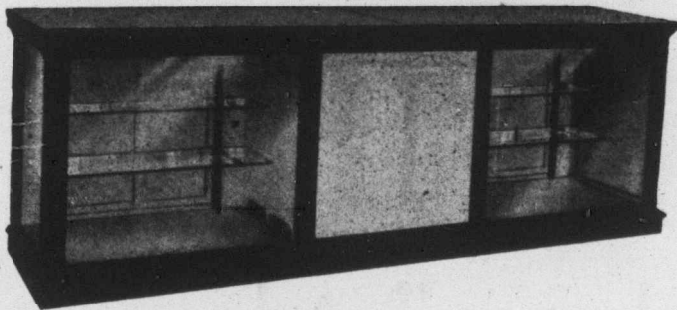


Front of No. 3 Universal Display Counter

These counters in three different stock lengths, each equipped with three sizes of patented gravity closing bins.

Can supply plain panel or display front counters for all purposes.

Sectional Bin Cases for Walls, cake case sections, fruit or open shelf sections in standard sectional lengths.



Counter No. 9-Refrigerator

Cool Air Display Counter. Just the thing for your campers and home trade, during the hot weather when little cooking is done. 9 ft. and 11 ft. long, glass or marble top.

**The Walker Bin & Store Fixture Co., Limited, Kitchener, Ont.**

## Help to Conserve the Nation's Health



All insects, to greater or less extent, are a menace to human well-being. Infant mortality—particularly in summer—is often directly traceable to this cause. Healthy citizens are a national asset. By recommending

### KEATING'S POWDER

you are actually performing a service of value to the whole community. No insect can live, once it comes into proper contact with KEATING'S. It is fatal to—

- |                  |                |                    |
|------------------|----------------|--------------------|
| <b>Flies</b>     | <b>Ants</b>    | <b>Bugs</b>        |
| <b>Fleas</b>     | <b>Wasps</b>   | <b>Cockroaches</b> |
| <b>Mosquitos</b> | <b>Beetles</b> | <b>Moths</b>       |

—but harmless to human or animal life. Every home needs KEATING'S. Keep your shelves well stocked.

Made by THOMAS KEATING, London, England. Established 1788

Sole Agents for Canada:

**Harold F. Ritchie & Co., Limited**  
10 McCaul Street, Toronto



AGENTS WANTED

## BONNE SANTÉ

THE NEW SELF-RISING FLOUR

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

Finest Package on the Market

**Bonne Santé Products Ltd.**  
9 Iberville St. Montreal

**Advertising to Buyers is one way to surely make Advertising Pay**

**Advertise Your Product in Canadian Grocer**

It reaches the Buyers

It's a Business-Getter

Rates and Information on Request





## The Fruit Juice With the Snappy "Kick"

"MONTSEERRAT" is one of the best sellers in the modern grocery store. The fact that it is the pure juice of tree-ripened limes from the Island of Montserrat—the finest lime fruit juice in the world—is the kind

of quality guarantee that every grocer appreciates. And the big "MONTSEERRAT" advertisements in the newspapers, keep the goods moving and give you a quick turn-over and a nice profit on every sale.

Feature "MONTSEERRAT" throughout the summer season, and see what a very profitable lime it can be

# MONTSEERRAT

Lime Fruit Juice

National Drug & Chemical Company of Canada Limited, Montreal



## Obliging Your Customers

—means business for you. During summer months in hasty lunch preparations customers make hurried demands. Be thrifty and always have in stock BRODIE'S Self-Raising Flour—for making excellent Pancakes, Muffins, Biscuits, Doughnuts, etc.

Your wholesaler or jobber can supply you.

Ontario Representatives:  
Chadwick & Co., Toronto  
Quebec Representatives:  
Renaud & Cie, Incorporated, Quebec

**Brodie & Harvie, Limited**  
Bleury Street, Montreal

# COSGRAVE'S PURE Malt Vinegar



**I**T'S much easier and less wasteful when you sell vinegar in sealed bottles. It puts the onus of quality where it really belongs—on the manufacturer. We guarantee the purity of every bottle of Cosgrave's Vinegar.

Ask your jobber for Cosgrave's. You sell it in sealed bottles only at the standard widely-advertised prices of 25c and 15c.

Cosgrave's means greater satisfaction both to you and your customers.

**Toronto Vinegar Works**  
Toronto



## A Regular Seller

People who buy Marsh's Grape Juice once will find it an inviting selection again and again.

Made from the pure Concord Grapes.

Display a few bottles, at least, to assist you in profitable sales.

**The Marsh Grape Juice Company**

NIAGARA FALLS - ONT.

*Agents for Ontario, Quebec and Maritime Provinces*

**The MacLaren Imperial Cheese Co., Limited**  
Toronto, Ont.

## "Wonderful" Soap

Wonderful Satisfaction

Wonderful Repeats

make

Wonderful Profits

Give **Wonderful Soap** and **Crystal Soap Chips** a wonderful display and their

**Q-U-A-L-I-T-Y**

will do the rest.

**Guelph Soap Company**  
GUELPH, ONT.

## *First Favorite*

Summer means soft drinks. If you want quick sales and lots of them, carry the favorite—

# *O'Keefe's*

## GINGER ALE

Everyone knows it and everyone enjoys it. The wise dealer reaps the benefit of its popularity, in good profits. It is O.K. in name and quality. Other O.K. soft drinks are:—

**Special Pale Dry Ginger Ale**  
**Belfast Ginger Ale**  
**Sarsaparilla, Cola**  
**Lemonade, etc., etc.**

**O'KEEFE'S TORONTO**  
Phone Main 4202



# Do You Sell Mellow



Looms Large  
in the Housewife's Estimation  
for Lemon Pies



Makes Delicious  
Lemon Pies

Order Now  
From Any Wholesaler

Mellow Food Products  
146 Garnier Street  
MONTREAL

## Give this Sales-maker a "front seat"



Put Gold Dust packages  
where your customers can  
see them.

Every day more of your customers  
are discovering that they need Gold  
Dust. That's because of the adver-  
tising. You can sell each of these  
women if they see Gold Dust on  
your shelves.

Gold Dust has a quick turnover,  
good margin of profit, and it's "Made  
in Canada."

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



### Start This Endless Chain

Mrs. Smith is delighted with the Mapleine you recommended to her. It makes such delicious maple-tasting frostings and dainty desserts she tells neighbors and friends about her "find." What happens? These same neighbors and friends come to you for their bottle of

## Mapleine

Because it's a treat for maple-loving people, one sale brings an endless chain of sales.

Order of your jobber or

**F. E. Robson & Co., 25 Front St. East, Toronto**  
**Mason & Hickey Box 2949 - Winnipeg**  
 M-578

## 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 lbs. boxes

WRITE US FOR PRICES

Sole Canadian Distributors

### Dominion Sales Company

Southam Bldg. Montreal, P.Q.

C. T. NELSON  
 Victoria, B.C.

Our Agents:  
 E. U. GIBSON  
 Winnipeg, Man.

GAETZ & CO.  
 Halifax, N.S.

All foreign and domestic  
 fruits, also fresh Georgian  
 Bay trout.

## LEMON BROS.

OWEN SOUND - - - - - ONTARIO

## TOMATO PASTE

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 re-  
 quest.

### P. PASTENE & CO., LIMITED

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

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

### JAMS DOMINION CANNERS, LTD. Hailton, Ont. "Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry	\$5 15
Current, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 05
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
5'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.	0 24

### PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans,	
Plain, 75c, or with Sauce,	
4 doz. to case	30 85
1's Pork and Beans, Flat,	
Plain, 4 doz. to case	0 92 1/4
1's Pork and Beans, Flat,	
Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Tomato or Chili Sauce, 4	
doz. to the case	0 97 1/4
1 1/4's (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/4
2's Pork and Beans, Plain,	
2 doz. to the case	1 50
2's Pork and Beans, Tomato	
or Chili Sauce, Tall, 2	
doz. to case	1 52 1/4
2 1/4's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family,	
Tomato Sauce, \$1.95 doz.; Family,	
Chili Sauce, \$1.95 doz. The above	
2 doz. to the case.	

### CATSUPS—In Glass Bottles

	Per doz.
1/4 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
1/2-Pints, Red Seal	1.25
Pints, Red Seal	1 00
Qts., 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 35
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	
W. B. BROWNE & CO.	6 50
Toronto, Ontario.	
Wheatgold Breakfast Cereal.	
Packages, 28-oz., 2 doz. to	
case, per case	\$6 00
28-lb. jute bags, per bag	8 00
28-lb. jute bags, with 25	
3 1/2-lb. printed paper bags	
enclosed, per bag	3 50
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., 1/4-lb.	
D.S.F., 1/2-lb.	
D.S.F., 1 lb.	
F.D., 1/4-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

### CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal KLM

8 oz. tins, 4 dozen per case	\$12.50
16 oz. tins, 2 dozen 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—

40-lb., Canada Laundry	\$0 12 1/4
100-lb. kegs, No. 1 white	0 12 1/4
200-lb. bbls., No. 1 white	0 12 1/4
40 lbs., Edwardsburg Silver	
Gloss, 1-lb. chromo pkgs.	0 14 1/4
40 lbs., Benson's Enamel,	
(cold water), per case	4 30
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s	
Celebrated Prepared	0 14
40 lbs. Canada Pure or	
Challenge Corn	0 13
20 lbs. Caseo Refined Potato	
Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, 1/4c higher, except	
potato flour.)	
LILY WHITE CORN SYRUP	
2-lb. tins, 2 doz. in case	\$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, 1/2 doz. in case	7 45
20-lb. tins, 1/4 doz. in case	7 40
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09 1/4
CROWN BRAND CORN SYRUP	
2-lb. tins, 2 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15



# Prunes

There is a large demand for Prunes. Time was when summer came around nobody wanted them.

The situation is completely changed—there are as many sold now in the early and middle summer as at any other time of the year; quality, of course, has something to do with this. Formerly the bulk of this fruit was from Central Europe and inferior to start with, then put up in a very careless and indifferent manner—in hogsheads and barrels. After being three or four months old they had to be put through a steaming process to make them look at all presentable. Now every care is taken by the growers and packers to place them before the people in an attractive way, with the result that Prunes are now looked upon as an eatable proposition by everybody. We offer:

Santa Clara	20/30	25 lb. Boxes	32
Santa Clara	40/50	“	26 $\frac{1}{2}$
Santa Clara	50/60	“	23 $\frac{1}{2}$
Santa Clara	60/70	“	21 $\frac{1}{2}$
Santa Clara	70/80	“	18 $\frac{1}{2}$
Santa Clara	80/90	“	16 $\frac{1}{2}$
Santa Clara	90/100	“	15 $\frac{1}{2}$
Santa Clara	100/120	50 lb.	13

SEND US AN ORDER

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**  
 CHURCH STREET & ESPLANADE TORONTO

# ROSE'S LIME JUICE

A winner of repeat sales and good will

"Rose's" Lime Juice (the original and genuine brand) is an ideal refreshing beverage that sells well and earns big profits.



It is put up in attractive bottles that make excellent displays. Send in your order to-day and arrange them on your counter or in your window. Back them with a little selling effort and put extra dollars in your "till."

**Holbrooks, Ltd.**  
Toronto and Vancouver

10-lb. tins, 1/2 doz. in case... 6 85	30 boxes in case, lb. .... 0 45
20-lb. tins, 1/4 doz. in case... 7 60	Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60
(5, 10, and 20-lb. tins have wire handles.)	Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60
<b>GELATINE</b>	<b>NUT MILK CHOCOLATE, ETC.</b>
Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 80	Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box ..... 2 35
<b>INFANT'S FOOD</b>	Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box ..... 2 35
MAGOR, SON & CO., LTD.	Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. .... 0 47
Robinson's Patent Barley— Doz. 1-lb. ....	Nut Milk Chocolates, 6s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box ..... 2 46
1/2-lb. ....	Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb. .... 0 47
Robinson's Patent Groats— 1-lb. ....	Fruit and Nut Milk Chocolate Slabs, per lb. .... 0 47
1/2-lb. ....	Milk Chocolate Slabs, with Assorted Nuts, per lb. .... 0 47
<b>BLUE</b>	Plain Milk Chocolate Slabs, per lb. .... 0 47
Keen's Oxford, per lb. .... 0 27	<b>MISCELLANEOUS</b>
In cases, 12 12-lb. bxs. to case 0 27	Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. .... \$6 25
<b>NUGGET POLISHES</b>	Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. .... 3 25
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each ..... \$1.25	Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. .... 6 25
White Cleaner (liquid) ..... \$2.00	Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. .... 3 35
Card Outfits—Black, Tan, Toney Red, Dark Brown ..... 4.80	Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. .... 4 50
Metal Outfits—Black, Tan, Toney Red, Dark Brown.... 5.60	Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 50
<b>IMPERIAL TOBACCO CO. OF CANADA, Limited</b>	Active Service Chocolate, 1/4s, 4-lb. box, 24 boxes in case, per box ..... 2 05
<b>EMPIRE BRANCH</b>	Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box ..... 2 05
Black Watch, 10s, lb. .... \$1 20	Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box ..... 2 05
Bobs, 12s ..... 1 13	Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross ..... 1 15
Currency, 12s ..... 1 13	20-1c Milk Chocolate Sticks, 60 boxes in case ..... 0 80
Stag Bar, 9s, boxes, 6 lb. .... 1 05	<b>6c LINES</b>
Pay Roll, thick bars ..... 1 30	Filbert Nut Bars, 24 in box, 60 boxes in case, per box... \$0 95
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies ..... 1 25	Almond Nut Bars, 24 in box, 50 boxes in case, per box... 0 95
Shamrock, 9s, 1/2 cada., 12 lbs., 1/4 cada., 6 lbs. .... 1 25	Ginger Bars, 24 in box, 60 boxes in case, per box... 0 95
Great West Pouches, 8s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes ..... 1 30	Fruit Bars, 24 in box, 60 boxes in case, per box... 0 95
Forest and Str 1, tins, 9s, 2-lb. cartons ..... 1 44	Active Service Bars, 24 in box, 60 boxes in case, per box... 0 95
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins ..... 1 50	Victory Bars, 24 in box, 60 boxes in case, per box... 0 95
Master Workman, 2 lbs. .... 1 25	Queen's Dessert Bars, 24 in box, 60 boxes in case, box... 0 95
Master Workman, 4 lbs. .... 1 25	Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box ..... 0 95
Derby, 9s, 4-lb. boxes ..... 1 30	Royal Milk Cakes, 24 in box, 50 boxes in case, per box... 1 00
Old Virginia, 12s ..... 1 70	Cream Bars, 24 in box, 50 boxes in case, per box ..... 0 95
Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 35	We pack an assorted case of 60 boxes of bars.
<b>THE COWAN CO., LTD.,</b>	Maple Buds—
Sterling Road, Toronto, Ont.	6c display boxes ..... 1 90
<b>COCOA AND CHOCOLATE</b>	6c pyramid packages, 4 doz. in box ..... 2 00
<b>COCOA</b>	6c glassine envelopes, per box ..... 1 90
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. .... \$6 25	Queen's Dessert, 10c cakes, 24 cakes in box, per box ..... 2 00
Perfection, 1/4-lb. tins, doz. .... 1 70	<b>W. K. KELLOGG CEREAL CO.,</b>
Perfection, 1/2-lb. tins, doz. .... 3 25	Battle Creek, Mich.
Perfection, 10c size, doz. .... 1 25	Toronto, Canada.
Perfection, 5-lb. tins, per lb. 0 45	Kellogg's Shredded Krumbles, 4 25
Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. .... 3 50	Kellogg's Shredded Krumbles, Ind. .... 2 00
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. .... 0 30	Kellogg's Krumbled Bran ... 2 25
<b>UNSWEETENED CHOCOLATE</b>	Kellogg's Krumbled Bran, Ind. 2 00
Supreme Chocolate, 12-lb. boxes, per lb. .... 0 47	<b>BRODIE &amp; HARVIE, LTD.,</b>
Supreme Chocolate, 10c size, 2 doz. in box, per box .... 2 35	14 Bleury St., Montreal.
Perfection Chocolate, 10c size, 2 doz. in box, per box .... 2 00	<b>XXX Self-Raising Flour, 6 lbs. packages, doz. .... \$6 20</b>
<b>SWEET CHOCOLATE</b>	Do., 3 lbs. .... 3 15
Per lb.	Superb Self-Raising Flour, 6 lb. .... 6 00
Eagle Chocolate, 1/4s, 6-lb. boxes ..... 0 38	Do., 3 lbs. .... 3 05
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case... 0 38	Crescent Self-Raising Flour, 6 lb. .... 6 10
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	Do., 3 lb. .... 3 10
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	Perfection Rolled Oats (55 oz) 3 00
Diamond Crown Chocolate, 28 cakes in box ..... 1 30	Brodie's Self-Raising Panakee Flour, 1 1/4 lb. pack., doz. .... 1 50
<b>CHOCOLATE CONFECTIONS</b>	Brodie's Self-Raising Buck-Flour, 1 1/4 lb. pkg. doz... 1 50
Maple Buds, 3-lb. boxes, 30 boxes in case, per lb. .... \$0 40	
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. .... 0 40	
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. .... 0 40	
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49	
Chocolate Tulips, 6-lb. boxes, 30 boxes in case, per lb. .... 0 49	
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49	
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49	
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. .... 0 45	
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. .... 0 45	
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. .... 0 45	
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. .... 0 45	
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. .... 0 42	
Nonpareil Wafers, 5-lb. boxes,	



# SUMMER FRUITS

PEACHES PEARS PLUMS

California fruit now arriving, in fine condition

Plums, good varieties and large sizes

MISSISSIPPI TOMATOES

HOTHOUSE TOMATOES

CANTALOUPE, CHERRIES., ETC.

*The best of everything the  
Continent produces*

**WHITE & CO., LTD.**  
TORONTO

# CALIFORNIA FRUITS

Peaches Plums Apricots  
Cantaloupes Cherries

Now arriving freely—Include some in your next order.

## WATERMELONS

Fresh cars every week—Large average.

## NEW POTATOES

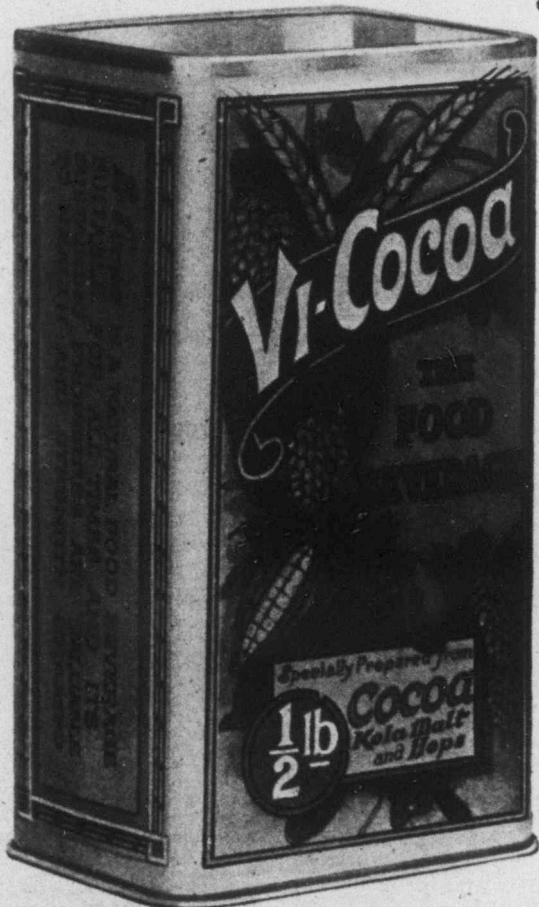
Very fine quality and prices right.

## NEW VERDELLI LEMONS

The good keepers for summer use—Order some to-day—Prices will be higher.

*The House of Quality*

**Hugh Walker & Son**  
Guelph Established 1861 Ontario



**Boss and  
Buggy**

**Egg Crates**

**Butter Wraps**

**Walter Woods & Co.**  
Hamilton and Winnipeg



# Junket Powder

## NESNAH

A delicious SUMMER DESSERT that is not only nutritious but economical and easily prepared for hurry-up luncheons—just the thing for this weather.

NESNAH is made in four (4) flavors and put up in attractive cartons. Retail at 15c.

# Junket

MADE with MILK

This delicious dessert comes in tablet form. JUNKET has been recognized as a wholesome dessert and adaptable to various uses—will be found an active-seller.

## Chr. Hansen's

Canadian Laboratory  
TORONTO - CANADA

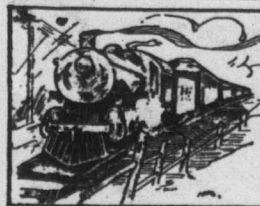
Selling Agents for Canada:  
**LOGGIE, SONS and CO.**  
32 Front St. West - TORONTO



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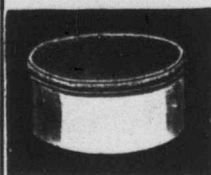
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# BUYERS' MARKET GUIDE

## Latest Editorial Market News



**STONEWARE JARS**  
as Food Protectors  
are needed in every  
home.  
Place your order  
early.  
The Toronto Pottery Co.  
Limited  
606 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 ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

**WHITE-COTTELL'S**

*Best English Malt Vinegar*

**QUALITY VINEGAR**

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

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road  
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,  
Montreal

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

## 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.

## NEW FREIGHT SERVICE FROM THE SOUTH

In view of the great congestion that occurs almost annually in the United States during the fall and winter months there is a movement on foot between the fruitgrowers of California and the Shipping Board of the United States to inaugurate a fruit service from the Southern Pacific Coast via Panama Canal to New York. This fruit service would carry dried fruits and California fruits to the Northern ports. One steamer would carry 150,000 tons of fruit, which would be equal to the capacity of 5,000 freight cars. This would greatly cheapen the cost of the transportation as well as relieving the congestion during the busy season. California faces a serious car shortage at the present time and if this fruit is not handled promptly and efficiently it is bound to deteriorate. As rolling stock is short of requirements and cannot be secured in time for the prospective movement the water route is strongly advocated.

These one-inch spaces only \$2.20 per insertion if used each issue in the year.

## 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

**THE STANDARD BY WHICH MANTLES ARE JUDGED**  
GAS and GASOLINE MANTLES  
FOR ALL STYLES OF LIGHTS  
ASK FOR SAMPLES and QUOTATIONS.  
R. M. MOORE & CO. LTD. Vancouver, B.C.  
PACIFIC COAST MANTLE FACTORY.

**The SARNIA PAPER BOX CO., Ltd.**  
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,  
Mincedmeat, etc.

SAY YOU SAW IT IN CANADIAN  
GROCER, IT WILL  
IDENTIFY YOU

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¼-INCH CUSHION FILLERS  
CORRUGATED FLATS

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

## You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

# 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.

### FOR SALE

STOCK OF GENERAL MERCHANDISE FOR sale. Only store in good town, doing fine business. Will sell or rent buildings. Stock about \$8,000. Fred L. Shepard, Warner, Alta.

FOR SALE—LIVE GROCERY BUSINESS IN city of 15,000. Big turnover. Good reasons for selling. Box 180, Canadian Grocer, 153 University Ave., Toronto, Ont.

GOOD OPPORTUNITY TO BUY A FIRST-class general store business, in good farming locality, sixteen miles from town, six from nearest village, three miles from railway station. Stock about \$5,000, turnover about \$15,000. Post and rural distributing office. Good orchard, also stable and dwelling. Good reasons for selling. Box 184, Canadian Grocer, 153 University Ave., Toronto, Ont.

### WANTED

WANTED—MALE OR FEMALE, EXPERIENCED clerk for country general store, must be live wire, versed in all lines in general store (especially dry goods), and furnish best of reference. Furnish reference and all particulars with first letter. Would consider partner with some capital; about sixteen thousand invested in stock and buildings. Apply Box 145, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—A PARTNER FOR A GENERAL store business. A good live single man, with about \$1,000 to invest. Can show books with all records of the business. All replies treated confidentially. Box 174, Canadian Grocer, 153 University Ave., Toronto, Ont.

THOROUGHLY EXPERIENCED AND COMPETENT man wants responsible position with a good firm in general or grocery store. Will take complete charge grocery. For full particulars, reference, etc., apply Box 182, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—REPRESENTATIVE WHOLESALE jobbers to take our line of Chocolates and Candies in Toronto, Winnipeg, Edmonton, Calgary and Vancouver. Must be reliable. Apply Canadian Candy Co., Ltd., chocolate and candy manufacturers, Quebec.

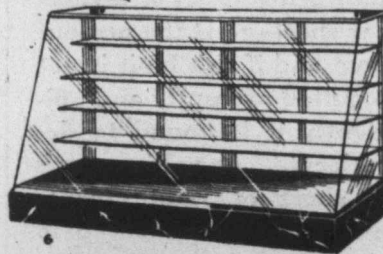
WANTED—GOOD LIVE AGENT FOR PROVINCE of Quebec, to represent old established jam and sauce manufacturers. Must have connection with wholesales and large retailers. Box 186, Canadian Grocer, Toronto, Canada.



### Arnett Silent Salesman

are built to accommodate effective displays. Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales. Our illustrated catalog will show you the range of styles.

Thomas Lewis Arnett  
Souris, Man.



### POSITIONS WANTED

MARGARINE EXPERT—WITH 25 YEARS' experience in leading factories in European plants, and able to take entire charge of production, desires connection. Excellent references. Only a first-class situation will be considered. Box 164, Canadian Grocer, 143 University Ave., Toronto, Canada.

### AGENCIES WANTED

COMMISSION AGENT RESIDENT IN ST. John could handle another line in New Brunswick. Box 168, Canadian Grocer, 153 University Ave., Toronto.

### 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.

## Arctic Ice Blankets

Reduce Ice Bills by Saving Ice

Made of pure vegetable fibre parchment, will not dissolve when wet. One blanket is large enough for a good sized cake of ice and will last about three months.

GROGERS FIND A BIG DEMAND FOR THEM. RETAIL PRICE, 10 CENTS EACH. WHOLESALE PRICE, 90c DOZEN; \$10.00 GROSS. FOR SALE BY

PARKE & PARKE, LIMITED  
Macnab St. & Market Sq.  
HAMILTON, ONT.

OPPORTUNITIES ARE BEING

OFFERED EVERY WEEK

ON THIS PAGE. ARE

YOU MAKING

USE OF

THEM



RID-OF-RATS  
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us  
Price, small box—15 cents. \$1.00 per lb. in bulk.

100 Emerson Place,

BERG & BEARD MFG. CO., Inc.

Brooklyn, N.Y.



# You Can Sell Cooked Meats in Hot Weather

better than at any other time in the year

## Swift's Cooked Meat Specialties

are just what your customers want. Their mild appetizing flavor and pleasing quality will satisfy.

No cooking needed, all ready-to-eat; convenient, economical, easy to sell.

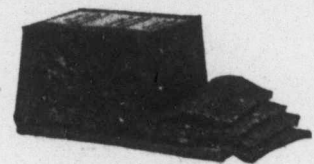
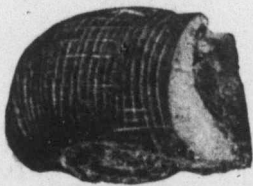
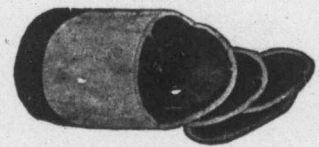
Try some of these products and see how readily they take with your customers—

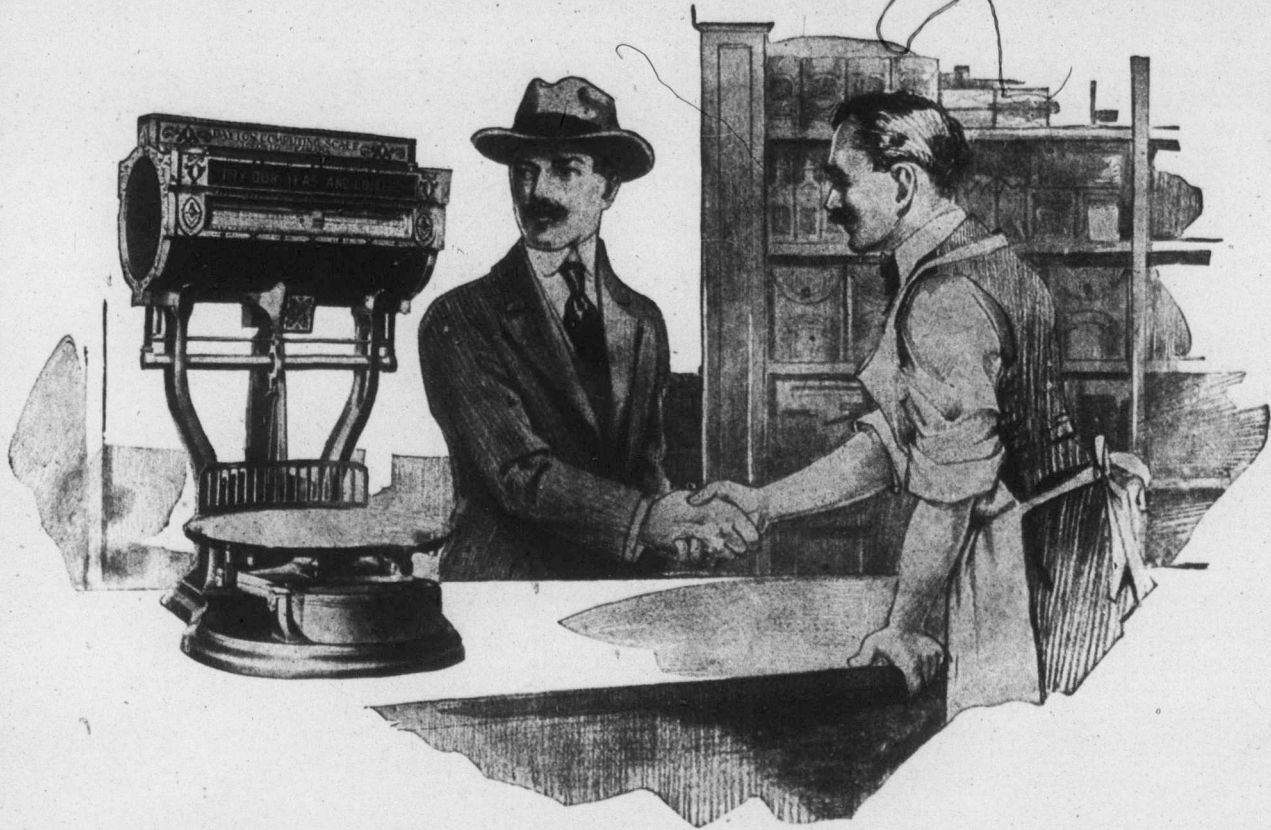
Swift's Premium Cooked Ham. Swift's Baked Luncheon Loaf. Swift's Baked Ham. New England Style Cooked Specialty. Premium Minced Specialty. Swift's Jellied Beef. Jellied Beef Tongue. Jellied Pork Tongue. Ashland Cooked Specialty.

### Swift Canadian Co.

Limited

Toronto Winnipeg Edmonton





—and when the rush hour came  
**THE GROCER WAS READY  
WITH "THAT OTHER DAYTON"**

That's why he counts the Dayton Salesman among his best friends. Rush hours cannot be left to take care of themselves. Congestion in service resulting from out-of-date equipment or lack of equipment means:

1. Clerks waiting and helpless; time lost when time is most precious.
2. A business tie-up which stamps the management as inefficient, in view of onlooking patrons.
3. A waiting-line of vexed and dissatisfied customers, many of whom will not return.
4. Loss of trade; and worse still, loss of the confidence which brings you new trade.

**LOOK AFTER YOUR RUSH HOURS**

"Nothing succeeds like success"—and what better demonstration of a healthy, flourishing business than the rush-hour.

Show your business capacity by providing in advance adequate equipment. Daytons placed at convenient points in your store mean quicker service, a large turnover and increased profits.

**MADE IN CANADA**

**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, 416 Yonge St.; HAMILTON, 175 James St. N.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118, 102nd St.; VANCOUVER, 410 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)