

**PAGES
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In This Issue—Manitoba R.M.A. Convention Report

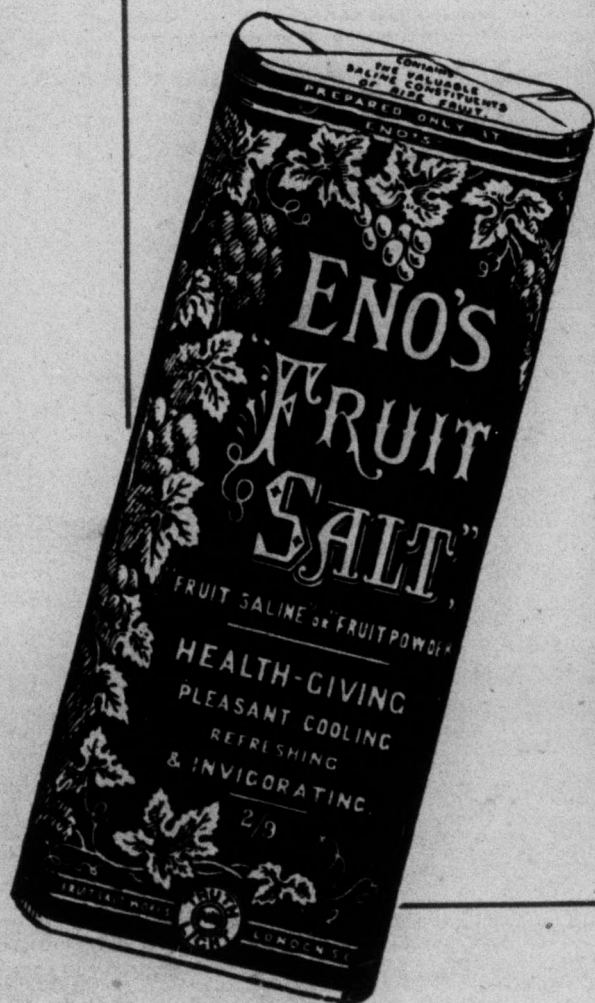
CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JUNE 16th, 1916

No. 24



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

O-Cedar Polish Will Sell On Sight— If You Display It

(Made in Canada)

We have made *O-Cedar* a household word by our big coast to coast advertising campaign. Every woman knows of it. Every woman will buy it if it is brought to her attention. Your sales will double and treble if you will keep O-Cedar displayed.

HERE AGAIN WE HELP—We can supply you with all manner of store and window display matter and with the *new ideas for attractive displays. Write us.*



Place Your Order
With Your Jobber **To-day**

CHANNELL CHEMICAL CO., LIMITED, 369 SORAUREN AVE., TORONTO

Why You Should Feature

KING GEORGE'S NAVY

The Finest Quality Tobacco

In featuring and pushing the famous **King George's Navy** chewing tobacco you are building for future big tobacco business, because your foundation is **quality**.

King George's Navy is made from the finest leaf, prepared carefully and under closest supervision of experts. It represents the Acme of Quality in chewing tobacco—a real trade-selling proposition. Go after the men.



Rock City Tobacco Co., Ltd.

Quebec
and
Winnipeg

Spanish Goods

JOSE SERRATS
BERMEO (Viscaya), SPAIN

ANCHOVIES IN BRINE

La Pescadora, tins	1/2 kilo =	1-1/10 lb.	60 tins per cs.	.20 tin
La Barca	2 "	= 4-2/5	24 " " "	.85 "
Jan Pietro	6 to 7 "	= 14	12 " " "	2.50 "
Jose Mari Conti, tins	10 "	= 22	6 " " "	4.00 "
La Pescadora, w'd'n k'gs	7 "	= 15-2/5	8 kegs " "	3.25 keg
"	14 "	= 30-4/5	4 " " "	6.50 "
"	20 "	= 44	3 " " "	8.75 "

FILETS D'ANCHOIS IN OIL

La Pescadora, oval tins, 1/4s,	100 tins per case.....	26.00 cs.
" round " 1/8s,	100 " " "	17.00 "

THON MARINE, IN OIL

La Pecheuse, round tins, 1/4s,	100 tins per case.....	24.00 cs.
" " " 1/8s,	100 " " "	14.00 "

SARDINES IN OIL

La Pescadora, tins, club, 1/4s,	100 tins per case.....	14.00 "
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BROOMS. A Real "Bargain."

700 doz. 3 strings, weighing about 17 to 18 1/2 lbs. to the doz:	
Special price	2.25 doz.
10-doz. lots	2.20 "
F.O.B. Montreal.	

BEETS. Now is Your Chance. Don't Miss It.

200 cases Special Beets, 2's whole .....	.50 doz.
215 " " " 3's " .....	.80 "
275 " " " 3's sliced .....	.80 "

Get Our Prices, Always Attractive. Satisfaction Guaranteed.

L. CHAPUT, FILS & CIE, LIMITEE

2, 4, 6, 8, 12 and 15 DeBresoles Street, MONTREAL

Established in 1842

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

IS IT WORTH WHILE
TO SELL
"NUGGET"



SHOE

POLISH

YES, HERE ARE SOME REASONS

Our extensive advertising makes it easier to sell.

Its quality delights your customers, and brings them back to your store.

It shows you a good margin of profit.

It is Empire made.

AGENCIES:

QUEBEC
R. E. Boyd & Co., Montreal

NEW BRUNSWICK
C. A. Munro, St. John

NOVA SCOTIA
Arthur Fordham & Co., Halifax

BRITISH COLUMBIA
J. Leckie Co., Vancouver

THE NUGGET POLISH COMPANY, LIMITED

9, 11 and 13 DAVENPORT ROAD

TORONTO

ONTARIO

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



Borden's Milk Products

for all outdoor folk

For the Camper, the Cottager, the Picnicker, on that weekly canoe or fishing trip, Borden's Milk Products are just the thing. They are absolutely pure and deliciously palatable and can be prepared without the slightest worry or inconvenience.

Don't forget BORDEN'S

Cut this advertisement out, paste it on a piece of cardboard and place it in your window with a representative display of Borden's. Bigger summer sales of these popular milk products will result.

Borden Milk Co., Ltd.
 "Leaders of Quality"
MONTREAL

Branch Office: No. 2 Arcade Building
 Vancouver, B.C.

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

"Out of sight" sometimes means out of mind.

Are you showing

OCEAN BLUE?

It is surprising how much trade is attracted by the bright 5c. packets of Ocean Blue. Put it in your window and

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba,
O. F. Lightcap,
179, Bannatyne
Av.E., Winnipeg,
For British Col.
and Yukon:
Creeden & Avery
Rooms 5 and 6,
Jones Block 407,
Hastings Street,
West, Vancouver.



Get these four samples— they are yours for the asking!

Send us the name of the Toronto wholesaler from whom you buy and receive the following 10-cent sellers absolutely free—**Bottle of Ladies' Shoe Dressing, Bottle of White Canvas Dressing, Tin of Black Regent Shoe Paste, Tin of Tan Regent Shoe Paste.**

All the Tilley Lines are quick sellers and leave a nice margin of profit. There is a Tilley Dressing for every kind of shoe, and every one is tip-top.

Write now for the free samples.



Chas. Tilley and Son
MANUFACTURERS
90 Richmond St.
TORONTO



Be a practical Canadian!



There are various ways of "doing your bit" for the country during these times of stress and peril, and not the least important is to

Support Home Industry

particularly when the Made-in-Canada product is just as good as any and superior to most imported lines. When you

Sell the Malcolm Made-in-Canada Milk Products

you are supporting Canadian Capital, Canadian Labor, and Canadian Enterprise. Not only that, but you are handling a line of milk products that is second to none in appetizing wholesomeness and sales-pulling popularity.

If you are not already featuring the Malcolm Lines, now is an ideal time to begin. The results of a window display will make you a "booster" for these nutritious milk products.

How about a 5-case lot to-day? We pay freight up to 50c per 100 lbs. in Ontario, Quebec and Maritime Provinces.

Order from this list:

St. George Brand Coffee, 2 doz. in case	\$4.80
St. George Evaporated Milk, 4 doz. in case	3.75
Banner Condensed Milk, 4 doz. in case	5.75
Princess Condensed Milk, 4 doz. in case	4.75



The Malcolm Condensing Co., Limited, St. George, Ont.

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

Canned Profits

“Canada First” Milk represents Canada’s Best Milk—see Bulletin 305, Page 5, Table II for Comparisons.

*Best in Quality for the Public.
Best in Profits for the Dealer.*



Can be whipped just like fresh cream for immediate use.
(Chill before whipping.)

Get behind this Canadian made and owned product.

The Picnic Season is coming.
Be prepared.

Aylmer Condensed Milk Company, Ltd.

Aylmer, Ontario

STORE SALES HELP

AYLMER CONDENSED MILK CO.
AYLMER, ONTARIO
Please send me Free Dealer
Helps.
Name.....
Address.....

WAGSTAFFES'

New Season's Strawberry
Jam 1916

now ready for
delivery

This Strawberry Jam
of Wagstaffes' is
always de luxe.

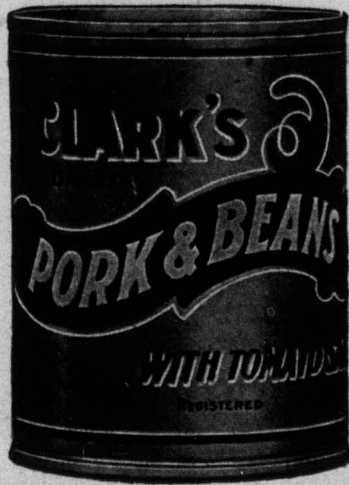


*Mr. Grocer, order from your
wholesaler.*

WAGSTAFFE LIMITED
HAMILTON, CANADA

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

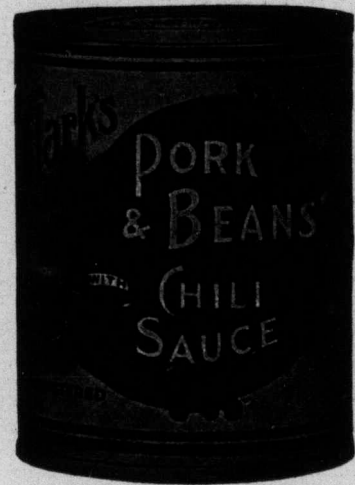
Selling Power



to a tradesman is one of the most important attributes of the goods he buys.

CLARK'S PORK AND BEANS

have the quality that satisfies, have the name that guarantees and have the popularity which makes sure sales.



ORDER NOW.

W. CLARK, Limited, Montreal

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



Brunswick Brand Sardines in Oil

stand high in the estimation of the Canadian housewife because of their delectably satisfying flavor and superior nourishing qualities. A single sale of these high-grade sea foods means the continued re-orders that spell successful business expansion.

Turn the tide of big summer business your way by featuring strongly the superior qualities of the incomparable Brunswick Brand lines.

Look over your stock and see what you require from the following list:

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

Every Brunswick Brand line is a reliable business-getter.

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

When you sell

HEINZ

57

VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

CENTURY SALT

TRADE MARK

Century salt put the cents in the profits

Century Salt is not combined with cheap ingredients, the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

Century Salt is refined and purified to the last degree. The dealers who handle get the profits.

THE DOMINION SALT CO LIMITED
SARNIA, ONT.

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

The 5 Cent Line Babbitt's Cleanser



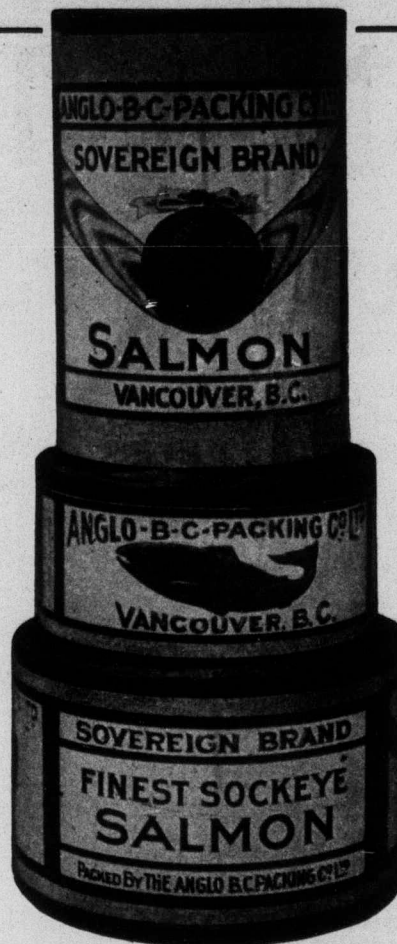
Your customers will be grateful to you for putting them in touch with this big money-saver.

It is a full weight can of the best Cleanser on the market, and retails for 5c, thereby giving double value (and premiums for the trademarks as well).

It shows you a good profit and is a sure repeater.

Agents:

WM. H. DUNN Limited, Montreal
DUNN-HORTOP, Limited, Toronto



In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

B 46



Get this label on your shelves

It is a real guarantee that the goods back of it have that superior quality which will keep them moving, once the initial sales are made.

You needn't hesitate to recommend the Queen Quality Lines. They have the flavour and the delicious, palatable wholesomeness which "gets in right" with the most hard-to-please customer.

Our prices, too, will be further proof of the advantage of selling Queen Quality lines.

Write for quotations.

TAYLOR & PRINGLE
OWEN SOUND, ONTARIO

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

Maclure & Langley, Limited Manufacturers Agents

Grocers, Confectioners
and Drug Specialties

12 FRONT STREET EAST TORONTO

Can quote you low prices on evaporated apples and gallon apples, both first-class quality, subject to market changing, ex Toronto.

W. H. Millman & Sons

Wholesale Grocery Brokers

Toronto

Ontario

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY
MFG. COMPANY

1113 JAY STREET ROCHESTER, N.Y.

Mann, Laurie & Co. 78 King St., London, Ont.

Quality provisions and produce.
Write or phone.

If you want the market on NEW BRUNSWICK POTATOES

Wire or phone

HARRY WEBB, TORONTO

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

O. F. LIGHTCAP.
170 Bannatyne Ave. - Winnipeg, Man.

This space would cost
you only \$1.00 per issue
for one year.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from Shippers and Packers of Pork, Frozen and other Meats, Dairy Produce, Canned Goods, etc.

CIF, FOB, and landed terms.
Advances against consignments.
References exchanged.

WM. THOMAS & CO.

General Provision Commission Merchants
and Brokers

29 Tooley Street, London, Eng.

Telegraphic and Cable Address:—Prodalros. Tooley
London, A.B.C. Code, 5th Edition.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street
WINNIPEG MAN.
Domestic and Foreign Agencies
Solicited

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job"

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO. ST. JOHN'S - NEWFOUNDLAND

MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:

Edmund Littler,
100 William St., Montreal, P.Q.

W. Geo. Varty,
29 Melinda St., Toronto, Ont.

W. G. Kyle,
261 Stanley St., Winnipeg, Man.

E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

MACLEAN'S

—THE MAGAZINE FOR REAL CANADIANS

Every phase of present-day Canadian life is reflected in the July issue of MacLean's Magazine. It is vibrant with the spirit of Canada to-day, interpreted by the Canadian writers of first rank best fitted to treat of the topics assigned them. It is a Magazine with a universal appeal, a live interest for every member of the family. It is the Magazine you have been looking for.

Consider the following list of writers and articles in the July issue, and ask your news dealer for the July MacLean's.

Robert W. Service whose virile verse places his books at the head of the best sellers, is driving an ambulance car at the front in Flanders, and his war poems, appearing exclusively in MacLean's Magazine, are saturated with the spirit and color of the trenches. "The Haggis of Private McPhee" in the July Number is a humorous and yet pathetic treatment of a subject dear to the heart of every Scotchman. C. W. Jeffrey's illustrations make it more realistic.

Agnes C. Laut Well known to MacLean's readers for her amazing revelations of German machinations in the United States, and whose intimate connection with those high up in financial, business and diplomatic circles in the neighboring Republic, has given her series of articles in MacLean's prescience positively startling, contributes to the July MacLean's yet another of outstanding import under the heading of "Canada's Greatest Service to the Empire."

Brigadier-General Logie A fascinating character sketch of the Hamilton lawyer, who, casting aside his gown and his briefs, is organizing and training as head of Number Two Division, a Canadian army larger than that Britain sent to Waterloo under Wellington. By Hugh S. Eayrs.

Immigration after the War Some plain facts are given and deductions drawn by Fisher King. No more vital question is occupying the minds of Canadian statesmen. Every business man should read this article.

Nellie McClung raises the startling question, "Now that women have the vote in Western Canada, will they want to sit in Parliament?" Mrs. McClung, herself a leader in the Western feminist movement, answers this question in a characteristic article in the July MacLean's.

Stringer and McFarlane continue in the July MacLean's their captivating stories, "The Anatomy of Love" and "Behind the Bolted Door?" Both these men are first flight fiction writers, and both Canadian born and bred, and both with continental reputations.

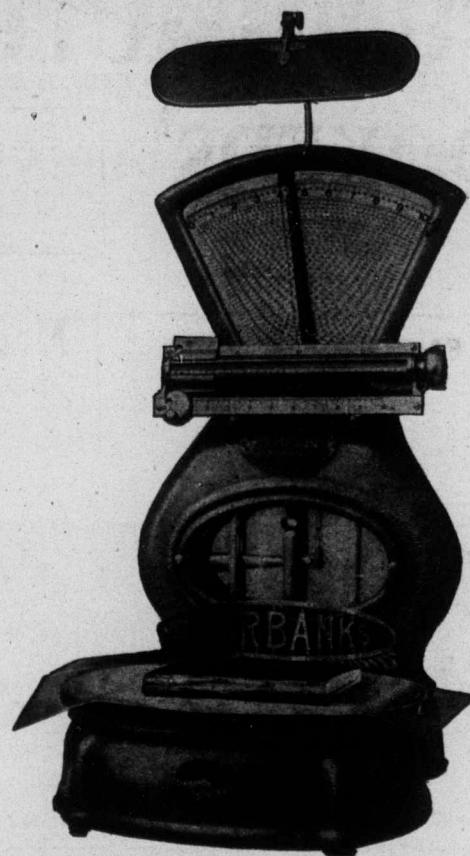
Then there is that ever-popular department, The Review of Reviews, which gives the busy reader the cream of the world's best periodical literature.

Buy the July MacLean's. Learn at first hand just how good and how interesting this thoroughly Canadian Magazine is.

SUBSCRIPTION PRICE \$1.50 PER YEAR

The MacLean Publishing Co., Limited, 143 University Ave., Toronto

JULY ON SALE EVERYWHERE 15c



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

The Canadian Fairbanks-Morse Co. Limited



St. John
Montreal
Toronto
Winnipeg
Calgary
Vancouver

Quebec
Ottawa
Hamilton
Saskatoon
Edmonton
Victoria



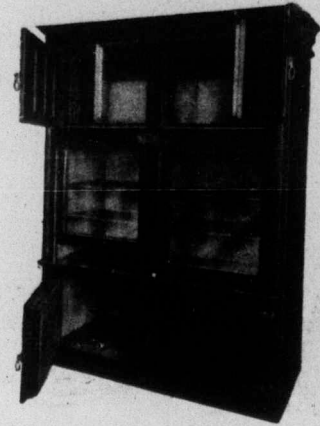
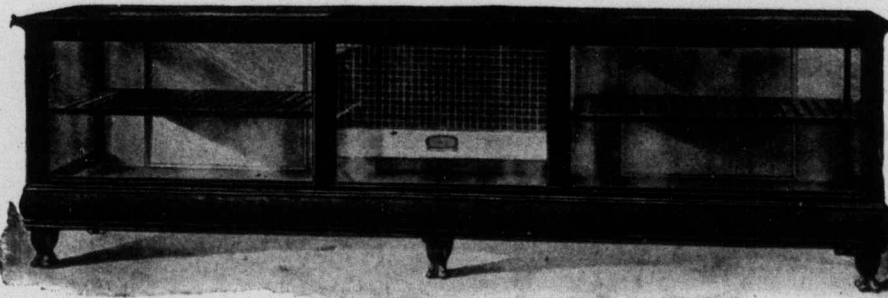
NOW is the time to instal that "Arctic" equipment you've been planning on.

Prices are going up. The cost of material and the scarcity of labor may force us to raise our prices in the near future. Why not let us know your refrigerator requirements now and thus secure yourself against possibility of increased cost.

Arctic Refrigerators and Silent Salesmen not only preserve a stock of perishable food stuffs in absolute security, but display them in such a way as to promote quick money-making sales. You cannot secure a more dependable refrigerator than the Arctic, or one that affords greater facilities for the effective display of your goods.

We invite you to compare the merits of the Arctic with those of any other refrigerator on the market. Send to-day for a copy of our complete catalog. It tells you all about our various models of refrigerators and silent salesmen.

A postcard will bring it to you.



John Hillock & Co. LIMITED TORONTO

AGENTS:

C. N. Kirby, 2185 Esplanade Ave.,
Montreal.

Frank Reardon, - - Halifax, N.S.

Jas. M. Hargreaves, Winnipeg, Man.

Western Butcher Supply Company,
Regina, Sask.

Geo. Cameron, - - Ottawa, Ont.

J. H. Galloway, - Hamilton, Ont.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View 

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the
W. A. FREEMAN CO., LIMITED
HAMILTON, CANADA

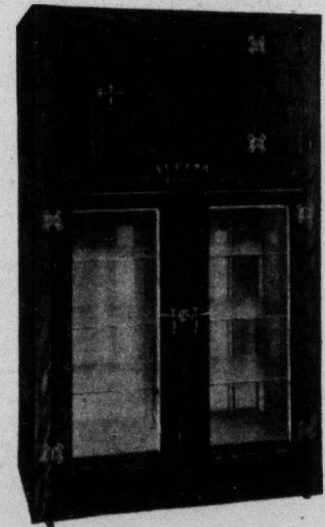
Why not buy that "Eureka" now while the prices are right?

Owing to the increased cost of materials and the big scarcity of labor, it is not improbable that the prices of our various "Eureka" models may be advanced in the near future.

Dealers contemplating the purchase of a new refrigerator should take advantage of our present prices. The Eureka offers a maximum of efficiency at a minimum cost.

Learn all about the many distinctive features of the dependable refrigerator. Compare it with any other on the market. You will readily acknowledge Eureka superiority.

May we send you our catalog?

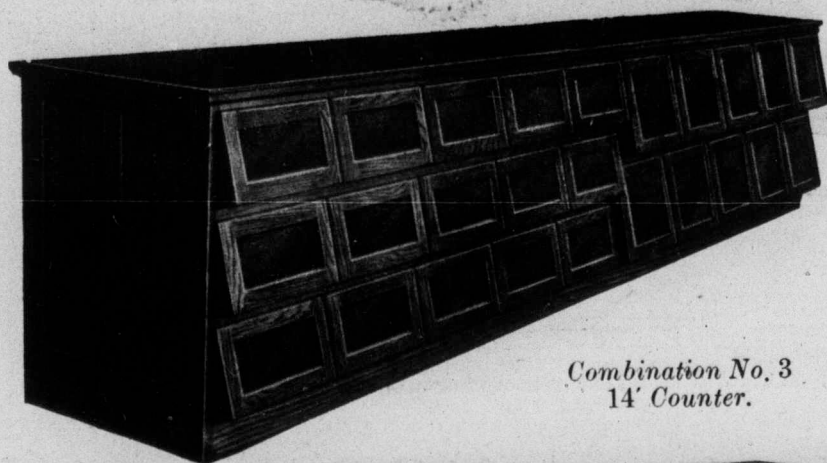


REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

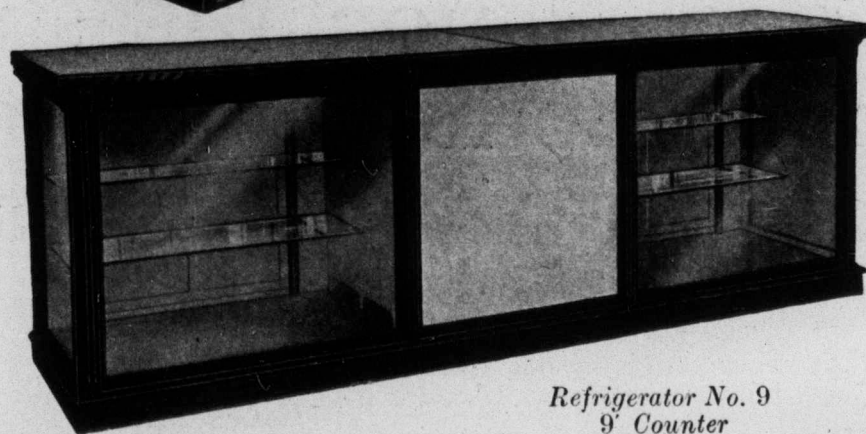
Eureka Refrigerator Company
LIMITED

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

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



*Combination No. 3
14' Counter.*



*Refrigerator No. 9
9' Counter*

**"They Cost No More and
Serve You Better."**

**WALKER BIN
STANDARD GROCERY
FIXTURES**

Buy the only up-to-date equipment made in Canada for display and sale of groceries under modern conditions.

Send us your floor plan for equipment to reduce the cost of service and increase your possible turnover.

Perhaps you are short-handed since your best men enlisted for overseas, to serve our King and Country.

Walker Bin System will reduce cost of service 25%.

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

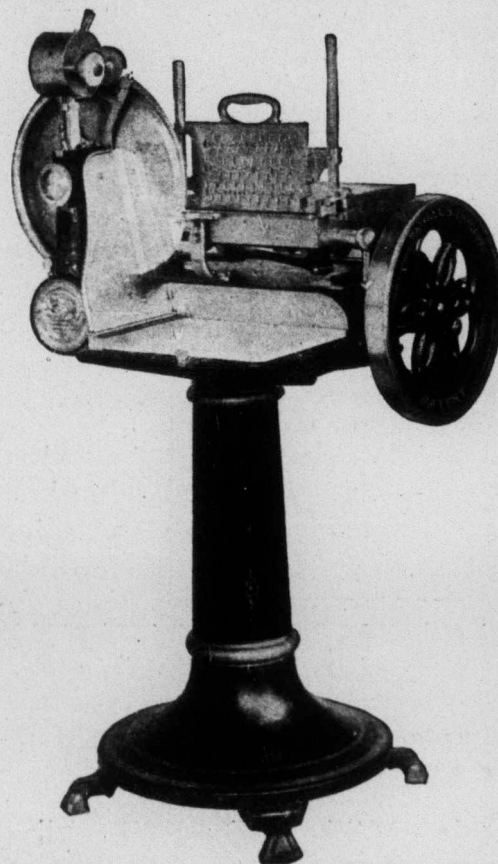
Berlin, Canada

**Van Berkel's
Patent Slicing Machines—**

The World's Best Meat Slicer increases your business and profits by bringing your cured meat business up-to-date. Write to-day for information as to how to make more money from your cured meat department.

The Hobart Mfg. Co.
105 Church Street
TORONTO

**Ryan Bros., 110 James St. E., Winnipeg, Agents
for Manitoba, Sask. and Alberta**



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



New 1916 Model National Cash Registers Benefit Both Merchant and Customer in Many Ways

The Merchant Makes More Money

National Cash Registers do many things.

They increase profits.

They stop mistakes and losses.

They advertise the business and increase trade.

They give a printed record of every article sold.

They protect employees against temptation.

They show which employee is most efficient.

They make an infallible and complete record of every transaction during the day.

One by one we have discovered new ways to make National Cash Registers give better service. Our 1916 Models give a service that makes them a great national public utility. They directly benefit every man, woman and child that spends money in a store. They equally concern every merchant, clerk, banker, and wholesaler.

They make money for merchants by saving money, by giving detailed information about every transaction. They enable merchants to give better service and so attract more and more business.

Merchants should write to-day for full information regarding these new machines. Liberal allowances made for old National Cash Registers.

The Customer Gets Better Service

National Cash Registers — prevent customers from being overcharged — insure credit for all money paid on account — prevent paying the same bill twice — show which clerk made the sale — stop disputes with clerks — prevent mistakes in change — enable customers to get goods and change quickly — protect servants and children against temptation and unjust suspicion.

To National Cash Register Co., of Canada,
Limited

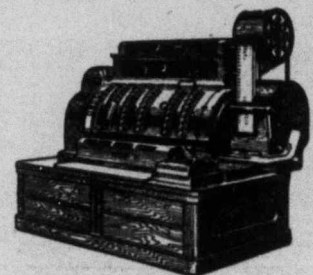
Please send me full information about
your new 1916 Cash Registers.

Name

Address

The National Cash
Register Co.,
of Canada, Limited

Christie Street
TORONTO, ONT.



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

\$10— and —30c.

A merchant can buy a suit of clothes to sell, at a profit, for \$10. But he gambles on satisfying his customers.

Similarly a grocer can buy tea to sell, at a profit, for even as low as 30c a pound. But he takes a big chance on pleasing his customers.

You can't brew a real, fine; full flavor out of common, low-grown or old tea any more than you can get durability out of old "shoddy."

To insure the complete satisfaction of his customers, a dealer must necessarily sell a tea that has real quality in the leaf, such, for example, as Red Rose Tea. This famous blend of the choice young leaves of Assam-Indian and Ceylon teas is one with which a grocer can safely and quickly build up a large and permanent tea trade. To prove it, try making Red Rose Tea your LEADER for a while.

Red Rose Tea

"is good tea"



The
ARNETT
Grocery
Counter

Quick Service— More Business

ARNETT COUNTERS

Handle more customers in less time; give your customers a quick service under the most sanitary conditions. Hold your old customers and attract new. The Arnett Counter beautifies your store, lessens your labor, quickens your service, keeps your goods in a perfect sanitary condition and brings you right up-to-date in store equipment.

An Arnett Grocery Counter is a paying investment. Write for full description and prices.

Thomas Lewis Arnett

Builders of High Grade
Store and Office Fixtures

**SOURIS
MANITOBA**

—Winning the Buyer's Favor—

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

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

Robinson's "Patent" Barley and Robinson's "Patent" Groats

There's a big year-round demand for these two nutritious foods which is creating worth-while profits for dealers the country over.

You, too, can add considerably to your turnover by constantly featuring Robinson's "Patent" Groats and "Patent" Barley.

Robinson's quality reputation is a mighty big factor in securing quick, easy sales.

Your wholesaler will send you a supply.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO



Why your customers prefer goods sealed with Anchor Caps

They know that the definite security of this seal prevents contamination of the contents, and they know, too, that the contents always taste just as good as they look tempting.

Mr. Dealer, if you have not already tested out the sales-pulling possibilities of this well-known seal, you should give it a trial on your next order of bottled goods.

Glass containers sealed with Anchor Caps make effective displays in window or sales counter. A trial order will convince you that the Anchor Cap is a reliable sales-getter.

Your wholesaler will furnish Anchor Caps on any line of bottled goods you require. Get in touch with him now.

Anchor Cap & Closure Corporation of Canada

LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA

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

CANADIAN GROCER

VOL. XXX

TORONTO, JUNE 16, 1916

No. 24

Manitoba Association Achieves Big Success

Convention in Winnipeg is Very Largely Attended and Brisk Discussions on Trade Topics Result—The Mail Order Menace the Chief Problem Faced—Wider Organization Work is Stimulated.

THERE have been attempts made many times to get the retailers of Manitoba together in convention, but not until this year has anything approaching success been achieved. The Retail Merchants' Association have been strong in Winnipeg for some time, and have done considerable good work. However, only during the past year has a serious effort been made to get the whole province organized. Recently the association secured the services of J. H. Curle, who has been assiduously getting things in shape for months past. As things stand now, in point of numbers the province is away ahead of the capital.

The second annual convention of the Manitoba branch was held in Winnipeg on June 6, 7 and 8, and in every way it was a remarkable success. In view of the short time the association has been in existence, it was thought by some that this meeting would be a dismal failure. The number of delegates who came in from the country astonished

everybody. There must have been close on two hundred, while almost that number of visitors, representing jobbers, wholesalers, and other bodies, registered their names from time to time. From point of interest, it was one of the most successful conventions ever held in Canada by the Retail Merchants' Association, as a number of movements were set on foot, which will undoubtedly be brought to a successful conclusion, resulting in benefit to the retail trade throughout the whole Dominion.

The question which seemed to be uppermost in the mind of everybody was, How can the retailer combat the mail order house competition? The question popped up almost every minute, and scores of solutions were offered. Wholesalers suggested one thing, credit men another, while the retailers had their own pet solutions. There were business experts there to solve the problem, preachers too, and a successful business man from Minneapolis. Then there was a visitor from Saskatoon, who received

an attentive hearing; he had his solutions. Merchants who have banded themselves into what is known as the Merchants' Consolidated Limited, also came out with their panacea for the ills of the retailer. All the papers read, all the addresses delivered, and all the discussions which followed, seemed to veer around to this one question: "How can the retailer fight the Mail Order Houses?"

What was the outcome of it all? In a nut shell, it has been decided that the president of the Retail Merchants' Association of the three prairie provinces shall form committees, which will meet committees appointed by the wholesalers, and there and then thresh out these matters—not the mail order questions only, but all matters affecting the relation between retailer and jobber.

One fact seemed clear — that many delegates present had a deep seated impression that the jobber was to blame, in a measure, for the present state of things. Some thought otherwise, and ap-



Manitoba Branch, R.M.A., in Convention at Winnipeg.

plauded every suggestion that "the jobber was their best friend." At certain stages there was considerable cross fire between the jobbers present and retailers who had come with specific complaints to make. At times the discussions became unpleasantly warm, and somebody suggested that boxing gloves be ordered, or it would be necessary to call the ambulance.

When it was hardware, the discussion centred around nails and barb wire, these being the two lines on which competition is most keenly felt. When it was groceries, soap was in the limelight. The drygoods men took blankets for their topic. A special afternoon was set apart for a conference on these matters between jobbers and retailers, but through some misunderstanding, only a few jobbers attended. These did not come equipped to answer the scores of questions, and it was thought best to let the matter stand over until it could be properly attended to by committees from both sides.

This fact was made plain: that in the case of lines in which competition was most keenly felt, the mail order houses were either selling below cost in order to establish a reputation for cheapness, or else they had purchased when the market was very low.

These were the most important matters discussed, and full accounts of these discussions may be found elsewhere in this issue.

The Opening Session

After the registration, convention was called to order on Tuesday afternoon, June 6th, by C. F. Rannard, president. The Mayor of Winnipeg extended a warm welcome to delegates from outside points. He was followed by J. W. Kelly, president of the Winnipeg branch. C. F. Rannard, president of the Manitoba Association, replied, and in his address stated that trade was turning more and more on the spirit and personality of the man behind the counter.

These formalities being over, the chairman called upon E. M. Trowern, Toronto, secretary of the Dominion Board, to address the gathering. Mr. Trowern dealt with problems that could only be tackled as a united body from coast to coast. He took his hearers back to the early days when the Retail Jewellers' Association of Canada was first formed, telling how they tried to effect reforms and failed. To use his own words, "They went to Ottawa with a shot gun, and should have taken a cannon." It was then that the Retail Merchants' Association of Canada was formed. Mr. Trowern cited one or two cases where the association had removed difficulties which had been bothering the retailer for years. They had succeeded in making it a crime to use false advertising. He cited one or two cases where they

had been successful in bringing offenders into court, one of the cases cited being that of the 33c paint, full details of which have been given in *Hardware and Metal* and *Canadian Grocer* on previous occasions.

During the afternoon, reports of the provincial officers were given, which are dealt with fully elsewhere in this issue. The treasurer's report showed that considerable growth had taken place in the association during the past year. He announced that there was \$730.32 to their credit in the bank.

Mr. Rannard, president of the association, in his address paid great tribute to the Manitoba Government. Much important legislation had been enacted, which ought to be reflected in a better and more prosperous community. He referred to the temperance legislation, which he thought would be of great commercial benefit to every retail merchant in the province, diverting ten million dollars per year into channels of legitimate trade, and helping to raise a high standard of manhood.

J. H. Curle, secretary of the association, dealt particularly in his report with the co-operation of retailers and wholesalers. He said that he had received many complaints against jobbers who were selling direct to consumers. For the purpose of removing these grievances, a joint committee of wholesalers and retailers was formed, and a start made in the right direction. They had done much to prevent having bankrupt stocks slaughtered to the disadvantage of other dealers. He referred also to the efforts of the association in the direction of getting questionable and misleading advertisements excluded from the newspapers. Exaggerated statements made by dealers regarding jewellery have been checked up, and prosecutions followed where there had been a violation of the Gold and Silver Marking Act. Mr. Curle's speech is dealt with fully on another page.

At the Tuesday evening's session, two addresses were given on "Commercial Preparedness." A. L. Struthers took the subject "Getting More Business," while the Rev. W. J. Hindley, a Winnipeg minister who was formerly Mayor of Spokane, Wash., addressed the gathering on "The Retail Merchant as a Community Builder."

The Wednesday Sessions

A start was made on Wednesday morning at 9 o'clock, addresses being delivered by D. B. McGee representing the wholesalers, and C. H. S. Bamford, representing the sales managers.

Sales Manager Speaks

While Mr. Bamford's speech was particularly interesting to hardware dealers, the advice handed out by him could be used by dealers in almost any line of trade. He made it clear at the outset

that he was not representing the manufacturers or jobbers, but the Sales Managers' Association of Canada.

Almost immediately, he launched out into the question of the mail order houses, first minimizing their importance by stating that only 6 per cent. of the total retail business in Canada is done by mail order houses. "Surely," he said, "it is not an economic condition so terrible that it makes the teeth of the retailer chatter."

He recommended fighting mail order houses with their own methods; first, they were efficient and the retailer must be efficient; the mail order houses and department stores had brought waste down to a minimum, and the retailer who would succeed must prevent wasteful leaks. Mr. Bamford also laid great emphasis on cleanliness, which he said was one of their biggest assets, and quickly appreciated by the public.

He next launched into the question of window and store dressing, and urged the country merchants to develop their talents in this direction. They all knew that there was room for improvement in this respect, and as a rule, window and store dressing in the average country store, even in the city stores, was enough to drive away trade instead of inviting it.

A part of Mr. Bamford's speech was devoted to the question of markets. The mail order people, he said, watched the markets and their catalogues were compiled months in advance of the season they were gotten out for. He believed it would pay the retailer to take a leaf out of their book in this respect. Then they must have courage; the average retailer was too timorous in backing his judgment on market conditions and in dealing with the public, particularly in the matter of extending credits, and collecting accounts.

The speaker offered several suggestions to the Retail Merchants' Association of a practical nature. He would have them engage a corps of experts in window and store dressing, in waste saving, in advertising, and in accounting; these men to travel through the country. Mr. Bamford had a word to say about advertising, and strongly advised his hearers not to spend money on hotel and pool room advertising. It would be better to secure descriptive price cards from a good sign painter, which were snappy and attractive, thus riveting the attention of the customer on the goods and resulting in more and quicker sales.

Finally he dealt with the question of eliminating the jobber. He asserted that nobody would eliminate the jobber because the most successful manufacturing plants in every country recognized their influence. He believed that the jobber's future was full of promise, and instead of being eliminated, he

would be elevated to a higher business plane.

Always Will be Jobbers

Following the address delivered by C. H. S. Bamford, there was considerable discussion, which at times became very heated.

Among those present at the convention was J. L. S. Hutchinson, of the Saskatoon Hardware Co., who is better known through his connection with the Canadian Supply Co., a wholesale concern with headquarters in Saskatoon, being run on a co-operative basis. Mr. Hutchinson was called to the platform, and replied to some of the points brought up by the speaker.

He said he did not think the jobbers and retailers had got together a bit too soon. It was absurd for anyone to say there should be no jobbers. He believed there would be jobbers as long as there were retailers; what they must agree on was that there were too many retailers, and too many jobbers, and their ways of conducting business were far too expensive. It was necessary for both of them to adjust their ways of doing business; the mail order houses were here to stay, and they must get together to fight them.

One important point he wished to raise, and that was that the retailer should look to the jobber for protection on those goods which the mail order houses were featuring. If the mail order houses could go out and buy goods six months in advance, and pay for them with cash, it was up to the jobber to see that the retailer was protected on such goods as nails, fencing, etc. If the jobbers did not do this, then the sooner the retailers carried their own stocks, the better. The speaker said he was not in favor of co-operative buying, but if the jobber would not help them, it was absolutely necessary for them to do something along these lines. One thing was sure, that the present system of jobbing needed brushing up, just the same as the retailers needed to do a little brushing up, and the only way to accomplish this, was for the two to get together.

Considerable had been said about the farmer buying in the cash market. "Why," asked Mr. Hutchinson, "should not the retailer buy in the cash market too? What inducements have the jobbers given to the retailer to pay cash outside of their offer of 2 per cent?"

There was hardly a wholesaler in Winnipeg to-day, he ventured to say, who did not sell to mail order houses at a better price than he did to the retailer. If jobbers only refused to sell to mail order houses, the effect would be felt from one end of Manitoba to the other. The trouble was the retailers were asleep; if they were organized to a man, it would be impossible to have this put over them.

Mr. Trowern (interrupting)—"The East also."

Mr. Hutchinson—"Yes, but these are western conditions that we are up against."

There was considerable uproar in the building when Mr. Hutchinson announced that some of the wholesalers had gone into the mail order business themselves, and the time was coming when they would have to do something in retaliation. There was no doubt whatever that their enemies were the mail order houses, and the big department stores, and that the jobbers were their best friends; it was strange, however, that the jobbers wanted to hold them down, but they could not hold the other fellows down; if they could only do that, it would be lovely.

In conclusion, Mr. Hutchinson said, that he hoped the result of this meeting would be that the Manitoba convention next year would be ten times as large as this was. One man could not do the work. It was necessary for them to form joint committees for the three provinces and get to work with the jobbers. The jobbers' future depended on the retailers' future, and vice versa.

Going Direct to Public

When Mr. Hutchinson had taken his seat, he was followed by W. E. N. King, of Neepawa, who complained that he was pestered to death with the wholesalers trying to get the business of a man in his district who was putting up a barn. All the manufacturers and jobbers were jumping over themselves, he said, to get the business. He also referred with considerable heat to the fact that a man in his town who did not possess a store had been sold goods at wholesale prices.

R. L. Gillerlain, Manitou, drew attention to the fact that a certain shot gun which it had been claimed could not be bought by mail order houses was bought by a mail order house at \$24 or \$24.50. The speaker said his price from the jobber was \$30. The mail order houses were able to sell it at \$27. By the time he put his cost on, the price was so great, he was held up by his customers as being an extortioner. The speaker blamed the jobbers for being responsible for these conditions, but he was not singling anyone out.

At this point Mr. Waldon, of the Marshall-Wells Hdwe. Co., called Mr. Hutchinson's attention to the fact that he had said that all jobbers in Winnipeg sold mail order houses. His firm, he said, had not had a transaction with the largest mail order house in Winnipeg in the last five years.

Mr. Rannard—"That's helping the retailer."

Things had begun to get rather heated up to this point, and someone arose to suggest that they send out for box-

ing gloves, or else it would be necessary to send for the ambulance. He pointed out that they were an hour behind schedule and were not arriving at anything. He moved that they dispense with further discussion, and refer these questions to the resolution committee, who would bring in a recommendation.

Mr. Gillerlain, Manitou, interrupting, said that his only objection to this motion was that they had the men here now and would probably not be able to see them again.

Mr. Kelly, secretary of the Winnipeg association, seconded the motion, saying that there would be another convention coming, when he hoped there would not be this cross fire; that they would work more together.

Other members rose and said that many of those present would like to see the matter threshed out on the floor of the house. Some absorbing questions they said had been brought up by Mr. Hutchinson, and they had come hundreds of miles to have these matters attended to. It was not only hardwaremen; there were grocers and dry goods merchants who had the same grievances.

It was agreed that this matter should be taken up by the resolution committee and that conferences be held with representatives of the jobbing houses in order to arrive at a definite conclusion.

Addresses in Evening

The Wednesday evening session was taken up by addresses. W. H. Ault, of the Ottawa Department of Agriculture, delivered an address on "Marketing Eggs," which was very similar to that which he gave at the Regina convention. While the convention was on a demonstration of egg candling was given in a special booth in the building.

The second address was by Prof. J. W. Mitchell, professor of dairying, Manitoba Agricultural College. He took for his subject "Marketing Butter." Prof. Mitchell dealt almost entirely with the marketing of dairy butter. He said that the amount of dairy butter made in Manitoba had almost doubled during the past three years. Some principles in operation in the manufacture of creamery butter, he said, could be used in making dairy butter. The creameries were grading and paying on a basis of quality, and there was a tendency for produce merchants to buy on that basis too.

He suggested that merchants, unless they knew that butter was going into immediate consumption, should put it up in solids, as the larger the surface, the longer the butter would keep. If the butter was to be held in storage, it should be kept at a temperature near freezing point. Prof. Mitchell suggested that butter be graded at the country store. He knew that it was hard for them to do it, and that they had their customers to

contend with; but if they were going to give satisfaction all round, it would be necessary for them to grade it sooner or later.

He gave some advice on the making of solids; recommended that new tubs be used which were clean, and lined with parchment paper. The tubs should be packed as neatly as possible. Where the butter was packed in stores, under no condition should they use soap or candy boxes. They should select their butter, and not pack it together. It should be selected as regards quality and color; the light lines should be in separate tubs. The butter should be sent to the market as soon as possible.

The speaker suggested that merchants could help considerably by passing on information to the farmer. If there was a defect in the flavor, he should get the farmer to improve it. If the butter was mottled, they should try to get rid of it. Mottled butter was due to there not being enough moisture, and due to the fact that the salt was not evenly distributed. He recommended the use of a fine grain salt.

Prof. Mitchell urged his hearers to use their influence in getting farmers to ship to the creameries as much as possible, as only in that way could they work up a dairy industry of which they would be proud.

At the close of the address one of the delegates asked Prof. Mitchell if it was safe to keep other things with the butter in the refrigerator. Prof. Mitchell replied in the negative, adding that the butter should be kept where the air was pure.

The Banquet

Wednesday night the association held their second annual banquet in the Fort Garry Hotel. Premier Norris, Mayor Waugh and other prominent men of the city and province were there, and spoke confidently of Manitoba's wonderful future, and of the power and aid in its development that an organization like the Retail Merchants could give.

The dining-room was crowded with delegates from all points in Manitoba and from Winnipeg, who sat down to do justice to a menu that included a rare combination of delicacies. Over all hovered the spirit of good fellowship and co-operation.

Speeches were delivered by Premier Norris, Mayor Waugh, Vere Brown, A. L. Crossin, William L. Harris, D. D. McDonald, Rev. W. J. Hindley and E. M. Trowern. Mr. Norris emphasized, in his speech, the fact that Manitoba was rich in minerals, and said that he hoped to see Winnipeg in a few years a large mining camp. He said, however, that no matter how rich Manitoba may be in minerals, agriculture should be improved, since it was the chief industry in the province.

J. W. Kelly, president of the Winni-



J. H. TRELEAVEN, Winnipeg.

First vice-president of the Retail Merchants' Association, Manitoba Branch, in 1915. Mr. Treleaven is a grocer.

J. H. Treleaven, first vice-president of the Retail Merchants' Association of Manitoba, is a member of Treleaven & Campbell, grocers, 328 St. Marys Ave., Winnipeg. This firm has run a high-class business in one store for the past fifteen years. Mr. Treleaven started his business experience as a boy at Beaverton, Ont., in a general store. Coming to Winnipeg, he spent five years behind the counter with F. E. Weldon & Co., Portage Ave. (since retired.) Fifteen years ago, he started up in partnership with J. A. Campbell, who was also a clerk at that time with F. E. Weldon & Co.

Mr. Treleaven was first vice-president of the Winnipeg branch of the Retail Merchants' Association a year ago, and was elected first vice-president of the Provincial Board in March, 1915.

peg branch of the association, presided at the banquet. He announced that Mr. Lang, of Messrs. Russell-Lang, had donated a banner to be awarded to the town that had sent the largest number of delegates.

At the conclusion of the banquet, a flashlight photograph was taken of the assembled delegates.

Thursday Session

Nearly the whole of Thursday morning was taken up with addresses and short discussions. W. H. Hammel spoke on "Retail Accounting Simplified and Illustrated." W. E. Hawkins took for his subject "Insurance Problems," with special reference to the Workmen's Compensation Act as it affects retail merchants. W. E. Taggart, fruit markets commissioner of British Columbia, delivered a splendid address for the grocers and general merchants on "Preserving fruit without sugar."

In the afternoon officers for the coming year were elected.

The nominating committee's report that President Rannard had been nominated for a second term was greeted with great approval by the convention.

Mr. Rannard was unwilling to accept either the work or the honors of the position for another year, and it was only the wish of the entire convention which finally prevailed upon him to agree to re-election.

Officers Elected

Other officers elected were: Vice-president, J. A. Banfield; second vice-president, A. G. Box, hardware dealer, members of the firm of Box Bros., Souris; secretary, J. A. Curle; treasurer, T. S. Connell.

Both Mr. Curle and Mr. Connell were also re-elected.

Delegates to the Dominion convention: J. A. Banfield, T. S. Connell, Horace Chevrier, C. F. Rannard and W. T. Devlin.

The rest of the afternoon was given over to a most interesting discussion between wholesalers and retailers, on problems affecting both.

The convention closed with a few well-chosen remarks from the president, followed by three rousing cheers and the singing of the National Anthem.

List of Delegates

The following is a list of the out-of-town delegates and guests: D. A. Rusor, Brandon; J. F. Price, Brandon; J. Murray, Altamont; N. McDonald, Baldur; H. F. Mainwaring, Birtle; J. A. Paine, Basswood; J. R. Atkin, Basswood; J. Knight, Basswood; S. R. Root, Emerson; D. Sutherland, Dauphin; D. D. McDonald, Dauphin; J. H. Bossons, Dauphin; V. J. Halliday, Elm Creek; H. E. Sadler, Elgin; Robert Gillispie, Dominion City; H. J. Mattiek, Griswold; J. S. Humphrey, Griswold; C. Sigmar, Glenboro; A. Kindred, Glenavon, Sask.; A. B. Moncrieff, Glenavon, Sask.; J. S. Riddeil, Frobisher, Sask.; C. W. Paynlie, Tantalton, Sask.; Miles McCay, Oxbow, Sask.; P. Huck, Vibank, Sask.; J. A. McFarlane, London, Ont.; W. Sinclair, Fairford, Man.; A. Cochrane, Manitou, Man.; A. F. Higgins, Roland; J. A. McKenzie, Rivers; A. S. Box, Souris; D. A. McKenzie, Souris; A. Baudry, South Junction; A. O. Boudry, South Junction; Wm. Shilson, Snowflake; Leo. Millzin, Snowflake; J. J. Wilson, Steep Rock; A. J. Baudry, Vassar; F. E. Reneuf, Bowsman River; J. F. Crosby, Darlingford; Jules Decorby, Lazare; R. L. Sutherland, Manitou; O. A. Jurison, Poplar Point; C. K. Stewart, Rosinfeld; H. Lanstier, Transcona; R. Simmons, Grandview; D. Cameron, Gilbert Plains; A. H. Lepper, Gilbert Plains; Wm. Chambers, Hamitoo; J. E. A. Mitchell, Killarney; J. E. Lambert, Lauder; W. L. Currie, Lauder; N. Bailey, Marquette; John Campbell, Makinak; W. L. Henry, Makinak; C. Landry, Mariapolis; W. E. N. King, Neepawa; Geo. L. Foerstin, Neepawa; J. Yellowless, Ninette; Alf. Babb, Portage la Prairie; A. McGillvary, Binsearth; John Spence, Harding; W. V.

Stevenson, Harding; B. Dalman, Selkirk; John Lemon, Hamiota; S. Einarson, Lundar; L. C. Walkey, Ogilvie; E. McPherson, Portage la Prairie; A. Lavoie, Dunrae; F. N. Smith, McCreary; W. A. Dewland, Portage; H. M. Dunham, Portage; L. V. Phinney, Portage; S. Rosner, Plum Coulee; O. J. Baxter, Plumas; W. S. Kenner, Pierson; Darley Taylor, Souris; W. C. McShane, Souris; W. H. Weeks, Stornaway, Sask.; J. M. Donald, Selkirk; W. E. Hargraves, Silvertown; J. L. Morton, Wawanesa; A. E. Forman, Arden; W. H. Hyde, Ashern; E. Eichman, Boissevain; F. Fredrickson, Glenboro; B. W. Caldwell, Carberry; R. H. Harwood, Elm Creek; S. Marshall, Elgin; A. L. Henry, Grandview; H. S. H. Hill, Hartney; J. Mountain, Hartney; Fred Dagg, Holland; W. R. Ross, Holland; G. Blackwell, Holland; N. Tattleman, Lyall; N. Atkins, Morden; A. F. Pease, Melita; E. Breckman, Lundar; L. C. Walkey, Ogilvie; J. L. S. Hutchison, Saskatoon, treasurer Saskatchewan Board, and vice-president Dominion Board; J. Elliott, Forget, Sask.; J. H. Elliott, Carnduff, Sask.; M. Thurlby, Glenevan, Sask.; W. Sutherland, Clendeboye; Weir Foster, Consort, Sask.; F. J. McCallum, Elm Creek; P. H. Harwood, Elm Creek; J. L. Hettle, Fairfax; E. E. Turner, Macgregor; M. McCaig, Portage; A. Hardie, Plum Coulee; A. E. Smith, Reston.

City Visitors

The following list contains names of city members, jobbers, manufacturers, and other guests, who registered at the door: L. M. Young, W. A. Templeton, C. Wilkins, J. A. Keñned, W. H. E. Horner, C. V. Saunders, B. E. Dazell, F. W. Dudley, W. Surus, Holt Renfrew, T. A. Counsell, J. W. Kelly, W. H. Ault, C. F. Rannard, W. J. Wilson, Geo. W. Markle, Stanley Osborne, W. J. Hindley, W. J. Devline, C. P. Sehr, W. A. Bishop, Horace Chevrier, I. M. Winslow, G.

Bonnycastle, J. V. Anderson, Jno. O'Hare, Wm. Lucklam, J. S. Whaley, E. L. Randolph, C. D. Lang, C. L. Wilton, J. S. Gordon, W. J. Merridith, Lisgar L. Lang, J. H. Buckler, V. Buckler, A. B. Rannard, Harry H. Rannard, Henry Solvrey, W. F. Osborne, E. S. Merrill, N. H. Neill, A. T. Kernaghan, W. J. McPherson, C. H. Bamford, H. H. Pydt, Geo. L. Palmer, Wm. Crawford, Fred J. Marrin, T. D. McGee, D. P. Smith, J. M. Proudfoot, Thomas L. Waldon, Alex. E. McLean, R. A. Grant, A. F. Emery, L. J. Hancoe, Thomas E. Yuill, D. McIver, Chas. Wood, A. E. Lewis, R. Guthrie, Fred D. Lawrence, E. J. Clark, J. S. S. Hutchinson, W. S. Graham, J. R. McLean, P. H. Forsyth, E. J. Gregor, F. Endress, F. W. Lynde, G. M. McBride, G. Brundrit, J. Pierpoint, P. Steinberg, J. H. Wickson, A. W. Adams, J. C. Greenwood, James C. Craig, S. Nash, J. A. Jack, A. V. Ferguson, J. P. Kilgour, John J. Gilmor, F. O. E. Hamilton, S. A. Heath, R. McKenzie, E. G. Williams, D. J. Ladd, G. Z. Reynolds, H. M. Belcher, O. G. McDonald, John Gibb, A. J. D. Johnston, John D. Cameron, W. O. Love, C. W. Harvey, H. M. Nash, J. C. Thomson, J. C. Moore, A. H. MacLachan, David Brown, H. Gosling, James Perry, D. T. Johnston, H. B. Bull, J. A. Donaldson, M. G. Broder, R. W. Robinson, H. C. Daggett, J. E. Cantwell, Wm. S. Mitchell, M. Steinberg, J. E. Vogan, Kenneth R. Daviss, J. A. Evans, M. Douglass, J. P. Clark, J. C. Pinfound, Chas. F. Roland, D. M. Solandt, John Erzinger, A. F. Burdick, A. McCay, G. R. Bolton, W. W. Robson, Albert Smith, E. O. Lang, W. T. Perry, R. M. Wort, D. E. Finkle, F. J. Dillon, L. A. Gibson, H. Bruce Gordon, R. Mantello, W. O. Billington, G. Davies, R. C. Henders, R. Thornton, T. W. Brownridge, A. L. Crossin, J. C. Shortill, E. B. Reynolds, D. F. Dyson, I. A. Shantz, C. H. Prest, J. K. Brown, G. Chapman, C. E. Gulland.

FRUIT CROPS IN B. C.

By W. E. McTaggart, Fruit Commissioner of B.C.

(From address at Manitoba Convention, R. M. A.)

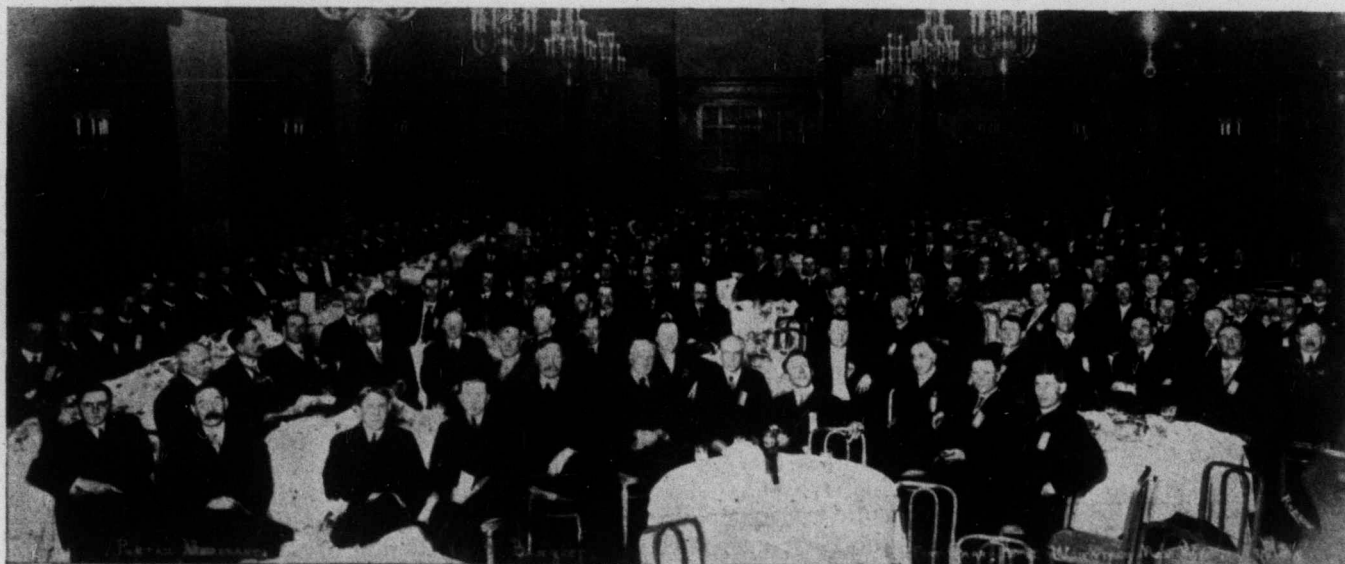
We have had a very backward spring, and a very severe winter. Any of you who know British Columbia will hardly believe me when I tell you that the snowfall in Victoria in January was 73 inches. But as you know, weather conditions have been abnormal everywhere. In the Okanagan Valley a large number of the orchards were hurt by the frost, and generally suffered from winter injury. Across the line in Washington, Oregon, Montana and Idaho, similar conditions prevailed, and these States have had late spring frosts, which have seriously affected some crops.

Last fall everyone in the fruit business declared with a great deal of confidence that there would be a big crop of apples this year, but their expectations will not be fulfilled, for the weather man stepped in and had his way. We in British Columbia will have an average crop of apples, which will total slightly over last year. Now remember that what I say about the crops may be pure fiction next week; a hundred-and-one things may happen that will upset all our present estimates.

I am firmly of the opinion that apple prices will be less this year than they were last, despite the increased duty, for our crop will be slightly larger than in 1915. The American apple crop, that is in the Western States, will be greater than last year, but how much, it is hard to say. Southern Idaho has been hard hit, and also some of the other districts. It will be impossible to tell how the apple market will swing for another three months.

McIntosh Reds stood the winter well, and these will be in demand as much as

(Continued on page 36.)



Banquet of the Retail Merchants' Association of Manitoba, held at the Fort Garry Hotel, Winnipeg, on Wednesday evening, June 7.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

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H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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No. 24

PUT BLAME IN THE RIGHT PLACE

A DESPATCH from London, Ont., says that the Trades and Labor Council has undertaken "to inaugurate a nation-wide fight against the granulated sugar trust," by means of a partial boycott. Says the despatch "the claim is made that the manufacturers have boosted the cost of sugar without justification because of the war and unusual conditions affording an opportunity for fat profits." The council, therefore is to ask residents in its district to "exercise strict economy in the use of sugar." "Other councils," concludes the despatch "will be asked to follow suit."

Presumably the "manufacturer" of sugar is the refiner. It is necessary once more to point out that the blame for the rising cost of sugar is continually being put in the wrong place. The refiner is not to blame.

The reason why sugar has advanced so monumentally since the outbreak of war is, briefly, the planter. The gentleman in Cuba and secondly the New York speculators are the men against whom the Trades and Labor Council should breathe out threatenings and slaughter. Since the beginning of war the price of raw sugars has advanced from 2c to 5.37c. It is the price of raws (though all unconsciously) which is upsetting the Trade and Labor Councils, who say that "the manufacturers are simply holding up the people on the pretext of war."

Half the sugar supply of the world, roughly, comes from Germany, France, Belgium and Russia. The other half comes from Guiana, Cuba and Java. The first group are warring countries. Therefore, they are not doing much sugar-producing; certainly little for export. Indeed, there is a large demand from them on the countries in the second group for sugar. The British Sugar Commission is buying all the sugar it can from the second group.

Now the Cuban and the Javan have hardly ever known what it is to have any ready money. They saw in wars inflated demands an opportunity. They seized it. Whereas in pre-war days the Cuban got what the refiner would give, it is now a case of the

refiner giving what the Cuban insists on. Either that or—no sugar. There has, too, been an important element of speculation in New York. Speculators have jumped in and boosted the sugar market. These gentlemen are brokers. They are not refiners. Canadian markets simply follow New York.

If, then, the cost of raws has jumped during the war from 2c to 5.37c per lb. or an advance of something like 130 per cent., is it possible for the refiner to refrain from advancing to the retailer, or the latter to the consumer? Add to that heavy advance such things as additional duty across the border; unprecedent freight charges; abnormal war risk; insurance tolls; cost of handling; and loss in weight, and it is clearly impossible for the refiner to sell to the trade at anything like pre-war prices. The retailer, of course, simply advances to the public comparatively to the increased cost to him.

The members of the Trades and Labor Councils while no doubt they mean well should be careful to have all the facts in their possession before they accuse anyone so unreservedly.

They are placing the blame where it does not belong. A little reflection will show this. The Cuban is largely to blame; after him the speculative broker in New York. The Canadian retailer and refiner are certainly not to blame for the rising price of sugar.

WOLVES OF INDUSTRY

PRICE-CUTTERS have been referred to by the vice-chairman of the United States Trade Commission as the "Wolves of Industry." With shark-like methods they attack from underneath.

Of the 22,000 failures in the United States last year, he attributes some 90 per cent. of these to small retailers who cut their prices.

H. O. Roberts, secretary of the Minnesota Retail Hardware Association, on the other hand, attributes the failure of some 21,000 of these to the way they extended credit.

One authority says it was price-cutting that put the quietus on so many: another asserts it was the way credit was extended.

If a minute analysis were made it would no doubt be found that both were contributing causes. In a measure the two things are closely allied.

Price-cutting is a general reduction of the margin of profit. It is short-sighted business in that it fails to take cognizance of the cost of doing business. Laxity in the extension of credit means that the profits on cash sales are cut down. If the dead-beat gets away with the goods the loss has to be borne somewhere.

SOME VACATION HINTS

NOW that vacation time is close at hand, it would be well to pay heed to the very excellent advice given by H. Addington Bruce on the question. He says:

It is at this time of year that people begin to plan vacations. They look forward to them with high anticipation. Too often they return disappointed, feeling that they have been cheated out of the "good time" they counted on having.

Sometimes they come back to their work more tired than when they went away. Sometimes they come back really ill and unfit for work for weeks or months.

All this is wrong. It is contrary to the natural order of things. And it usually is the result of preventable mistakes by the vacationists themselves.

One common mistake is to choose as the place for the vacation a spot too far from home. This means a long and wearisome journey both at the outset of the vacation and its close. Tired nerves are set on edge before the vacation really begins.

Some people, indeed, select so remote a vacation place that they have to spend most of their time resting for the return trip, which again has an exhausting effect on them.

A change in surroundings is always desirable when one takes a vacation. But it is better not to leave home at all than to travel too far for the change in surroundings.

Still more common is the mistake of beginning one's vacation too strenuously.

A person whose working time is devoted to a sedentary or practically sedentary occupation, cannot expect to plunge instantly into a vigorous outdoor life without experiencing ill effects. Yet this is precisely what many people of sedentary occupation do.

The clerk whose muscular exercise has been pretty much limited to handling light merchandise or using a pen goes to the mountains for a vacation. The day of his arrival, or the next day, he blithely sets out to climb the highest peak in the vicinity.

He may achieve his ambition of getting to the summit. But the tramp back to his hotel or boarding-house is sure to be a painful one.

And it can be taken for granted that for the next few days he will be more interested in the arnica bottle than in mountain climbing.

What he should have done was to have fitted himself for his ambitious attempt by a few days of light, preliminary walking. Then he would have escaped lameness and exhaustion.

Physical overdoing is the bane of thousands of vacationists. They have left home to play, and some-

times they play harder than trained athletes would think of doing. Necessarily their vacations do them more harm than good.

Other vacationists, while playing in moderation, make the mistake of letting their minds dwell, even while at play, on the business cares and worries they should have left behind them.

Mentally, that is to say, they still are at work. They too, are certain to get little good out of their vacations.

Again, other people fail to reckon sufficiently with their personal likes and dislikes when planning a vacation.

They may be so constituted that for example camp life would not suit them. Yet they allow friends to persuade them to go camping, and too late discover that camping is to them the reverse of enjoyable.

The rule regarding play is the same as the rule regarding work—find that which is congenial. This it is always well to remember.

REFRIGERATOR DAYS

THESE are refrigerator days. Summer is here, or ought to be, and despite its lateness, will be. An important problem in store management just now is the question of turning all perishable goods into money and into profit. How can the grocer reduce his losses on these? One very effectual method is the right use of a refrigerator, for upon the efficiency or otherwise of his refrigeration methods depends the grocer's reputation for sweet and fresh goods. A sanitary refrigerator, a refrigerator that refrigerates, will have insulating material which will insure a temperature sufficiently low that the most perishable foodstuff will remain in perfect condition, even in the hottest weather.

A second important reason why the grocer should use a refrigerator is that it is an excellent article of display itself, and is mighty useful in displaying different lines. Cheese, butter, cooked meats and so on may be displayed to the customer from behind the glass of a refrigerator and be appealing in their freshness and tidiness of surroundings.

On another page in this issue is to be found an article dealing with the advance in materials which go to make up the refrigerator. Notwithstanding these advances, the finished article has not increased a great deal in price. Grocers who do not possess adequate facilities for coping with the problem of losses on perishable goods should provide themselves with a refrigerator. They will find it a paying resource, as materials for refrigerators and other equipment are advancing and now would appear to be an opportune time to look into present prices.

EDITORIAL NOTES

SPEED is not always action either in speech or service. Carefulness counts more.

* * *

LAUGH AND the world laughs with you. It also boosts and thinks and does as you indicate you want it to do by your actions.

* * *

NOW is the time to lay plans for the summer preserving trade. Watch the fruit crops in your vicinity and base your appeal on local needs.

Reforms Being Effected by the R.M.A. of Canada

E. M. Trowern, Dominion Secretary, Addresses Delegates to the Manitoba Convention—Cites Cases Where Problems Have Been Met and Solved—The Case of the 33c Paint.

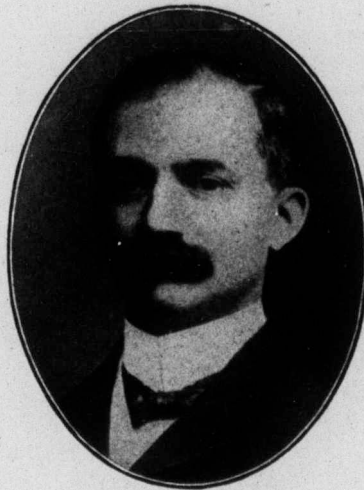
ON the first afternoon of the convention, after the reports of the provincial officers had been delivered, E. M. Trowern, Dominion secretary, was called upon to address the gathering. The Manitoba Retail Merchants' Association being a comparatively new organization, the members were not acquainted with this gentleman; but he soon convinced them that upon his work much of their future success rested.

He had no doubt, he said, they had come there to find out, "How can I improve my particular business"? Their business in this association was to deal with the problems which confronted dealers in every day life. The Dominion Board, which would meet in Winnipeg during the latter part of July, would deal with the wider effect of these problems, both in the cities and in the little towns.

Mr. Trowern spent considerable time tracing the history of the Retail Merchants' Association from its inception as the Retail Jewellers' Association of Canada to its present state. In the early days, he said, they went to Ottawa to get the duty taken off diamonds. They were troubled with unscrupulous men in the business, who thought nothing of going to New York and putting three or four thousand dollars worth of diamonds in their socks and letting the decent fellow pay the duty. They told the government they had to make the other man pay the duty as well, or take it off.

It so happened that an election was imminent, and the government refused to consider their wants, asking: "What would the public say"? Unsuccessful, they returned to Toronto, and the speaker came to this conclusion—that they went to Ottawa with a shot gun, when they should have taken a cannon. Thereupon they struck out the word "jewellers" from their name, and made it Retail Merchants' Association of Canada.

Later on they were troubled with wholesalers selling to the consumer. That was an old gray-headed subject. They took the matter up with the wholesalers, who replied, "Oh yes, we are all going to help you, and will stop it as soon as everybody else does." They put an end to it in Toronto with the exception of one house. There was always one, said Mr. Trowern, and that was the fellow who gave more trouble than all the others put together. It was to get that one man that he was



E. M. TROWERN.

Secretary Dominion Board, R.M.A., who was present at the convention, and who addressed the delegates.

willing to sit up at nights and set a trap for. This man replied that he was running his own business, and wanted no interference.

The only thing they could do then, was to talk about him among the retailers, and circulate his doings among the decent men of the business community. This reached the wholesaler's ears, and he replied that if they said that about him, or put anything in a letter that was detrimental to his business, he would institute proceedings at once. Then they began to ask themselves what rights they had. Labor men could talk in the public squares and discuss questions of wages, and nobody could touch them. It was discovered that these men had secured special legislation from Ottawa to do this, so the Retail Merchants' Association went to Ottawa, and after years of hard work, secured a special charter which enabled them to say what they pleased about wholesalers or manufacturers, and send it throughout the length and breadth of the land. Since it had been recognized that they had some power, the merchants were beginning to get some of their rights. Mr. Trowern took care to point out that these rights were not secured from Provincial Parliament, but by special acts of parliament at Ottawa.

False Advertising Problem

Another problem they ran up against, was that of false advertising, a question that was close to every man's heart. The association found a large mail order concern publishing all sorts of

things in their advertisements. They decided that such procedure should be made a crime, and that such a law should be brought into operation immediately. The speaker produced a bag of mustard which had been offered in Toronto at 23c per lb. He passed it around the room for his hearers to taste, telling them that they could safely eat a spoonful of it. He said that on a previous occasion when he had done this, the nearest guess he could get as to what it was, was cornmeal.

He asked his hearers what would happen if a woman rang up for a pound of mustard, was charged 45c, and then she turned up a daily newspaper and found that she could buy pure mustard at 23c. What would she say? She would say that the grocer cheated her, that he was a robber. What other conclusion could she come to? Mr. Trowern drew a pathetic picture of a sick girl who required mustard plasters, and the effect of supplying her with such as was being shown around the room.

The next case he dealt with was that of silverware, which he found false, advertised in a daily paper. He got the inspector, and said he would like him to go into that store and buy that silverware. It was marked Sheffield, and was manufactured in the United States. His hearers were well aware that Sheffield was not in the United States. The association entered suit on March 10. The case was adjourned. It came up again on the 17th, and was adjourned again. It came up on the 24th, and was adjourned. It came up on the 31st, and the government announced that they had been considering the case, and had decided to let the defendants off, who had already pleaded guilty, but did not want exposure. The speaker demanded that there should not be separate laws in Canada for rich and poor. Mr. Trowern then went on to refer to the case of the 33c paint, the facts of which have already been dealt with fully by Hardware and Metal, and Canadian Grocer. The speaker told how a dealer in Toronto came into his office and complained that a large department store was advertising paint as containing pure white lead at 33c, which was not as advertised, and was thereby hurting his business.

The matter had been looked into, and the case was in the police court, and he hoped to be present at the trial when he returned to Toronto.

C. F. Rannard, President, Calls on Manitoba Merchants to Co-operate

In his address on the opening day of the Convention, C. F. Rannard, president of the Manitoba Association, sounded a clear call to the merchants of the province to stand together, to co-operate, to seek a higher level of business efficiency, and to render true service. He said: "Mr. Chairman and members of the Retail Merchants' Association of Manitoba.—In presenting the annual address as president of this association, I find myself moved by conflicting emotions. I appreciate more than you can know the honor which you have shown me in electing me as the president of this association and organization, which, I believe, is calculated and planned to bring to the retail trade not only a higher standard of efficiency, but a stimulus and pride in our opportunity of community building.

"At the outset of my address I desire to express my appreciation, also to the other members of the executive committee who have been associated with me in the year's work; they have all proven themselves broad-minded, broad-hearted, unselfish men, willing to leave their own personal business at any time to attend to the various matters that come before us, and this association will be fortunate, if, in future years, as efficient and unselfish a group of men can always be found to carry on its important affairs.

"This annual convention still finds our country in the throes of the cruellest and most exacting war that the world has ever known, a war that is not only taking a tribute of our noblest sons from our best homes, but has left its paralyzing hand on business and commercial development and is contributing to the already acute burdens of our business men. Our hearts have been filled with pride at the glorious valor, and splendid chivalry, with which the country has responded to the great call of service overseas, and we pay our highest tributes to those who have made, and are making, their great sacrifice for King and country.

"Manitoba has much to be thankful for in conditions as we find them in spite of a world at war. The crop of 1915 was a providential uplift and blessing to our people, and times today, in spite of the depressing conditions of war, are wonderfully improved to what they were a year ago.

Tribute to Government.

"We owe much to our present government for the high ideals of public life and the efficient administration of public affairs which their first year has demonstrated to the public. Much important legislation has been enacted, which ought to be reflected in a better and more prosperous community, the most important of which was, no doubt, the passing of the Macdonald Act, which will be of great commercial benefit to every retail merchant in the Province of Manitoba, diverting the money, amounting to nearly ten million dollars a year, from that which was worse than human wastage, into the channels of legitimate trade and helping to raise a higher standard of sobriety, frugality and efficiency among the purchasing classes.

"The Retail Merchants' Association of Manitoba operates, as you know, under a Dominion charter, each province being empowered to nominate five delegates who form a Dominion board. There is a feeling in some of the Western provinces that we ought to have a distinctively Western branch of this Dominion board, inasmuch as the interests of the East and West are so dissimilar, and also because distances are so great that frequent meetings of the board are a physical and geographical impossibility.

"You may be asked during this convention to decide on your attitude regarding this matter, and if it is decided that a Western organization be formed, let us remember and emphasize the duty as well as the purpose of the largest and highest measure of co-operation with the organization of the East, inasmuch as questions of paramount interest, before the federal government, will require the united effort of all the Retail Merchants' Associations of Canada, and can never be successfully presented by any small sectional groups. The annual meeting of the Dominion board is to be held in Winnipeg in the month of July, when Manitoba must be represented by five of its best members, who will look after our interests as well as aid in bringing about better federal laws in the interests of retail trade throughout the Dominion.

Association's Policy.

"The policy of our Association is to secure the co-operation of every retail merchant in Manitoba of high standards of shop-keeping, that

commercial exchange may be developed that wastage and loss by overlapping, price-cutting and suicidal competition may be reduced to a minimum, and that many abuses under which the individual merchant suffers to-day may be remedied, and larger opportunities for his service to his community created.

No Protection Before.

"Before this Association was organized there was little protection for the retail merchant. He was the target for fakir and tumble-rigger, who exploited the community and generally left between two streaks of light. The trading stamp and phoney premiums were debauching his business, his credits were uncertain and unscientific, and he was driven from pillar to post by exactions that were often unreasonable and unfair; but by working together many of these old abuses have been eliminated, wise and remedial legislation has been secured, scientific credits are coming more and more to the front, and a healthy and hearty spirit of fraternal co-operation is being evidenced more and more every day so that it seems no idle boast to say that here in the West we are on the eve of a new era in merchandising, so that if this spirit grows as it should the retail merchant will find many of his excess burdens taken from his shoulders, and he will be able to distribute his goods to the ultimate consumer at the least possible cost and the highest standard of salesmanship.

Clean Advertising.

"The success of business enterprises is linked with judicious advertising. No commercial activity is more closely connected with every other commercial or industrial enterprise the world over, nor is any single line of business so interwoven in these modern times as advertising retail business. To a greater extent than is generally realized, a business is built and successfully carried on by advertising. If it is true and correct it has a big influence in swaying your business in a right direction, but if it is false and dishonest it will act as a loadstone to your business.

"Why is it that advertising stands on a much higher plane than it did a few years ago? Because, in early days advertising was used in the promotion of almost every act of fraud, and people looked askance upon everything that was advertised, but nowadays it has acquired a new dignity and new strength. Business in Canada is facing better days. The national confidence has been quickened with the result that sincerity and honesty play bigger dividends than ever before.

"Let our motto be 'Truth in Advertising.' The greatest enemy to successful advertising and to successful business is the quack and the faker, and the more money they contribute the greater the loss. Every time a man or woman is cheated by a bogus advertisement the pulling power of all advertising is so much weakened, because the faker and the publisher accepting the advertisement have taught just so many more people to distrust all advertising. There will be more advertisers and they will get more and quicker results when the quacks and the fakers are driven out of business, and during this last few months this association has been driving them out of business every day, and I am sure all advertisers will agree that they ought to be driven out, as they are a detriment to all channels of better business, as well as defrauding the public out of their money.

"Our legislative committee has been able to assist, by counsel and co-operation, in securing several pieces of important legislation. We have a 'Bulk Sales Act' so framed that no man can sell his business, put the money in his pocket, and depart for fields new and pastures green, without his paying his just debts. There may be objectionable points in the legislation at present framed; if so this organization ought to be big enough and wise enough to so amend them as to meet the changing or enlarging demands of the times. It is not the intention of this kind of laws to harass honest men, but rather to prevent the crooks getting away with the spoils. Legislation bearing on the creation of a small debt court was also secured, and while the present status may not be all that we desire, yet it will facilitate collections of petty debts by the retail dealer at a minimum cost, and I am sure will repay you far more than your membership fee you have paid to this association.

Acts Need Amending.

"The attention of the legislative committee is respectfully directed to some of our present needs.

"(a) The Hawkers' and Pedlars' Act' requires amending, and while some slight changes have been made in it, it is still far from satisfactory, but this much has been gained: every municipality taxes the hawk and pedlar, and it is up to the individual retail merchant to see that his municipality enforces same.

"(b) We hope also that this Association will be able to secure an alphabetical arrangement of property owners in the registry office so that credits and collections might be facilitated and strengthened thereby, as it will be much easier and less expensive to trace up any property an owner holds in his own name.

"(c) We also recommend legislation known as the 'Not Sufficient Fund law,' which will make the kiting of cheques, or their utterance by irresponsible people, a penal offence punishable by fine and imprisonment.

"(d) The enforcement also of absconding or defaulting debtors to return to their community and pay their accounts is legislation which would be of great service to our members.

"(e) Your attention is also cited to the fact that the Province of Saskatchewan has adopted the 'Food and Supply Bill,' by which the merchant who supplies a farmer with food and clothing, or any other material incident to the production or harvesting of his crop, can be given a first lien on that crop after the government seed grain lien has been satisfied, so that, next to the government itself, the retail merchant's claim would have precedence.

"(f) We should also give strong support to the Manitoba government in its present interest and purpose of improving land providing for rural credits. Nothing will do more for the retail merchants in the country town than the freeing of the farmers from the present cumbersome and expensive system of financing farm loans; if some of these excess burdens could be taken from the farmer's pocket book the liquidation of the merchant's long-standing accounts will be made that much easier, and it would do a great deal to place our business more and more on a cash basis and enable us to successfully compete with mail order business. As we all know, the long standing credits, with the average losses, have imposed a hardship on the retail merchant.

"(g) The co-operation of our Association is also earnestly requested with the work of the railway commission which has been accomplished by conference and co-operation in the handling of perishable goods, especially in winter, and on the question of demurrage, as well as some small relief in matter of rate. There is some concern being manifested just now in the likelihood of the railroads being allowed to raise their rates and if this is permitted no class will be more vitally concerned than the retail merchants of Manitoba, who will be caught by it, both going and coming.

Vital Questions.

"In the course of the programme to be presented at this convention questions of vital interest will be introduced by experts in their particular lines and your earnest and attentive hearing to these papers and discussions is respectfully invited. We have represented on this programme speakers from the Dominion and provincial governments, technical men from our departments of agriculture, and representatives from the various mercantile organizations, both wholesalers and manufacturers, so that in presenting this programme the executive committee feel that they have opened up large fields of profitable discussion.

"The Retail Merchants' Association of Manitoba offers its members the advantages of its credit reporting bureau with its exchange and compilation or ratings (all of which are kept confidential), and if every retail merchant would send in his own records and use this department, I am sure that this Association could save their members hundreds of thousands of dollars, besides bringing about a better and sounder condition of affairs.

"I would also recommend to your thoughtful consideration the advisability of organizing an insurance company for our own protection on the basis of 'mutual co-operation,' found today in many of the more progressive organizations of our kind, as I am satisfied that such a department for insurance purposes would not only be a great money saver, but would be an added attraction in the securing of new memberships and larger interests.

Need Publicity Department.

"I would also recommend for your serious consideration the advisability of organizing a 'publicity department' whose bulletins, or better still, a monthly journal, would keep the members in touch with the Association, outline needed and pending legislation, conduct efficiency studies in modern merchandising, publish reports on matters of interest and in general, to serve as a medium of information and education among the retail merchants of the province. Such a publication would be a small financial investment compared with the fine results that I believe would follow a more inti-

mate understanding of our problems and a closer touch with each other during the year.

"And now just let me urge upon you in closing a larger measure of interest and co-operation in the work of our Association. I am satisfied that the small fees at present collected might well be increased to say \$12 or \$15 a year in order that greater service could be rendered you and a more complete organization of retail trade of Manitoba be effected.

For 1,000 Members.

"At the present time we have a membership of about 800, 350 of them in the city, and 450 out in the province. This number should be increased to 1,000 in Winnipeg, and 1,500 in the province, and this, with a slight advance in dues, would provide sufficient funds to thoroughly modernize our organization and bring its best influences and service to the door of every retail merchant. At the present time we enjoy most harmonious relationship with the Manitoba government, Winnipeg executive officers, Grain Growers' Association, the wholesalers and manufacturers, and we unhesitatingly declare our policy between them all to be one of the most friendly co-operation with 'equal rights for all and special privileges to none.'

"Business men are realizing as never before that trade turns more and more on the spirit

and personality of the man behind the counter, and that the man who denies himself the fellowship and confidence, and co-operation of other men engaged in his own line of business sooner or later suffers in his own character and efficiency, and in the rapidly moving procession of business progress will soon be trailing far in the rear. The Retail Merchants' Association is calculated to develop the best and broadest elements of the business man's character, which increases his confidence and regard for the other business man across the street, sharpens his intellect by presenting new methods and new ideas, increases faith and confidence in himself, and all the latent good that is in human nature; and the retail merchant who holds himself aloof from his fellows and eats his heart out in envy and suspicion, whining and complaining against his task and his day, will, in the very near future, be absolutely eliminated from the twentieth century business success.

"If business is slow go out and visit your customers, drop across the street and chat with your competitors, get in closer touch with your community, and see if you have not over-looked some of the possibilities that have lain dormant about your door, and if this convention does nothing more than to revive your faith in yourself, your neighbor, and your country, your visit here will have been well worth while."

Report of the Provincial Secretary J. H. Curle

J. H. CURLE, who has been secretary of the Association for the past eight months, submitted the following comprehensive report: "During the year there have been 16 meetings of the board. One of these was the advising committee appointed at the last convention, and five joint meetings with the Winnipeg branch executive.

"On December 1, 1915, your officers attended the meeting of the railway commissioners for the purpose of securing satisfactory arrangements for the shipment of perishable fruit.

"They have had five meetings with Cabinet Ministers dealing with legislation. During the last session of the legislature, an Act for the recovery of small debts was secured. Representations were made to the government that there should be uniformity in taxation as applied to retail merchants in this province regardless of whether the business was done direct with the consumer or through the mails.

"In respect to the Workmen's Compensation Act, it was shown that retail merchants should not come under the provisions of this Act as practically no accidents had happened in connection with retail business, and that it was a gross injustice to require merchants to be liable for insurance premiums which carried no benefit with them.

Co-operating With Wholesalers.

"We have received many complaints against jobbers who sell direct to consumers and who at the same time profess to recognize the rights of the retailer. For the purpose of removing many of these grievances, a joint committee of wholesalers and retailers was formed and a start has been made. This committee can now deal with such questions more effectively than could be done formerly. To prevent or lessen the evil of having bankrupt stocks slaughtered to the disadvantage of other dealers, a suggestion was made to the wholesalers at one of their meetings by Horace Chevrier, that they establish trade sales in Winnipeg and other suitable places for the disposal of these stocks. Already this idea is being tried out in a small way, and it is hoped that it will grow and prove successful.

"The office is continually invited to give opinions on many legal points. These are now taken care of by our solicitor, R. B. Killbourne, who is willing at all times to give our members preliminary information.

"Many retailers are taking advantage of the insurance department in having their fire and other insurance policies examined. The changes and suggestions made by the manager, W. E. Hawkins, has not only safeguarded merchants in case of fire, but he has assisted merchants in getting their fire losses adjusted. This service is being used quite freely by retailers in the city and should be taken advantage of by a greater number throughout the province.

Credit Reports.

"One of the most important features of the work of our Association consists in compiling credit reports or ratings. These can only become entirely satisfactory as the office receives

promptly the rating forms filled out by our members. The elimination of the 'deadbeat' can only be brought about through the co-operation of our merchants. We might well follow the example of the wholesalers all over America, who through the exchange of ledger information can easily determine whether a customer desiring credit is worthy of it or not. No better form of protection can be established than that provided in a credit bureau for merchants. The best authorities place great emphasis upon this department of our work. As soon as each and every merchant is ready to let loose the information, credit reporting can be made a real protection to every merchant who desires to use it.

"For some time, your officers have tried to complete arrangements for the auditing of freight bills. We have had men in view, but the offers for experts made by the railroads has caused some delay in getting this work under way. We expect to be able to handle this work satisfactorily very soon, as we are now in touch with the best freight bureau in the West.

"I am pleased to report that our members are using the office to a greater extent than ever before. We are called upon for information, advice and assistance in connection with all de-

partments of the retail business, and I can assure you that the office staff has tried faithfully to give you good service and carry out your wishes as far as possible. I hope that you will make the greatest use of your association even to refusing to have anything to do with any proposition submitted to you about which you are in doubt before it has been reported upon by your association office.

Joint Committee Formed.

"Within the last year a joint committee of commerce and agriculture has been formed in the West. This committee consists of 20 farmers and 20 business men. It was felt that such an organization could do much to help solve the problems of the West. As you will be advised of the work of this body at the banquet on Wednesday evening, I will not go into details. At a recent meeting, a sub-committee consisting of the president and the secretary of the Grain Growers' Association and the secretary of the Retail Merchants' Association was appointed to enquire into and report upon the market for produce in Manitoba. The desire of this committee is to provide information which will improve the price for farm produce and remove from the market disreputable dealers who have been charged with fleecing the public. Your board has adopted the policy that more can be accomplished by taking a hand in improving conditions than could ever come by merely looking on. There is a great opportunity for retail merchants in Manitoba to become leaders in their own towns by studying local conditions and working with the farmers for anything and everything that will bring about greater prosperity.

"The Association has demands made upon it in the city that are not so common in the smaller towns or cities. The present system of taxing business as provided for by the Winnipeg charter is a discrimination against retail merchants, and was brought about largely through the indifference and lack of organization in Winnipeg at the time the commission was appointed to receive suggestions from the various organizations affected by the business tax. At present there is an investigation under way which is likely to result in a more equitable assessment.

"Through the efforts of this Association, assisted by members of the Winnipeg Advertising Club and the newspapers, many questionable and misleading advertisements are being refused and others removed from their pages. The exaggerated statements made by dealers in jewelry have been checked up and prosecutions have followed where there were violations of the Gold and Silver Marking Act.

"It would be quite impossible for me in a report of this kind to go into all the details of the work which has been undertaken, but I would just remind you that there is much that will only come to the notice of the individual who receives the service rendered. The success of our organization can be measured largely by the service it renders, and that service is largely dependent upon the co-operation, support and goodwill of the individual merchants all over the province."

Treasurer's Report.

The treasurer's report was read by T. A. Connell and showed the growth of the Association during the past year. The cash in the bank on March 31, 1915, had amounted to \$647.07, while the cash receipts for 1915-16 totaled \$4,504.21. The disbursements for 1915-16 amounted to \$6,420.90, leaving the Association \$730.32 to their credit in the bank. The report was adopted and the suggestions therein referred to the resolution committee.

WON \$25 WINDOW DISPLAY PRIZE

A. Crone, a salesman with Kent & Brown, Moose Jaw, Sask., won first prize in the Riley Toffee Window Dressing Contest put on in Moose Jaw by Hamblin, Brereton Co., of Winnipeg. The first prize carried with it \$25 in cash. The principal feature was a large Ferris wheel in the centre of the display with mechanical construction and toffee tins used to represent the boats. Kent & Brown state that the display resulted in considerable sales of toffee.

The business of Clough & Co., Lennoxville, Que., is now being conducted under the name of A. L. Parker & Co.



J. H. CURLE,

Re-elected Secretary Manitoba Branch Retail Merchants' Association.

Resolutions Adopted by Convention

The report of the resolution committee was brought in by the convener, Horace Chevrier, and the following resolutions were passed:

Want Mercantile Course

"Moved by W. T. Devlin, seconded by Horace Chevrier, that some form of mercantile training be instituted in Manitoba, and that the movement be encouraged by the retail merchants with a view to obtaining a special training equipment and course, to be offered by the University of Manitoba at some future date."

Meetings of Branches

"That the executive encourage the sectional meetings of the various lines of retail trade.—J. Box, of Souris; W. T. Devlin."

Handling Produce

"That the executive appoint a committee at an early moment to go into the matter regarding the handling of produce.—A. S. Higgins, J. Box, of Souris."

Complaint re "Branded Goods"

"That the local boards make specific reports on the complaints regarding losses in the handling of so-called 'branded goods' to the provincial board with a view to having such complaints remedied.—D. D. Macdonald, H. Chevrier."

Workmen's Compensation

"That the convention go on record as favoring the same exemptions to certain classes of retail merchants under the Workmen's Compensation act as was extended by the Ontario Government to the retail merchants of Ontario.—A. J. Banfield, W. T. Devlin."

Thanked the Officers

"That officers and executives of the association be thanked for their services during the last year.—H. King, J. Box."

"That the Industrial Bureau Board be thanked for the reception and use of the building.—H. S. Montgomery, Wm. Chambers."

Next Year's Meeting

"That the date and duration of the next convention be left in the hands of the executive.—J. Box, B. Beaudry."

Thanks to Press

"That the press be thanked for the support given during the convention and its assistance in making it a success.—H. Chevrier, H. L. Montgomery."

Community Engineer

That the incoming executive be empowered to secure the services of a community engineer, and that a community campaign be carried on during the present time of slackness in business, with a view of "commercial preparedness" at the close of the war.

Question of Trade Paper

That the question of providing a trade journal for the Manitoba association be referred to the delegates to the Dominion convention, which will be held during next month.

Rural Credits

That the policy of state loans on long terms and at reasonable rate would greatly help the placing of rural credit on a sound basis.

Insurance Dept.

That the incoming executive be instructed to study the question of an insurance company within the association, to take care of its members, and to report on it at a later date.

CONVENTION NOTES

On Tuesday morning, the morning on which the convention began its sessions, the Winnipeg Free Press contained half page ad., headed: "Books of Missionary and Theological Interest, which we commend to the attention of the Convention visitors in our midst." It was the ad. of a well-known department store and mail order house, and it really seemed as though the proprietors were concerned about the spiritual welfare of the visiting retailers. The ad. contained long lists of books for sale, the headings on which ran as follows: "Inspirational Books," "Quiet Talks," "Books for Sunday School Workers." It transpired later that a Presbyterian convention was being held in Winnipeg the same week.

Every now and then, J. W. Kelly, president of the Winnipeg branch would pop up to make an announcement. He was never out of order, for after looking at his smiling face once, it was impossible not to listen to what he had to say.

C. F. Rannard was re-elected president of the Manitoba Board, and there was no doubt about the Convention wanting him again, for they rose en masse and cheered him when his election was announced. Mr. Rannard asked to be excused, but

when the meeting insisted on him accepting the office, he did so, and promised another year of effort if the members in the country would support him. He wanted each man to bring five members to the next Convention.

Basswood, with a population of about a hundred, sent three delegates, and won the banner presented by the Russell-Lang Co., Winnipeg, for the country town sending most members. Each of the delegates was presented by Mr. Lang with a copy of "Retail Selling."

(Balance of report of convention will appear in next week's issue.)

LATE A. DRUMMOND'S WILL

The will of Arthur Drummond, late general manager of the Canada Sugar Refining Company, who died on May 29, was filed for probate in the Superior Court, Montreal, bearing date March 31, 1916. Deceased bequeaths one-half the income from his estate to his widow for life; to his daughters he leaves each one-tenth of the income, and the remaining tenths, to his son George. On the death of Mrs. Drummond, her share of the estate is to be divided between the children in the above proportions. To his brother Huntly, deceased leaves his Mignon River rights; a bequest of \$10,000 is made to Agnes Drummond, and one of \$5,000 to G. A. Bower, manager of the Canadian Sugar Refinery. The estate is to be administered by the Royal Trust Company.

NEW CONFECTIONERY PLANT

William Metcalfe & Co., of Berlin, Ont., have just completed a large three-storey brick factory building for the manufacture of candies. The cost of the building and machinery has been in the neighborhood of \$25,000. The capacity of the plant is fifteen tons daily. The company is placing their goods on the market under their trade mark design, known as "Metcalfe's—Canada's Best Sweets." This factory is the outgrowth of candy manufacturing undertaken in a small way by G. R. Metcalfe and W. F. Metcalfe in connection with their grocery store in that city. In the neighborhood of twenty workers will be employed in the new factory. The firm is also contemplating erecting a butter factory adjacent to the candy factory in the near future.

Writing Ads for July 1

Standardize Size and Type in Your Advertising—Merits of Playing Up the Weather on the Holiday—Some Suggestions and Illustrations—Dominion Day is Always Splendid Time for Special Ads.—Hints From Twenty-Fourth of May.

THE average grocer believes in advertising. Advertising has become so much a part of the present day business man's career that we are tempted to put down the man who does not advertise in some way as a man who is behind the times—providing he has an opportunity.

Undoubtedly, advertising is very worth while these days. Summer is now upon us and people are talking amongst themselves with a view to finding out how to spend their holidays and leisure time in the summer, when they have only a day at a time to spend, and are not able to get out of town or away to any resort. The grocer has here a great opportunity for cashing in on the picnickers. He can make money out of the desire of people to get out in the open air during the hot summer days. One way to cash in on picnic business is by display; another is by advertising.

The grocer should make his plans well ahead of statutory and public holidays. We are approaching another public holiday, that of July 1, and probably some suggestions as to advertising so as to make the holiday a good day from the grocer's point of view will be welcomed. July 1 is Dominion Day. It will be upon us in two weeks or so. Grocers should decide to celebrate Dominion Day by having a larger turnover than for any single holiday before.

Choice of Ideas

On this page are given three ads., two of which were used in the daily papers preparatory to the last holiday, that of May 24th. The first one brings out the choice between either the playing up of the fact that summer means attendant hot weather. A good way is to point out that the hot weather demands a good choice of food. In this ad.

is an illustration, and it will be seen that the word "Summer" is printed in big type and placed at the head. Underneath in smaller type is given, under the caption "A few of our hot weather specials," a long list of things which are peculiarly applicable for eating in hot weather. In fact, that phrase might have been featured in the original heading to advantage. The summer idea and the name of the proprietor are both in large type, which throws into good relief the important lines displayed in smaller type.

The Holiday Idea

Another of the ads. used by way of illustration on this page shows the adoption of the idea of the holiday as a day rather than as an item of summer weather. In the ad. of Black's grocery the point of the holiday is made up at the top by the phrase: "We are well supplied with fresh fruit and dainties of all kinds for the great holiday." Then follows a list of fresh fruits and dainties, well arranged in two columns, and printed in small type. Here again it is

important to notice that two big items stand out from the ad. One is the holiday idea at the top, and the other is the grocer's name at the bottom.

The other advertisement is one of Fraser Vigers, of Montreal. This firm is a consistent advertiser, and always goes strongly after summer business.

Feature Cooked Meats

Grocers should be careful to include in their ads. for picnic and holidays lines of cooked meats for sandwiches. Cooked meats have always been a favorite with picnickers, and grocers who have featured them in their advertising have proven the wisdom of so doing again and again.

Grocers who are doing advertising more or less all the time try to get into a uniform style. They settle in their minds the question of what kind of ads. they will have, and having so settled it, they keep to that kind, and do not vary it. The reason for this is that a customer is then impressed with the idea that the grocer will have a standard type and size and shape of ad. The customer will

look for that type and size and shape just as much as she will for the matter which is in the ad. itself.

Ads. for Dominion Day should be written right away and used in ample time for July 1. It is not enough to advertise the very last day before the holiday. Three or four days previously, or even more than that, is better. Advertise every day prior to the holiday, so that the accumulated effect may bring in the results deserved.

Alfred Sharp, Cabri, Sask., has disposed of his general store to J. Herb. White, of Regina.

WEDNESDAY, MAY 24th, VICTORIA DAY, THE ITALIAN WAREHOUSE WILL BE CLOSED.

Our Delivery to 10c. Lake show will go out as usual on Wednesday, May 24th. Fishing Parties Going to the Lakes and Rivers for Victoria Day, Will Make Their Trip Complete by Purchasing Their Supplies AT FRASER'S

HAMPERS AND BASKETS FILLED WITH GOOD THINGS

To Suit All Purces, As Seen Below.
 Imported French sardines, from French American Supply Co. 1/2 Pint and Quart Tins. 25c to 60c per Tin.
 M-Loren's Imperial Cheese, in Jars of Five sizes.
 "The Mower" Sweet White Pickles, in Jars.
 English Pickles, in Jars.
 "The Mower" Pickles, in Jars.
 Java, Jellies and Marmalade, in 1-lb. Jars.
 1/2 Doz. of Fatted Steaks in Glass and Tin.
 Wood's Turkey and Chicken, in 1-lb. and 1-lb. Tins.
 French Mashed Potatoes, in 1-lb. Jars.
 Sliced Bacon, in 1-lb. Glass Jars.
 Special Pickled Beef, in 1-lb. Glass Jars.
 Boston Baked Beans, in Individual No. 2 and No. 3 Tins, Plain and in Tomato Sauce.
 Beef Cutlets, in Tins.

BISCUITS, PLAIN, SWEET AND FANCY
 A Variety of Two Hundred Kinds to Choose From.
 Grape Juice, in Individual Pint and Quart Bottles.
 Lard, Java and Lane, James Corbett.
 Fraser's Scotch Whiskies, etc., etc.

AND DON'T FORGET THE "MOSQUITO OIL"
FRASER, VIGER & CO., Limited
 Italian Warehouse, 211 St. James Street.
 North-End Branch, 225-227 Laurier Avenue West.
 MONTREAL

We are well supplied with
Fresh Fruits and Dainties
 of all kinds for the Big Holiday

PHONE 462 Fresh Strawberries, qt. boxes . . . 20c PHONE 462
 Fine Yellow Bananas, doz. 20c to 30c
 Sweet Juicy Oranges, doz. 30c, 40c, 50c

COOKED MEATS **RELISHES, PICKLES, ETC.**

Corned Beef, lb. tin 25c	India Relish, bot. 15c and 30c
Jellied Veal, tin 25c	Chow Chow, bot. 20c and 30c
Roast Beef, tin 25c	Sweet Pickles, bot. 25c and 30c
Beef Steak and Onions, tin 30c	Sweet Pickles, qt. 40c
Cambridge Sausage, tin 30c	Sweet Midget Gherkins, bot. 40c
Lunch Tongue, tin 25c and 30c	Cream Cheese, pkg 10c and 15c
Boonfong Chicken, tin 35c	Cream Cheese, in pots 25c
Ham, Tongue and Veal, tin 15c	Pine Canadian Cheese, lb. 25c
Potted Chicken, jar 20c	Peanut Butter, jar 10c, 15c, 25c
Lunch Baskets (four sizes) 20c, 30c, 40c and 50c	

BIG OLIVE SPECIAL—Regular 40c for 25c

LOWNEY'S CANDIES **FRESH BULK CREAMS**
 All size boxes per lb. 30c.

See our window display
BLACK'S GROCERY
 Phone 462 810 Victoria Ave. Phone 462
 Here closed all day Wednesday.

Three summer ads. used in daily papers, two of which are preparatory to the last holiday. There are some good suggestions in them.

SUMMER

With its attendant "Hot weather" is now upon us, bringing an increased demand for

Fruits and Ready-to-Eat Foods

A Few of Our Hot Weather Specials:

- Special Smoked Cooked Ham
- Special Bacon
- Special Red Star Jelly Powders
- Special Fruits of all kinds
- Special Cheese
- Special Breakfast Foods
- Special Fresh Crisp cakes and biscuits (large assortment)

Try Our Home-Made Bread. You will then understand why our bread sales have reached such proportions.

FARMERS! We still have a limited quantity of Seed Corn, selected quality

J. A. Gillett
 THE QUALITY FIRST STORE
 AYLMER
 The Red Star Grocery

Rising Costs of Store Equipment

The Why and Wherefore—Glass Up 50 to 75%—Galvanized Iron and Enamel Nearly Doubled Since War Began—Scarcity of Labor An Added Reason—Prospects Are For Advances in Finished Fixtures and Equipment.

IN figuring the effect of the war upon the grocery business, many grocers are apt only to consider that war has affected them by advancing prices of foodstuffs, making it inevitable that they should advance the prices to the public. But it is not alone in food stuffs that war has resulted in higher levels. It applies too to such things as store furnishings and fixture items, amongst which are refrigerators, counters, scales, coffee mills and the like.

The fact of the matter is that almost all materials which go to make up various and practically every article of store furnishings, have been advanced in the primary market very materially since the war.

This is due to several causes. The first cause of all is the demand for war's immediate purposes upon materials which go to the makeup of store furnishings; the second is the ever-increasing scarcity of labor.

Glass Up From 50 to 75 Per Cent.

Take for instance a refrigerator. The glass necessary to the making of the refrigerator has advanced since the beginning of the war, anything from 50 per cent. to 75 per cent. This is a very conservative estimate and probably does not, in some cases, meet the circumstances. Glass at present is sold at exactly whatever the man who has it thinks he can get for it. The facts of the case are simply that Belgium was a great glass-making and exporting country and now of course no glass whatever comes from Belgium—not a yard. The United States has jumped in, in this as in other cases where Belgium has, by the ravages of war, had to default in export, and is manufacturing glass.

There is one factory at Welland, Ont., working along the same lines, but for the most part we get our glass from over the border. There would have been an advance in glass prices if business had remained as it was 18 months or two years ago.

There would have been an advance anyway if business had not increased at all or gone ahead so monumentally as has happened. The very fact of Belgium's non-export of glass was enough to send the market away up, three months after the beginning of war, and it has been going up ever since. Another crucial fact, however, has been the much increased business in the States due to munitions which has meant more and more demand for glass. There is no

INCREASE IN REFRIGERATOR MATERIALS

In connection with the subject discussed herewith, a manufacturer of refrigerators points out that since the outbreak of war, and largely because of it there have been the following advances:—

Nails	70-80%
Insulating Paper	20-25%
Brass Hardware	80%
Iron Screws, etc.	25%
Wide Hardwood Lumber	7-10%

question that the American continent itself internally is using considerably more glass to-day than ever it did. So far as we in Canada are concerned the same state of affairs exists. Business has increased by leaps and bounds, due largely to the impetus of munitions, and this has meant that hardware manufacturers and stores have all been in the market for glass. Glass plays a large part in refrigerators as it does also in scales, display bins, silent salesmen and other store fixtures. It is easy to see why manufacturers of equipment containing glass cannot continue to sell their equipment to-day at the price of two years ago.

Galvanized Sheets Higher

This is only one trouble. Galvanized iron sheets are 50 per cent. higher in price since the beginning of war. One has only to take a glance at the iron and steel markets of the world to learn that almost from day to day prices advance and since the beginning of the war the aggregate advance is very considerable. Galvanized iron sheets are used in refrigerators and in scales, frequently to line these and other articles of store equipment. For instance, they go in the panels of refrigerators, and indeed sometimes refrigerators are lined throughout with galvanized iron sheets. To take one price alone, galvanized iron sheets formerly costing \$4, now cost \$6.50. The increase on this is therefore well over 50 per cent. This is reason number two why store equipment prices are higher.

Brass Hardware Too

The third one is the increase in price of all brass hardware since the war be-

gan. Taking it generally this advance has amounted to between 70 and 80 per cent. Brass hardware is used for handles, screws, hinges and general fittings of refrigerators, counters and so forth and considerable is employed in the make-up of store equipment. The brass market has been in the same state as the iron and steel market—that is perennially advancing since the outbreak of war.

The screws for iron catches are up about 25 per cent. This is another result of the advancing iron and steel market. One comes next to paint and oils, enamels, etc. White enamel is around \$3 per gallon more than at the outbreak of the war. White lead used in paints, enamels, shellacs and so on instead of being \$7 a cwt. is now about \$14 a cwt. This increase is simply 100 per cent. Zinc is almost as bad.

The increase in white enamel is about 75 per cent. Taking it broadly and approximately it may be stated that the increase in paints, enamels and the like since the beginning of war has amounted to something like 85 per cent. Probably the amount of enamel, paints and varnishes and so on used in store equipment is greater than any other class of material and it is easily seen that such increases would have to be looked at very seriously by the manufacturers of equipment.

We come to the insulation of cold storage doors made of what is known as heavy insulating paper, or else cork. There have been advances in these of anything from 15 per cent. to 25 per cent. The paper situation at present is international in its effect, and a scarcity in paper is apparent not only in Britain but in the United States and Canada too.

There has been a heavy advance in wire nails and screws. This increase in nails is something like 70 per cent., if not more since the beginning of war and is directly traceable to the state of the iron and steel market.

Spruce and other lumber is also up 7 to 10 per cent. during the last two years, though this may not be directly traceable to war's influence.

Acute Scarcity of Labor

There is also an acute shortage of labor. This is a matter which has been growing steadily worse for the last 13 months. Not only is it apparent in Canada, a warring country, where men are enlisting every day, but it is also appar-

(Continued on page 36.)



CURRENT NEWS OF WEEK

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



Quebec and Maritime Provinces

A. P. Tippet, A. P. Tippet & Co., Montreal, was in Quebec City for a few days this week.

The Crest Chemical Co. have removed from St. Denis Street to 265 Lagauchetiere W., Montreal.

C. Ritz, manager of Robin Hood Mills, Montreal, left last week on a ten-day trip to the Maritime Provinces.

Chas. Cole, manufacturers' agent, has just returned to Toronto after spending three weeks in Montreal calling on the trade there.

Mr. Boutilier, representing Laporte Martin Co. in the Maritime Provinces, is spending a few days in Montreal at the head office.

Stewart Munn, of the oil and provision firm of Stewart Munn & Co., has returned to Montreal in connection with the Canadian and Newfoundland business of the company.

Armand Chaput, who is president of the Federated Boards of Trade of the Province of Quebec, was in Sorel this week attending the annual convention on Monday, Tuesday and Wednesday.

W. W. Hutchison, vice-president of the Lake of the Woods Milling Co., has returned to Montreal from a six weeks' trip through the Western division of the company, for the purpose of a survey of the various plants.

James C. Henderson, Liverpool, N.S., died recently. He was a son of the late Captain James Clifford and Isabella Henderson, and was born March 15th, 1877. He conducted a grocery business in that town for many years, until a return of ill health compelled him to abandon it.

A. W. Richardson, sales manager of Torbitt & Castleman, syrup and molasses packers, of Louisville, Ky., is on a trip to Canada. He is at present in Ontario, but will be in Montreal by June 20 for the purpose of calling on the wholesale trade, with J. R. Freeman, of the D. Marshall Co., with a view to introducing their goods here.

Ontario

Brockville, Ont., hotels have advanced their rates.

Kingston has decided after all that it will not have daylight saving, council so settling by a vote of 10 to 9.

Kingsville, Ont., has been selected as the site for the new Government white fish hatchery, and tenders are being called for.

Trefle Dextras, grocer, of Cornwall, Ont., died in Montreal last week. Mr. Dextras was 54 years of age, and is survived by his parents, his widow and nine children.

Steve Sawden, of Shelburne, Ont., has sold his grocery and provision store, known as "The Dufferin Produce," to T. A. Davidson, formerly of Inglewood, and has taken a position in the Western Business College.

J. McCorvie & Sons, grocers, have succeeded in securing the third prize in the window dressing competition held sometime ago by Lever Bros. The window was the third best exhibition of Sunlight products. Mr. McCorvie has divided the cash prize among his employees.—Chat-ham, Ont. News.

The Grocers' Section of the Retail Merchants' Association, Toronto Branch, held their regular meeting on Monday night. The chief business transaction was final arrangements for the picnic to Cobourg on Wednesday. Canadian Grocer's representative was present, and report will appear in next week's issue.

Mr. Boyle, who has been superintendent in the Bell Fruit Farm Canning factory, Grimsby, Ont., for several years, has gone to Essex county, to take a position as manager in one of the factories of the Dominion Cannery. Mr. Boyle was manager in one of the Dominion Cannery's factories before he came to Grimsby and has gone back to accept a position as manager again.



A. H. McINTOSH,
recently appointed traveler in Winnipeg by
the Codyville Co., Ltd.

Western Canada

Reston, Man., has decided to hold half-holiday on Thursdays during June and July.

C. Banford of Edmonton, Alta., will be connected with the Red Deer Grocery Company.

Lloyd Crowe and his brother Elliott, of Trail, B.C., are opening a grocery business in Trail.

W. H. Escott, of the W. H. Escott Co., Winnipeg, has returned from a trip to his branches in the West. Wholesale merchants, he says, are very optimistic, and the outlook for the crop is splendid.

The Canadian Products Co., a company recently organized to take over the business of the Duchesnay Packing Co., at Ladner, is preparing to erect a \$30,000 evaporating and packing plant in New Westminster, B.C.

Contracts for supplies for the Vernon, B.C. Training Camp, for which tenders had been called were let. F. C. Cooper has the contract for groceries; P. Burns & Co., for meat, butter and bacon; and W. H. Keary of Armstrong for hay, oats and vegetables.

About the middle of the month a meeting of the committee on rural credits will be held in Winnipeg, and it is expected at that time that important developments will take place in this line. The committee is said to have outlined a scheme and this will shortly be laid before the executive of the Union of Municipalities and the Grain Growers. Manitoba's progress in this work is being watched closely by Saskatchewan and Alberta, and the system introduced may be followed in those provinces or they may take up the example set by Manitoba.

The Retail Grocers' Association of British Columbia, has protested to Premier Bowser against fruit stands being allowed to remain open under the proposed weekly half day closing legislation which is now before the Provincial Legislature. Telegrams have been sent to the premier stating that five hundred retail stores in Vancouver and South Vancouver are opposed to exemption of fresh fruit stores from the bill. One telegram sent ran: "Grocers feel very strongly on exemption of Greek fruit stands from half-holiday bill. Almost every fruit stand is owned by Greeks, who constantly violate the law. Court records show all applications for naturalization papers refused for three years past."

Currants Advancing: Freight Situation Easier

No Signs of Sugar Easing Up as Yet—Canadian Refiners Selling to Britain—Beans Firmer—
Freight Rates Likely to Ease Up Somewhat—Canned Goods Maintain
Their Strength.

Quebec Markets

Montreal, June 15.—Business continues to be satisfactory, and although consuming demand is thought to be beginning to feel effects of increased prices, the general upward trend of market has had effect of stimulating interest on part of large buyers. So much so that some commodities are changing hands to-day at advances over prices at which they were refused by the same buyers a few weeks ago. Shortage of imported goods is becoming more pronounced, particularly in jams, mustard, pickles, etc, but an easier feeling is noted in this connection following recent pronouncement to effect that more tonnage is to be released for trade, together with the 25 per cent. drop in shipping rates. Unseasonable weather all over U. S. and Canada has been chief unfavorable factor of late, and has greatly interfered with normal trend of trade.

An indication of the improved ship situation is the announcement that a large shipment of cocoa butter is about to be made from Holland for this country for the first time since the embargo. Sugar continues to be the subject of considerable speculation as to future possibilities, with greater firmness noted in outside reports. Beans and currants have advanced $\frac{1}{4}c$ and 1c per lb. respectively. Clarke's baked beans have advanced an average of 10 per cent., and shoe blacking has made a similar advance. All varieties of liquors continue to advance in common with chemical and other lines, particularly susceptible to inroads of munitions business. Further advances have occurred in walnuts and coarse salt is up 5c per bag. Flour is firmer and feeds are weaker and seeking an outlet on American market at reduced prices. Fruit and vegetable lines continue high, with only a few declines in case of lines coming forward freely. Hogs and lard are unchanged in price, with greater firmness noted in the latter, and cheese and eggs have advanced again.

SUGAR.—Prices remain unchanged on a quiet market, in which no developments of note have occurred since last week, although feeling of firmness continues to grow on basis of New York reports. Reports of another large army contract having been placed locally in addition to several of 5,000 tons each

that have already been disposed of, tend to maintain feeling here that even in event of decline on New York market prices here might continue at present level in view of fact that they have not kept pace with New York during advances. Sale of Cubas continues to be made at from $5\frac{3}{8}c$ to $5\frac{1}{2}c$, and number of centrals grinding is down to 25. Local buyers are said to have amply cared for their wants during advances, so that present purchases are on hand-to-mouth basis only until market takes a turn or surplus of stocks becomes exhausted. Unseasonable weather continues to restrict consumption, which is further curtailed by high price of fruit, although prospects for cheap berries are said to be favorable.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	8 20
20 lb. bags	8 30
2 and 6-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 65
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lumps—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 60
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUPS.—Market remains unchanged from last week, with delivery the question of supreme importance and supplies less frequent than then, with firmness so fully maintained that small supplies coming forward frequently change hands at an advance of 8c over contract price, which is thus disregarded by local buyers as an incentive to delivery. Firms that ordinarily receive 1,000 puncheons at a time are now forced to be content with lots of 25 or 50, and single puncheon shipments are common. Interest continues to centre in possibility of receiving full cargo very soon.

Corn and cane syrups continue unchanged and firm, and in good demand in sympathy with molasses shortage.

	Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 50	0 51
Barrels	0 62	0 64
Half barrels	0 64	0 66
For outside territories prices range about 3c lower.		
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb. $3\frac{1}{2}c$; $\frac{1}{4}$ bbls., $4c$; $\frac{1}{2}$ bbls.	0 04 $\frac{1}{4}$	
Pails, $5\frac{3}{4}$ lbs., $\$1.95$; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 95	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, $\frac{1}{4}$ doz. in case	2 90	

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Cukes and beans easier.
Potatoes firmer.
Lemons stronger.
Tomatoes down.
FISH AND OYSTERS—
Halibut firmer.
Gaspe salmon plentiful and low.
FLOUR AND CEREALS—
Flour stronger.
Feeds easier.
PRODUCE AND PROVISIONS—
Hogs unchanged.
Lard firm.
Cheese higher.
Eggs firming up.
GENERAL MARKETS—
Currants up 1c.
Beans up 25c bushel.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Bran and shorts down.
Good feed flour off.
All cereals dull.
Export trade quiet.
FRUITS AND VEGETABLES—
Potatoes higher.
Many declines.
Warm weather helps.
Head lettuce lower.
Pines advancing.
PRODUCE AND PROVISIONS—
Hogs slightly lower.
Butter levels easing.
Cheese up again.
Little change in eggs.
FISH AND OYSTERS—
Gaspe salmon coming.
Halibut somewhat scarce.
Demand for mackerel.
Lobster levels lower.
GENERAL GROCERIES—
No change in molasses.
Teas of poor quality.
Sugar trading active?
Currants quoted higher.
Beans remain scarce.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour still at $\$6.60$ bbl.
No indications of a change.
Big cut in feed prices.
Indications of a big hay crop.
Bran selling for less than $\$18$.
All cereals very quiet.
PRODUCE AND PROVISIONS—
Hogs still firm; receipts fair.
Egg market holding firm.
Egg decline must come soon.
No. 1 candled stock 25-25 $\frac{1}{2}c$.
Cheese firming up again.
Butter declines again.
FISH AND POULTRY—
Fresh whitefish at 9 $\frac{1}{2}c$.
Salmon firm at 18c.
Poultry still scarce.
FRUIT AND VEGETABLES—
Grapefruit jumps to $\$5.50$.
Pineapples decline to $\$4.50$.
Only local rhubarb available.
Plums, peaches and apricots in.
Mississippi tomatoes easier.
GENERAL GROCERIES—
All California dried fruits up.
Tapioca and sago to decline.
Canned salmon getting scarcer.
Bean market still stiffening.
Sugar market remains quiet.
Molasses market stationary.

Cases, 30 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb. 5¼c; ¼ bbls.....	0 65½
Cases, 2 lb. tins, 2 doz. in case.....	4 80

DRIED FRUITS.—Currants have advanced 1c in a wholesale way, so that although price to retail trade has firmed up to 12½c for Filiatras loose and 14c in packages, these prices are said by importers to be lower than wholesalers must pay to replace stocks, and one case at least is known of an importer seeking to buy at these figures locally owing to fact that imports cannot be made under 13½c. Cables are three shillings higher than last week and 15 shillings higher than last year, the latest being for 53. Trade is active in this line as result, and buyers are said to be paying 13c and 14c for currants that they had previously refused at 9c. Feeling in trade is very firm for the moment, but an undertone of uneasiness is evident, based on fact that currants are much higher than seeded raisins, of which large supplies are available and likely to have a weakening effect on position of currants.

Prices remain unchanged, as do other factors of importance in other lines, with European buyers showing only nominal interest in Coast fruits. prices of which are in an indefinite state and awaiting trend of export trade.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes.....	0 09½	
Apples, choice winter, 50-lb. boxes.....	0 09	
Apricots	0 14	
Nectarines, choice	0 11½	
Peaches, choice	0 08	
Pears, choice	0 13½	

DRIED FRUITS.		Per lb.
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20

Currants—		
Filiatras, fine, loose, new	0 12½	
Filiatras, packages, new	0 14	

Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	
Faris, choicest	0 12½	
Hallowee, loose, new	0 09½	
Hallowee, 1-lb. pkgs.	0 09	

Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	
1 lb. glove boxes, each	0 12	
Cal. bricks, 10 oz.	0 09½	
Cal. bricks, 16 oz.	0 10	
Cal. layers	0 10	
Cal. fancy, table, 10 lbs.	1 50	

Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	0 10½	0 10
50 to 60, in 25-lb. boxes, faced.....	0 10	0 10
60 to 70, in 25-lb. boxes, faced.....	0 09½	0 09½
70 to 80, in 25-lb. boxes, faced.....	0 09	0 09
80 to 90, in 25-lb. boxes, faced.....	0 08½	0 08½
90 to 100, in 25-lb. boxes, faced.....	0 08	0 08

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster.....	3 75	
Muscataels, loose, 3-crown, lb.	0 09	
Muscataels, 4-crown, lb.	0 09½	
Cal. seedless, 16 oz.	0 12½	
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 oz. pkgs.	0 10½	0 11
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11½	

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Local market is firming up on basis of New York reports of greater activity in both black and white peppers, particularly the former, which are reported to be in very strong position after advances of from 1c to 1½c. Other factors remain unchanged, and with no increase in demand locally in any line.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 27	—0 85	—0 35
Cayenne pepper	—0 28	—0 85	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 67c.			

Cinnamon, per lb., 35c.		
Ginger, Cochin	—0 25	—0 31
Ginger, Jamaica	—0 28	—0 29
Mace	—0 80	—1 00
Nutmegs	0 45—0 45	—0 45
Peppers, black	—0 28	0 85—0 90
Peppers, white	—0 35	1 15—1 20
Pastry spice	—0 22	0 95—1 20
Pickling spice	0 15—0 18	.....
Turmeric	0 21—0 22	.....

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

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	0 13	
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	12-15	

RICE AND TAPIOCA.—There is nothing of interest to report in rice market, which continues quiet and steady at unchanged prices, in which firmness is well maintained, although there is an absence of the undertone of expectation of higher prices that characterized market some time back. Ship shortage remains chief factor in maintenance of a firm feeling that is based on normal demand and supplies that are none too large, together with an actual shortage in tapioca which throws back demand on rice. Demand for tapioca is not heavy in view of high and unchanged prices.

Rangoon Rices—		Per cwt.
Rangoon, "B"	4 30	
"C.C."	4 10	
India bright	4 45	
Lustre	4 50	

Fancy Rices—		Per lb.
Mandarin, Patna	4 90	
Pearl	5 10	
Imperial Glace	5 90	
Sparkle	5 40	
Crystal	5 70	
Snow	5 30	
Ice drips	5 40	

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—		Per lb.
Bags, 224 lbs.	0 06	
Half bags, 112 lbs.	0 06½	
Quarter bags	0 06½	
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07

Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Beans continue to develop firmness, which has now settled down into a general advance of ¼c per lb. for Canadian hand-picked, which are now from \$5.10 to \$5.25 per bushel, and in a wholesale way advance of 25c a bushel is general, especially for hand-picked varieties, as a result of tendency on part of canners to take all available supplies on hand. Entire line is very firm, and great scarcity of supplies is noted except in case of poor quality stuff, which finds no sale, and with no relief looked for until arrival of new crop.

Beans—		
Canadian, 3-lb. pickers, per bushel....	4 55	4 70
Canadian, hand-picked	5 10	5 25
Canadian, 5-lb. pickers	4 35	4 45
Yellow eyes, per bushel	4 45	4 55
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 25	3 50
Peas, split, bag 95 lbs.	6 25	6 25
Barley, pot. per bag	3 25	3 25
Barley, pearl, lb.	0 04½	0 05

TEA.—Market is unchanged and quiet, with no occurrences of importance to note, and trade in general awaiting complete establishment of new markets at primary points for definite indications of new season. Cables continue to confirm earlier reports as to prices and quality, and samples are beginning to appear of new crop, Japans showing good qual-

ity, with shipments expected shortly. Demand continues good on local market, with increased interest in freights following announcement of more tonnage being available for allied trade.

COFFEE.—Market is quiet, with firmness steadily maintained, although primary market reports are to effect that No. 7's, which were for so long at 93¼c, and eventually reached 97½c, are now down to 91½c. Business continues to maintain itself well in all lines, with a normal demand that is free from any element of speculation.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—Volume of sales passing continues to grow and show increases over normal trade at this season, partly as result of recent stimulation, due to advances which have firmed up shelled walnuts 1c in a wholesale way and Grenobles ½c to retail trade, so that the latter are now 16c to 17c per lb. Tarragonas have declined ½c, and are now 16c to 17c. Almonds, figs and dates are unchanged.

Almonds, Tara, new	0 16	0 17
Grenobles	0 16	0 17
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 33	0 34
Shelled almonds, 25-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 15½	0 16
Filberts, shelled	0 32	0 34
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08½	0 12½

CANNED GOODS.—Entire line continues to maintain firmness, with no slackening of demand, as result of higher prices, which are unchanged from last week. Continuance of bad weather has had additional firming effect as regards likelihood of an impaired acreage and late planting.

Fish lines share in general firmness, and more active demand has been apparent lately as result of sales to camps and outing parties.

Ontario Markets

Toronto, June 15.—The currant market this week, with its report of a high price cabled, is reminiscent of the days last winter when no one knew whether they would even get currants or not, and if so, at what price. It looks, by all accounts, as if we will have a stiff market in currants again this year, if advance quotations are anything to go by.

The easier feeling in butter referred to in these columns a couple of weeks ago as a probability seems at last to be materialising. Export, by all indications, is dropping somewhat; England is down a cent on creamery, and ship-

ments to the West, which were causing a good deal of strength, have more or less ceased. Montreal reports are pointing to an easier feeling, and by next week a lower level is not improbable. In this connection it is interesting to observe that there is a decided shortage of butter across the border. Warehouse reports on June 1st, showed stocks of 4,256,000 as against 11,510,000 pounds a year ago. That is a very marked disparity. It emphasises by the report re May 1. On May 1 this year stocks of butter in warehouses were 625,000 lbs. There is a wider disparity amounting to something like 4,413,000 lbs. The States is therefore strong on butter and readers should bear this in mind, in its relation to our own condition.

Trade is good, with some collections in the city only slightly off color just now. Those in the country are, as usual, good. Volume of trade passing continues to be large, and orders are getting away from the hand-to-mouth variety so long complained of by the trade. May was undeniably a good month with wholesalers, and therefore retailer must have found it a profitable month too.

SUGAR.—Raws are distinctly firmer in New York, and refiners are again paying higher levels, as was forecast in these columns lately. Refiners undoubtedly held off for some time, partly because of trouble in labor conditions at their own refineries. They are now buying more, however. Sugar futures are also being sold to Europe. That there is more strength to the market is indicated by the fact that two Philadelphia refiners who were cutting prices last week have restored these prices again.

Locally, there is a firm tone, and the fair weather is helping to stimulate buying. Should it continue, sugar men expect better demand to follow.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 25
20 lb. bags	8 35
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 15
New Brunswick refined, 100-lb. bags	8 11
Extra Ground Sugars—	
Barrels	8 25
50 lb. boxes	8 55
25 lb. boxes	8 95
Powdered Sugars—	
Barrels	8 35
25 lb. boxes	8 85
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	9 91
50 lb. boxes	9 01
Cartons (20 to case)	9 85
Cartons (50 to case)	10 95
Crystal Dominoes, carton	10 21
Paris Lump—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 55
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—There is no downward trend apparent in this market as yet. It is said that the amount of molasses said to be en route to Eastern points from West Indies has been exaggerated and that we shall not see any-

thing like the reduction in price which has been hinted at. Be that as it may, the freight situation is undoubtedly easier, and bottoms are more plentiful for the trade between Barbadoes and Canadian ports. It is said that molasses is in every growing demand from munition concerns, and that that influence upon price conditions is a growing and not a declining one.

Conditions anent cane and corn syrups are unchanged with usual demand from trade.

Corn Syrups—	
Barrels, per lb., 4c; ½ bbls., 4½c; ¼ bbls.	0 04½
Pails, 35½ lbs., \$1.95; 25 lbs.	1 50
Cases, 2 lb. tins, 2 doz. in case	2 75
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ½ doz. in case	3 05
Cases, 20 lb. tins, ¼ doz. in case	3 00
Cane Syrups—	
Barrels, lb., 4½c; ½ bbls.	0 06½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses	
Fancy, gallon	0 60 0 65
West India, bbls.	0 35 0 38

TEA.—In a cable this week it is hinted that the height of good quality has been reached and passed and that teas of inferior quality are gradually taking up most attention, because good quality stuff is so scarce. As to prices the market is steady and even firm, though at this writing we learn of no enhanced levels at London auctions. From various mail advices, one gathers that Russian buying is getting more active again and is proving increasingly a factor.

Advices from Japan report that the quality of tea, owing to cold sunless weather, adds to the difficulty faced by buyers who are not being any too eager, but who are, on the other hand, inclined to pursue a waiting policy.

Locally, the situation holds nothing of new interest.

DRIED FRUITS.—Currants again are leaping into view, by reason of very high quotations. Cables came to hand this week of 53/6 and 54/-. In one case 55/- was mentioned. These are for Amalias and are certainly very high. Buyers seem somewhat afraid to do business upon any such bases and are inclined to hold off.

Currant prices, it is thought will have an appreciable effect upon raisins. There at present a deadlock exists at the Coast. The Association is holding off in its offerings, and independents are also awaiting more definite indications of supplies. All raisins are fairly firmly held on this market at the moment. Seedless raisins, locally, are exceptionally firmly held. Seeded are in better demand than is usual at this time of the year.

Apricots on this market are somewhat dull and featureless at the moment. Peaches are selling slowly and in small quantities.

Whole range of fruits is hampered in sales by fresh fruits. It is a more or less dead market for a time.

Apples, evaporated, per lb.	0 09½
Apricots—	
Std., 25's, faced	0 12 0 12½
Choice, 25's, faced	0 13½ 0 14

Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa...ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-60s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07	0 07½
Stds., 50-lb. boxes	0 06½	0 07
Choice, 25 lbs., faced	0 07½	0 07½
Extra choice, 25 lbs., faced	0 07½	0 08
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10	0 10
Seeded, choice, 1 lb. packets	0 09½	0 10½
Seeded, choice, 12 oz.	0 08	0 08
Seedless, 15 oz. packets	0 13	0 13½
Seedless, 12 oz. packets	0 11	0 11
Raspberries, black, dried, 25-lb. boxes	0 40	0 42
NUTS. —Business in most lines is poor, demand being decidedly hand-to-mouth. Some early cables seem to indicate high prices on walnuts. Both France and Italy are at war and crops will be short. The freight situation too complicates price matters. Outlook is for high prices on walnuts. California crop is a quantity hard to gauge at present. Almonds on spot, both shelled and in shell, are firm on account of scarcity but there is little demand.		
In Shell—		Per lb.
Almonds, Tarragona	0 15½	0 16½
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14½
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14½	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 40	0 42
Filberts	0 11	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 34	0 37
Broken	0 31	0 32
BEANS. —Firmness is still the dominating note. True there is not a large demand; this is not the season for large demand for beans, but scarcity of stocks prohibits any attractively low prices. Farmers are not bothering much with beans. A lean period is looked for later on, as new crop will be late, if even it is good, and the gap to be bridged looks like a high-level period.		
Beans, choice primes, bushel	4 40	4 50
Beans, hand-picked, bushel	4 75	4 75
Peas, blue, bushel	3 50	3 60
Split, lb.	0 05	0 05½
SPICES. —Both black and white peppers are in good demand, and stocks are low. They have not been much replenished since last rush of buying; hence scarcity now. Demand is healthy and will grow. Cream of tartar is very firm here; stocks in New York are said to be comparatively slight.		
Compound, per lb.		Pure, per lb.
Allspice, ground	0 20	0 17-0 19
Allspice, whole	0 15-0 20	0 15-0 20
Bay leaves	0 15-0 20	0 15-0 20
Bicarb. soda	0 23½	0 23½
Caraway seeds	0 25	0 25

Cassia, whole	0 25-0 32
Cassia, groupd	0 16-0 18
Cayenne	0 30-0 35
Cayenne, Jap. chillies	0 45-0 50
Celery seed	0 30-0 35
Celery salt	0 30-0 35
Celery pepper	0 30-0 35
Cinnamon, Batavia	0 30-0 40
Cloves, whole	0 40-0 45
Cloves, ground	0 18-0 22
Coriander seed	0 12-0 13
Cream of tartar	0 25-0 30
Curry powder	0 30-0 35
Ginger, Cochin	0 15-0 17
Ginger, Jamaica, ground	0 18-0 21
Ginger, Jamaica, whole	0 25-0 30
Ginger, African, ground	0 14-0 18
Mace	0 85-1 00
Mustard, pure	0 28-0 30
Mustard seed	0 20-0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	0 35-0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	0 37-0 42
Pastry spice	0 25-0 30
Paprika	0 35-0 40
Peppers, black, ground	0 14-0 18
Peppers, black, whole	0 24-0 29
Peppers, white, ground	0 19-0 24
Peppers, white, whole	0 30-0 35
Pickling spice	0 18-0 23
Sage	0 45-0 50
Saltpetre (chill)	.....-0 10
Thyme	.....-0 25
Turmeric	0 20-0 22

SPICE AND TAPIOCA.—Firmness continues without any new feature. American markets are all firm, alike on imported and Southern lines. Buying here is about normal, but in this as in so many cases stocks are slender.

Tapioca is very strong, and quotations to trade are in wide range according to size of stock in hands of wholesaler. There is a better-than-usual demand, too, which adds to firmness.

Rice—

Rangoon "B." per cwt.	4 50
Rangoon "CC." per cwt.	4 40
Rangoon, fancy, per cwt.	4 38
Patna, fancy	0 07½ 0 09

Tapioca—

Pearl, per lb.	0 11 0 12
Seed, per lb.	0 11 0 13

CANNED GOODS.—All vegetables remain firm, and the market on corn, peas and tomatoes is an advancing one. Trade will do well to buy these lines now. They know of the reasons; shortage of labor, advanced price of cans, and heavy export demand on vegetables.

There are persistent rumors of activity along the line of some sort of central organizations standardising fruits, as to size and price. Nothing definite is decided at this writing however. The movement, if any is not yet concrete. Canned fruits are a good buy, however, at ruling levels.

Manitoba Markets

Winnipeg, June 15.—It is reported that a readjustment of freight rates is to take place on the Pacific coast. Rates on these waters have been exceptionally high, and have accounted for exceedingly high prices being paid for certain products, chiefly rice, tapioca and sago. When this readjustment takes place, there will certainly be an easing off in these markets. This development, however, is not so important, as fewer things come across the Pacific than other waters. It would affect the price of teas no doubt, but the supplies are pretty well all in. Japanese beans are

also practically unsecurable. As for raw sugar, this comes from Porto Rico, and would hardly be affected by readjustment in freight rates.

The features to the dried fruit market are advances in prunes, peaches and apricots, particularly peaches which have headed upward considerably since the association took charge. On account of the readjustment of freight rates on the Pacific, jobbers state that tapioca for fall delivery will be ½c lower than present prices. While some jobbers are quoting 9c for tapioca and 8¼c for sago, there are some still quoting 8¼c for tapioca and 8c for sago.

SUGAR.—Both the refined and raw markets remained comparatively quiet last week. Refined is still quoted on a basis of \$8.80. Representatives of refiners in Winnipeg hold to their belief that the market will advance further. Jobbers are buying steadily, but their stocks are rather heavy. They have not been buying as heavily as they would have otherwise.

Sugar, Eastern—	in sacks.
Standard granulated	Per cwt.
Extra ground or icing, boxes	8 80
Extra ground or icing, bbls.	9 65
Powdered, boxes	9 35
Powdered, bbls.	9 45
Hard lump (109-lb. case)	9 25
Montreal yellow, bags	9 75
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 90 lbs., per cwt.	8 85
Rales, 20 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 5s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 80
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 65
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 75
H. P. lumps, 25-lb. boxes	9 95
Yellow, in bags	8 40

SYRUP AND MOLASSES.—As far as cane and corn syrup are concerned, there is no change, and the market is quiet. The supply of molasses which was due at St. John, N.B., two weeks ago, has not reached Winnipeg yet, and the feeling here is that it will not affect prices when it does arrive.

Corn Syrup—

2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 23
10s, per case, ¼ doz.	3 11
20s, per case ¼ doz.	3 12
¼ barrels, by the lb.	4 65

B. C. Cane Syrups—

2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, ¼ doz. to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—

Barbadoes, ¼ bbls., per gal.	Per gal.
New Orleans	0 25
New Orleans, tins, 24 x 2 lb. case, \$2.20; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.	

DRIED FRUITS.—The market is firmer, more or less, on all lines. Apricots continue to go up due to shortage; the California market is cleaned up on this line. Peaches are still firm. While it is expected there will be a car shortage later on in the year, there has been no trouble experienced as yet in securing supplies of raisins. It is not antici-

pated there will be any change in price, at least on seeded; seedless raisins will probably be higher, as it looks as though there will be a shortage. Currants are going up all along the line. The prune market is firmer, and stocks in California are not heavy; small sizes are pretty well cleaned up.

Dried Fruits—

Evaporated apples, choice, 50's	0 08½
Evaporated apples, choice, 25's	0 08½
Pears, choice, 25's	0 12½
Apricots, choice, 25's	0 13½
Apricots, choice, 10's	0 14½
Peaches—	
Choice, 25-lb. boxes	0 07
Choice, 10-lb. boxes	0 08
Currants—	
Dry cleaned	0 12½
Wet cleaned	0 12½
1 lb. package Amalias	0 13
2 lb. package	0 26
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08½
Raisins, California—	
16 oz. fancy, seeded	0 10¼
16 oz. choice, seeded	0 09¼
12 oz. fancy, seeded	0 09¼
12 oz. choice, seeded	0 07½
Raisins, Muscatels—	
3 crown, loose, 25's	0 08½
3 crown, loose, 50's	0 08½
Raisins, Sultanas—	
California, 50's, fancy bleached	0 16½
California, 25's, fancy bleached	0 17
16-oz. pkgs.	0 17½
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09½
Prunes—	
90 to 100, 25s	0 07¼
80 to 90, 25s	0 07¼
70 to 80, 25s	0 08½
60 to 70, 25s	0 09
50 to 60, 25s	0 09½
40 to 50, 25s	0 10½
Peels—	
Orange, lb.	0 18½
Lemon, lb.	0 18
Citron, lb.	0 21½

DRIED VEGETABLES.—The bean market is stiffening up all the time, and it will soon be a question of getting supplies. The Michigan market is exceptionally firm, and has advanced 4 or 5c per bushel during the last two weeks. There are very few Ontario beans of good quality left. While split peas declined two weeks ago, there has been no change in this market since.

Beans—

White beans, hand-picked, bushel	4 75
White beans, 5-lb. pickers, bushel	4 30
California Lima Beans—	
80-lb. sacks	0 07¼
Barley—	
Pot., per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 30
Peas—	
Split peas, stck., 98 lbs.	5 50
Whole peas, bushel	3 30

RICE.—The change taking place in this market has been in the neighborhood of 50c per ton, which was so small as to be almost negligible. Tapioca and sago are still firm, but it is possible that we shall see this market easing off owing to readjustment of freight on the Pacific. While there is likely to be a decline in the primary market, this will not effect prices to the retailer for three months or more. For a long while the jobber has been paying as much for tapioca and sago as he quoted the retailer, and it is only natural that these quotations should be rather high just now.

Rice and Tapioca—

No. 1 Japan, per lb., 100-lb. bags	0 05½
No. 2 Japan, per lb., 100-lb. bags	0 04½
Siam, per lb., 100-lb. bags	0 04½
Patna, per lb., 100-lb. bag	0 07¼
Carolina, per lb., 100-lb. sacks	0 05½
Sago, pearl, sacks, per lb.	0 08 0 06½

Tapioca, pearl 0 08¼ 0 09

CANNED GOODS.—Advices from the coast indicate that salmon is pretty well cleaned up. Cohoes are entirely cleaned up. There are a few Pinks and Sockeyes, but other lines are getting very scarce. Red Springs are practically all cleaned up, although there might be a few lots available.

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, June 15.—Pork and Beans, ones are up five cents dozen. Some package teas are up five cents pound. Evaporated apricots quoted sixteen and a half for choice. New season's salmon pack will likely be considerably higher than last years. Still further advances on matches are expected. Strawberries, Oregon are \$3.75, and Hood River \$4.25. New California onions are 4½c lb. Eating cherries, eights, are \$2.50. Valencia oranges are \$4.25 to \$5. Lemons are away up, now at \$5.50. New California apples are \$3 a case. Pears are also \$3 case. Fresh appricots, peaches and plums, four baskets to case are \$2.50 per case.

General—	
Beans, small white Japan, lb.	0 08¼
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 75
Rollod oats, ball	3 00
Rollod oats, 80s	3 05
Rice, Siam, cwt.	4 50
Potatoes, local, per bush.	0 60
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, cwt.	9 25
Shelled walnuts, finest halves, lb.	0 49
Shelled walnuts, broken, lb.	0 30
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 20
Butter, creamery, lb.	0 30
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23¼
Bacon, smoked bellies, per lb.	0 26
Lard, pure, 3s, per case	10 50
Eggs, new laid	7 50
Canned Goods—	
Tomatoes, 3s, standard, case	3 00
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Tomatoes, gals., case	2 25
Apples, gals., Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, tails, 48x1s, cs.	10 00
Salmon, pink, tails, 48x1s, per case.	4 50
Lobster, ½s, per doz.	3 00
Dried Fruits—	
Currants, lb.	0 13
Evaporated apples, 50s, per lb.	0 10¼
Peaches, choice, 25s, per lb.	0 07¼
Apricots, choice, 25s, per lb.	0 16¼
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 08¼
Sultana raisins, Cal., extra fancy	0 15
Manchurian shelled walnuts	0 30
Fresh Fruits and Vegetables—	
Oranges, Val., box	4 25
Lemons, box	5 50

SASKATCHEWAN MARKETS

By Wire

Regina, June 15.—Markets are quiet this week. Cheese is lower at 19¼ and 19½. Currants are higher at 15¼c. Pickles are also higher. All lines of fruit are coming in well. Other lines stationary.

Produce and Provisions—	
Butter, creamery, per lb.	0 33
Butter, dairy, No. 1	0 26
Cheese, per lb.	0 19¼
Eggs, new laid	0 27
Lard, 5's, per case	10 80
Lard, 5's, per case	10 45
Lard, 10's, per case	10 35
Lard, 20's, per case	13 60
General—	
Beans, Ontario white, per bush.	4 80
Coffee, whole roasted, Rio	0 17
Cream of tartar, lb.	0 50
Cocoanut, lb.	0 23
Corrmeal, ball	2 80

Flour, 98's	3 35
Rollod oats, 40s	1 60
Rollod oats, 80's	2 80
Rice, per cwt.	4 35
Onions, B.C., 100 lbs.	3 00
Sugar, standard gran., per cwt.	9 14
Sugar, yellow, per cwt.	8 29
Tapioca and sago, lb.	0 10¼
Walnuts, shelled, 47-49c; almonds	0 45
Canned Goods—	
Apples, gals., case	1 80
Beans	2 25
Corn, standard., per 2 dozen	2 23
Peas, standard, per 2 dozen	2 40
Plums, Lombard	2 10
Raspberries, 2½s; Strawberries	3 10
Tomatoes, standard, per case	4 73
Salmon—	
Sockeye, 1's, 4 dozen case	9 55
Sockeye, ½'s	12 35
Cohoes, 1's	6 00
Humpbacks, 1's	4 60
Dried Fruits—	
Apricots, per lb.	0 12
Currants, lb.	0 16¼
Citron peel, lb.	0 24
Lemon peel, lb.	0 17
Orange peel, lb.	0 17¼

NEW BRUNSWICK MARKETS

By Wire

St. John, June 15.—There are few changes in New Brunswick markets this week. Canned corn beef is now \$2.90 to \$3.60. Cheese is easier at 18½ to 19c. Ontario flour is \$6.85. Molasses are 55 to 56c gallon. Canned beans \$3.40 to \$3.80.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, corned, 1's	5 50
Pork, American clear, per bbl.	31 00
Butter, dairy, per lb.	0 27
Butter, creamery, per lb.	0 32
Eggs, new laid, per doz.	0 23
Lard, pure, lb.	0 18
Lard, pure, lb.	0 18
Valencia raisins, Cal., lb.	0 10
Cheese	0 18¼
Flour and Cereals—	
Corrmeal, gran.	4 35
Corrmeal, ordinary	1 85
Flour, Manitoba, per bbl.	7 55
Flour, Ontario	5 85
Flour, buckwheat, western, 98-lb. bag	2 50
Rollod oats, per bbl.	6 25
Fresh Fruits and Vegetables—	
Apples, box	3 00
Lemons, Messina, box	4 00
Lemons, Cal., box	5 00
Oranges, Cal., case	4 50
Potatoes, bbis.	3 00
Sugar—	
Standard granulated	8 25
United Empire	8 20
Bright yellow	8 05
No. 1 yellow	7 85
Paris lumps	9 25
Beans, white, per bush.	4 75
Canned pork and beans, per case.	3 40
Molasses, Barbadoes, gal.	0 55
Cream of tartar, per lb., bulk	0 51
Currants	0 14¼
Pork and beans, case	3 20
Rice, per cwt.	5 25

FRUIT CROPS IN BRITISH COLUMBIA

(Continued from page 21.)

ever. Pears were hard hit in some districts, and not so badly in others, but there will be better than an average crop. The strawberry crop is short on the other side, 70 per cent. of last year, while we in British Columbia have a good crop. The same may be said of raspberries. The U. S. crop of sweet cherries is short, and in B. C. our crop will be less than last year.

Let me here ask you to more seriously consider the sour cherry for preserving. When preserved without sugar it makes an excellent filler for pies and puddings. Think of this the next time your fruit traveller calls.

The apricot crop will be considerably lighter, so will prunes, as in both these there was, on the whole, a tremendous crop last year, and the trees will take a

partial rest. Peaches will be in greater quantity, and probably there will be more plums. There will be an increase in crab apples, but probably a slight decline in the quantity of Hyslops.

RISING COST OF STORE EQUIPMENT

(Continued from page 29.)

ent in the United States, where, as never before workmen have started in business on their own account and have employed others, and where, as never before, business is progressing and prospering and extending by leaps and bounds.

Thus manufacturers of store equipment have not only to deal with a shortage of supplies and higher prices therefore, but they have also to deal with delays in delivery arising out of a scarcity of men.

The effect, so far as most manufacturers of store equipment are concerned, has been an advancing price movement. Most manufacturers have put up prices on their finished articles five to ten per cent; yet they have had advances in materials to contend with which sometimes have been seventy-five and one hundred per cent. The reason why levels to the trade have not been placed higher is that often equipment manufacturers had ample stocks on hand, and were thus precluded from the necessity of covering in their quotations to the trade those advances actually registered in the materials markets.

But store equipment, it appears, is bound to go up in price. Everything points that way. It is well that the retailer should know the reasons and act accordingly.

MORE OPINIONS ON HALF-HOLIDAY

The following letters have come in from grocers too late for last week's symposium on half-holidays and early closing. They, like the longer article last week, show different sides of the same question:

Perry Martin, Hanceville, B.C.—Your request for opinion of half-holiday and early closing: As I am away from town life and have not a clerk, I have paid no attention to this matter, but think they would be for the best, as grocery work is irksome day in and day out.

The Safe Co., Salmon Arm, B.C.—The stores here open between 7.30 and 8 and close at 6 o'clock. This has been the custom here for years, and in our opinion is quite all right. A majority of the merchants signed a petition for a half-holiday, presented same to City Council. Result: By-law passed closing stores every Wednesday afternoon. In our opinion this is the only fair way to settle the matter, if you are going to have the half-holiday at all; yet we are not altogether in favor of the half-holi-

day. We cannot see that the clerk is entitled to a half-day off per week any more than the man behind the plow. We believe in paying our employees a good wage, demanding in return an honest day's work, and to our employees who have been in our employ for a year or more we allow one month's holiday each year with full pay. We are in business to do business, and feel it is our place to regulate our business to suit the buying public, not for the public and the farmer in particular to regulate their business and time to suit us.

G. Rahan, Moorefield, Ont.—In regard to weekly half-holiday, I am in favor of these if surrounding circumstances are right. First, there should be a law to compel every merchant to close, so if I am closed that I may be sure all others are closed.

I am in favor of early closing every night except Wednesday and Saturday. At present time we close at 7 p.m. But this should be 6 p.m. We can't be closed every night in the week, as we live in a farming community, and in the busy time of the year farmers appreciate to come to store at night, so as not to stop them from their work in day-time. We have been working on this season, but were unsuccessful, as there is considerable trouble with ice cream parlors to close, as they also carry groceries as well as general store. It is not fair to general stores to close at six and let the restaurants open, as they will no doubt sell considerable groceries, as they are in the same premises.

EXEMPTIONS TO PEDLARS

The question of fruit and vegetable pedlars took up considerable time at the meeting of the Grocers' Section of the Retail Merchant's Association, Montreal, at last meeting. It was reported to the meeting that an effort was being made to have the license for pedlars reduced in price, but it was also reported that there was no possibility of a reduction this year. The question then arose as to the number of pedlars who were allowed for each horse and wagon, and some criticism in regard to alleged infractions of the law was made. One of the members remarked that the chief of police often took it upon himself to allow special indulgences, not only in this matter but in the matter of the early closing by-law, and that the association seemed powerless before the orders of the chief. Other members pointed out warmly that the duty of the chief of police was to enforce the law, and not to grant exemptions.

President Filion remarked that the trouble was that the grocers were not sufficiently united, and that it could not be even determined exactly what were groceries. The executive will give this matter attention at once.



Capt. W. P. Malone, who is reported killed in a recent casualty list, came from Owen Sound, where he was employed by Taylor and Pringle Company there. He was first attached to the local regiment, but was transferred to the 15th Battalion with whom he went to the front.

P. E. Beland of the 22nd Battalion C.E.F., is reported as being seriously wounded on May 20, in hand, head and body. He is 22 years of age, and a son of Joseph Beland, of Quebec, P.Q. Pte. Beland was unmarried. Previous to his enlistment he was employed by the Ogilvie Flour Milling Co., of Montreal.

R. J. Osborne.—Pte. R. J. Osborne was wounded at Zilbecke. He is son of Pte. John Osborne, of the 126th Battalion. He was born in Till Cove, Newfoundland. Before enlisting he worked at the T. A. Lytle Co., Toronto. He was with the 36th Battalion, and transferred to the 18th. He went into the trenches in February.

Lieutenant William C. Ince, a son of Mr. William Ince of Perkins, Ince & Co., wholesale grocers, of Toronto, who is reported missing, was a member of the 35th Battalion, and went to the front with a draft from the machine gun section. Flight Lieut. Strachan Ince, who some time ago distinguished himself in an aerial battle in which he brought down his opponent, is a brother.

Frank Dunn, a life-long Hamiltonian, member of G. S. Dunn & Co., spice manufacturers, has enlisted as a private in the 173rd Hamilton Highlanders. Three of his brothers are already in the service, two of them lieutenants in the Canadian army and one a sailor in the Imperial navy. Mr. Dunn also has nine cousins and other relatives represented in the Empire's fighting forces. He is a son of G. S. Dunn, founder of the business, and a grandchild of the late W. G. Dunn, of Hamilton.

James Ralph, who has been in charge of J. R. Gordon's grocery department in Timmins, Ont., has joined the Army Medical Corps for overseas service. He

was the third employee to enlist for overseas services last week from Gordon's store. Henry Gereaux and Leonard Charron enlisted earlier in the week with the Fusiliers. All three were presented with wrist watches on the eve of their departure by their employer.

UNIFORM TRAVELERS' HOLIDAYS

As already announced in Canadian Grocer, the wholesale grocers of Ontario have decided to give their travellers uniform holidays again this year between the 29th of July and 12th of August, inclusive. The territory includes West of, but not Toronto, as far north as but not including North Bay as far as and including Windsor. The wholesale grocers who have signed the agreement are as follows:

BERLIN—Randall & Roos, John Sloan & Co.
BRANTFORD—Geo. Foster & Sons, Ltd.; Geo. Watt & Sons, Ltd.

COLLINGWOOD—T. Long & Bros., Ltd.; Telfer Bros., Ltd.; C. Stephens Co., Ltd.
GUELPH—The Simpson Co.

HAMILTON—Balfour, Smye & Co.; Geo. E. Bristol & Co.; W. H. Gillard & Co.; MacPherson, Glassco & Co.; James Turner & Co., Ltd.; Lumsden Bros.

LONDON—Ed. Adams & Co., Ltd.; Elliott, Marr & Co., Ltd.; T. B. Escott & Co., Ltd.; Jno. Garvey & Sons; M. Masuret & Co.; A. M. Smith & Co.

NIAGARA FALLS—Marland Woolnough Co.
OWEN SOUND—McLaughlin & Sons Co., Ltd.; W. T. Harris Co., Ltd.

SARNIA—T. Kenny & Co., Ltd.

STRATFORD—The Stratford Wholesale Grocery Co., Ltd.

ST. CATHARINES—The W. H. Merriman Co.; John Ross, J. T. Festing.

ST. THOMAS—The Harding Co.

TORONTO—Armstrong & Paffard, Ltd.; Eby-Blain, Ltd.; Groceries, Ltd.; John Sloan & Co.; T. Kinneer & Co.; Medland Bros., Ltd.; Parsons, Brown & Co.; H. P. Eckardt & Co.; James Lumbers Co., Ltd.; F. W. Humphrey; Perkins, Ince & Co.; Warren Bros. & Co., Ltd.; Joseph Prager.

WINDSOR—Jas. F. Smythe & Co., Ltd.

SERVICE DEPARTMENT

The MacLean Publishing Co.,

Gentlemen,—Will you kindly give me the address of some Canadian firms manufacturing paper balers.

A. _____,
Yarmouth, N.S.

Editorial Note.—This information has been forwarded direct.

Canadian Grocer.—In market quotations on flour we note Ontario wheat flour quoted at \$4. That is the 90 per cent. Now, we would like to know if this is the kind of flour mostly handled by the trade, and the names of some of the brands of this flour, and by whom sold.

Paincourt, Ont.

Edit. Note.—This information has been supplied.

GAGNER BROS.

Cash In On Waste Paper Famine

Stock Dealers Paying as High as \$15 Per Ton for Baled Paper in Canada—Merchants Should Combine to Ship a Carload—Advances in Prices Have Recently Been Made—A Grocer's Ideas on Shipping.

DO you realize that there is a famine in waste paper in Canada as well as in the United States, and that in throwing your waste paper into the furnace you are burning up something that is a very valuable asset to you as a grocer.

Waste paper is so scarce now on this continent that the United States Government have sent out 1,000,000 circulars urging people to save the waste paper. Waste paper is so valuable now and so scarce that the paper mills of the United States and of Canada are seriously considering what they will do if the supply becomes any less than it is at present.

Good Prices Paid Now

With a famine in sight, it is not surprising that the prices that waste paper dealers are paying are nearly double what they were a year ago. In some cases three times as much. We heard from several grocers last year, who stated that they could not get enough on waste paper to pay any more than the freight. This was at a period when there was a decided slump in waste paper, owing to the fact that the cardboard makers were running very short in their mills, and there was very little demand for waste. Conditions have changed since then; mills in most places are running day and night owing to the greatly increased demand, and a new factor has entered into the situation; the embargo on the export of waste paper from the United Kingdom. Heretofore a large quantity of waste paper has been sent out to the States and some in Canada, and now that this supply has been cut off and the stocks in hand are being rapidly used up, the scarcity has loomed before the mills and caused serious alarm.

As an example of the seriousness of this condition, and also a suggestion to grocers to take advantage of it to his own profit, it may be mentioned that the public school children of Hamilton, Ont., are taking to the schools every Monday bundles of rags and waste paper, and these are in turn carted to a central depot and are sold, the proceeds going to the Red Cross. The amount that is being raised in this way has now reached several hundred dollars per week. Arrangements are being made in other centres for collection of waste paper through school children and other means.

A GROCER'S VIEW

The high price of waste paper is attracting everybody these days and included in everybody, is the grocer. In view of the shortage of pulp on account of the war situation, waste paper is very valuable, and should not be discarded as in the days when it was much more plentiful.

Canadian Grocer recently got in touch with J. A. Gillett, a grocer in Aylmer, Ont., in regard to baling waste paper. Mr. Gillett gives some splendid information which will be of value to others. He points out in the first place, that it is advisable for different dealers to get together when shipping waste paper so that a carload can be attended to at one time. Quoting from his letter to Canadian Grocer, he says:

"It is not at all profitable to make shipment in less than car lots, which, of course, takes considerable time to collect in the ordinary way by one ordinary store.

"Therefore it was essential that the writer should get others interested in saving their paper, too, which has been done, so that our combined savings will soon make up a carload. The latest quotation offers us \$11.00 per ton in car lots and \$7.40 in less than car loads f.o.b. Aylmer, which indicates the desirability of shipping in quantities. Might further state that these prices are greatly in advance of quotations received three months ago, and it would seem that these prices must further advance. If there is any thing in the reports of extreme shortage of pulpwood. I would also state that the above prices are for ordinary clean scrap paper, better prices being obtainable for finer classes of paper, such as magazines, etc., when baled separately.

Paying As High As \$15 a Ton

One of the largest waste paper dealers in Canada, in discussing the situation with Canadian Grocer, stated that they are now paying 40c a hundred, or \$8 a ton, for the unbaled, f.o.b. Toronto 55c, and about \$15 per ton for the baled paper, f.o.b. shipping point. This firm advises merchants to get in waste paper balers and take advantage of the scarcity and the high prices now paid. They report that a good many are doing so, and that a great many more—in fact, nearly every person in the country—will find it profitable to follow this example. There are a great many tons of waste paper to be gathered up in bales and sold each year, and the initial cost of the baler should be paid for long before the year is out.

Some grocers have told us of the difficulty they have had in not being able to secure a large enough supply of waste

paper to ship a car load, and the freight rate for a smaller quantity has been so high that they could get very little for their waste paper. Canadian Grocer mentioned this to the waste paper dealer.

Better to Bale It

"That is a difficulty, undoubtedly," was the reply. "The freight rates for waste paper in less than car load lots are more than double those for car load lots, that is for about a 12-ton quantity. We find, however, that a number of merchants are going together in this, in a town and making up a car load and shipping it at a comparatively low rate. On all paper—that is, the ordinary waste of a store, we allow about \$14 per ton. In shipping in bags—that is, shipping the loose paper—the freight rate is much more than for baled paper; in fact, almost double.

Join Together for Carload Rate

"We have received carload lots from as small a place as Lucan, Ont., and there are very few of the larger towns and smaller cities that could not arrange to send a carload lot at a very low rate. We look to this idea of the general collection of waste paper, both from the merchants themselves and for patriotic purposes by some local society, to develop tremendously during the next few months, because the price for waste paper under present conditions is likely to continue very high for some time to come.

"To what extent do you allow dust in the baled packages?"

"We overlook a small percentage of dust. That is often unavoidable, but, of course, it must be remembered that dust is not paper, and we are in no sense what might be called a garbage organization here. Care must be taken not to get the ordinary sweepings, ordinary dust, or excelsior or floor compounds that are used, mixed up with the paper, because this makes it less valuable to the mills. But with ordinary care the paper that is gathered up in a grocery store should be worth the full value of \$15 a ton when baled."



FRUIT AND VEGETABLES



Warm Weather Lowers Fruit Levels

Declines in Head and Leaf Lettuce—New Carrots—Cantaloupes, Melons and Peaches Down—Tomatoes in Good Demand—All Oranges Are Advancing.

MONTREAL

FRUIT.—California fruits continue to come forward with greater freedom as the season progresses with new lines coming forward and reductions occurring in those already established. Cantaloupes have appeared on the market at \$7.50 per crate and lemons are stronger at from \$4.50 to \$5 a crate. Best quality oranges are bringing \$4.75 a crate and Maryland and Delaware strawberries have replaced other varieties on market and are offered at from 13c to 14c a box. Bananas are unchanged at from \$2 to \$2.25 and grapefruit is unchanged.

Apricots, 4 basket crate	3 00
Apples—	
Ben Davis, No. 1	3 50
Ben Davis, No. 2	3 00
Baldwins	4 00 4 25
Bananas, bunches	2 25
Cantaloupes, per crate	7 50
Cherries	2 50 3 00
Grapefruit, 46-54-64-80-96	3 50 4 00
Lemons—	
California	2 75
Verdellis	2 75
Messina, 300 size, box	4 50 5 00
Oranges—	
Valencias, late	4 75
Jamaica, 196-200-216	2 50
Porto Rico, 126-150-250-288	2 50
Plums, 4 basket crate	3 50
Peaches	3 50
Pineapples, 18-24 and 30-36	2 00 2 50
Strawberries, Maryland, box	0 13 0 14
Strawberries, Delaware, box	0 13 0 14
Limes, per box	1 50

VEGETABLES.—With increased supplies coming forward with greater frequency, the prices of fresh vegetables continues to decline in some cases but generally speaking most lines that have been held back by the weather conditions are high with firmness well maintained. Beets are unchanged and quiet with new stuff so inconsiderable a factor on market yet that demand is not heavy. Both wax and green beans are easier as a result of increased supplies and are now offered at \$3.25 per basket. Trade is now depending largely on Norfolk cabbage at \$2.75 per bbl., as St. Louis and Florida supplies are pretty well exhausted. Cauliflower is high, firm and unchanged: cucumbers have declined 75c and are now \$3.25 per hamper. New carrots are down to 35c to 50c per dozen bunches and basket stuff is coming forward at from \$1.75 to \$2 each. Potatoes show firmness as a whole although Carolinas are down to \$6.50, but bulk of trade

passing is still in old potatoes which are now \$2 in case of Montreal variety with firmness well maintained. Egg plant is unchanged in price and scarce. Lettuce prices are unchanged and supplies plentiful with cheaper prices predicted after this week. Onions are unchanged and firm with ample supplies on hand and coming forward for requirements. Tomatoes in flat boxes are down to \$1.50 to \$1.75 per box, but complaints are heard of quality of goods offered in this line.

Beets, bag	1 50
Beets, new, per doz. bchs.	1 50
Beans, wax, N.Y., per basket	3 25
Beans, green, N.Y., per basket	3 25
Cabbage, Norfolk, bbl.	2 75
Carrots, bag	0 50 0 75
Carrots, new, per doz. bchs.	0 30 0 50
Carrots, new, per basket	1 75 2 00
Cauliflower, crate, single, doz. heads	3 50
Cauliflower, 18 to hamper	1 00 1 50
Celery, green top	2 75 3 00
Celery, Wash., per doz.	1 25
Cucumbers, fancy, Boston, doz.	1 50 1 75
Cucumbers, hamper	3 25
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 10
Head lettuce, Boston, box	2 50
Head lettuce, Montreal, per 2 doz. box	1 25
Curly lettuce, doz.	0 40
Mint, doz.	0 60
Mushrooms, 4-lb. basket	2 00
Oyster plant, doz.	0 50
Onions—	
Montreal, 100 lbs., bag	4 50
Silver, per 50 lb. crate	2 75
Red, per 100 lb. sack	5 00
Texas Bermuda, per crate	2 25
Parsnip, bag	1 00
Parsley, Bermuda	0 75
Parsley, Montreal, per doz.	0 40
Peas, per 25-lb. hamper	3 00
Potatoes—	
So. Carolina	7 00
New, per bbl.	6 50
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	1 90
Green Mt.	2 00
Sweet, hamper	1 75
Radishes, per doz.	0 10
Rhubarb, per doz.	0 25
Spinach, New York, bbl.	3 00
Shalots, Mt., per doz. bchs.	0 60
Turnips, bag	1 00
Turnips, bag, Quebec	1 25
Tomatoes, hothouse, lb.	0 25 0 30
Tomatoes, Florida, 6 basket crate	4 25
Tomatoes, Missouri, flat	1 50
Watercress, Boston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

TORONTO

FRUIT.—Only apples now selling are wine cups, and these bring \$2.50 to \$3. There is a limited demand. A car of navel oranges came in recently, and sold up to \$4.50. Late Valencias fetched a quarter more than that on limited supplies. Bananas are rather more plentiful again and sold down to \$2.50. Small

go at \$1.75. Peaches are getting down in price as supplies increase. Cantaloupes decline apace, standards bringing \$6.50 and ponies \$5.50. \$2.25 a case is price of flats. Strawberries, of which there were two cars in already this week, sell at from 13 to 17 cents a case. Pineapples are on the upgrade again. Supplies are scarce and a consistently strong demand is to be noticed for them. Home produce is coming more to the fore, though the best lines of fruit as yet are coming from California, that is generally speaking. Trade is healthy with no special feature.

Apples, Wine Saps	2 50	3 00
Apricots, 4 bus.	2 25	2 50
Bananas, bunch	1 75	2 50
Cantaloupes, stds.	6 50	
Cherries, Cal., box	2 75	3 00
Dates, lb. box	0 00	
Grapefruit—		
Cuban, case	3 50	4 00
Florida, case	4 50	
Oranges—		
Navel	4 25	4 50
Late Valencias, case	4 75	
Peaches, case	2 00	2 25
Plums, 4 baskets	2 75	2 90
Lemons, new, Messina, box	3 50	
Limes, per 100	1 50	
Pineapples, Porto Rico	2 75	3 50
Strawberries	0 13	0 17
Watermelons	0 75	0 90

VEGETABLES.—There are changes aplenty in this market this week, most of them reflecting the downward trend caused by heavier stocks coming as the season advances. Asparagus selling now by the 11-quart basket goes for \$2 and \$2.25, with healthy demand. All sorts of ears of tomatoes were in this week. 25c a lb. is average price for home-grown. Quality is excellent. Home stuff is beating out imported just now. Mississippi flats are popular, however. Potatoes, that is old potatoes, are firm and advancing and \$1.90 and even more is being paid for Ontarios. Delawares sell up to \$2.15. New potatoes are worth \$6.50 to \$7, finding ready markets at those levels. Spinach is down to 75c a hamper. Hothouse cucumbers are higher, reflecting heavy demand. Canadian beets are worth 40 to 50c. Both leaf and head lettuce are lower as products become more abundant.

Asparagus, 11 qts.	2 00	2 25
Cabbage, new, case	2 50	3 00
Beets, Canadian, bag	0 40	0 80

(Continued on page 44.)



FISH AND OYSTERS



River Fish More Plentiful

Better Stocks of Eels Coming and a Lower Price Resulting—Report of Light Pack of Lobsters—Halibut Somewhat Scarce at the Moment—Eastern Salmon Coming Much Better.

MONTREAL

FISH.—A low range of values and a fairly active demand continues to characterize local fish market although feeling is much improved by outlook for increased sales as a result of the three fast days in this week for a large part of the Montreal public. Visible supplies are sufficient for extra needs but firmness has resulted in some cases as in the case of halibut which is higher. Large stocks of Gaspé salmon are arriving as might be expected at this season of the year and quality is good and prices uniformly low. Brook trout and lake fish of all kinds are not over plentiful and selling at fair prices in consequence. Lateness of season and stormy weather continue to be chief factors in interfering with supplies of lake fish. River fish are more plentiful than last week and selling very low in some lines particularly in case of eels which are 6c per lb. Lobsters are still high but show signs of having reached limit of advances. Report is of lightest pack in years in Nova Scotia but feeling on whole is easier as result of embargo on all lobsters into France and new pack is expected to be lower in price. Smoked, pickled, salt and prepared lines are very quiet although a few lines are beginning to show greater activity. Canned fish lines are in better demand with advent of camping and outing season. Salmon orders are reported as coming in good quantity at same price as last year for new pack but demand is not yet at its best.

TORONTO

FISH AND OYSTERS.—Eastern salmon, hitherto a somewhat slow line, is coming in better now, and there is a first-class welcome for it. Quality is good and we quote around 14 cents; some sells for less than that. Mackerel is also much more plentiful, and price of that is getting down to a normal seasonable level of around 40 cents. All lake stuff is coming better now. There has been a good lot of trout right from the first, but whitefish, hitherto a slow comer, is more abundant. Trout sells

freely for 12 cents. Whitefish has come down to 14c. New York buying has been eliminated to some extent, either that or socks of this fish are more plentiful at the lakes. Lobster in this market is steady, maintaining price of recent quoting. Supplies are not heavy, however, while demand is good. There looks to be a slight scarcity in supplies of halibut, western stuff being slow at the moment. We quote 14c, and firm at that. Fish business is distinctly good. Warm days this week have had appreciable effect on demand and fish men report good trade, better than usual.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10 ^{1/2}
Haddies, fillets, per lb.	.12	.10
Herring, Ciscos, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.15	.15
Smoked boneless herrings, 10-lb. box	1.30	1.40
Kipperd herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.15	.15-17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.13	.13
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-10	.10
Haddock, medium and large, lb.	.05	.10
Market codfish, per lb.	.04	.08
Steak codfish, per lb.	.06	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-16	.18
Smelts	.12	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07	....
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 50
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	7 00	7 00

Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes.	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	3 50
Best scallops, imp. gallon	2 25	....
Best prawns, imp. gallon	2 25	....
Best shrimp, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	1 50	....
Blue points, small	1 00	1 00
Blue points, large	1 00	1 60

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	12 00	....
Canadian cultivated oysters, bbl.	9 00	10 00
Clams, per bbl.	6 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, per lb.	0 20	0 40
Little necks, per 100	1 25	1 50
Medium clams, per 100	....	1 25

FRESH SEA FISH

	Montreal	Toronto
Halibut	14-15	14
Haddock, fancy, express, lb.	5	7
Mackerel, medium, each	20	40
Steak, cod, fancy, express, lb.	6	8
Herrings, each	2	2
Flounders	6	9
Flounders, New York	9	12
Salmon, Western	16-17	20-25
Salmon, Gaspé	13	14

FRESH LAKE FISH

Carp, lb.	0 06	....
Pike, lb.	0 08	0 07
Perch	0 04	0 07
Suckers, lb.	0 05	0 10
Whitefish, lb.	0 12	0 14
Lake Erie whitefish	....	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02 ^{1/2}	0 05
Lake trout	0 12	0 12
Eels, lb.	0 08	0 08
Dore	11-12	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09 ^{1/2}	.09-.10
Whitefish, small tulibes	.07-.07 ^{1/2}	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08 ^{1/2} -.09	.09-.13
Pike, dressed and headless, lb.	.07-.07 ^{1/2}	.07
Pike, round, per lb.	.06 ^{1/2} -.07	.06-.07

WINNIPEG

FISH AND POULTRY.—There is little to say about fish market this week beyond fact that fresh Lake Winnipeg white fish has arrived, and opened at 9^{1/2}c. Fresh salmon is inclined to be firm at 18c. Fresh finnan haddie is offered at 12c. Other lines are much the same as last week. Poultry is still very scarce, and bringing higher prices.

Fish—		
Fresh salmon	0 18	0 18
Fresh halibut	0 11	0 11
Fresh whitefish	0 10	0 10
Steak, cod, per lb.	0 08	0 08
Lake Winnipeg whitefish	0 09 ^{1/2}	0 12
Fresh finnan haddie	0 12	2 00
Kippers, per box	0 12	0 12
Fresh lake trout, per lb.	2 00	2 00
Bloaters, per box	3 00	3 00
Salt mackerel, 20-lb. kit	0 50	0 50
Smoked gold-eyes, doz.	0 17	0 18
Poultry, Live—		
Fowl	0 17	0 18
Poultry, Dressed—		
Ducks, No. 1	0 24	0 24
Geese, No. 1	4 25	4 25
Fowl, No. 1	0 24	0 24
Turkeys, No. 1	0 35	0 37

The Central Macaroni Works of Buffalo, has purchased six acres of land in the Lewis estate, at Bridgeburg, Ont., and will shortly commence the construction of a large factory for the manufacture of macaroni.



FLOUR AND CEREALS



Flour Export Demand Sags

Condition Partially Sympathetic to Wheat—Decline of Market in Major Feeds — Good Feed Flour Off Five Cents in Toronto—Cereals Have Hand to Mouth Demand Only.

MONTREAL

FLOUR.—Prices remain unchanged, although there has been a slight strengthening of flour market as result of fluctuations in wheat market which have created a higher general average of values for this week than the one preceding; an advance of 4c per bushel having occurred in one instance as a result of reports of a very much smaller crop which have materially strengthened feeling of market. Large stocks are still on hand, but said to be not in sufficient quantity to offset reduced acreage and firm undertone to market is feature of week. A normal trade continues to occur in small lots and on old orders largely as demand has been curtailed by condition of wheat market, and a lessened export trade.

Winter wheat lines continue to show dulness with hand to mouth buying and nominal prices on same basis as those ruling for some time past although some activity threatened to develop during week but market later lapsed into chronic condition of quietness.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 80
Second patents	6 30
Strong bakers	6 10
	Car Small
Winter Wheat Flour—	lots
Fancy patents	5 85
90 per cent. in wood	5 60
90 per cent. in bags	2 70

CEREALS.—Prices remain unchanged as do general features of market, although oat market is up 3/4c, and has aided feeling in rolled oats on basis of an added raw cost of 7c per bbl., as compared with a week ago so that manufacturers in some cases are showing greater firmness in maintaining prices. Export trade continues to be backbone of market with very little being done locally although an active trade is reported from the Maritime Provinces.

Cornmeal—	
Gold dust	2 50
Rolled Oats—	
Small lots	2 75
25 bags or more	2 00
Packages, case	3 90
Oatmeal—fine, standard and granulated, over rolled oats in 90's, in jute.	10 per cent.
Rolled Wheat—	
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb sack	2 75
Corn flour, bag	2 50
Eye flour, bag	2 65
Barley, pot	3 00
Barley, pearl, lb.	6 04 1/2

FEEDS.—The easier feeling reported

last week in feed lines continues to be feature of market, although no further actual price changes have occurred some uncertainty as to a firm level of prices is evident following the sharp let up in demand for local use and this uncertainty is further added to by unfavorable crop reports which tend to offset lack of demand. Bran is only line that shows excessive surplus and American demand is absorbing over supply in all lines at reduced prices.

Mill Feeds—	Per ton
Bran	22 00
Shorts	25 00
Middlings	28 00
Wheat moulee	32 00
Feed flour, bag	32 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

TORONTO

FLOUR.—No. 1 Northern wheat, track bay ports, is still \$1.16, the same as a week ago. On the other hand there have been fluctuations during the week and values have alternately advanced and declined. There was a distinct slump over the week-end. Trade in wheat is slow. It is a sick and unsettled market. Old country situation is simply that they have thirty million bushels or so held by the Government. This is a sort of sword of Damocles over the market. Export trade is quiet. Domestic is only fair to middling.

This is reflected in the flour market. Nothing much is doing in export, for the same reason as above; would-be buyers have good stocks. Domestic demand is also slow this week. There is no appreciable change in prices. Winter wheat lines are showing a little activity but price is down from recent level. We quote \$4.30.

Manitoba Wheat Flour—	Small lots.	Car lots.
	per bbl. of 2 bags	
First patents	6 90	6 70
Second patents	6 40	6 20
Strong bakers	6 20	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 30	4 20

CEREALS.—Most lines are sharing in the general easiness apparent in grain markets. Rolled oats shows little strength, though Ontario oats are somewhat advanced. There is no price change.

Demand for cereals is hand to mouth, from top to foot of list. There is still good business in split peas at ruling levels.

Barley, pearl, 98 lbs.	4 20	4 80
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 60
Graham flour, 98 lbs.		2 70
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 76
Oatmeal, granulated, 98 lbs.		2 76
Peas, Canadian, boiling, bush.		3 60
Peas, split, 98 lbs.		4 85
Rolled oats, 90-lb. bags		2 65
Rolled wheat, 100-lb. bags		3 25
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		3 00
Wheatlets, 98 lbs.		3 30

FEEDS.—Declines are apparent in both bran and shorts of a dollar apiece. Business is hand to mouth only. Feed flour is also off about a nickel a bag, with scattered demand and small at that. Ontario oats were up half a cent on local exchange early part of week, with no substantial reason, however. Unfavorable crop reports are, to a certain extent balancing against slow call.

Mill Feeds—	Mixed cars per ton
Bran	22 00
Shorts	24 00
Special, middlings	26 00
Feed flour, per bag	1 65
Oats—	
No. 3, Ontario, outside points	0 48

FLOUR AND CEREALS.—The price per barrel on first patents remains at \$6.60, which figure has been quoted for several weeks now. There are no indications of price changes in near future. The wheat market is almost stagnant, although it was a trifle higher last week-end than previous week. Nobody attempts to look ahead to see what is going to happen. The naval battle in the North Sea had practically no effect on the market whatever. Export and domestic demand for flour is exceedingly quiet. Rolled oats and other cereals are quiet both East and West. The only change is in feeds, which have declined.

Flour—	
Best patents	6 60
Bakers	6 10
Clears	5 40
XXXX	4 40
Cereals—	
Rolled oats, 80 lbs.	2 25
Rolled oats, pags., family size	2 30
Wheat flakes, case	3 75
Oatmeal, standard and gran., 98 lbs.	2 75
Cornmeal, 98 lbs.	2 45
Feeds—	
Bran, ton	18 00
Shorts, ton	19 00
Middlings, ton	19 00
Mixed chop, ton	28 00

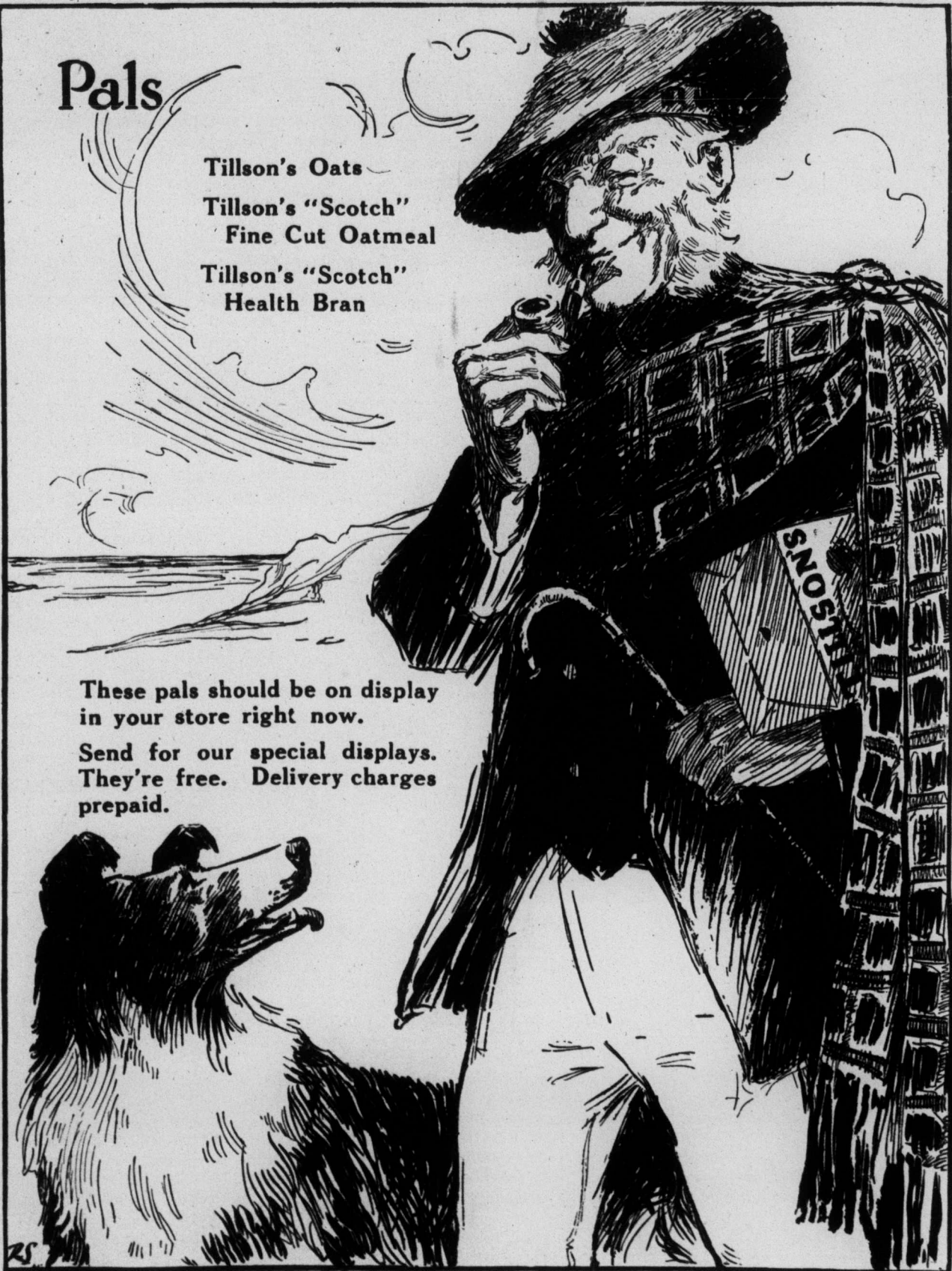
DO YOU SELL TILLSON'S?

Pals

Tillson's Oats
Tillson's "Scotch"
Fine Cut Oatmeal
Tillson's "Scotch"
Health Bran

These pals should be on display
in your store right now.

Send for our special displays.
They're free. Delivery charges
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CANADIAN CEREAL AND FLOUR MILLS CO., LIMITED, TORONTO

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

Making Good on Cooked Meats

Couple With Display the Personal Appeal—Improve the Shining Hour With Every Customer—
Right and Wrong Selling Prices—Making This Excellent Summer Line
Really Profitable.

Written for Canadian Grocer by A. H. Harvey.

DOG days are coming, and this is the ideal time for the grocer to cash in on trade in cooked meats. It is often argued and with a good deal of substantial reason, that the average retailer does not make enough of the few moments he has with each customer, by advancing arguments why she or he should buy more than they came into the store to buy. This is true of cooked meats and the opportunity which presents itself for their sale.

Do you ever figure that when you get a woman in your store with her market basket and her purse that you have a potential right in that particular woman for making money? You have. She comes in, let us agree, for a pound of butter, or a pound of anything. You sell her that pound of something or other. Do you let her go out of your store with, at the best, a gentle "Anything else?" If you do, you give her and anyone else the right to suppose that you are in business for your health. Yet most assuredly you are not. You flatter yourself you are one of the live ones. Good. Do you demonstrate the fact to yourself every time a person enters your door?

Time and the Chance

Supposing this fictitious personage we are talking about is through buying her pound of something. Why not start right in, as you are cutting and weighing the butter with something like this:

"Weather's getting very warm?"

The lady will agree.

"Don't you find cooking a nuisance these days?"

The lady will be sure to say "Yes." She might even say with positiveness, "You bet."

"Well," say you, "Did you ever figure you can save yourself part of that nuisance of hot weather cooking?"

Then you have her curiosity aroused. When you've got a woman's curiosity you can get anything else, in reason, and certainly you're halfway to her purse.

She says immediately, "How?"

If you're diplomatic you have been leading up to this question and have had the foresight to have some dainty and fresh-looking meats right there in a refrigerator, in front of her. Either that or on the counter.

You point to the counter. "That cooked ham is pretty nice, isn't it?"

The lady looks at the cooked ham. "Hm," she says to herself, meditatively. She sees in a moment the trying

time she will have over her stove in the hot weather, the fussing around preparing the joint, the opening and closing of the oven door, the time spent in overseeing the process of getting a joint ready for the table. She visualizes this in her mind's eye.

Then you come in. "Thirty-eight cents," you say, "and very nice cooked ham at that."

And ten chances to one you sell her cooked ham, or cooked meat of some sort, whatever you are talking about. It isn't, you argue, always as easy as that. Granted. Nobody supposes that success in the grocery business is as easy to obtain as falling off a roof backwards. Nevertheless you can often improve the moment like this. And if it only works once a day you are that much to the good.

The Old Story

All this is inter-related, of course, to display. It is the old story; good display is half the way to success in the retail business. Well, have the cooked meats featured in these hot weather days then. Nothing can be made more tempting, nothing can appeal more to the eye than fresh and well presented cooked meat. Have your cooked meats on your counter nearest the door if you can. Or have a special table which the customer will see as soon as she comes in. Prepare a window a couple of times a week with provisions. Read Canadian Grocer's card-writing course and prepare attractive cards setting forth the merits of cooked meats. These methods, adapted to your own particular store and circumstances, will make money for you.

Do Some Figuring

There is another equally important point, and that is to set a price which shall ensure a fair profit. Too often the retailer is apt to spend less time on this than he should. Some grocers are perennially robbing themselves simply because they fail to do a little figuring. They don't bother to take pencil and paper and see how they should price their goods. Now if tongue to-day costs you five cents more than a year ago, is it enough simply to add the number of cents to your buying price that you did when tongue cost you five cents less, and call it your selling price? It is not. If you do you are earning less percentage of profit now than you used to. Suppose tongue cost thirty cents a year ago and costs thirty-five to-day, and sup-

pose you added five cents a year ago and you add the same five cents to-day you are losing money now, compared to a year ago. Why? Simply because your buying price is higher. Therefore your selling price must not only be actually higher than it was a year ago; it must also be proportionately higher. Five cents on thirty-five cents is more than five cents on forty. Spend time each day, then, and figure exactly what your selling price should be. Do it each day: do it every day, on lines where the market price is a changeable quantity.

Very often merchants complain there is no money in this line or that. Obviously not, if wrong methods of figuring such as have been indicated are employed. But figure properly, and sell properly and profit follows.

Set yourself out, then, to make this the best summer ever so far as your trade in cooked meats is concerned. First cash in on the customer's presence in your store. Remember that to supply an article demanded is not salesmanship: selling is to get the customer to buy something she never thought of buying. And figure your price properly. Be just to yourself. Thirdly, have good display methods. Fourthly—you know what's coming—advertise!



OTTAWA GROCERS PREPARE FOR FOOD SHOW

The Ottawa Grocers' Association are again planning for a big Pure Food Show in connection with the Ottawa Exhibition in the fall. Last year, it will be remembered, the Ottawa Association put on a food show for the first time and made a distinct success of it. This year they are going into it more elaborately than last and have already started work on it. From information received prospects look exceedingly good for this year's display. The committee in charge of this year's Food Show is as follows: F. Burgess, secretary-treasurer; T. Bowman, A. S. Moreland, A. G. Johnson, John Bambrick, Kennedy & Co., Crabtree, Limited, R. E. Powell, W. Cunningham, Limited, R. McGregor, Limited, Alex. Phillips, Major & Hurteau, R. H. Beck, Bryan, Graham, Ltd., Duncan Bell & Co., I. H. May. The honorary committee consists of the following: H. N. Bate & Sons, F. J. Castle Co., Provost & Allard, S. J. Major, Ltd., E. M. Lerner & Sons.



PRODUCE AND PROVISIONS



Cheese Higher: Butter Easier

English and Canadian Markets Alike Seem to Be Making for Lower Butter Levels — Cheese Firming Up and Advancing—Shortage of Rennet a Factor—A Debatable Egg Situation Across Border—Demand for Broilers and Old Fowl.

MONTREAL

PROVISIONS.—Feature of market this week in view of increasing number of changes from week to week is absence of any during past week in provision lines. These maintain their firmness on a quiet, steady market in which consuming demand is said to have been somewhat restricted by general high level of prices although packing trade does not yet appear to have felt same and a fairly active trade is reported by them. This is especially in country business which although not large is marked by steadiness. Supplies are coming forward in good quantity and quality with latter steadily improving. Lard prices are fully maintained under a good demand that has materially strengthened this line following easier feeling of last week. Smoked and cured lines are unchanged with a good demand from both local and country points following advent of the summer season.

Hams—		
Small, per lb.	0 22	0 24
Medium, per lb.	0 21	0 23 1/4
Large, per lb.		0 22
Bacon—		
Plain, bone in	0 24	
Boneless	0 23	
Peameal	0 23	
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 18	
Shoulders, bone in	0 16	
Shoulders, boneless	0 17	
Cooked Meats—		
Hams, boiled, per lb.	0 34	
Hams, roast, per lb.	0 35	
Shoulders, boiled	0 28	
Shoulders, roasted	0 27	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 1/4	
Long clear bacon, 80-100 lbs.	0 14 1/4	
Flanks, bone in, not smoked	0 15 1/4	
Barrelled Pork—		Per bbl.
Heavy short cut mess	30 00	
Heavy short cut clear	32 00	
Clear fat backs	33 00	
Clear pork	33 00	
Lard, Pure—		
Tierces, 350 lbs., net	0 17	
Tubs, 50 lbs., net	0 17 1/4	
Tins, 50 lbs., net	0 17 1/4	
Pails, wood, 20 lbs., net	0 17 1/4	
Pails, tin, 20 lbs., net	0 17	
Cases, 10 lbs. tins, 60 in case	0 17 1/4	
Cases, 3 and 5-lb. tins, 60 in case	0 18 1/4	
Bricks, 1 lb. each	0 19 1/4	
Lard, Compound—		
Tierces, 375 lbs., net	0 14 1/4	
Tubs, 50 lbs., net	0 15	
Tins, 50 lbs., net	0 15	
Pails, wood, 20 lbs., net	0 15 1/4	
Pails, tin, 20 lbs., net	0 15 1/4	
Cases, 10-lb. tins, 60 in case	0 16 1/4	
Cases, 3 and 5-lb. tins, 60 in case	0 16	
Bricks, 1 lb. each	0 17	
Hogs—		
Dressed, abattoir killed, cwt.	16 25	

BUTTER.—Prices are unchanged but an easier feeling is evident in butter

market following recent declines in cheese market which upset both, although the latter has since partially recovered. Offerings generally at country boards during week brought reduced prices and further concessions due to lack of an active demand are not impossible. Receipts since May 1 show decrease of 10,000 packages as compared with last year. Shortage of rennet is beginning to appear more strongly in market as possible factor in affecting price of butter if cheese makers are forced to divert their plants to butter-making through lack of rennet supplies.

Butter—	
Finest creamery, fresh made	0 31
Dairy prints	0 26
Dairy, solids	0 25
Separator prints	0 25
Bakers	0 23

CHEESE.—Market has firmed up again and although general advances have not been made a generally higher level of prices has been established and 1915 make is now offered at 22c. Considerable uncertainty existed during week and trading was marked by dullness in latter part as prices attained a higher level at country boards. Export demand is only fair and the rennet shortage is beginning to assume new importance on all sides as the possibility of it causing the shutting down of factories becomes more evident.

Cheese—	
1915 make	0 20
Stillton	0 22
1916 make	0 18

EGGS. —Prices are firming up with number ones at 26c and extras at 28c. Receipts continue fairly free with price at country stores advancing and now at from 23c to 24c, and with more eggs coming forward than can be sold, although not in as large quantity as usual lately, so that operators are storing a little later than usual this year and general tone is one of great firmness. Exports continue to be made but consist mostly of through shipments from the States.	
Eggs, case lots—	
No. 1's	0 26
Extras	0 28

POULTRY.—Poultry prices remain unchanged, firm and quiet, although this

last condition is blamed more on shortage of supplies than any lack of demand which continues to be beyond capacity of dealers to supply. Frozen chicken are practically cleaned up and 5 lb. stock or over is all that is left on hand. Live poultry remain about the same with limited quantity coming forward.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Fowl, large	0 23	0 24
Fowl, small	0 23	0 24
Ducks	0 20	0 18
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	0 28	
Roasting chickens, ordinary	0 22	
Squabs, Canadian, pair	0 50	
Squabs, Philadelphia, pair	0 70	
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	0 25	
Fowls, small, per lb.	0 23	
Turkeys, Tom, per lb.	0 26	0 27
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5 lbs. and vore	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks	0 25	0 27
Geese	0 13	0 15
Chicken	0 15	0 18

HONEY.—Shortage of supplies is beginning to be felt as result of steady local demand and some shipments to outside points so that market is expected to be pretty well cleaned up by time new crop appears. Prices and other factors of importance remain unchanged.

Honey—	
Buckwheat, tins	0 09 1/2
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12 1/2
Strained clover, in 5-lb. tins	0 12 1/2
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

MAPLE SYRUP.—Prices remain unchanged and well maintained on a quiet, steady market. Townships sugar is pretty well cleaned up, but ample supplies of Beauce sugar remains on hand, and a good demand continues locally although export trade has been hampered by retention of U.S. duty.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8 1/4 lb. tins, each	0 90	1 00
In 13 1/4 lb. tins, each	1 40	1 90

TORONTO

PROVISIONS.—There have been some declines this week consequent upon slight reduction in hog prices. Hence

light hams are reduced a cent. So are heavy. Breakfast bacon is easier and lower on low margin though 29 cents is still high level. As to hogs stocks are now coming forward more plentifully, and demand takes care of increased supplies. Lard levels are unchanged and remain firm at last week's quoting.

Hams—		
Light, per lb.	0 23	0 24
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Bacon—		
Backs—		
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14½
Tubs, 50 lbs., per lb.	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 15½	0 15½
Hogs—		
Live	11 00	11 50
Dressed, abattoir killed	14 00	14 50

BUTTER.—Make of butter keeps up fairly well, but the demand is overrunning it at the moment. Creamery prices are unchanged but maintain strength well. 29 to 31 is price to trade while at factories price is 27 to 27½; this is slightly down from recent price. Choice dairies are going to trade at 26 to 29 and 24 cents seems to be country store price. It looks as though butter will decline soon, however, as old country market is a full cent off, and Montreal reports an easier feeling evident. Export has been largely instrumental in keeping butter levels high thus far.

Creamery prints, lb.	0 29	0 31
Creamery solids	0 28	0 29
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE.—Most levels are up, new large advancing a cent and September cheese something less. Quotations to the trade are partially a reflection of enhanced price paid on Toronto Produce Exchange where round lots fetched 17 and 17¼. Old cheese is very firm, but there isn't much around. Demand is consistently good. Old country demand showed a sudden better turn again and export goes merrily on.

Cheese—		
New, large, per lb.	0 19	0 20
New, twins, per lb.	0 19½	0 20½
Sept., large, per lb.	0 22	0 22
Sept., twins, per lb.	0 22½	0 22½
Sept., triplets, per lb.	0 22½	0 22½

EGGS.—A slight strengthening was noticeable in the egg market this week and prices were a shade higher, indicated in prices below by a widening of the range. Available supplies in country are none too large at the moment considering moderate export demand and a good

consumption in this country. Associated ware houses in the United States reported 2,907,000 cases on June 1, as against 3,433,000 a year ago, or 526,000 less, which is a significant shortage, and worse than the month before, when cases were 1,424,000, as against 1,810,000, or only 386,000 less than the corresponding day a year ago.

POULTRY.—Broilers and old fowl continue to be in good demand and supplies are coming in from country fairly freely. Live stock is more in demand than dressed, with notable exception of chicken; frozen chicken being very short. There are no price changes.

Poultry—		
Spring broilers (1½ lbs. and over)	0 40-0 44	Dressed 0 55-0 65
Old fowl, lb.	0 18-0 20	0 22-0 24
Chickens	0 18-0 20	0 25-0 27
Milk-fed	0 17-0 20	0 25-0 26

HONEY.—Prices and market conditions show little change from those of last week. Demand and supply continue to dovetail without any special feature.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07½
Buckwheat, tins, per lb.	0 07¼	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13½
Clover, 10 lb. tins, per lb.	0 14	0 14½
Clover, 5 lb. tins, per lb.	0 14	0 14½
Comb. No. 1, doz.	2 50	3 00
Comb. No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE and PROVISIONS.—Hogs show little change over last week's market, the price for live hogs to-day being 10c. Receipts are only fair. Meat quotations remain unchanged. We have added to our list this week roast hams at 35c per lb., which are selling well in Winnipeg and the West. The egg market is very firm, with prospects of a temporary rise, although it is generally reported that there will be a decline as soon as the warmer weather eggs come on the market. Quotations last week end were 25-25½c for No. 1 candled stock. There has been a further decline in creamery butter, quotations to the trade now being 29c for No. 1 and 28c for No. 2. There is nothing new as regards dairy butter. The feeling among the packers is that butter will go much lower, and they believe the price will not go anything like as low as it did last year when quotations dropped to 75c. It was generally understood last week that the cheese market eased off on account of the British and Canadian governments withdrawing from the market, but there was a firming up of about 7/8c per lb., leaving quotations for large at 21c and twins 21½c. Sales to the trade in all lines of produce and provisions have been very good, but it is no more than should be expected at this time of year.

Hams—		
Light, per lb.	0 21	0 22
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 23
Dry Salt Meats—		

Long clear bacon, light	0 16½
Cooked Meats—	
Hams, boiled, per lb.	0 31
Shoulders, boiled, per lb.	0 23
Roast hams, lb.	0 36
Barrelled Pork—	
Mess pork, bbl.	27 00
Lard, Pure—	
Tierces	0 16
Pails	0 32½
Cases, 10s	10 05
Cases, 5s	10 13
Cases, 3s	10 20
Cartons	0 17½
Lard, Compound—	
Tierces	0 13
Tubs, 50s, net	6 62
Pails, 20s, net	2 75
Butter—	
Fresh made creamery	0 29
Creamery, No. 2	0 28
Rest dairy	0 24
Cooking	0 16
Eggs—	
New laids	0 25
Cheese—	
Ontario, large	0 21
Ontario, twins	0 21½

FRUIT AND VEGETABLES

(Continued from page 36.)

Beans, green	2 50	2 75
Carrots, new hamper	1 50	1 60
Celery, Florida, case	2 50	2 75
Cucumbers—		
Hothouse, doz.	2 50	3 00
Leamington, hamper	3 50	4 00
Onions—		
Texas, Bermuda, crates	2 00	2 75
Green, doz., bunches	0 20	0 30
Lettuce leaf, doz.	0 15	0 25
Lettuce head, hamper	1 75	2 25
Mushrooms, imported, 6 qt.	2 00	2 25
Parsley, doz.	0 40	0 50
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	2 10	2 15
Ontario, bag		1 90
New, barrel	6 50	7 00
Radishes, doz.	0 12½	0 20
Rhubarb, doz.	0 20	0 25
Spinach, hamper		0 75
Tomatoes, lb.		0 10
Turnips, bag	0 25	0 30

WINNIPEG

FRUIT AND VEGETABLES.—Bananas are being now sold on a basis of 4½c per lb. Grape fruit has jumped to \$5.50 per case. Florida pineapples have declined to \$4.50 per case. Rhubarb is off the market as far as the wholesalers are concerned, there is nothing but local rhubarb now offering. New potatoes have declined to 5c per lb. Valencia onions are off the market, and have given place to California onions, at \$5 per case. Mississippi tomatoes are easier this week, and can be bought at \$2.25 per crate of four baskets. New lines on the market this week are plums, peaches and apricots, quotations being \$2.50, \$2.25 and \$2.75 per crate respectively.

Fresh Fruits—		
Bananas, lb.	0 04½	
Cherries, case 9 lbs.	3 00	
Grapefruit, case	5 50	
Strawberries, Hood River, case 24 qts.	4 00	
Washington box apples	2 25	
Valencia oranges, case	5 00	
California lemons	5 50	6 00
Florida pineapples, case		4 50
Plums, crate		2 50
Peaches, crate		2 25
Apricots, crate		2 75
Vegetables—		
Asparagus, Minnesota, doz.		1 25
Cabbage, new, lb.		0 05
Peppers, per basket		0 75
Mushrooms		0 30
Carrots, per lb.		0 05
New potatoes, lb.		1 10
B.C. potatoes		1 00
Sweet potatoes, hamper		2 75
Garlic, per lb.		0 25
California head lettuce, case		4 00
Texas onions, crate		3 00
California onions, case		6 00
Mississippi tomatoes, crate 4 baskets.		2 25
Green peas, lb.		0 20
Spinach, case		1 50

Tartan
BRAND

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We Sell only Goods of Guaranteed Quality
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TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

ARE YOU LENDING MONEY TO YOUR CUSTOMERS?

How many charge account customers have you, who never pay their bills in full?

How many of your accounts are *never balanced*?

Figure it out for yourself—then stop and think.

Do you realize that the average amount of these unpaid balances represents just that amount of your capital that has been taken out of your business and loaned without interest to your customers?

Think what this amount must mean to you—not merely the interest you lose, but the opportunity to keep this money *working for you* and increasing the turnover in your store.

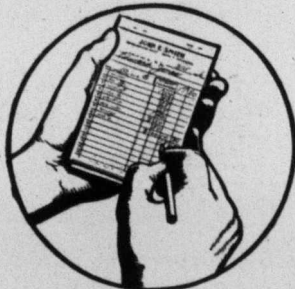
There's a way out. By making it easier for your charge account customers to keep their bills paid up and to pay them in full when they are paid, you can cut down the loss and put part of the idle capital to work. The McCaskey System provides the means.

With the McCaskey System in your store, your customer's account is always posted, ready for settlement. Every bill is a statement. When the bill is paid it is usually paid in full.

The McCaskey System saves you time, money and mistakes, and pays for itself in the money it saves. It pleases your customers because it is plainly a better way of handling your charge accounts.

Can you afford to be without this modern convenience when it costs so little to get and so much less to keep than your present bookkeeping plan?

McCASKEY
235-245 Carlaw Avenue
TORONTO, CANADA



McCASKEY
"ONE WRITING"

Clip and Mail this Coupon

McCaskey Systems, Limited, Toronto, Canada.

I am interested in the McCaskey System for handling charge accounts, and would like to know more about how it can be fitted to my business. I have about charge accounts on my books.

Name

Address

Town and Prov.....

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

Seasonable Sellers for your Summer window displays

Your customers will want something cool and refreshing when the real warm weather comes along. Why not prepare now to meet their requirements by laying in a supply of the many delightful, invigorating, and popular summer drinks to be found in the **STERLING LINE.**

There is a distinctive deliciousness about these **STERLING** summer lines that will tickle the taste of the most discriminating. **STERLING** Products are noted everywhere for their absolute purity and dependability — the word “**STERLING**” being recognized as a guarantee of quality.

First sales of any Sterling line are usually but the beginning of a continuous and profitable demand. Let the following Summer Sellers prove their selling value for you:

Raspberry Vinegar, Orangeade, Lemon Sour, Fruit Syrup, every flavor, cherry, raspberry, pineapple, etc.; Unfermented Wine.

Write us now for full particulars.

The T. A. Lytle Co.
Limited
STERLING ROAD, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Bbl. lots	
	Less than 10 case lots	or 10 cases and over
	Per doz.	Per doz.
Dime	\$.95	\$.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

DOMINION CANNERS, LTD. JAMS

“Aylmer” Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top	Glass Jars
	16 oz. glass	2 doz. case
	Per Doz.	
Apricot	\$ 2 40	
Assorted	2 30	
Blackberry	2 35	
Blueberry	2 35	
Currant Red	2 20	
Currant Black	2 35	
Cherry	2 30	
Gooseberry	2 20	
Plum	2 20	
Plum Green Gage	2 30	
Pear	2 20	
Peach	2 20	
Raspberry, Red	2 35	
Raspberry, Black	2 35	
Rasp. and Red Currant	2 30	
Rasp. and Gooseberry	2 30	
Strawberry	2 40	

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., -Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/2's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case. 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

“AYLMER” PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 70
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

CEREALS

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 00
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 3/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80



THE manufacturers of Ivory Soap not only know how to make soap but to sell it too.

It is the combination of a satisfying product and convincing advertising that makes Ivory Soap move so quickly and keep on moving.

Canadian grocers now are enjoying the advantages of an advertising campaign that brings people in for Ivory Soap, and in the soap itself they have a staple that brings them back for more.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Ivory Soap advertising matter for your local use.

Ten cents a box differential on all the following Procter & Gamble products, bought in 10 box lots: Ivory Soap, Gold Soap, P. & G.—The White Naphtha Soap, Pearline and Sopade. Ask your jobber.



IN the case of a baby one of the most important things is the choice of soap not only for his bath but for washing his clothes and for general nursery use.

It is very easy for the baby's skin to become chafed and sore either from the bathing or from garments that have lost their softness in the wash, and it always is a troublesome matter to keep nursing bottles and other utensils sweet and clean.

The only safe way is to use the mildest, purest, whitest soap to be had. That is Ivory Soap. It is impossible to make soap of higher quality, no matter what the price may be. When you use it, you know that, so far as bathing and cleansing are concerned, you are doing your best to keep baby healthy and good-natured.

IVORY SOAP . . .  . . . 99 1/2% PURE
IT FLOATS

Procter & Gamble Factories in Hamilton, Canada, make Ivory Soap, Gold Soap, P. & G.—The White Naphtha Soap, Sopade and Pearline.



THE soap you use for your toilet should be so mild that it is pleasant to use; so pure that it can be used freely without injury

It should lather freely so as to save time. It should rinse easily so as to leave the skin really clean. It should float so as to be convenient. And it should be white.

Ivory Soap meets all of these requirements. In every way it is the soap for your toilet. And it costs but a trifle.

IVORY SOAP . . .  . . . 99 1/2% PURE
IT FLOATS

Procter & Gamble Factories in Hamilton, Canada, make Ivory Soap, Gold Soap, P. & G.—The White Naphtha Soap, Sopade and Pearline.



WHEN it comes to toilet use, the thing that concerns you most is not the shape of the soap, nor its size, nor its color, nor its perfume, nor its price—but its lather.

It is the Ivory lather that makes Ivory Soap so satisfactory for bath and toilet.

It is thick, copious, lively; this is because it is one minute bubble after another instead of a thin, slimy soap solution. It does not irritate the skin, this is because Ivory Soap contains no free alkali to smart and burn.

It rinses easily, this is because Ivory Soap contains no unsaponified oil to make it stick to the skin. It cleanses thoroughly; this is because Ivory Soap is so pure. You owe it to yourself to see how Ivory Soap lathers, how Ivory lather feels and how Ivory lather acts.

IVORY SOAP . . .  . . . 99 1/2% PURE
IT FLOATS

Procter & Gamble Factories in Hamilton, Canada, make Ivory Soap, Gold Soap, P. & G.—The White Naphtha Soap, Sopade and Pearline.



It pays to feature MATHIEU'S NERVINE POWDERS

BECAUSE there is always a big demand for some safe, sure and permanent nerve remedy, and this demand is most efficiently filled by Mathieu's.

Among the people coming into your store every day are many to whom these curative powders would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of Mathieu's Nervine Powders before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for it.

Don't hesitate to recommend Mathieu's. It cures quickly and permanently without any harmful after effects.

Send for a small trial order to-day.

J. L. Mathieu Co., Proprietors
SHERBROOKE, QUE.

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co. LIMITED
HAMILTON

- Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90
- Sweet Chocolate— Per lb. 0 40
- Queen's Dessert, ¼'s and ½'s, 12-lb. boxes 0 40
- Queen's Dessert, 6's, 12-lb. boxes 0 40
- Vanilla, ¼-lb., 6 and 12-lb. boxes 0 37
- Diamond, 8's, 6 and 12-lb. boxes 0 30
- Diamond, 6's and 7's, 6 and 12-lb. boxes 0 28
- Diamond, ¼'s, 6 and 12-lb. boxes 0 28
- Icings for Cake—
- Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz. 1 00
- Chocolate Confections, Per doz. 0 39
- Maple buds, 5-lb. boxes 0 39
- Milk medallions, 5-lb. boxes 0 39
- Chocolate wafers, No. 1, 5-lb. boxes 0 32
- Chocolate wafers, No. 2, 5-lb. boxes 0 28
- Nonpareil wafers, No. 1, 5-lb. boxes 0 32
- Nonpareil wafers, No. 2, 5-lb. boxes 0 28
- Chocolate ginger, 5-lb. boxes 0 36
- Milk chocolate wafers, 5-lb. boxes 0 39
- Coffee drops, 5-lb. boxes.... 0 39
- Lunch bars, 5-lb. boxes.... 0 39
- Milk chocolate, 5c bundles, 3 doz. in box, per box 1 40
- Royal Milk Chocolate, 5c cakes, 2doz. in box, per box 0 90
- Nut milk chocolate, ¼'s 6, lb. boxes, lb. 0 39
- Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 39
- Nut milk chocolate, 5c bars 24 bars, per box 0 90
- Almond nut bars, 24 bars, per box 0 90

BORDEN MILK CO., LTD. CONDENSED MILK

- Terms net 30 days.
- Eagle Brand, each 48 cans. \$6 95
 - Reindeer Brand, each 48 cans 6 70
 - Silver Cow, each 48 cans... 6 15
 - Gold Seal, Purity, each 48 cans 6 00
 - Mayflower Brand, each 48 cans 6 00
 - Challenge, Clover Brand, each 48 cans 5 50

EVAPORATED MILK

- St. Charles Brand, Hotel, each 24 cans 4 60
- Jersey Brand, Hotel, each 24 cans 4 60
- Peerless Brand, Hotel, each 24 cans 4 60
- St. Charles Brand, Tall, each 48 cans 4 70
- Jersey Brand, Tall, each, 48 cans 4 70
- Peerless Brand, Tall, each, 48 cans 4 70
- St. Charles Brand, Family, each, 48 cans 4 10
- Jersey Brand, Family, each, 48 cans 4 10
- Peerless Brand, Family, each 48 cans 4 10
- St. Charles Brand, small, each 48 cans 2 00
- Jersey Brand, small, each 48 cans 2 00
- Peerless Brand, small, each, 48 cans 2 00

CONDENSED COFFEE

- Reindeer Brand, "Large," each 24 cans \$4 80
- Reindeer Brand, "Small," each 48 cans 5 50
- Regal Brand, each 24 cans. 4 50
- COCOA, Reindeer Brand, each 24 cans 4 80

COFFEE. WHITE SWAN SPICES AND CEREALS, LTD.

- WHITE SWAN**
- 1 lb. square tins, 4 doz. to case, weight 70 lbs. 0 36
 - 1 lb. round tins, 4 doz. to case, weight 70 lbs. 0 34½

ENGLISH BREAKFAST COFFEE.

- ½ lb. tins, 2 doz. to case, weight 22 lbs. 0 22
- 1 lb. tins, 2 doz. to case, weight 35 lbs. 0 20

MOJA

- ½ lb. tins, 2 doz. to case, weight 22 lbs. 0 31
- 1 lb. tins, 2 doz. to case, weight 35 lbs. 0 30
- 2 lb. tins, 1 doz. to case, weight 40 lbs. 0 30

PRESENTATION COFFEE.

- A Handsome Tumbler in Each Tin.
- 1 lb. tins, 2 doz. to case, weight 45 lbs., per lb. 0 27

FLAVORING EXTRACTS WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

- 1 oz. bottles, per doz., weight 3 lbs. \$ 1 05
- 2 oz. bottles, per doz., weight 4 lbs. 2 00
- 2½ oz. bottles, per doz., weight 6 lbs. 2 20
- 4 oz. bottles, per doz., weight 7 lbs. 3 50
- 8 oz. bottles, per doz., weight 14 lbs. 6 50
- 16 oz. bottles, per doz., weight 23 lbs. 12 00
- 32 oz. bottles, per doz., weight 40 lbs. 22 00
- Bulk, per gallon, weight 16 lbs. 10 00

CRESCENT MFG. CO. CRESCENT MAPLEINE

- Per doz.
- ½ oz. (4 doz. case), weight 9 lbs., retail each 15c. \$1 35
 - 1 oz. (4 doz. case), weight 14 lbs., retail each 30c. 2 50
 - 2 oz. (3 doz. case), weight 15 lbs., retail each 50c. 4 25
 - 4 oz. (2 doz. case), weight 17 lbs., retail each 90c. 7 50
 - 8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60. 13 25
 - Pint (1 doz. case), weight 29 lbs., retail each \$3. 24 50
 - Quart (1 doz. case), weight 53 lbs., retail each \$5.50. 45 00
 - Half gallons, each, retail each, \$10 7 50
 - Gallons, each, retail each \$18 14 50

GELATINE

- Knox Plain Sparkling Gelatine (2-qt. size), per doz. 1 30
- Knox Acidulated Gelatine (Lemon Flavor), (2-qt. size), per doz. 1 30
- Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 10

W. CLARK, LIMITED, MONTREAL.

- Compressed Corned Beef, ¼s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$21.00; 14s, \$43.00.
- Roast Beef, ¼s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.
- Bolled Beef, 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.
- Jellied Veals, ¼s, \$1.75; 1s, \$3.00; 2s, \$4.50; 6s, \$21.00.
- Corned Beef Hash, ¼s, \$1.50; 1s, \$2.50; 2s, \$4.50.
- Beefsteak and Onions, ¼s, \$1.75; 1s, \$3.00; 2s, \$5.40.
- Cambridge Sausage, 1s, \$3.00; 2s, \$5.00.
- Pigs' Feet, 1s,; 2s, \$4.25.
- Boneless Pigs' Feet, ¼s, \$1.50; 1s, \$2.50.
- Lambs' Tongues, ¼s, \$1.90.
- Sliced Smoked Beef, tins, ¼s, \$1.70; 1s, \$2.65; 4s, \$13.50.
- Sliced Smoked Beef, glass, ¼s, \$1.20; ½s, \$1.90; 1s, \$2.75.
- Tongue, Ham and Veal Pate, ¼s, \$1.45.
- Ham and Veal, ¼s, \$1.20.
- Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.
- Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, \$1.45.
- Ox Tongues, tins, ¼s, \$3.00; 1s, \$5.50; 1½s, \$7.50; 2s, \$10.50.

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

California Lemons

Extra Fancy, Bright, Clean, Thin-skinned Fruit. Full of Juice.

Large, Even-sized Lemons from Top to Bottom of Box.

When you want the Very Best Order

Silver Lemon Brand

Packed by Arlington Heights Fruit Company.

Sold by

The House of Quality

HUGH WALKER & SON

GUELPH - ONTARIO

Mississippi Tomatoes

4 Basket Crates now arriving.

California

Apricots

Plums

Peaches

Cherries

WHITE & CO., LIMITED

Wholesale Fruits

TORONTO

Are You Interested?

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

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed to Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?

In Buying a Business?

In Engaging a Clerk?

In Securing a Position?

In Securing a Partner?

In Disposing of Second-hand Fixtures?

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

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

Canadian Grocer

143-153 University Ave., Toronto

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

LEMONS

Looks like any brand will sell this summer, but the man who orders ahead and gets

"St. Nicholas"

will be infinitely better served.

J. J. McCabe

Agent

TORONTO

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

Brooms of Quality

may always be had by ordering our brands. We have them at
\$3.00, \$3.25, \$3.50, \$3.75,
\$4.00, \$4.25, \$4.50, \$4.75,
\$5.00, \$5.50, \$5.75, \$6.00
 per dozen.

FACTORY and MILL
Brooms \$3.75, \$4.25, \$4.75
 per dozen.

Walter Woods & Co.
 Hamilton - Winnipeg

TUNA FISH

(The Chicken of the Sea)

VanCamp Brand

Prices are now named, and the fish will be ready for shipment the latter part of July.

W. H. ESCOTT CO., Ltd.

WINNIPEG

BRANCHES AT

Regina Calgary Edmonton Saskatoon

Ox Tongues, Glass, 1½s, \$10.50; 2s, \$13.00.
 Mince-meat, Hermetically Sealed Tins, 1s, \$1.75; 2s, \$2.85; 3s, \$4, 4s, \$5.50; 5s, \$7.
 In Pails, 25 lbs., 10½c lb.
 In 50 lb. Tubs, 10½c.
 In 85 lb. Tubs, 10c.
 In Glass, 1s, \$2.25.
 Plum Pudding, 1s, \$2.30; 2s, \$3.
 Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.
 Clark's Peanut Butter—Pails 24 lbs., 17c per lb.
 Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
 Pork and Beans, Plain Talls, 1s, 70c; 2s, \$1.10; 3s, \$1.70; 6s, \$6; 12s, \$8.50; 3s flat, \$1.60. Individuals, 55c doz.
 Pork & Beans, Tomato Sc. Talls, 1s, 75c; 2s, \$1.15; 3s, \$1.75; 6s, \$6; 12s, \$8.50; 3s flat, \$1.60; Individuals, 60c doz.
 Pork and Beans, Chill, 1s, 75c; 2s, tall, \$1.15; 3s, flat, \$1.60; Individuals, 60c doz.
 Tomato Sauce, 95c doz.; plain, 95c doz.
 Pork and Beans, 1½, Chill Sauce, 95c doz.
 Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.20.
 Clark's Chateau Chicken Soup, \$1.10.
 Clark's Chateau Concentrated Soups, 95c.
 Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.
 Spaghetti with Tomato and Cheese, ½s, 95c; 1s, \$1.30 doz.
 Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
 English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

LAPORTE, MARTIN, LIMITED
 Montreal. Agencies

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs. 5 50
 Neptune 7 00
 San Rival 8 00

VICHY LEMONADE

La Savoureuse, 50 btles, cs. 8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs. \$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 15
 Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95
 Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05
 Club Soda, Trayders, cs., 6 doz., splits, doz. 0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb. 0 38
 Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb. 0 35
 Victoria, ch. 90 lbs., lb. 0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34½
 Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
 Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MUSTARD

COLMAN'S OR KEEN'S

Per doz. tins
 D. S. F., ¼-lb. \$ 1 60
 D. S. F., ½-lb. 2 90
 D. S. F., 1-lb. 5 75
 F. D., ¼-lb. 0 90
 Per jar
 Durham, 4-lb. jar 0 95
 Durham, 1-lb. jar 0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
 List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

5c 10c
 Round Oval lith. litho. dredge. 2½ oz. dredge. 2½ oz. Per doz. Per doz.
SPICES
 Allspice \$0 45 \$0 90
 Arrowroot, 4 oz. tins, 85c
 Cayenne 0 45 0 90
 Celery salt
 Celery pepper
 Cinnamon 0 45 0 90
 " whole, 5c. pkgs., window front, 45c
 Cloves 0 45 0 90
 Cloves, whole, 5c. pkgs., window front, 45c
 Curry powder
 Ginger 0 45 0 90
 Mace 1 25
 Nutmegs 0 45 0 90
 Nutmegs, whole, 5c pkgs., window front, 45c
 Paprika 0 45
 Pepper, black 0 45 0 90
 Pepper, white 0 50 0 95
 Pastry spice 0 45 0 90
 Pickling spice, window front, 90c
 Dozens to case... 4 4
 Shipping weight per case 10 lbs. 15 lbs.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—

Boxes Cents
 40 lbs., Canada Laundry... .06½
 40 lbs., Canada White Gloss, 1 lb. pkg.06½
 48 lbs., No. 1 White or Blue Starch, 3 lb. cartons.... 7½
 100 lbs. kegs No. 1 White .06½
 200 lbs., bbls., No. 1 White .06½
 30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs. .07½
 48 lbs., Silver Gloss, in 6 lb. tin canisters08½
 36 lbs., Silver Gloss, in 6 lb. draw lid boxes..... .08½
 100 lbs., kegs Silver Gloss, large crystals07½
 28 lbs., Benson's Satin, 1 lb. cartons, chromo label .07½
 40 lbs., Benson's Enamel, (cold water), per case... 3 00
 20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. 12½

Celluloid
 Boxes containing 45 cartons, per case 3 00

Culinary Starch
 40 lbs., W. T. Benson & Co.'s Celebrated Prepared Corn07½
 40 lbs., Canada Pure Corn .06½ (20 lb. boxes ¼c higher)

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED — INFORMATION REGARDING good grocery or meat market for sale. Send particulars. R. G. List, Minneapolis, Minn.

SALESMAN LIVING IN VICTORIA, B.C., with good connection throughout Province is open for position with either wholesale grocery or manufacturer. Can furnish best of references. Box 145, Canadian Grocer.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.


WANTED—A SET OF GROCERY FIXTURES consisting of wall shelving, bins and drawers, display counters with glass fronts, etc., would prefer hardwood in dark oak finish, about 35 feet long. Can use a quantity of hardware fixtures such as boxes, drawers, etc. Box 144, Canadian Grocer.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.


WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

Advertising

"Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service."—*Elbert Hubbard.*




TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKLEY'S KNIFE POLISH



20102-7756

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies, Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada

PROMPT DELIVERIES by us are therefore certain.

THE TRENT MFG. CO., LIMITED

TRENTON, ONTARIO, CANADA

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

THE "WANT" AD.

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

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

The "want ad." gets work for 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.

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout, Whitefish

Price Quality Service

J. BOWMAN & CO. 26 Duncan St., Toronto, Ont.

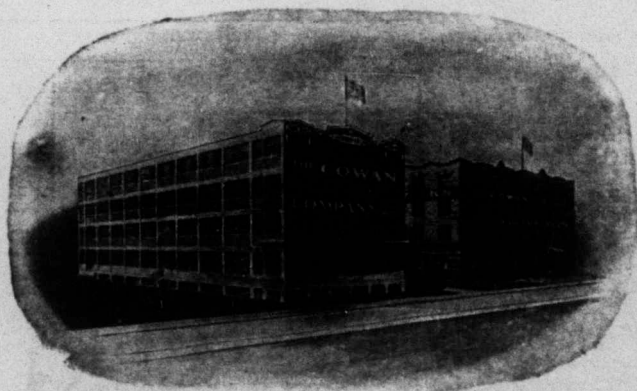
This space \$1.00 per insertion on yearly order.



There is no finer cocoa in the world than this celebrated Canadian Product—

COWAN'S
COCOA—
"Perfection Brand" Purest and Best

We voice the merits of this excellent cocoa to more than 3,000,000 Canadian people daily through our national campaign of advertising. Little wonder, then, that this cocoa is selling tremendously—push it, it beats any imported goods, and further it's Canadian made by Canadians.



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Hillock & Co., Jno.	12	Trent Mfg. Co.	53
Hobart Mfg. Co.	13	W	
Horton-Cato Mfg. Co.	56	Wagstaffes, Limited	6
L		Walker, Hugh, & Son	49
Lake of the Woods Milling		Walker Bin & Store Fixture	
Co.Outside back cover		Co.	13
Lambe & Co., W. G. A.	10	Washington's Refined Coffee,	
Laporte, Martin, Limitée ...	55	G.	10
Lemon Bros.	49	Watson & Truesdale	10
Lightcap, O. F.	10	Webb, Harry	10
Lytle & Co., T. A.	46	Wethey, J. H., & Co.	56
		White & Co.	49
		Woods & Co., Walter	50

If you handle cigars—read this page
 If you do not—read it twice
 If you believe us—send a trial order
 If you doubt us—investigate

WHY let your customers buy their cigars elsewhere? Stock a few good lines, let your customers know about it, and you will get their business. Amongst others we offer you the following brands, because they sell well; and are great values for the money.

BRAND	FILLER	WRAPPER	SHAPE	PRICE PER BOX
"Ramona"	Clear Havana	Sumatra	Perfectos	\$4.25
"Primrose"	Long Havana	Sumatra	Londres	2.75
"Convincidad"	Havana	Sumatra	Londres or Perfectos	2.50
"Old Cabin"	Fine Kentucky	Florida	Panatellas	1.75
"Alto Pluma"	2nd Havana	Florida	Londres	1.25
"Selected Havana"	Kentucky	Florida	Londres	1.10
"Havana Seconds"	Short Virginia	Florida	Londres	1.00

Discount: 10 Boxes 5%. 20 Boxes 10%.

Our usual guarantee of satisfaction goes with every box.

While we do not claim that these cigars will have such a sale as will oblige you to call the police force to hold the crowd, we claim that their quality more than warrant their price—they will sell well when introduced to your trade.

To help you introduce them we will give you with every five hundred a like number of attractive envelope enclosures to your name.

We want your frank opinion about these cigars—so write for samples.

Then you'll send a trial order.



Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street West

MONTREAL

FREE ADVICE CONCERNING CIGARS SENT UPON REQUEST.



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

Have you tried

WETHEY'S

ORANGE

MARMALADE?

It is making
a hit.

**For the picnic or
luncheon salad**



Suggest to your patrons
that they include a bottle
of

ROYAL
Salad Dressing

in the picnic basket and
add it to the salad just
when spreading the table.
This rich, creamy dressing
will make the salad doubly
delicious.

An excellent and profit-
able seller. Ask your
wholesaler.

The Horton-Cato
Manufacturing Co.

Windsor, Ont.

Building a Better Business

By sticking to the things that are true
and tried—the things that have estab-
lished themselves in public favor
through honest value—

Shredded Wheat

has established itself in a million homes
as the cleanest, purest, most nutritious
of all cereal foods. Get in touch with
the home and you will keep a fresh
stock of Shredded Wheat always on
hand.



The Biscuit is packed in odor-
less spruce wood cases which
may be easily sold for 10 or
15 cents, thereby adding to
the grocer's profits.

"MADE IN CANADA" only by
The Canadian Shredded Wheat Co., Limited
NIAGARA FALLS, ONTARIO

61-U

MR. CLERK ←
YOUR SPARE TIME

WHAT do you do with it? By that we mean,
is it bringing you any returns in the ways
that go to assure your future success?

How would you like to know of a plan that will
bring you in as much (if not more of an income)
than your regular occupation. **Would you be inter-
ested?**

We have a plan by which hundreds of clerks
throughout Canada are greatly increasing their
weekly incomes. This plan interferes in no way
with their regular duties. It helps them to become
of more value to their employers as well. Besides
it supplies them with extra funds.

Write, and we'll give full particulars concerning
it. This places you under no obligation, we'll be
glad to tell you all about it. Drop us a line **To-Day**.

The MacLean Publishing Co.

Dept. C.G. 143-153 University Ave.

Toronto

Canada

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

Makes More Customers

PURITY FLOUR brings more and better customers into your store. The housewife willing to pay **MORE** for a superior flour buys superior products in specialties and **OTHER** staples.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

30

LARGEST MAKERS IN THE WORLD

Tin Foll—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

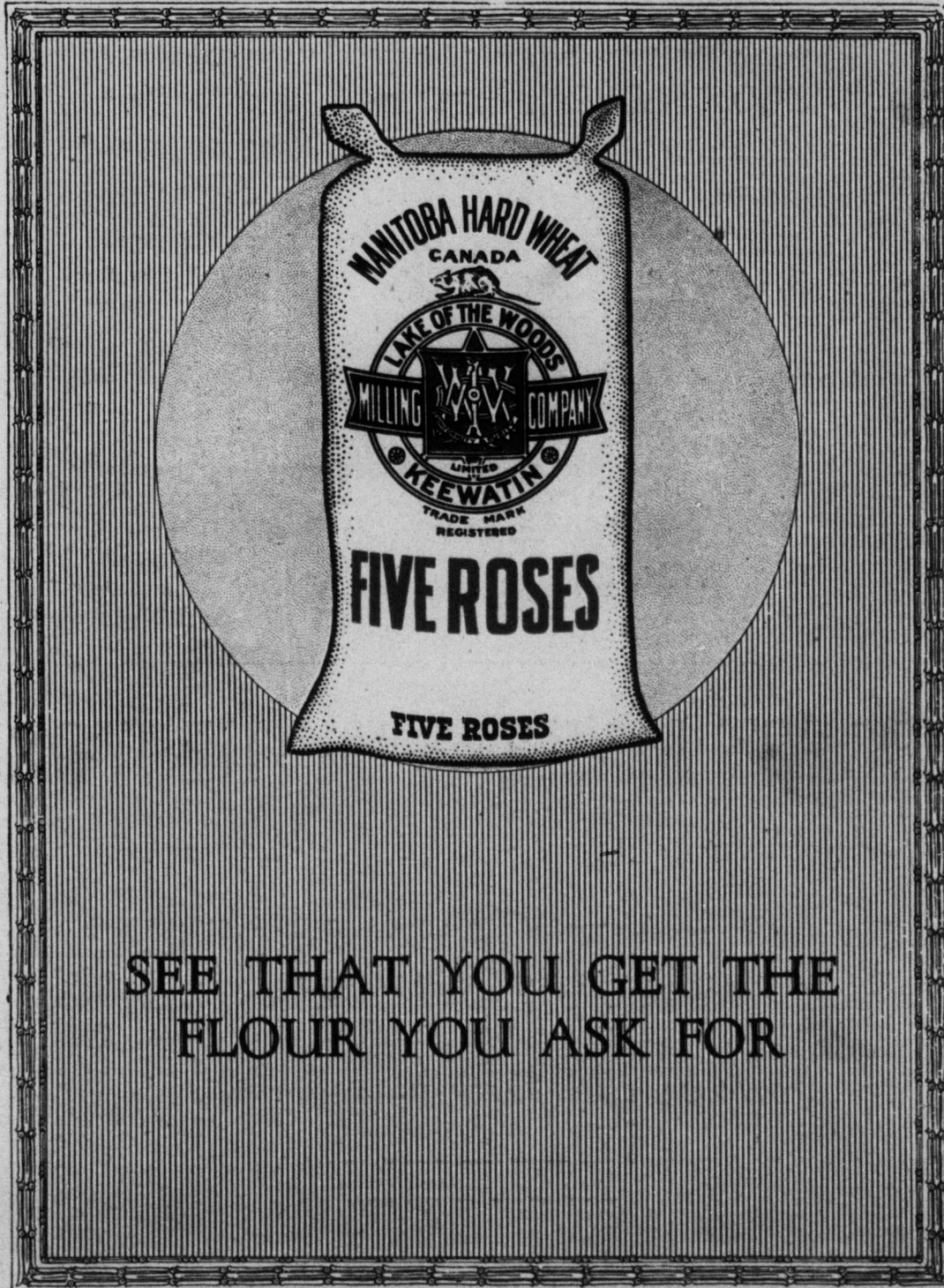
ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating **QUANTITIES**
—We will give you **BEST QUALITY—BEST DELIVERY—BEST PRICES**

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND



SEE THAT YOU GET THE
FLOUR YOU ASK FOR