

**PAGES  
MISSING**

MANUFACTURERS AGENTS AND BROKERS ISSUE

# CANADIAN GROCER

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

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, AUGUST 16, 1918

No. 33



## CANADIANS AT THE FRONT

### *Thousands of Parcels*

of their well known candies are being sent direct from London to the boys in the trenches by the manufacturers, James Pascall, Ltd., London, England.

Each parcel contains good value in Candies, Chocolate, Acid Drops, Bullseyes, etc., and returns a nice profit to the store that books the order.

Write to the local representative at once for full particulars and advertising matter.

**NO OUTLAY—NO TROUBLE**

**Pascall's Representatives:**

Angevine & McLaughlin, P.O. Box 5, St. John, N.B. W. H. Escott Co., Ltd., 181-3 Bannatyne Avenue East, Winnipeg. The Harry Horne Co., 309-311 King Street West, Toronto. Davies Irwin, Ltd., 501 Read Building, Montreal. P. E. Outerbridge, 180 Water Street, St. John's, N.F.

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

# What the **O-Cedar** Trade Mark Means



O-Cedar Polish Mops are well made—the mop itself being of the finest wearing texture—carefully treated. The fact that this product bears our trade-mark is the greatest assurance you can give your customer that this mop is the best that can be bought for the money.

O-Cedar Polish is skilfully tested. Before we place our trade-mark on a bottle of O-Cedar Polish we first make certain that this bottle of O-Cedar Polish is up to our standard—that it is just as good as any bottle of O-Cedar Polish we have ever manufactured. There is only one O-Cedar quality.



### THEY SELL THEMSELVES---IF PROPERLY DISPLAYED

In order to create sales (other than those created by our advertising) you will find it very profitable to make frequent window displays of O-Cedar Products. Selling just as well in Summer as in Winter, these lines make an excellent profit for you. (Beautiful window cards and window hangers furnished upon request.)

Write your jobber to-day about the O-Cedar special assortment and O-Cedar Profit Deals.

**CHANNEL CHEMICAL CO., LTD.**  
TORONTO, ONTARIO

## BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is \$11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,  
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value \$26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000	Wholesale Discount	Net
2 for 25c	2	50 NOBLEMEN	\$100.00	\$5.00	Less 10% \$4.50
10c	2	100 PERFECTION	72.00	7.20	" 6.48
3 for 25c	2	100 GRAND MASTER	64.00	6.40	" 5.76
30c	20	100 MIDGETS (5 in a box)	48.00	4.80	" 4.32
5c	1	100 LORD TENNYSONS	41.00	4.10	Less 5% 3.90
5c	1	50 Cables	40.00	2.00	" 1.90
					<b>\$26.86</b>

Business name ..... Address .....

Send by ..... Express

\*If you send cash with order, deduct 2% cash discount and remit \$26.32 only.

**SEND IN YOUR ORDER PROMPTLY**



Delicious—  
 Convenient—  
 Economical—

*Borden's*

ST. CHARLES BRAND

## Evaporated Milk

Always have a generous supply of this seller on hand.

The demand is good. In these days of high prices the housewife appreciates "THE MILK THAT CUTS THE COST OF COOKING."

The percentage of Butter Fat in Borden's "St. Charles Brand" exceeds the requirements of the Government regulations.

### Borden Milk Company, Limited

Leaders of Quality  
 MONTREAL

Branch Office, No. 2 Arcade Bldg.  
 VANCOUVER, B.C.

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



# KRAUT IS DUTCH—NOT GERMAN!

If any of your customers have scruples about eating Kraut for patriotic reasons, just refer them to the following dispatch from Washington:—

“Washington, May 30th.—Sauer Kraut may be eaten without disloyalty. The Food Administration to-day explained that the dish is of Dutch, rather than German origin and that those who make free use of it will be performing a patriotic service by stimulating a greater use of cabbage and thus saving staple foods needed abroad.”

## “Simcoe” and “Dominion” Brand KRAUT

is of the highest quality. Its delicious flavor appeals to every taste. Order a supply, but order quick—the supply is limited. Telegraph your order to-day at our expense.

**Dominion Cannery Limited**  
Hamilton, Canada

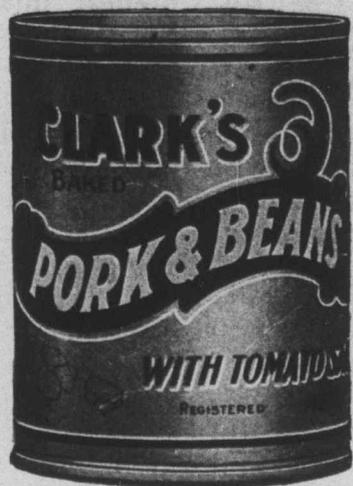
License No. 14-12



“The Seal of Quality”

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

# CLARK'S



THE  
REAL  
THING  
IN

# PORK and BEANS

THE BRAND  
YOUR  
CUSTOMER  
WANTS



# CLARK'S

W. CLARK, LTD.



MONTREAL

# BOWSER

## Self Measuring Oil System —THE ONLY RIGHT WAY

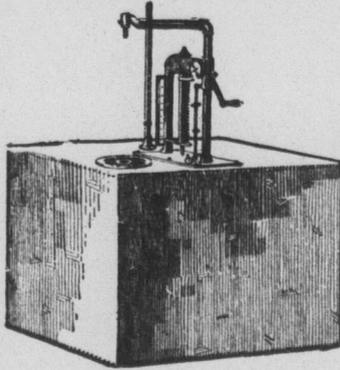


Figure 19

Hang can on spout; give handle a few turns and the machine tells you at every turn just how many gallons and fractions you have pumped, and the price to charge. Why, it's the cleanest, easiest, quickest sale you can make and you get every cent of profit that you are entitled to. Write for full particulars. It will not obligate you to buy.

**S. F. BOWSER & CO., Inc.**

Established 1885

68 Fraser Ave.

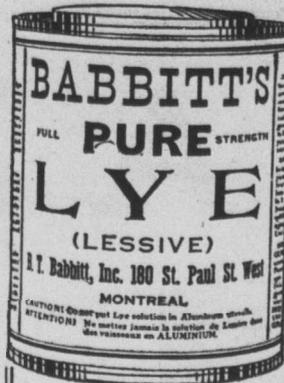
Toronto, Ont.

No guessing, no waste. No undercharge or overcharge.

No smell of oil on hands or clothing, and none in the store. No evaporation loss (a big item). Reduces your fire hazard (a bigger item). Saves lots of time.

Impresses your customers. A money maker all 'round.

Tank on first floor or in basement, or underground away from fire risk, evaporation and oil odors. Pump on your store floor—attractive—odorless.



## BABBITT'S LYE

A refined, concentrated lye—the highest quality in Purity and Strength.

Because of its strength and purity **BABBITT'S LYE** combined with house greases and fats makes a really excellent soap—either hard or soft. And the cost of soap so made is trifling—and in these war-time days, when all good housewives are practicing economy, this saving is a real consideration. Directions for soap-making are on each can of **BABBITT'S LYE**.

Your profits on this high quality line are good.

Order through your jobber.

**WM. H. DUNN, LIMITED**

Sales Specialists

**MONTREAL**

Dunn-Hortop, Ltd.

Toronto

# TAPATCO

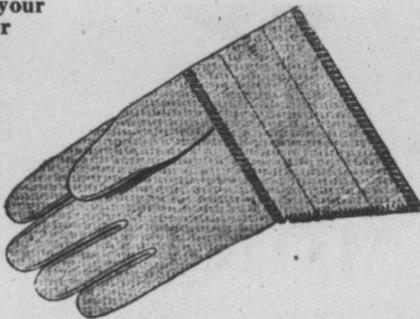
REGISTERED BRAND TRADE MARK

## You Can Sell Tapatco Gloves to the Men of Your Town

The Tapatco Glove is a well made, comfortable, long-wearing working glove that will give every man unlimited satisfaction.

Get this profitable extra business. Show the Tapatco line in your windows where the men will notice it. There's a Tapatco style and weight for every purpose

Ask your Jobber



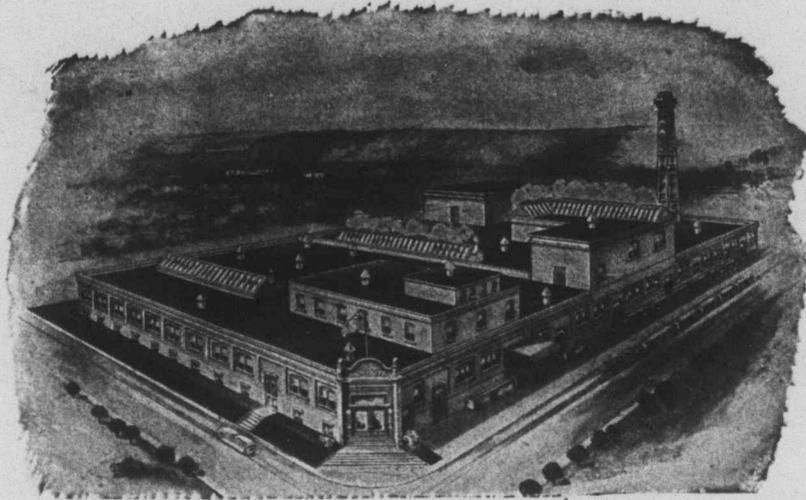
**The American Pad and Textile Co.**  
Chatham, Ontario



**WHEN** you sell **COW BRAND BAKING SODA** you are helping the housewife economize as it does not require as much **COW BRAND** as cheap bulk soda—and the results are better.

**Church & Dwight, Limited**  
Manufacturers - - **MONTREAL**

# WAGSTAFFE'S 1918 PACK JAM



THE MOST MODERN AND UP-TO-DATE FRUIT  
PRESERVING FACTORY IN CANADA



Strawberry  
Raspberry  
Black Currant  
Plum  
Peach  
Apricot

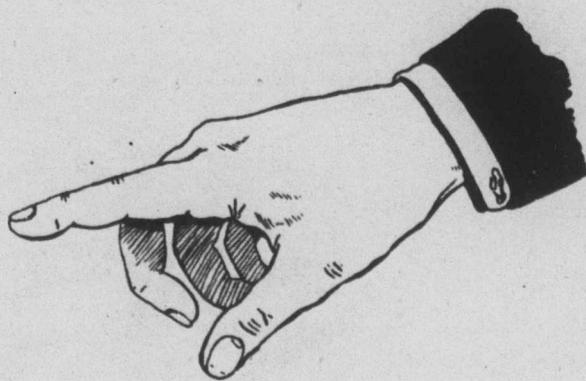


All Ready for Delivery.

## WAGSTAFFE, Limited

Hamilton, Canada

# Reach the Western Market through this house



The buying power of the West is worth connecting with.

We've got the Experience and the Aggressive Representation to connect you with it properly.

Constantly in touch with the Western Wholesale and Retail Trade, we are in a splendid position to introduce and popularize your product in this important field.

Our efforts are backed by an established reputation of 15 years' successful selling in the West.

Our Staff of keen, live-wire salesmen will push your product to both Retail and Wholesale Trade.

Hear how our proposition sounds before placing your product in any other hands. A postcard will bring you particulars.

**We sell CHRISTIE'S BISCUITS  
and ROBERTSON'S CONFEC-  
TIONERY direct to the Retail  
Trade.**

## Scott-Bathgate Co., Limited

*Wholesale Grocery Brokers and Mfrs. Agents*

149 NOTRE DAME AVE. E.

WINNIPEG

# Canadian and American Markets

Will be open for Representation of English Manufacturers after the war to a greater extent than ever before.

Your attention is drawn to our Organization and Equipment for handling and marketing first-class lines.

We carry stocks and distribute from

— TORONTO, ONT.

— MONTREAL, QUE.

ST. JOHN, N.B.

WINNIPEG, MAN.

VANCOUVER, B.C.

NEW YORK, N.Y.

HOUSTON, TEXAS.

SAN FRANCISCO, CAL.

CHICAGO, ILL.

We are open to represent three or four first-class manufacturers who have a High-Class Food Product to offer. We can handle any advertising campaign and have been most successful with English goods. Correspondence solicited.

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

IMPORTERS & DISTRIBUTORS

Canadian Head Office  
TORONTO, CANADA

American Head Office  
NEW YORK, U.S.A.

STUART WATSON

WE COVER MANITOBA, SASKATCHEWAN AND ALBERTA

A. TRUESDALE

TRACK WAREHOUSE  
DISTRIBUTINGFOWARDING  
AND  
STORAGETELEPHONES MAIN  
1850  
5366**WATSON & TRUESDALE**

WHOLESALE

COMMISSION BROKERS & MANUFACTURERS AGENTS  
120 LOMBARD ST.CABLE ADDRESS  
"STUWAT"CODES  
WESTERN UNION  
UNIVERSAL EDITION  
A.B.C. 4TH & 5TH  
EDITION  
BENTLEY'S FIRST  
EDITION  
J. K. ARMSBY'S  
LATEST CROSS

WINNIPEG,

May 24/18

TO MANUFACTURERS AND PACKERS:

GENTLEMEN:

Years of experience coupled with an efficient sales organization calling constantly on both the Wholesale and Retail trades in Western Canada are the reasons why we suggest if you want your business intelligently handled and your products sold, that you write us.

If we are entrusted with your account you will be assured of efficient representation that brings results.

Yours very truly,  
WATSON & TRUESDALE.

Cable Address: "MACK"

Codes Used: A.B.C. 4th and 5th, Armsby—Private

*W. L. Mackenzie & Co.**Limited**Manufacturers' Agents and Commission  
Merchants**Head Office:**141 Bannatyne Avenue East**Winnipeg*

Branch Offices at Regina, Calgary, Edmonton and Saskatoon

ESTABLISHED 1880

Western Canada's Oldest Firm of Grocery Brokers.

*The Leaders in 1880 — The Leaders To-day**If any advertisement interests you, tear it out now and place with letters to be answered.*



# This is the House

to ship your Western consignments through

If prompt and efficient service appeals to you we suggest your putting it up to us.

Our facilities for handling your business promptly and satisfactorily are entirely adequate. Ample track accommodation, a commodious warehouse with a storage and distributing system efficient in the extreme enable us to give you quick distribution in Winnipeg or rapid re-shipment to points west.

Steam heated throughout. Bonded  
or free storage.

We have recently purchased the warehousing business of C. S. Turner & Co., Winnipeg, and will operate it under the Williams Warehousing Co.

*Write for full particulars now to*

## Winnipeg Warehousing Co.

W. R. WILLIAMS, Manager

WINNIPEG

(Unincorporated)

# B. M. HENDERSON BROKERAGE LTD.

—Brokers Exclusively—

106-7 Adams Building

Edmonton, Alberta

ESTABLISHED AUGUST 16TH, 1917. ONE YEAR OLD TO-DAY

**Groceries, Dried Fruits, Canned Goods, Nuts, Beans,  
and Cereals, Fruit and Vegetables, Apples,  
Potatoes, Onions, Etc.**

That our policy inaugurated at the time of our incorporation, "Brokers Exclusively," is appreciated by our clients is evidenced by the splendid support received by us, and the immense volume of business entrusted to us.

## REPRESENTING

- Rosenberg Bros. & Co., San Francisco** —Dried Fruits, Raisins, Nuts and Honey.
- Hedley Shaw Milling Co., Medicine Hat**—Flour and Cereals.
- Crosby Molasses Co., St. John, N.B.** —Molasses.
- Balfour Guthrie & Co., Vancouver, B.C.**—Canned Salmon, Canned and Salt Herring, etc.
- Vancouver Pickle Co., Vancouver, B.C.**—Pickles, Catsup, etc.
- Campbell Flour Mills Co., Toronto, Ont.**—Corn Flour.
- Continental Salt & Chemical Co., San Francisco** —Salt.
- Marinario Macaroni Co., Lethbridge, Alta.** —Macaroni, Spaghetti, Vermicello.
- Washburn Crosby Co., Minneapolis, Minn.** —Corn Meal, Rye Flour, etc.
- H. W. Ackerman, Belleville, Ont.** —Evaporated Apples.
- Wm. McNair, Armstrong, B.C.** —Ashcroft Beans.
- Vantoria Canning Co., Vancouver, B.C.**—Canned Fruits, Vegetables and Jams.

Agencies solicited for non-conflicting lines. Write or wire us.

*"BUSINESS MOTTO"*  
*Prompt and Improved Service*

# B. M. HENDERSON BROKERAGE LTD.

Canada Food Control License Nos. 3-385, 3-386, 6-529, 6-530

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

# Mason & Hickey

MANUFACTURERS' AGENTS

Head office at Winnipeg, Man.; branches at Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon and Vancouver. We are open to represent lines that do not compete with the following:

Arbuckle Bros., New York. Green Coffees.	Ingersoll Packing Co., Ltd., Ingersoll, Ont. Cheese and Smoked Meats.
The Borden Milk Co., Ltd., Montreal. Evaporated and Condensed Milk.	W. K. Kellogg Cereal Co., Toronto and Battle Creek. Dominion Corn Flakes, Krumbles, Rice Flakes, etc.
California Fruit Canners' Association, San Francisco, Cal. Del Monte Canned Goods.	Kelly Confection Co., Ltd., Vancouver. Molasses.
Canada Nut Co., Ltd., Vancouver. Peanut Butter.	King Beach Mfg. Co., Ltd., Mission City, B.C. Jams and Jellies.
Canada Starch Co., Ltd., Montreal and Brantford. Starch, Syrup and Glucose.	W. S. Loggie Co., Ltd., Chatham, N.B. Lobsters, Codfish and Blueberries.
Creamette Co., Minneapolis. Macaroni, Vermicelli, Spaghetti, Cream- ettes, etc.	Manford Schier, Dunnville. Evaporated Apples.
Crescent Mfg. Co., Seattle. Mapleine.	National Licorice Co., Montreal. Licorice.
Crown Broom Works, Ltd., Vancouver. Brooms, Woodenware.	Nicholson & Brock, Toronto. Bird Seed and Bird Gravel.
The Dominion Sugar Co., Ltd., Wallace- burg, Chatham, Kitchener. Sugar.	Proctor & Gamble Distributing Co. of Canada, Ltd., Hamilton, Ont. Crisco, Soaps, Soap Powders, Oils and Flakewhite.
Essex Canning & Preserving Company, Ltd., Essex, Ont. Canned goods.	William Rogers & Co., Denia, Spain. Valencia Raisins.
Foster & Holtermann, Ltd., Brantford. Honey.	W. A. Taylor, Winnipeg. Horse Radish and Relishes.
Gorman, Eckert & Co., Ltd., London, Ont. Olives, Spices and Extracts.	Thornton & Co., Malaga, Spain. Malaga Raisins.
California Packing Corporation, San Francisco. Griffin & Skelley Co., Division. Canned and Dried Fruits.	D. Urquhart, Hensall, Ont. White Beans.
Harper-Presnail Cigar Co., Ltd., Hamilton Cigars.	J. H. Wethey, Ltd., St. Catharines. Mincemeat, Jams and Jellies.

# Mason & Hickey

287 STANLEY STREET

WINNIPEG, CANADA

*Canada Food Board License No. 6-450*

# DONALD H. BAIN CO.

*Wholesale Grocery Commission Agents*



SALES force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results, get in touch with us.

Note the strategic location of our Offices—

WINNIPEG  
MANITOBA

CALGARY  
ALBERTA

REGINA  
SASKATCHEWAN

EDMONTON  
ALBERTA

SASKATOON  
SASKATCHEWAN

VANCOUVER  
BRITISH COLUMBIA

Canadian Food Control License No. 6-357-8-9

ESTABLISHED 1907

# W. H. ESCOTT CO. LIMITED

**WHOLESALE GROCERY BROKERS  
AND MANUFACTURERS' AGENTS**

Head Office, 181-183 Bannatyne Ave., Winnipeg

CABLE ADDRESS  
"ESCOTT"  
All the latest codes  
STORAGE  
AND FORWARDING

BRANCHES:  
REGINA, Sask.  
SASKATOON, Sask.  
CALGARY, Alta.  
EDMONTON, Alta.  
FORT WILLIAM, Ont.

WINNIPEG, Aug. 7, 1918.  
CANADA

Mr. Manufacturer,  
Dear Sir:

Is the Western Canadian territory worthy of your consideration. Our magnificent yearly crops are equal to a perpetual gold mine, and create a big demand for all manufactured products. We make a specialty of introducing new lines to the trade, from the head of the Great Lakes, to the Rocky Mountains, with offices at Fort William, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. We sell only wholesale merchants and manufacturers of undoubted credit.

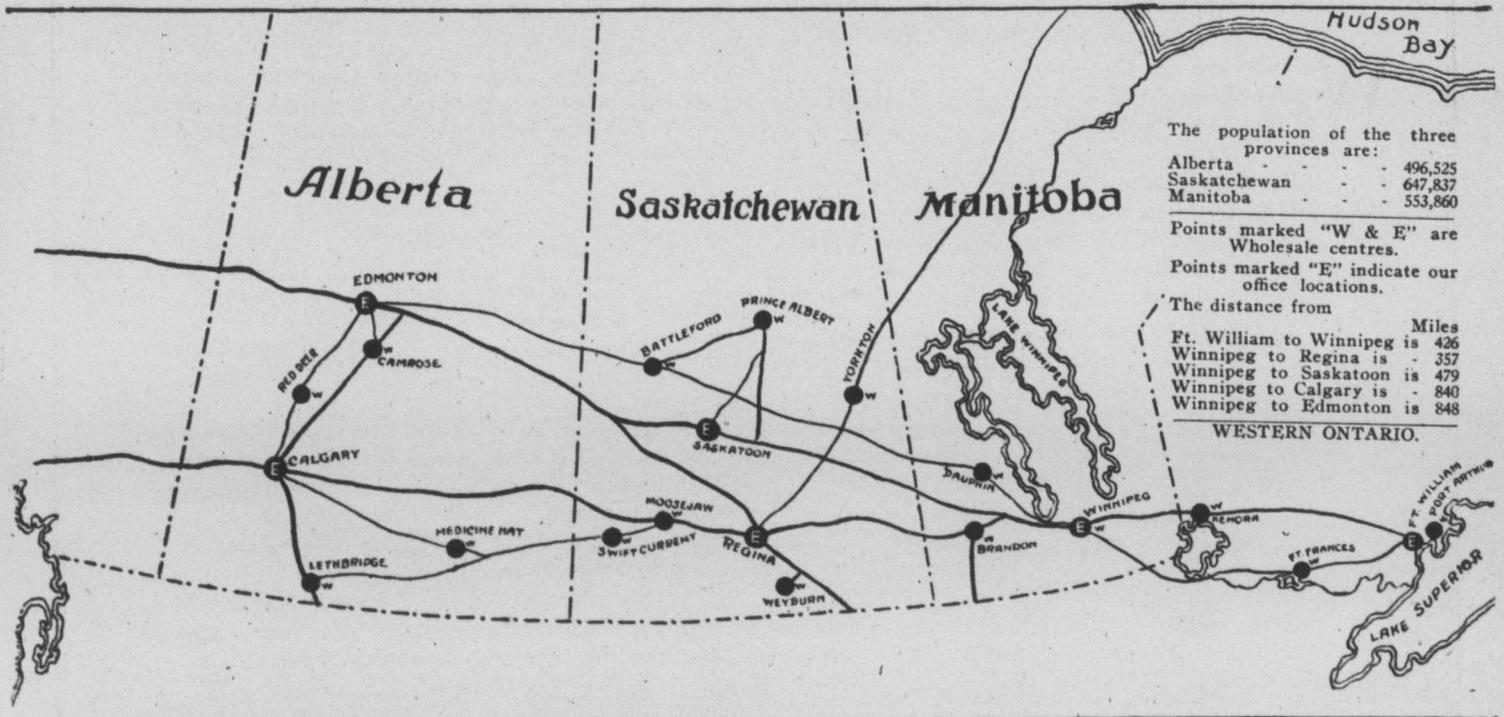
Let us introduce your line. We can furnish detail salesmen-demonstrators, also handle your advertising copy if necessary. We work strictly on a commission basis.

We have five branches, twelve salesmen, and excellent storage accommodation.  
We select your consignments. We get results.

Drop us a line. References the regular commercial agencies.

Yours very truly,

W. H. ESCOTT CO., LIMITED



P. S. Our new map calendar will soon be ready. It is interesting, May we mail you one at our expense?

# THE C. H. GRANT COMPANY

The aggressive Western Manufacturers' Agents, who represent in Canada such well known American and Canadian firms

as

Mei Ji Trading Co., Ltd., Montreal  
Japan Tea, etc.

Defiance Packing Co., Vancouver  
Canned Salmon, etc.

Guggenhime & Co., San Francisco  
Dried Fruits, Nuts, etc.

Lummis & Co., Suffolk, Va.  
Peanuts

Grace & Co., Ltd., Montreal  
Importers

Lange Canning Co., Eau Claire, Wis.  
Canned Goods

Martin & Robertson, Ltd., Vancouver  
Rice, etc.

W. R. Grace & Co., New York  
Importers

*What we have done for these firms we can do for you.*

**C. H. GRANT CO. Manufacturers' Agents WINNIPEG**

## \$1 FOR A MAN

*Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.*

**W**HAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

**CANADIAN GROCER WANT ADS.**

153 UNIVERSITY AVENUE, TORONTO

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

## WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

**TRY IT OUT**

### A. M. Maclure & Co.

MALTESE CROSS BUILDING  
WINNIPEG

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

### The Gibson, Paterson Co. Limited

Grocery Brokers and Importers  
Winnipeg, Man. Calgary, Alta.

**WE REPRESENT:**

Consumers Glass Co.,	Montreal
Dalton Spice Co., Ltd.,	Toronto
Salada Tea Co.,	Toronto
Langmuir's Floor Wax	
Seamless Rubber Co.,	New Haven, Conn.

If you, Mr. Manufacturer, are looking for representation in the Western field, we would like to hear from you. We are confident of our ability to give you the results that mean big business.

### C. & J. JONES

WINNIPEG - VANCOUVER

Wholesale Commission Brokers  
and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING  
WINNIPEG

### D. J. MacLeod & Co.

Manufacturers' Agents  
and Grocery Brokers  
EDMONTON, ALTA.

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

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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

**Mention This Paper When Writing Advertisers**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

## ONTARIO

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

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

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

**W. F. ELLIOT**  
Importer & Manufacturers' Agent  
(Cor. Leith and Hardisty Sts.)  
FORT WILLIAM, ONT.  
Established 1909.

**LOGGIE, SONS  
& CO.**  
Merchandise Brokers and  
Manufacturers' Agents  
Grocery, Drug and Confectionery Specialties.  
"We cover Canada 3 times a year."  
Foy Bldg., 32 Front Street W  
TORONTO - - ONTARIO

## Baker's Cocoa and Chocolate



REGISTERED  
TRADE-MARK

**MAKE AND  
KEEP GOOD  
CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws of all the States; are readily sold, giving a quick turnover of stock.

**WALTER BAKER & CO. Limited**  
Montreal, Can. Dorchester, Mass.  
Established 1780

## To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

We shall be glad to furnish you with other rates upon application.

**Canadian Grocer**  
143-153 University Ave.  
TORONTO

## On Spot

Tapioca and Sago

Both Singapore and Penang. Lowest price.

**W. H. MILLMAN & SONS**  
Wholesale Grocery Importers  
TORONTO

Mention That You Saw It In  
CANADIAN GROCER

**EL ROI-TAN PERFECT CIGAR**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

### QUEBEC

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

**J. R. GENEST**  
CORN and CORN PRODUCTS—PEAS  
*Grain, Flour and Feed—Wholesale only  
Grocers Specialties*  
BOARD OF TRADE BUILDING, MONTREAL

KINDLY MENTION THIS  
PAPER WHEN WRITING  
ADVERTISERS

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

When answering  
Advertisements please mention  
Canadian Grocer

**FREEMAN and SHEELY**  
WHOLESALE GROCERY BROKERS  
St. Nicholas Bld. - Montreal

### MARITIME PROVINCES

**C. B. HART, Reg.**  
Montreal, P.Q.  
*Grocery and Chemical Brokers  
Commission Agents*

**Schofield & Beer, St. John, N.B.**  
Commission Merchants  
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

**GAETZ & CO.**  
MANUFACTURERS' AGENTS AND  
GROCERY BROKERS  
47-49 Upper Water St., Halifax, N.S.

## Get stocked now with MacKay's Pearl Barley Flour

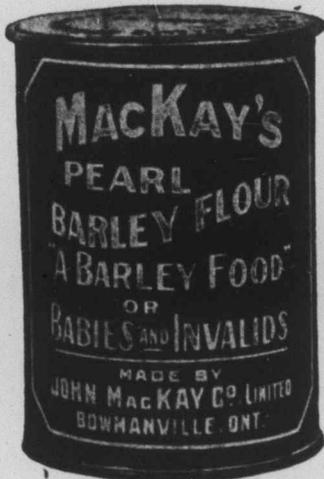
This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real  
MacKay

If your wholesaler hasn't got MacKay's write to-day to



Recommended by Dr. McGill, the  
Dominion Chief Analyst, Ottawa.

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

Only Exclusive Pot and Pearl Barley Mill in Canada

## For every customer

Recommend this Pure Concord Grape Juice to every customer.

One taste of its sweet, delicious goodness means regular repeats for dealers stocking it.

Display Marsh's. Recommend it. It pays.

**The Marsh Grape Juice Company**

Niagara Falls, Ontario

Agents:

MacLaren Imperial  
Cheese Co., Ltd.,  
Ontario.

Rose & Laflamme, Ltd.,  
Montreal, Que.



THE H. L. PERRY COMPANY LTD.  
COMMISSION BROKERS  
STORAGE, DISTRIBUTING AND FORWARDING  
214-216 PRINCESS STREET  
WINNIPEG  
CANADA

# Put your product in good company by letting us push it in the Western Field

We represent some of the best Canadian, American and British products and the service we give is second to none.

Quite recently we added another important line to our family—the well known DRUMMER DYES, Dolly Cream and Dolly Tints. We are going to push this line into the front rank of Western "Best Sellers"—we can do the same for your product.

**Further proof of the service we give and character of the lines we represent may be judged from the following list of clients:**

**Pugsley, Dingman & Co., Ltd.,  
Toronto, Ont.**

Comfort Soap, Dingman's Electric Soap, Dingman's Ideal Blue, Comfort Blue, Comfort Lye and Tip Top Soap Chips.

**John Taylor & Co., Ltd.,  
Toronto, Ont.**

Taylor's Borax Soap, Borax Soap Powder, Infants' Delight Soap, Toilet Soaps, and Perfumes.

**Shurly & Derrett, Ltd.,  
Toronto, Ont.**

Twines, Clothes Lines, Tennis Nets, Cotton and Jute Rope.

**Torbitt & Castleman Co.,  
Louisville, Ky.**

Molasses.

**Quaker Candy Co., Toronto.**

Quaker Molasses Kisses.

**Kerr Bros., Toronto, Ont.**

Kerr's Butterscotch.

**Bradshaws, Ltd., Toronto.**

Wax Paper.

**Jireh Food Co., Maitland, Ont.**

Jireh Food and Gluten Flour.

**Peter McNutt & Son, Malpeque,  
P.E.I.**

Gold Medal Brand Lobsters and Canned Boneless Chicken.

**Jas. Epps & Co., Ltd., London, Eng.**

Cocoa and Chocolates.

**Wm. Symington & Co., Ltd.,  
Market Harboro, Eng.**

Pea Flour, Custard Powder and Dry Soups.

**Wm. Edge & Sons, Ltd.,  
Bolton, Eng.**

Dolly Cream, Dolly Tints and Drummer Dyes.

**The New Imperial, Quebec.**

Egg Powder.

We would like to hear from you. Send us a few particulars about your product. Ask us to tell you all about our organization—its reputation, financial standing, and its facilities that guarantee success.

## F. D. COCKBURN COMPANY

Grocery Brokers and Manufacturers Agents

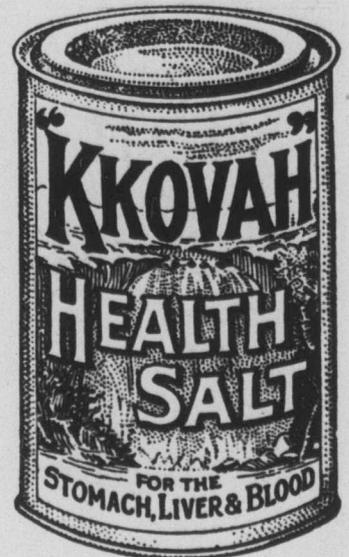
149 NOTRE DAME AVE., E.

TORONTO



# GOODWILL

the foundation of all good business---is the confidence of your customers. And that confidence is only secured by supplying reliable goods.



## KKOVAH CUSTARD

*Because of their quality, will help to secure that confidence.*

AND

## KKOVAH Health SALT

*They give satisfaction always.*

Sole Agents for Canada:

### MACLURE & LANGLEY, LIMITED

WINNIPEG

::

TORONTO

::

MONTREAL

## Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from splinters and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO.  
LIMITED  
NEWMARKET, ONT.

## Man-Man-Man!!

Where is that man you need so badly? Here Conscription has taken off your best man—or near best—and has left you short-handed.

Well, no use grouching, is there? Best thing to do is to advertise for the man you want. Use CANADIAN GROCER as the best and cheapest medium. Use dailies if you think they're better. It's up to you.

**A**LL we know is that you get to a sifted class when you use CANADIAN GROCER. The replies you will get will be from men *now in jobs*—not slackers nor idlers, not job-chasers. It will cost you two cents a word first insertion, one cent each subsequent insertion to use CANADIAN GROCER, and you may have to use several issues before the right man puts himself on your hook. Nobody knows in advance just how much you'll have to advertise. But we all know good men are scarce, and don't have to look for jobs. You'll have to do some inducing, perhaps, to tempt the man you want to leave his present employer.

So send along your advertisement. Better order it to run "until forbid." It will be cheap enough if you find the right man; and anyhow, there's no other cheaper or better way of finding your man. (Five cents extra per insertion if replies are to be sent to Box Number in our care.)

Address:

CANADIAN GROCER WANT ADS.  
143-153 University Ave. TORONTO

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

*Two lines that are easy to sell*

**E. D. SMITH'S**  
**Black Currant Jam**  
and  
**Raspberry Jam**

**New 1918 Pack now ready**

Place your order now and arrange these two "E.D.S." lines in your next jam displays.

"Repeat" sales are assured you —because the quality is there.

**E. D. Smith and Son**  
**Limited**  
**WINONA, ONT.**

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.



**CENTURY SALT**

---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

**THE DOMINION SALT CO LIMITED**  
SARNIA, ONT.

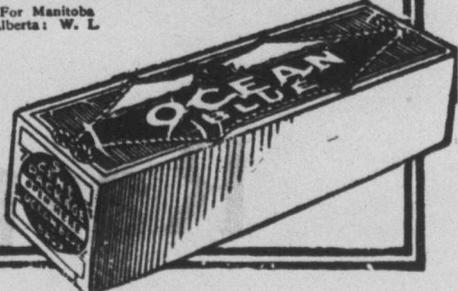
Very many Canadian Grocers sell Ocean Blue because they are glad to do so. They know that it does credit to their judgment and enhances their reputation. They know that every sale leaves a living profit, that every packet which goes across the counter will give entire satisfaction, and that every recommendation of OCEAN BLUE adds to the goodwill of their business.

**OCEAN BLUE**

Order from your Wholesaler.

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

Western Agents: For Manitoba, Saskatchewan & Alberta: W. L. Mackenzie & Co. Ltd., Winnipeg, Regina, Saskatoon, Calgary & Edmonton.  
For British Col. and Yukon: Creeden & Avery Rooms 5 and 6, Jones Block 407, Hastings Street, West, Vancouver.




**KEYSTONE BRAND**  
REGISTERED

**Here's MONEY for YOU**

A Nugget Broom will appeal to a woman the minute she takes it in her hand. She appreciates that lightness so rare in a good quality broom. There's a genuine opportunity for you to make money on

**"NUGGET" BROOMS**

"Nugget" Brooms will bring big business to you, satisfied customers, moderate prices, good profits and quick turnovers.

Write for prices and particulars on Nugget Brooms to

**Stevens-Hepner Co.,**  
LIMITED  
Port Elgin, Ont.  
Also Makers of the famous Keystone line.

**War Conditions**

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

**SPRATT'S**  
**DOG CAKES**  
*Poultry Foods, Canary and Parrot Mixtures*

pending the removal of the embargo, can be obtained from

**SPRATT'S PATENT (America) LTD.**  
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited,  
24-25, Fenchurch Street, E.C. 3.

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



## Here's the proportion—

*A level teaspoonful of Egg-O Baking Powder  
to a cup of well sifted flour*

That's another big selling point about Egg-O—it's **economical**. The housewife uses less of it and gets better results, whether she uses it with sweet milk, sour milk, buttermilk or water.

Egg-O is a baking powder that you can confidently suggest and strongly recommend. It satisfies always.

Besides—Egg-O profits are worth going after.

**Egg-O Baking Powder Co., Limited**  
HAMILTON, CANADA

# Wheat Flour Substitutes

**T**HE Canada Food Board's order making compulsory the use of wheat substitutes has caused unprecedented demands upon our milling facilities. If your shipments of corn, barley and rye flours do not reach you as promptly as usual, please bear with us. With our special capacity for milling the substitute flour we are doing our best. In the meantime we suggest that you can assist speeding up deliveries by ordering not more than actual requirements until the rush is over.

Campbell's Corn, Barley and Rye Flours are sold in the following size packages:—

3½ lb. 7 lb. 24 lb. 49 lb. 98 lb.

---

**Campbell's  
Corn  
Barley  
and Rye  
Flours**

---

**The Campbell Flour Mills Company, Limited**  
West Toronto, Ontario

# FRED COWARD

402 Spadina Ave., Toronto

*Importer and Packer of Grocers' Sundries, etc.*

	Dozen
"Lightning" Coffee Essence, 8-oz. square bottles (3 doz. in carton) . . . . .	\$2.80
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton) . . . . .	1.40
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton) . . . . .	.90
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton) . . . . .	.90
Potato Flour, 10-oz. packages (3 doz. in carton) . . . . .	1.20
Potato Flour, 3½-lb. bags . . . . .	6.00
Ground Rice, "Special Grain," 10-oz. packages (3 doz. in carton) . . . . .	1.10
Ground Rice, "Special Grain," 3½-lb. bags . . . . .	5.28
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton) . . . . .	1.45
Marrowfat Peas, bulk, prices on application.	

Freight paid up to 35c per 100 lbs., or

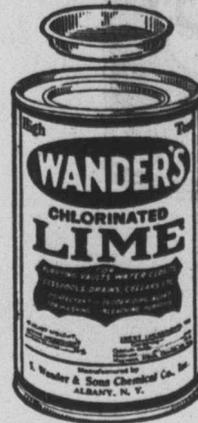
**Better still—ask your wholesale grocer for the above lines.**

*Hot Weather is here and now is the time to buy*



## CHLORINATED LIME

**Destroys  
Odors  
Kills  
Germs  
Bleaches  
Used in  
Cantonments  
and  
Hospitals**



**Endorsed  
by  
Health  
Authorities  
and  
Always  
a good  
seller  
wherever  
pushed**

**Sell** **WANDER'S**

Chlorinated Lime and Pure Lye; most profitable brand on the market. A sure repeater, and is well advertised, which will prevent the goods from becoming stale and worthless.

Order a supply of from your jobber

**S. Wander & Sons Chemical Co., Inc.**  
Main Office and Factory  
ALBANY New York

Hand her a jar of

# OLIVE BUTTER



and note how its tasty wholesomeness will win her instant approval.

Olive Butter is an extra delicious table delicacy, made from the very purest ingredients — Selected Pure Spices, Olives, Pimento and Malt Vinegar.

The goodness of Olive Butter will make many extra sales for you and add materially to the prestige of your store.

Order a trial supply.

**E. W. Jeffress, Limited**  
WALKERVILLE, ONT.

## Now that the Warm Weather is Here

You will have a demand for a Good Relish to be eaten with cold lunches and for making sandwiches for that outing.

**Order Taylor & Pringle Co.**

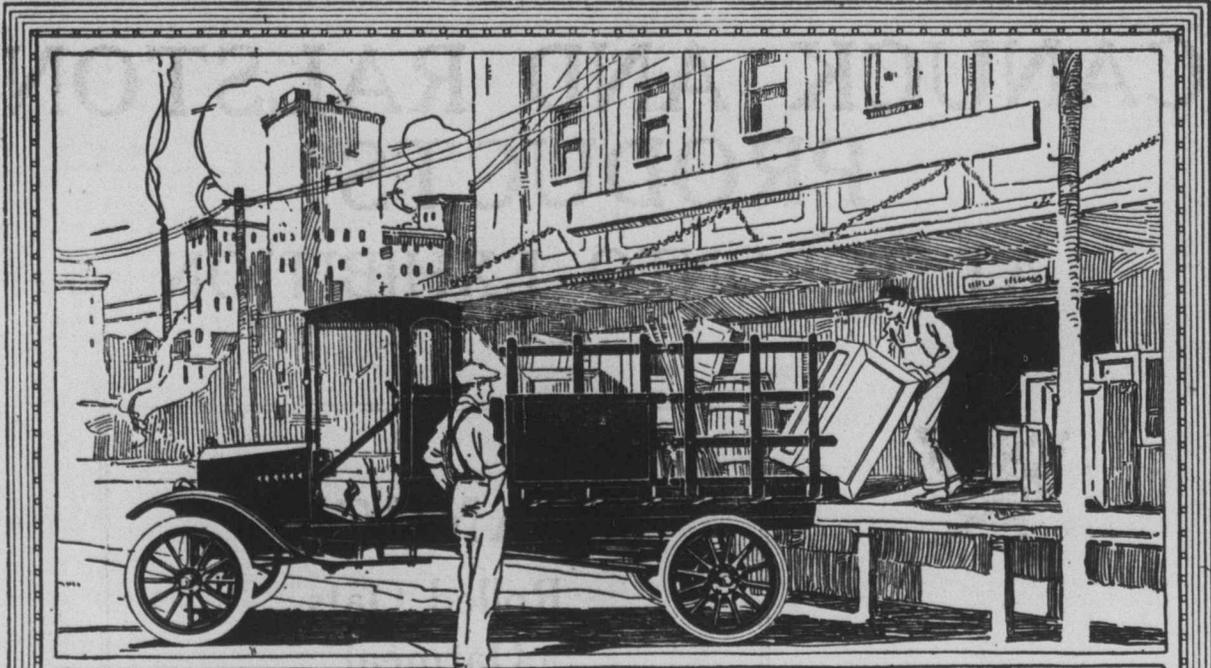
	Per Doz.
Universal Fruit Sauce . . . . . 8-oz.	\$1.80
Chili Sauce . . . . . 10-oz.	1.90
Tomato Chutney . . . . . 10-oz.	1.90
East India Relish . . . . . 10-oz.	1.90

Distributors :

MacLaren Imperial Cheese Co., Limited, Toronto  
Fearman Bros., Limited, Hamilton  
E. Cutmore, Brantford

**Taylor & Pringle Co.**  
Limited

MANUFACTURERS OWEN SOUND  
Canadian Food Board License No. 14-153



## “When Can You Deliver?”

**T**HAT'S the customer's first question, usually. How do you answer him?

Your goods may be superior, your clerks may be courteous, your store attractive, but, after all, unless your deliveries are prompt and dependable, your customers will be disappointed and trade elsewhere next time. Do you realize how many people judge a store by its deliveries?

Is your delivery system on a par with the rest of your business? Does it draw new trade or lose customers for you? Are your horses as suitable for you as they were at one time? If not, why do you persist in being a little behind the times, when a Ford One Ton Truck would be more in line with your other business standards?

Perhaps your deliveries cost you too much. If you are using motor trucks, they may be too heavy for your line of business and therefore too expensive. The Ford Truck uses less fuel when handling a full load than some trucks use running empty.

The Ford One Ton Truck is a money saver, so why not modernize this department of your business at once?

*All prices subject to war tax charges, except trucks and chassis*

**Ford**

THE UNIVERSAL CAR

One-Ton Truck \$750

Runabout . . . 575

Touring . . . 595

Coupe . . . 770

Sedan . . . 970

Chassis . . . 535

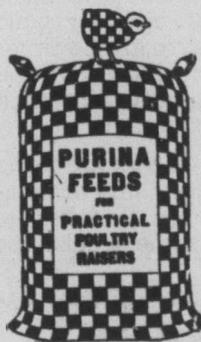
F. O. B. Ford, Ont.

**Ford Motor Company of Canada,  
Limited**

**Ford - - Ontario**

# CANUCK AND RALSTON PRODUCTS

## AT TORONTO EXHIBITION



### CANUCK

Rolled Oats

Oatmeal

Gold Dust Cornmeal

White Corn Flour

Fancy Yellow Corn  
Flour

Ralston Purina

Whole Wheat Flour

Ralston Wheat Food

Purina Chick Feed

Purina Scratch Feed

Purina Chicken Chowder

*YOU ARE CORDIALLY INVITED TO VISIT OUR BOOTH  
IN THE GOVERNMENT PATRIOTIC FOOD SHOW (OLD  
EDUCATION BUILDING) AND ALSO IN THE POULTRY  
BUILDING.*

**The Chisholm Milling Co., Limited**  
Toronto - - Ontario

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



Make these  
All-Canadian Milk Products  
your leaders



Sell the Milk Products that you know are O.K.—the Milk Products that are Made-in-Canada.

Malcolm Milk Products are made up to a standard beyond which there is no better.

The strictest surveillance is always exercised in every part of their manufacture from the selecting of the best needs down to the sealing of the cans.

That's why you can recommend the Malcolm lines. They're good and they always satisfy.

Freight prepaid up to 50c per 100 lbs. in Ontario, Quebec and the Maritimes. 5-case lots or more delivered to any point in these sections.

THE  
MALCOLM CONDENSING CO., LTD.

St. George, Ontario

*The All-Canadian Condensed Milk Company*

WETHEY'S

Orange  
Marmalade

excels  
all others



Jars like this

are ideal for preserving  
and pickling

Prudent Mrs. Housewife will now be planning on beating next winter's high prices by putting away ample stocks of fruits and vegetables.

Show her how easily she can do this by using our Sanitary Stoneware Pottery—the best and most sanitary containers for this purpose.

Would you like to see our folder listing the complete line of crocks with prices? Send for it anyway. No obligation.

**The Toronto Pottery Co., Ltd.**

617-618 Dominion Bank Bldg.  
King & Yonge Sts. TORONTO

## Keen's Oxford Blue

The profit margin on KEEN sales is big enough to make a daily display worth while.

KEEN'S Blue represents the utmost in quality to housewives in every community. They know it and a little suggestion from you when making up orders will keep your KEEN stock moving rapidly.

Never let her forget the fact that you sell and recommend KEEN'S —the Blue of Blues.

**MAGOR SON & CO.**  
LIMITED

191 St Paul St. W., Montreal  
30 Church St., Toronto

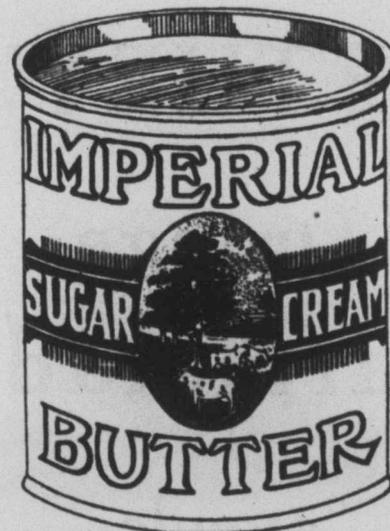


**Have you got it  
in your displays?**

Convince yourself of the quick selling money making qualities of CHARBONNEAU'S IMPERIAL SUGAR CREAM BUTTER.

Make up a trial display to-day. Suggest it to every lover of a real good quality line. Every sale will mean a satisfied customer for you.

And the repeats are certain.



**Charbonneau, Limited**

Manufacturers of Biscuits,  
Confectionery, Syrup Refiners

330 Nicolet Street

Montreal

# CANADIAN GROCER

Vol. XXXII.

TORONTO, AUGUST 16, 1918

No. 33

## Light on Export and Import Problems

Many Regulations Dealing With Exports and Imports Make the Way of the Importer Hard—What Goods Are Restricted and What Are Licensed a Matter of Some Uncertainty—A Resume of Facts of Case as They Apply to Grocery Trade

**T**HE many changes of recent date in the customs regulations have been a cause of much difficulty. Not only have there been changes, but there has come into effect a series of regulations requiring the obtaining of licenses for many articles that are not actually restricted.

Just where to draw the lines between the goods that are actually restricted, that are under the terms of the restriction, yet that are by a special order released from the provisions of that restricting order, and the goods that require a license for import, are matters that it is not easy for the importer always to decide.

With a view to making this matter as simple as may be, the following excerpts from the different regulations that deal with the goods of especial interest to the trade are given herewith.

On June 3 the order-in-council providing a restrictive embargo, with the purpose of relieving the adverse balance of trade as much as possible. This regulation known as Schedule 1, save as elsewhere provided, or through license granted by the War Trade Board, imposes restrictions against the import of the following lines:

### SCHEDULE NO 1—RESTRICTED IMPORTS.

Ale, porter, lager and other beer, in bottles and casks. Ginger ale.

Nuts, shelled (edible), almonds, peanuts. All other shelled nuts (not including cocoanuts or acorn nuts)

Nuts, not shelled (edible), almonds, Brazil nuts, peanuts, pecans, walnuts. All other nuts not shelled (but not including cocoanuts or acorn nuts).

Fruits, green: Blackberries, gooseberries, raspberries and strawberries, including wild edible berries, cherries, cranberries, currants, grapes, peaches, plums, quinces, apricots, pears and nectarines, green: Guavas, mangoes, plantains and green fruits except green apples, bananas, or pines, shaddock, lemons or limes.

Lime juice and fruit juices, containing more than 25 per cent. of proof spirits: lime juice, fruit syrup, and fruit juices, non-alcoholic (except lime juice raw and concentrated not refined).

Cheese.

Sugar candy and confectionery of all kinds, including sweetened gums, candied peel, pop corn, fruit and nuts: flavoring, custard and jelly powders; sweetmeats; sweetened breads, cakes, pies, puddings and all other confections containing sugar (but not including cocoa paste, chocolate paste, preparations of cocoa or chocolate, or confectionery coated with or containing chocolate).

Vegetables.: Sugar beets, melons, tomatoes, fresh. Vegetables (not including potatoes, sweet potatoes, yams or canned vegetables).

By a further order dated July 18 a further list of goods was placed under embargo save as relieved by licenses from the War Trade Board. The new order is known as Schedule K. According to instructions sent out by the Commissioner of Customs however, the following modifications are effective.

"By order of the War Trade Board all articles specified in schedule K appended hereto are approved for importation into Canada from the United States until otherwise ordered.

"Customs collectors may therefore accept entries of goods specified in schedule K as licensed for importation from the United States into Canada."

### SCHEDULE "K"

All bread stuffs except wheat and wheat flour. Broom corn. Candle pitch, palm and other vegetable stearin. Chicory root, raw or roasted. Cocoa and chocolate, prepared or manufactured.

Eggs of poultry. Gelatine and manufactures thereof. Honey. Hops. Matches, friction and lucifer. Fresh meats. Rennets. Soap. Aerated and mineral waters, except ginger ale. Vinegar.

Shellfish (not including crab meat from Japan). Tobacco leaf. Fish, fresh, cured and preserved. Animal oils.

Borax. Dairy products, except cheese. Meat products and preserved meat. Paraffin. Starch.

Argols, or wine lees. Eggs, dried, frozen, prepared or preserved, and yolks of eggs.

Glue and glue size: glue stock and raw hide cuttings.

Licorice-root. Paper and manufactures thereof: paper stock, crude.

Tea waste, siftings and sweepings. Vanilla beans.

Vegetables, all, except the following green vegetables: Cucumbers, watermelons, artichokes, shallots, green peas, romane, parsnips, salsify, egg plant, green peppers, Brussels sprouts, asparagus, mushrooms, parsley, endive, beets, turnips.

Fruits, all, except the following: Blackberries, gooseberries, currants, pomegranates, quinces, nectarines, mangoes.

There are certain goods that, while requiring licenses for import, are in no

way restricted providing that the transaction is bona fide one.

The regulation is imposed at the instance of the United States government. The United States government, to eliminate less essential imports imposed restrictions on a number of articles imported from abroad. There was no restriction imposed however against the same goods being imported from Canada. The United States government found that some importers were taking unjustifiable advantage of this fact to import goods by way of Canada, thus making the United States regulation of no avail. On the representation of the United States government to this effect an order was passed making it unlawful to ship these goods to the United States without first obtaining a license that would show that the transaction was a bona fide transaction between the United States and Canada, and Canada was not merely being used as a blind.

### SCHEDULE—LIST NO. 1.

All breadstuffs except wheat and wheat flour. Broom corn. Candlepitch, palm, and other vegetable stearin. Chicory root, raw or roasted. Cocoa and chocolate prepared or manufactured.

Eggs of poultry. All fruits except pineapples and bananas. All nuts, except cocoanuts and products thereof.

Gelatine, and manufactures thereof. Fresh meats. Oil cake.

Lemon oil. All expressed vegetable oils from Europe only.

Rennets. Soap. Malt liquors.

Wines. Other beverages. Candy and confectionery.

Beans and lentils, from Europe only. Dried peas from Europe only.

All vegetables, except beans and lentils, and peas, either in their natural state, or prepared or preserved.

Vinegar.

### SCHEDULE—LIST NO. 2.

Shellfish (does not include crabmeat from Japan).

Tobacco leaf. Animal oils. Fish, cured or preserved.

Borax. Dairy products.

Meat products and preserved meats.

Paraffin.

Starch.  
Argols or wine lees.  
Edible substances, not specifically provided for in the United States Customs tariff schedules.

Eggs, dried, frozen, prepared or preserved and yolks of eggs.  
Licorice root.  
Paper and manufactures thereof (does not in-

clude books and other printed matter). Paper stock, crude (does not include wood-pulp).  
Tea waste, siftings or sweepings.  
Vanilla beans.

## British Producers and Canada

A Canvass of British Manufacturers Indicates That Many Have Their Eyes Fixed on Canada and Will be on This Market at the Earliest Possible Moment—A Few Uncertain as to Conditions Being Such as to Permit Export Trade

**M**ANY manufacturers have been approached by us for information as to their attitude and plans regarding Canadian trade after the war. Many of them are reluctant to make definite statements as the position regarding tonnage—which will naturally affect raw material supplies—and the problems of rebuilding their home connections are facts which will, they think, keep them busy for some considerable time after peace arrives.

It is pleasing to note, however, that quite a number of the most important houses will be making a bid to re-establish and extend their Canadian connections immediately conditions permit. Some of the statements of these firms are condensed in the following report:

### Confectionery Trade Will be Interested

A north country house writes: "We are afraid the confectionery trade will be short of raw material for some long while to come, but should we have anything like freedom in this respect we shall take a very great deal of interest in the Canadian trade."

From Scotland an important house says: "We quite understand the Canadian market will be a good one for the sale of these confections; in fact we have already done considerable business in this line in Canada, but owing to the government restricting our supply of sugar to 25 per cent. we are not meantime in a position to take up the matter."

A Midland confectionery firm says: "It is unlikely that we shall do any export trade after the war."

One of the big chocolate and cocoa firms states: "While realizing fully the great possibilities of the market we are unable to give you any definite information."

A London firm which, prior to the war did a good Canadian business states: "We regret there is not a very great deal of general interest that we can tell you with regard to our Canadian plans, but you may rest assured that we intend to do our best to recapture the trade which at the present moment has ceased, and to extend into new fields."

From a big chocolate and cocoa house: "We think that makers of our class of goods will be forced out of the Canadian market after the war if the Canadian government continues its policy of assessing duties on 'Home production prices.' Goods such as ours, which are made from raw materials bearing heavy duties owing to war taxation are severely handicapped if assessed at present home

prices. This is specially noticeable when it is remembered that in the chief competing countries such as Holland, Switzerland and U.S.A. duties on raw cocoa and sugar are, if any, very light."

A West of England house who had goods on the Canadian market in peace time, state: "We have been compelled to shut down the whole of our export department, and we can see no hope of being able to revive it, at any rate for long after peace conditions are established."

A London confectionery manufacturer writes: "We are doubtful whether we shall be interested in Canadian trade for some considerable time after the war."

A very progressive London firm gives the following interesting information: "As far as confectionery and chocolates are concerned, we certainly, in concert with other manufacturers of these lines, intend to push our trade in Canada the first opportunity on the conclusion of peace, but as to the exact line that this will take we are not quite certain at the moment, and we are afraid we cannot give you any information which will likely be useful to you at this stage. The whole matter is bound up so much with the tonnage difficulty and we are not now referring to exporting goods from this side to Canada so much as getting raw materials into the country necessary for our manufacture. We might say, speaking generally, that the cocoa and chocolate manufacturers and sugar confectionery manufacturers some time ago formed an export union, which was organized for dealing with questions of overseas trade, and for acquiring all useful information concerning individual markets."

### Biscuit Firms Will Re-establish Business

A firm whose goods were well established on the Canadian market write us: "Although we have our plans mapped out for operation when the moment arrives, it is impossible, with that happy time at such an indefinite distance, for us to be able to say what we shall be able to do. The question of ingredients promises to be as difficult as that of freight, but with our chain of agents from East to West we shall be able to enter into intimate and immediate communication with our customers. Our trade with Canada formed such an important proportion of the total trade in English biscuits that you can rely upon us doing everything that may be possible on the removal of

the prohibition to supply those specialties which have become so popular in the Dominion."

A Scottish biscuit house reports: "Owing to the fast development of our home trade we have reluctantly to relax the bulk of our business in Canada. It is possible, however, in our reconstruction scheme that Canadian trade will be revived by us, but at the present juncture we are not in a position to say anything further."

A third house says: "We naturally look forward to resuming our trade with Canadian markets after the war is over."

### Coffee Essence Firms Foresee Difficulties

A Northern house reports: "We are not in a position meantime to say what we may do after peace has been declared as there are so many different things to be taken into consideration that it is impossible for us to decide at the present time."

A Scottish house states: "Coffee essence will be very much handicapped unless some arrangement can be made to have the duties on coffee and chicory refunded when exported; in fact 6d per pound duty will give little chance of us doing anything out of the country."

A London house says: "We do hope to pick up our trade again there, also to extend our clientele there."

### Manufacturers of Mustard, Rice Sugar, Cordial and Custards Will at Once Re-enter Canadian Market

A Midland manufacturer states: "Undoubtedly push the export trade with the utmost vigor. National considerations, apart from private gain, will make such a course imperative."

A merchant house handling rice, spices, etc., states: "We shall, in all probability send a representative to Canada after the war to again work up our trade in rice, spices, cereals and other products."

From a sugar refining firm who did a fine Canadian trade in syrup: "We are hoping as soon as the war conditions pass that we shall be able to renew our business with our Canadian friends, and trust we shall do as large a volume of business there as ever."

The proprietors of a very fine line of cordials, lemon squash, etc., report: "We can assure you that as soon as things become more normal we shall be very desirous of creating a great demand in Canada for our goods."

A South Country firm making custards and specialties well known in Can-

ada state: "We are of course keeping our eyes open on that promising field and shall naturally do all possible to develop our business there, but we think it will be a considerable while after the termination of hostilities before we can hope to be in a position to enter that market as we are of the opinion that the price of commodities generally will continue high, and also freight rates will be at a figure that the goods are likely to arrive at a prohibitive price."

#### Tea Firms Will Do Their Best to Regain Business Lost

A Scottish tea firm writes: "We do not know when or under what conditions the export of tea from this country may be resumed, but you may take it that we shall do our best to regain the business we have temporarily lost and extend it by every other means in our power. We have our agents of course in Canada with whom we are regularly in touch."

#### Condiment Firms Hold Various Opinions

Lincolnshire firms of pea packers report as under:

"We cannot see that there is any prospect of opening out with our specialties in Canada for some considerable time after the war."

"Dare any man say that food will be so plentiful in this country for some years that we can afford to export it? I have grave doubts about it. In fact peas before the war were thought to be a high price at £5 per quarter, to-day they are worth £20 per quarter. Personally I do not think we shall be exporting peas abroad for many years, we shall want all we can grow for our own consumption, in fact it may be just the other way about, we may have to import them in large quantities into the British Isles."

An important house making preserved provisions, condiments, etc., asks: "Will the enormous mass of home trade orders which are accumulating in our hands still hold good when we can deliver, keeping us so busy that Canadian or any other export work will be an impossibility? Or shall we have to painfully nurse up a ruined home trade and, whilst so doing, be glad of a Canadian outlet for our manufactures? If you can provide us with an answer to above we can then reply to your query as to what we propose doing concerning Canadian trade."

A London house states: "We shall in all probability have a full time representative in Toronto or Montreal with a complete distributing organization. We know there is a considerable demand in the Dominion for the condiments blended by us."

A London pickle house reports: "We already have in hand our arrangements affecting representation for Canada after the war."

Another firm writes: "The situation at the present time is that we have many dozen cases on order for army and navy canteens but one of the ingredients, which is absolutely essential to the making of our tomato sauce, chutneys, etc., must come from abroad, and while one government department is clamoring

over the delivery of the goods, the other government department is doing its best to prevent the import into this country of the ingredient in question. This state of affairs has been going on now for six to eight months, and it is quite impossible for us or any other firm placed in a similar position to forecast what we shall or shall not be able to do after the war. We are not pessimists by any means, but until we can get our government departments co-ordinated in some way or other so as to work somewhat together it seems hopeless to make any plans for the future. As you know, we have other lines besides this suitable for the grocery trade, and the same conditions apply to these as we have mentioned with reference to the tomato sauce, so that this is no exception."

#### BREAKFAST FOODS NOT SUBSTITUTES

A large number of enquiries have been received at this office as to whether this or that brand of breakfast food may be considered a substitute for wheat flour as required by the recent Canada Food Board order. S. R. Weaver, Chief of the Educational Division of the Canada Food Board, has supplied the answer to these enquiries as follows:

Canada Food Board Order No. 50 of June 25th, as amended by Order No. 55 of July 13th, is specific in defining substitutes as "pure and wholesome corn, oat, barley, rice, rye, buckwheat, tapioca or potato flour; bran, shorts, oatmeal, rolled oats, cornmeal, cornstarch, hominy, corn grits, rye meal, rice, tapioca or any mixture of same and potatoes." The inclusion of potatoes is qualified by the provision that in using potatoes "four pounds of same will be equivalent to one pound of other substitutes."

The word "substitutes," as thus defined, includes only those products mentioned and no others, consequently corn flakes and prepared breakfast foods are not properly counted as substitutes under the Food Board's order requiring licensed dealers to sell not less than one pound of substitutes to four pounds of white or standard flour.

#### U. S. GOVERNMENT OPTIONS COMPLICATE TRADE.

The effect that the United States Government's requisitioning of food products is having on the trade is little understood in some quarters, yet these options impose very serious restrictions. To avoid any misunderstanding a large Pacific Coast packing house sent out a letter to jobbers outlining the reasons for their inability to meet the demand in many lines and sizes of their product. The information therein contained may well be of great interest to the trade as a whole.

The communication reads in part as follows:—

"In order that you may understand just why it is impossible for us to take on additional business at this time, we wish to inform you that the United

States Food Administration has advised us to reserve the following canned fruits of the 1918 pack:

The entire pack of No. 2½ extra, extra standard and standard R. A. cherries.

The entire pack of No. 2½ extra, extra standard and standard black cherries.

The entire pack of No. 2½ extra, extra standard white cherries.

The entire pack of No. 2½ extra standard and standard apricots.

In addition to the above, we were advised on August 1st that by order of the United States Food Administration all peach packers must reserve 30 per cent. of their entire tonnage of Y. C. peaches, and 30 per cent. of their entire tonnage of Y. F. peaches, to be furnished to the Government in No. 2½ extra standard grade, and that the pack of 30 per cent. of our entire tonnage in the No. 2½ size of extra standard grade of all varieties of peaches, mentioned above, must be our first consideration, regardless of any other condition.

The order further specified that we must not pack extra standard grade of Y. F. and Y. C. peaches in any but the No. 2½ size can, until after the 30 per cent. of our entire tonnage has been provided in the No. 2½ size, for Government use, of the extra standard grade.

This undoubtedly means that there will be practically no extra standard clings or free peaches for distribution to the trade.

You can readily see that it will be necessary to make pro-rata deliveries on many items of canned fruits this year, and it is quite possible that on some grades there will be nothing left for the trade after the Government's reservation has been taken care of."

#### INDIVIDUAL IMPORT LICENSES FOR SUGAR AND WHEAT REQUIRED

The United States War Trade Board issues the following:

For the purposes of facilitating the enforcement, in the States along the Canadian border, of the regulations of the Food Administration, with respect to sales of sugar, wheat, and wheat products, the War Trade Board has issued the following ruling:

On and after August 1, 1918, sugar, wheat, and wheat products may not be imported into the United States, except under an individual import license issued by the War Trade Board; and, accordingly, the general license heretofore issued, authorizing the importation without individual licenses of small quantities of these commodities, has been revoked as of August 1, 1918.

The Canadian authorities have taken similar action by prohibiting the exportation from Canada into the United States of sugar, wheat, and wheat products except under an individual Canadian export license.

A. D. Dupont, grocer, Montreal, has sold his assets.

# Licenses! Embargoes! Transportation!

What the Importer Now Has to Contend Against—Some of the Forbidden Lines—The Manufacturer, His Outlook—After-the-War Possibilities

**L**ICENSES! Embargoes! Transportation! How welcome will be the day when these factors are not so prominent in the business life of the country as they are to-day. Brokers, jobbers, wholesalers are experiencing the greatest difficulty in handling business and why? Because food stuffs of practically all kinds are affected by these same licenses, by embargoes or by lack of transportation. Regulations affecting the sales and distribution of many items must also be considered as part of the day's difficulties. It is no the easiest business in the world to-day, this grocery trade in its various phases.

## Imported Lines Most Difficult

Undoubtedly all goods which must be imported present the greatest difficulties to-day. Were the people satisfied with food stuffs produced in Canada—and it may come to the point where they will have to be—the situation might not be so bad for the trade as a whole. Years of access to the delicacies only grown on foreign soil make separation from these seem hard. However, the powers that be, as represented by the government, are utilizing an increasing tonnage for the transportation of men and materials necessary to the winning of the war—this has meant a curtailment of importations and is likely to mean even greater restrictions on the goods available for import. The situation hinges largely on transportation—the need of ships and railroads to carry war materials and food stuffs to the fighting men and to the Allied countries must be met to the exclusion of the wants and even needs of the civilian population of this country and the United States.

## Olive Oil Is No More.

In reality this is the situation to-day. There may be small amounts which could be bought, but these are few and far between. Embargoes have been placed on export of olive oil by Spain, France and Italy, where supplies for Canada come from—the result is obvious. It has been a case of all going out and none coming in as far as the wholesalers and importers are concerned, with the result that stocks are nil from a commercial standpoint.

From an after-war standpoint the views held by Mr. Lane of Harold F. Ritchie & Co., Toronto, are general. Mr. Lane says: "Sales should be easily affected once the goods arrive, but the transportation question will not be solved when peace is signed. It may so happen that some shipments will get through at an early date following the cessation of hostilities—then again it may be months. Dealing in futures is

## LICENSES!

### EMBARGOES!

#### TRANSPORTATION!

The broker sat in his office watching the electric fan blow the curl out of his cigar smoke. Apparently not a care in the world, prosperity written all over his face, he leaned back and a beautiful procession of thoughts ranged themselves in order for his delight.

A timid rap was heard and the office boy announced Mr. ———, buyer for one of Winnipeg's largest wholesale grocers. "I just brought over an order for a couple of cars of dried fruit—didn't want to trust it to a boy—get your principals to rush same—never mind the thanks—good bye" and the buyer was gone. The broker smiled, things were certainly coming his way.

Again the timid knock, again the office boy, another buyer, another order. All afternoon, the procession continued—orders were piled high—contemplation of brokerage was pleasant work.

One of the first things he must do is get a car—he had planned on having that high powered machine for months—he would get it at once, phone his wife to get ready for a trip, see about getting a license and a license! a license!!—where and why a license? where was he? he sat up in his chair stared around at the furniture and then he remembered.

Such a picture as he had drawn—what pleasant recollections of business relations—unconsciously he reached out his hand to where all the orders had been piled on his desk. Reading from the first paper he picked up he found that it was a list of embargoed goods—a shiver ran through his frame, he got up, put on his hat and started for the street car to take him home away from it all. At least his wife would not remind him of his office worries and the kids had none.

He waited for his car. "Extra! Extra!" yelled the newsy and out came a shining nickel, changed hands, and away went the boy with his wares. Opening the paper, the headline smote him terribly—it was the last straw—"Transportation Tied Up—Street Car Men Strike!"

License! Embargoes!! Transportation!!! the bogey of the broker to-day—why were such words ever coined? Will business ever again be conducted without reference to them and will the broker welcome the time?—ask him.

a most decidedly uncertain business as relating to post-war movement of merchandise."

## Sardines From Norway

Take the case of sardines from Norway, of which importations prior to the war were very heavy and what does one find? The market practically bare of supplies. Provide transportation for these and sales could very likely be effected, but to-day's prices are considered prohibitive. That prices will decline is the opinion expressed by W. G. Patrick, president W. G. Patrick & Co., Toronto, though this may not be an immediate result when war ceases. Mr. Patrick feels that a gradual recession from today's valuations will be more in line—prices reaching a pre-war basis or nearly so, in probably a two-year peace period.

The Leonard Fisheries, Montreal, express the view that whereas many lines of fish were imported prior to the war it is likely they will not be offered for some years after the war. However, should these be available they express the view that a good demand will quickly absorb importations.

## The Manufacturers' Problem

What steps manufacturers will take in the development of their business after the war is very hard to define, according to Thos. G. Hodge, of Geo. Hodge & Son, Montreal. Mr. Hodge indicated that many manufacturers had had to divert their attention from their regular lines of trade. In many cases they have taken on new lines, perhaps altogether foreign to their previous activities, and met with such success that a return to the former range of goods might not be undertaken. Mr. Hodge feels that there will be a great deal of revision necessary in policies of manufacture and selling.

A point which must be considered with regard to imported manufactured lines is the extent to which Canadian industry has branched out to take in goods shut off by present conditions. The feeling prevails that the trade having sought other sources of supply and found them developing in Canada, will not immediately drop buying the goods from the Canadian manufacturer who has endeavored to meet the demands for lines formerly imported. This is likely to result in a continuation of manufacturing activities along very satisfactory lines.

## Some Lines to Come Back

That many superior lines formerly imported may be expected to reach this market again is the opinion expressed by S. W. Ewing of S. H. Ewing & Sons, Montreal. Others, not so good, are an uncertain element. There are undoubtedly many lines of goods for which a demand has been established that will sell after the war

## SUGAR SITUATION ACUTE IN NEWFOUNDLAND

Newfoundland is threatened with a sugar famine for an indefinite period, owing to the action of the International Sugar Committee at New York in cancelling all shipments of sugar for Newfoundland, although the island has been on half rations of sugar for the last six months. The colonial food authorities cannot understand why this has been done and are moving for a revision of their ruling, but in the meantime the situation is acute.

# Canadian Fisheries Assn. Convention

Gathering at Halifax Urges the Need of a Wider Publicity For the Fishing Industry—  
Transportation One of the Vital Problems of the Industry—Strong  
Presentations of the Need For a Better System of Distribution

**T**HE great opportunity that faces the fishing industry at the present time of enlarging the demand for fish, and so taking full advantage of the almost untouched food resources that are available in the waters of the coastal and inland fisheries, this and the need for facilities for handling and transporting this great natural asset, these were foremost among the ideas that were given prominence at the convention of the Canadian Fisheries Association that met in Halifax last week.

At the present time it is felt that no food resource should be left untouched, and the need for a proper exploitation of Canada's great wealth in this direction was felt to be a patriotic measure, as well as one of financial moment to the representatives of the industry gathered in convention.

While not quite as large as was expected owing to the fact that the submarine activity in the Bay of Fundy had led many of the south shore delegates to hurry home to see what could be done to meet this danger, the gathering, however, was fully representative and full of enthusiasm.

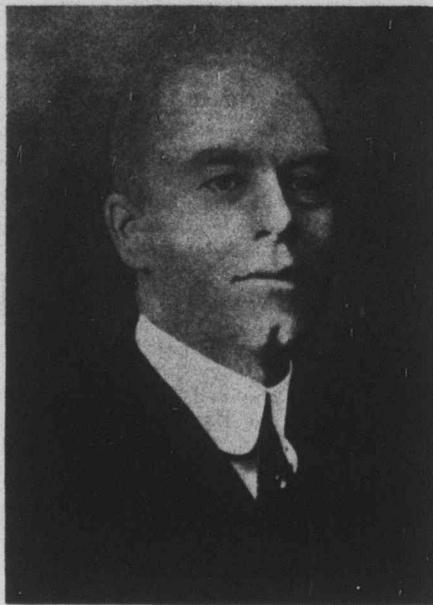
At the opening session of the convention S. Y. Wilson, Halifax, the president of the association, spoke of the increase in overseas export and home consumption. To make this permanent three things were necessary—greater production, better transportation, and a well-planned publicity campaign to educate the nation in the value of fish as a food. Mr. Wilson also spoke of the introduction of steam trawlers in Canadian waters and said that the fleets of shore boats had been affected by the enlistment of the younger men.

## Mr. Thomson's Remarks

The second speaker was H. B. Thomson, chairman of the Canada Food Board. The Food Board, he said, is a firm friend of the fisheries. Its efforts have tremendously increased the consumption of Canadian fish in Upper Canada. The licensing system, while apparently distasteful at first, had been readily accepted by the industry.

The fisheries should be the great national business of Canada. Of recent years they have fallen off per capita, and were far from what they should be. At present increased production was not necessary as a war measure alone, but to form a permanent trade. This can only be achieved by co-operation between dealer and producer.

People, after all, are little more than creatures of habit. The people of pre-war France refused to eat bacon; to-day a huge French market for pork products has been opened up by the necessities of war. It is just as easy to change Canadian habits of eating.



ALFRED H. BRITTAIN

Vice-president and general manager of the Maritime Fish Corporation, Ltd., Montreal, who was elected President of the Canadian Fisheries Association, at their convention held at Halifax last week.

The increased fish consumption in Canada, with the consequent economy in meat, has resulted in great advantage to the allied armies. Prior to the war Canada had barely enough beef to satisfy her home needs. To-day, because of increased fish consumption and other factors, she is able to export enough to feed an army of 500,000 soldiers at the front.

War conditions offer a tremendous opportunity for expanding the export trade. The U-boat campaign has crippled the North Sea fisheries. In the Old Country there is an appalling deficiency in smoked and kippered herring, which it is possible for Canada to replace.

## Still Ground for Anxiety

All the allies are looking to Canada for aid. The food situation is materially improved, but there is still ground for anxiety. Increased consumption of perishable foods, such as the fish of the Atlantic waters, will immeasurably relieve the situation.

Dr. A. G. Huntsman, professor of biology, Toronto University, in dealing with the resources of the Atlantic and Hudson Bay, stated that, in spite of the high hopes of explorers of generations past, the fisheries of Hudson Bay have been cruelly disappointing. Although its coastal and inland fisheries are of no slight importance there is but small hope that the Hudson Bay industry will ever achieve any great commercial value.

## Atlantic a Practically Untouched Field

Dr. Huntsman, in dealing with the

fisheries of the Atlantic coast, stated that the Atlantic fisheries had tremendous possibilities because of natural endowments. In addition to the extensive coast line there are more than 1,000,000 square miles of banks formed by the submergence of the continent; this area does not include the Banks of Newfoundland, yet these resources are practically untouched. More, a great deal more, can be taken without imperilling the supply. The temperate water is advantageous. There are 16,000,000 acres of fishing fields within the hundred fathom line, excluding the rich areas of the Newfoundland Banks. The number of pounds landed annually is six or seven million, which means only about one third of a pound per acre. Yet this represents 60 per cent. of the catch of the entire Dominion. In 1904 the intensive fisheries of the North Sea yielded 15 pounds per acre. Even though conditions vary in different waters, and some are poorly stocked, if not completely barren, the Atlantic production should," he thought, "be increased by 300,000,000 pounds each year."

The development, he believed, should be along the lines of popularizing the lesser known varieties of fish and shell fish by an adequate advertising campaign.

## International Fishery Problems

The evening programme was opened by a speech by W. A. Found, Dominion Superintendent of Fisheries. Mr. Found dealt with the international aspect of the fisheries and the problems confronting the International Fisheries Commission. Mr. Found described the various arguments and agreements, and stated that the International Fisheries Commission had at last reached a suitable decision of the matter only a few weeks ago. The report has not yet been made public.

## Settled Difficulties

The North Sea a generation ago was an international problem. There came ships of all types with crews of different languages, who were constantly preying upon one another. To add to this, many trawlers made a fortune out of the illicit sale of liquor to the fishermen.

He urged the necessity of international co-operation. "At present," he stated, "our main object is to protect the fisheries themselves, a matter comparatively unconsidered in Europe. Just now there are two serious problems, the preservation of the vanishing halibut and sockeyed salmon on the Pacific coast. Both of these valuable fish are in danger of being commercially exterminated, which will mean a loss of many millions of dollars annually to both the United States and Canada.

A. H. Brittain, of the Maritime Fish

Corporation, Ltd., Montreal, spoke on the vital question of transportation. "I am strongly convinced that the success of the development of the industry and increased consumption of fish is coupled with the transportation service," he stated. "It cannot be disputed that we have both on the Atlantic and Pacific coasts fish foods equal to any produced in the world's fishing area. The fishing companies have invested much money in the industry and have in many cases installed large cold storage plants, and are large employers of labor. These companies are ready and willing to invest more, but to keep in step with the industry it is up to the transportation companies to furnish the service and equipment."

Turning to freight rates, he criticized severely the railways for curtailing the rebate rates so that they were effective but three days a week. This was slowly killing the fishing industry in the east. Under present conditions it was practically impossible to ship fish into the districts where the Sea-Food Limited to Montreal and Toronto was not available. Fishermen were not complaining as much about the rates as they were about the service. He presented statistics on rates from the Atlantic and Pacific fishing ports. Fisheries in the Pacific region were getting a lead on their eastern competitors, he stated and the railways were co-operating with them, too. Under the present Pacific coast fish rates it was possible to ship fish to Winnipeg and sell there at 10 cents per pound, when the prices for flatfish at the Pacific were fully 1 cent per pound higher than those paid to fishermen on the Atlantic coast.

During the course of the convention resolutions were presented from those

engaged in the lobster industry. These resolutions were framed at a meeting held some time previously in Charlottetown, P.E.I., when the following were elected to attend the meeting of the Fisheries Association: John S. Cousins, W. Tidmarsh, John E. Sinclair, M.P., Prince County: Senator Murphy, Captain Joseph Read, M.P., Shelton Sharp. King's County: Senator McLean, J. J. Hughes, A. P. Prowse, M.P.P.

The resolutions were as follows:

#### Suggest a Restricted Canning Term

"Whereas, the bays and estuaries in our province are the natural breeding places for the lobster.

"Resolved, that these be closed and set apart as permanent sanctuaries for the propagation of the lobster.

"Whereas, it is as feasible to stop the catching of lobsters for fresh use as it is for canning, and whereas, the catching of the large lobsters is destroying the lobsters necessary for reproduction.

"Therefore, resolved that if it is decided to close the fishing for a period, that all fishermen, whether fishing for use fresh or for canning purposes, be treated alike.

"Resolved, that canning during 1919 be restricted to a term from the 1st of May to the 30th June, instead of the month of June as suggested in the Department's circular letter of June 5. The Department's suggestion is directly opposite to the views of the experts employed to investigate the lobster industry.

"Whereas, according to the records of the Marine and Fisheries Department, the lobster fishery in Prince Edward Island shows no evidence of depletion, the catch in 1916-17 exceeding the catch of 1897 by 201,878 one pound cans, this

meeting considers that with the protection suggested, the lobster industry in this province can be maintained in perpetuity.

"Further resolved that the canners and fishermen here assembled pledge themselves to support the department in its efforts to enforce the protective regulations, and suggests that an efficient force be organized to enforce the said regulations.

"That this meeting endorses the action of the Marine and Fisheries Department in its initial step to introduce an educational campaign by appointing men of scientific knowledge to investigate the lobster industry, and would suggest that the educational process be extended so as to reach the fishermen direct, and that it will be enlarged to apply to other branches of the fisheries as well."

A resolution was also presented to the convention by the lobster fishermen represented by Edgar Scott, Chebogue River section; Charles Churchill, Short Beach; James R. Leblanc and Zacharie Cottreau, Wedgeport; Leandre Amiro, Pubnico.

#### Urge no Regard to Size

"That this meeting strongly protests against any legislation of a discriminating character, and that fishing without regard to size limit be permitted as formerly.

"That the present season be continued, as formerly, catching all sizes of lobsters, and if such cannot be granted, an effort to be made to obtain a season from March 1 until June 15.

"That the delegates be authorized to use their own discretion and best judgment in securing a suitable season providing those stipulated cannot be obtained."

# The Lesson of Comparative Prices

An Interesting Comparison of the Price Spread of the Last Four Years—What Lesson Does it Suggest For the Merchant?

COMPARATIVE prices are always interesting, and especially so when the changes have been influenced by such momentous conditions as have prevailed since August four years ago.

Looking at the prices that prevailed four years ago, it seems hard to believe that they could possibly have climbed so high, or that having done so there should yet remain a market for them. It is unquestionably a fact that with some of these lines the market has dwindled to a fraction of its former size, because for everything there exists a more or less fixed line that represents a limit of sale. That does not mean that it will cease to sell altogether. The higher priced an article is the more some few people will desire it, but these people are few, and not they but the great mass of the people make a market, and when that great mass ceases to buy, then the limit has been reached. That has happened in some lines to a marked extent.

Possibly it has not happened, however, as much as might have been expected, because the very conditions that produced these high prices also produced conditions that changed the face of the labor market, and introduced a new prosperity to a certain class of the community.

#### Conditions Made Possible the Advance

This new condition which has made the phenomenal advances of one hundred and two hundred and even three hundred per cent., not only a possibility but a fact has been instrumental in bridging over what might otherwise have been a very serious time. It has in it, however, the possibility of danger. It is a condition, based on other conditions that are the result of an unprecedented dislocation of social fabric. It is the result of millions of men beating their plows into swords, and their pruning hooks into spears. When the day dawns on a world at peace once more the question natur-

ally arises as to what effect it will have on the industries fostered by war, and upon the workingman, grown affluent under unusual conditions, and the merchant perhaps grown careless through months and years of high prices, high wages and ready money.

The result is dependent altogether on the merchant himself. What will be the result of the declaration of peace on prices is anyone's guess. You can guess it either way. A world on the verge of starvation, with a multitude of peoples bidding against one another for the supplies of food; or a world disorganized on the point of bankruptcy with no money to support these high prices. As a matter of fact probably neither guess will be right. The general opinion favors the assumption that prices will decline. Whether that decline is gradual or sudden will decide the question as to whether or no the trade will actually suffer. No one can tell and therefore

the one wise policy is to take no more chances than necessary, to keep stocks low enough that they may be liquidated during the period of immediate change. A lowering of prices there must be. The days of almost fabulous labor prices will be a thing of the past. Prices must always meet the purchasing power of the market which they invade. It isn't possible to sell gold bricks to beggars. Nor will it be profitable to carry on business on the high plane of to-day on the possible labor market conditions of a few months or a few years hence. Prices will come down. Not probably to the level of four years ago, not probably, with the rapidity with which they rose but nevertheless a decline is to be expected, and to be discounted. Fortunately perhaps for everyone concerned conditions at the present make it impossible to overstock because stock is not available for the purpose.

There are those who expect a continuance of these conditions for years to come. They argue that it has taken more than a year and a good part of the world's shipping to transport a million or more men and their equipment overseas. It will, they urge, take as long to bring them back. There will be no free shipping to load the markets with foodstuffs. Raw materials will still be scarce and prices must of necessity remain fairly normal.

There are a hundred ways of looking at the problem, and all of them have a certain breath of plausibility. There is no one who can say the final word on the matter. That the problem is a real one that must some day be solved, is evidenced by the wide spread in the prices appearing on this page.

The table of prices published herewith is based on prices at Montreal as noted in CANADIAN GROCER on the dates quoted.

**U. S. SAVES 200,000,000 POUNDS WHEAT.**

It is estimated that the ban put on the use of wheat by hotels, restaurants, clubs and dining cars, which has been lifted, has saved from October 1, 1917, to date, between 175,000,000 and 200,000,000 pounds of wheat and its products.

In addition to this saving in wheat figures show that 150,000,000 pounds of meat and 50,000,000 pounds of sugar have been saved during this period. The wheatless pledges were signed broadcast by those affected. The dining cars have taken the open sugar bowl from the table and substituted two lumps or one teaspoonful of sugar for each meal.

**THE ONLY LIMIT**

There was a man in Tennessee who was locally famous for his eating capacity. His name was Tom Raines, and he was under discussion at the village store one night.

"How many raw oysters do you reckon Tom Raines kin eat?" asked one of the sitters.

"I dunno," replied another, "how many is they?"

	July 31, 1914	Aug. 2, 1918
Sugar, granulated, 100-pound bags.....	\$ 4.45	\$ 9.10
Yellow, No. 3 .....	4.40	8.50-8.60
Flour, Manitoba first patents, bbl. ....	5.60	War grade-11.15
Rice, Rangoon B .....	3.00	8.50-9.50
Fancy snow .....	5.30	10.25
Ice drips .....	5.45	11.25
Tapioca seed, pearl, per pound.....	0.05-0.05½	0.15-0.16
Beans, hand picked, bush. ....	2.40-2.50	8.40-9.00
Yellow eye .....	3.25	8.00-8.50
Lima .....	0.08½	0.19-0.20
Peas, per bush. ....	2.25-2.40	9.50-10.50
Barley, pot. per bag .....	2.80	6.50
Pearl .....	4.00	7.50-8.25
Fancy Choice .....	0.30-0.28	0.97-1.00
Molasses, Barbados, puncheons.....	0.03½	0.07
Corn syrup, barrels .....	0.75	1.35-1.45
Maple syrup, 8½-pound tins .....	0.11-0.11½	0.20
Dried Fruits—Apples, evaporated .....	0.16-0.20	0.28
Apricots .....	0.09-0.09½	0.19
Peaches .....	0.12½-0.13	0.19
Prunes, 40-50 .....	0.08½	-0.11½
Raisins, muscatels, 3 crown .....	0.06-0.06½	0.11
Valencias .....	0.07	0.24-0.32
Currants .....	0.20-0.22	0.49-0.52
Tea—Ceylon and India Pekoe.....	0.20-0.22	0.47-0.49
Pekoe Souchong .....	0.30-0.40	0.53-0.55
Orange Pekoe .....	0.27-0.30	0.28½-0.30
Coffee—Bogota .....	0.26-0.28	0.29-0.31
Guatamala .....	0.24-0.25	0.24-0.28
Jamaica .....	0.32-0.35	0.38-0.41
Java .....	0.25-0.26	0.27½-0.30
Maracaibo .....	0.27-0.28	0.24-0.28
Mexican .....	0.22-0.23	0.26-0.29
Santos .....	0.30-0.32	0.33-0.37
Mocha .....	0.20-0.22	0.22-0.26
Rio .....	0.08-0.10	0.25
Chicory .....	0.14-0.17	0.20-0.22
Spices—Alspice .....	0.25-0.30	0.28-0.35
Cayenne .....	0.22-0.27	0.35
Cassia .....	0.30-0.35	0.75-0.77
Cloves .....	0.75-1.00	0.80-1.00
Mace .....	0.25-0.30	0.45-0.50
Nutmeg .....	0.18-0.20	0.42-0.45
Pepper, black .....	0.28-0.29	0.48-0.50
White .....	0.15-0.18	0.25
Mustard seed, lb. ....	0.18-0.20	0.24-0.30
Nuts in Shell—	0.13½-0.15	0.20-0.25
Almonds, Tarragona .....	0.12-0.13	0.21-0.22
Brazils, new .....	0.12½-0.13½	0.25-0.26
Filberts, Sicily .....	0.09½-0.10	0.24-0.25
Peanuts, Jumbo .....	0.17-0.18	0.28-0.32
Fancy .....	0.16-0.17	0.20-0.23
Pecan .....	0.14-0.15	0.25-0.28
Walnuts, Grenoble .....	0.45-0.48	0.50-0.55
Marbot .....	0.11-0.12	0.19½-0.20½
Shelled Almonds .....	0.56-0.60	0.80
Filberts .....	0.40-0.42	0.76-0.82
Peanuts .....	2.50-2.65	5.30-5.50
Pecans .....	2.50-2.60	6.75-8.00
Walnuts, new .....	2.30-2.45	6.60-7.00
Cereals—Rolled Oats, 98 lbs. ....	2.90-3.10	6.55
Hominy .....	23.00	35.00
Cornmeal .....	25.00	40.00
Rye Flour .....	28.00	-
Feeds—Bran, per ton .....	2.00-2.50	5.00-5.50
Shorts .....	5.00-5.50	5.00
Middlings .....	4.50-5.00	8.50-9.00
Fruit and Vegetables—	-4.00	7.50
Bananas .....	1.50-1.75	-
Grape Fruit .....	2.50-2.75	3.00
Lemons, Italy .....	-	-
Oranges, Valencia .....	-	-
Peaches, California .....	-	-
Plums .....	-	-
Vegetables—	-	3.25
Onions, Texas .....	2.00-2.25	2.00-2.50
Potatoes, per bag .....	0.25	0.30
Carrots, doz. ....	0.15	0.30-0.40
Beets, doz. bunches .....	-	-
Produce—	12.75-13.00	28.50-29.50
Hogs, dressed, abattoir killed .....	0.18-0.19	0.37-0.38
Hams, medium .....	0.18-0.19	0.43½-0.44
Bacon—Breakfast .....	0.17	0.33½-0.34½
Roll .....	27.50	58.00
Barrel Pork—short cut .....	0.27	0.51-0.52
Cooked Meats—boiled hams .....	0.12	-0.31½
Lard, tierces .....	0.10½	-0.25½
Compound Lard, tierces .....	0.26-0.26½	0.47
Butter—Creamery .....	0.20-0.21	0.38-0.40
Dairy .....	0.14½-0.15	-0.23½
Cheese—New .....	0.16-0.17	0.28
Old .....	0.17	0.27
Stilton .....	0.29	0.47-0.48
Eggs—New-laid .....	0.26	0.51-0.52
Selects .....	0.23	0.40-0.45
Poultry—Broilers, dressed .....	0.15-0.16	0.35-0.36
Fowl .....	0.23	0.30
Geese .....	0.18-0.19	-
Ducks .....	0.23	0.40
Turkeys, spring .....	-	-

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, Limited

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### EDITORIAL NOTES

It strengthens one's belief in the inherent goodness of human nature to learn from Professor Malcolm Kier's analysis of the causes which led to business failures that only six per cent. can be traced to any form of dishonesty. Human nature is pretty decent after all.

\* \* \*

EFFICIENCY consists in doing the right thing at the right time in the right way. It means the exclusion of waste motion, the elimination of unnecessary effort, and the concentration of all one's attention upon the task in hand. It precludes fussiness and worry. Physical and mental fitness are maintained by it at their best.

### PACK RETURNED GOODS PROPERLY

THE sending back to the manufacturer of goods which for some reason are not accepted by the retailer is occasioning a great deal of loss through improper packing.

Every retailer should make it a point to see that his clerk, delivery man or shipper, packs the goods so that they may be returned without damage through breakages or other losses.

It sometimes happens that customers of the merchant have to send back to the store goods which they bought and which were unsuitable for some reason or other. The retailer naturally expects these goods to be returned in as good condition as he sends them out. The majority of retailers, no doubt, see that similar care is taken in returning goods to the manu-

facturer or wholesaler, but some are not as particular as they should be. They may figure as the loss is not theirs they have not a great deal of interest in the manner in which the goods are returned but in these times of shortages of so many lines it is the patriotic duty of every merchant to take every care of every bit of merchandise he handles whether in his store or whether they are returned. There should be no waste that can possibly be avoided. Each and all of us owe it to our country to do everything possible to conserve supplies of all kinds.

### RATIONING AND PRICE CONTROL

THE Regina Leader in a recent editorial entitled, "No Rationing Asked," without definitely naming CANADIAN GROCER attacks an article on the cost of rationing to Canada that recently appeared in these columns.

The editorial speaks in general terms of "the organ of the food manufacturer and merchant." CANADIAN GROCER, of course, in no way represents anyone but the retail grocery trade. We pass that misstatement without animus, feeling that the innocent enthusiasms that makes that journal see in price control a panacea for all evils makes it also fall an easy victim to other misconceptions.

CANADIAN GROCER is opposed to price fixing, not because it would tread on the financial toes of the mercantile interests, but because it would be a costly and ineffectual experiment. The Leader states that "price control can be conducted without food rationing." Possibly, but it has not yet been done. England and Germany were under a rationing system before the prices were controlled. True we have set a price for wheat and cheese and some other products, but these set prices have to change with changing conditions. They are merely set while conditions remain the same. In other words not set at all.

The Leader points out that in the United States a system of local food boards has published a list of "fair prices." This information was first published in these columns, and the Leader probably is not aware that these fair prices were in practically every case higher than the figures at which the large bulk of the merchants were selling.

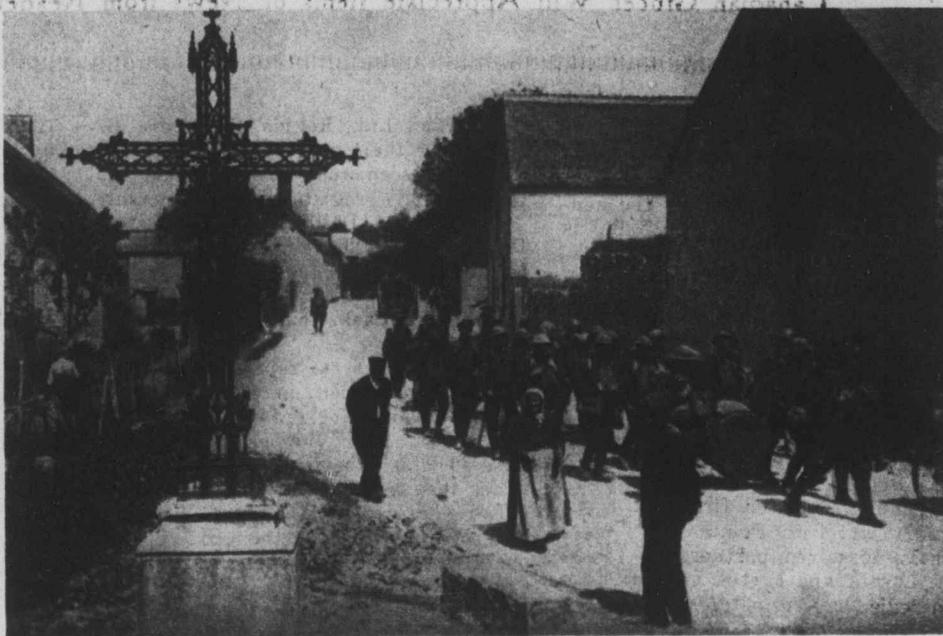
The newspapers are almost a unit in favor of controlled prices, unfortunately, however, their enthusiasm is the enthusiasm of the editorial office and not of the streets, the vapory enthusiasms of the man who is not hampered by facts.

When trained business men talk fixed prices we will be ready to listen with patience but not until then. We are not fearful of any intelligent and understanding action, for we are not obsessed with that silly notion that everyone who handles food must of necessity be a profiteer.

# Current Events in Photograph--32

## THE BAND COMES BACK.

The photo presented herewith is typical of the changed condition of affairs in France. The band, which has been sent to the rear, is marching back through the quiet French villages to once more find its quarters near the front. It is a circumstance that marks the passing of the period of retreat and marks the days of the advance.



## HAROLD F. RITCHIE CO. CONVENTION A GREAT SUCCESS

Representatives of the Firm From All Sections of the Country Meet to Discuss Business Matters and Hear Addresses from Outside Experts

As announced in last week's issue, during the week July 29 to August 3, Harold F. Ritchie & Co., Ltd., 10-12-14 McCaul street, Toronto, held their annual salesmen's convention. Those present represented the entire Dominion from coast to coast. Harold F. Ritchie, president, W. J. Millsap, manager drug department, S. G. Amsden, manager grocery department, W. H. L. Usher from the Maritime Provinces, C. G. Armstrong, and R. A. Sonne, Montreal, Quebec City and Quebec Province, E. J. Knight, Ottawa and Eastern Townships, Joseph E. Johnston representing Western and Northern Ontario, including Hamilto and London, S. D. Steinberg, Eastern Ontario, Harvey Davis from Manitoba and Saskatchewan, Percy Hill from Alberta and British Columbia.

A programme of entertainment and sales talks was arranged by the president, Mr. Ritchie. It included a noonday luncheon daily at the St. Charles Hotel, and addresses from sales managers of the different lines represented by Ritchie & Co.

One meeting was addressed by Mr. Strassburger, sales manager for S. Sternan & Co., New York, on Sterno canned heat. This is a recent line taken on by Harold F. Ritchie & Co., Ltd.; Mr. Ketchen, president of the Sunset Soap Dye Co., gave an instructive lesson on

the manufacture of dyes; W. A. McDermid, sales manager for the G. Mennen Chemical Co., Newark, N.J., gave a review of the manufacture and preparation of the Mennen products, drawing attention to the new powder, Kora Konia, prepared for use as a dusting powder for irritations of the skin; J. W. Palmer, president of the Hooton Chocolate Co., of Toronto, gave the boys an interesting talk on the manufacture of chocolate from the cocoa bean to the 5c bar.

Frank Sheriff, president, Will Sheriff, vice-president, and Mr. Waterhouse, all of the Imperial Extract Co., Toronto, gave a talk on the preparation of extracts and marmalade. The meeting was

said by all to be the best session ever held by the Ritchie Co. All expressed pleasure and gratification as to the manner in which they were entertained, but voted the meeting to be the most instructive they ever attended.

## NOVA SCOTIA R. M. A. TO HOLD CONVENTION SEPT. 10-11.

The second annual convention of the Nova Scotia branch of the Retail Merchants' Association of Canada will be held in Halifax on Tuesday and Wednesday, September 10th and 11th, in the Y. M. C. A. Building. On the first evening of the convention a lecture with moving pictures will be given, showing the various troubles with which the retail merchant is faced and on the second evening a banquet will be given the visiting members at the Queen's Hotel. During the days of the convention the business of the association will be attended to and it is expected that the Dominion Secretary and other representatives of the Dominion Board will be present. An entertaining program is being arranged for the two days, and it is expected that a profitable and pleasant time will be put in by all those who attend.

## THE FLY IN THE AMBER

"For heaven's sake, brace up. You ought to be proud that you're going to have a medal pinned on you by the French general."

"I know, Bill, but I feel it in my bones that he's goin' to kiss me."

## RESTRICTION ON PARCELS FOR SOLDIERS AND CIVILIANS IN THE OLD COUNTRY

Enquiries are being constantly received regarding the restrictions imposed on goods to be sent to friends in the Old Country. G. M. Morgan, head of the Export and Import Section of the Canada Food Board, who has charge of this matter, advises as follows:

**TO CIVILIANS** may be sent consignments of foodstuffs not to exceed \$50.00 in value. These shipments must not contain farm or garden seeds, flour, bran, shorts or middlings from grain or more than one pound of sugar.

**TO SOLDIERS**—The restrictions for soldiers are similar to those recorded above except that sugar, refined and unrefined, may be exported by parcel post up to the regulation weight, when consigned and intended for military or naval forces overseas. The limit of weight to the United Kingdom is 11 pounds.

# CURRENT NEWS OF THE WEEK

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

## Maritime

Ira B. Kierstead, St. John, N.B., has sold out to J. S. Cosman.

Donald Loggie, proprietor of the general store at Burnt Church, N.B., is dead.

## Quebec

F. Robert, Montreal, has sold his stock. Mrs. A. Payette, grocer, Montreal, has sold her assets.

Esdras Belisle, grocer, Montreal, has sold his assets.

Gregoire and Chicoine, Montreal, have dissolved partnership.

J. A. Bedard, grocer and feed merchant, Granby, suffered fire loss.

Beaudry and Fils, Pointe Aux Trembles, have dissolved partnership.

F. E. Lasalle and Freres' general store of Tancredia have registered a partnership.

Fred McBride, of John T. McBride, importers, Montreal, was a visitor to the New York market this week.

W. H. Ransom, secretary of Brodie and Harvie, Ltd., Montreal, is spending his holidays at Portland, Me.

Lucien W. Beaudry and Henri Charbonneau, Pointe Aux Trembles, have registered as Beaudry and Charbonneau.

## Ontario

August Gentz, Elmira, has suffered loss by fire.

John B. Grant, Toronto, has sold out to Clark and Towler.

Paul Samways, proprietor of the general store of that name, Bluevale, died recently.

M. M. Sichel, sales manager for Smalls Ltd., Montreal, was in Winnipeg last week calling on their representatives, D. H. Bain Co.

Geo. L. Palmer, manager of the Winnipeg branch of T. H. Estabrooks & Co., was in Toronto early in the week on his way through to the headquarters of the company at St. John, N.B.

## Western

H. Webber, Archdal, Sask., has been burnt out.

Peter Atkinson, Roe, Sask., is discontinuing business.

Leon Gauvin, St. Boniface, Man., has removed to Letellier, Man.

G. Finkelmann, general store, Selkirk, Man., has suffered by fire.

L. A. Freedman, Meyronne, Sask., is discontinuing business.

G. W. Turner of Peat and Co., grocers, Winnipeg, died recently.

C. E. Craddock, Wood Mountain, Sask., has suffered loss by fire.

Stephens and Lucking, Woodrow, Sask., are discontinuing business.

The Medora Trading Company, Medora, Man., have been incorporated.

McBrides Ltd., Regina, Sask., are discontinuing their grocery department.

The Crescentwood Meat Market and Grocery have registered a partnership.

Castell and Phillips, general store, Belmont, Man., have registered a partnership.

W. A. Caswell and Co., general store, Qu'Appelle, Sask., has sold to Joseph Finkelman.

James Chambers, representing Reckitts Ltd., has been on a business trip to Regina and Moose Jaw.

The estate of F. Boppe, Prelate, Sask., have sold the grocery business conducted under that name to J. A. Robertson.

The estate of C. G. Carter, Winnipeg, has sold the stock of the grocery store operated under that name to the Ruby Confectionery, Winnipeg.

E. C. Kempton of the Fredman Milling & Mfg. Co., Minneapolis, has been doing detail work in Winnipeg during the past week, making his headquarters with the W. H. Escott Co., Ltd., their representatives. They are manufacturers of Fremo.

## FLEISCHMANN YEAST CO. HAVE SECOND FIRE

Six men were killed in a fire which destroyed a warehouse of the Fleischmann Yeast Co., at Peekskill, N.Y., Aug. 1. Five firemen and a workman were caught under a falling wall, and all are believed to be dead.

This is the second fire within a week at the plant. Officials expressed a suspicion that incendiaries may have been at work on the premises.

The loss is about \$60,000.

## E. WAFER LaCHANCE DROWNED

A very sad accident occurred on Sunday last which cost E. Wafer LaChance, sales manager for Wm. H. Dunn, Ltd., his life.

Mr. LaChance had gone to Lake L'achigan for his holidays, in company with Mrs. LaChance. Shortly after arriving there he went in bathing and when out in a considerable depth of water, helping two other men into a boat which was being used, the boat overturned. He seemed to become exhausted quickly and drowned within sight of his wife, who was on the shore.

Mr. LaChance, widely known among the grocery trade as "Wafer," was a very popular figure. Of a quiet and unassuming manner he made many friends and was closely applied to his business in Montreal. A son of A. E. LaChance, of Kingston, who some years ago conducted a grocery business, first in Kingston and then in Montreal, Wafer La-

Chance was for some years employed by Walter Paul, retail grocer here. Later he joined the staff of Wm. H. Dunn and was here for 14 years. For the past three years he has been sales manager for this firm.

## BUFFALO SPECIALTY CO. HOLDS STAFF CONFERENCE

A staff conference of the salesmen representing the Buffalo Specialty Company was held in Buffalo from July 22 to 27. The salesmen gathered from all parts of the country, and during the week spent together the sales plans for the coming year were discussed and elaborated.

One of the pleasant features of the week was the gathering of the Liquid Veneer sales force at the magnificent country home of Oliver Cabana Jr., president of the company, where the salesmen were royally entertained.

The conference, which is an annual event held in Buffalo at the company's offices, 375 Ellicott street, was generally conceded to be one of the most successful gatherings that has ever been held.

## WADDELL PRESERVING CO. SUFFERS HEAVY FIRE LOSS

Fire, believed to have been of incendiary origin, caused damage to the amount of \$10,000 in the new Waddell Preserving Company's plant on Clarence street, Brantford, Ont., recently. The fire was discovered at 8 o'clock in the centre of the main building, and before the firemen arrived the whole building, containing much lumber, was enveloped. The blaze was confined to the centre of the building, where considerable stock was destroyed.

## NEW WHOLESALE GROCERY JOBBER

W. F. Morley, for many years associated with the Canada Brokerage Co., Toronto, has opened a wholesale grocery jobbing business under the firm name of W. F. Morley & Co., at 65 Front street E., Toronto. Mr. Morley states that all lines of staple groceries will be carried and that he is already receiving his stock.

## THE LONG AND THE SHORT

Customer to Grocer—"I wish you would not give me such short weight for my money."

Grocer—"I wish you would not give me such a long wait for mine."

# Enquiry Department

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

### CLAIMS AGAINST EXPRESS COMPANY

How can I press my claims for missing goods against the Express Company for missing goods. They have acknowledged the claim but have evaded remitting. It has been standing now for over a year.—H. C. Facey, Russeldale, Ont.

Answer.—We would advise you to write a letter to the claims department pointing out that the claim has been outstanding more than a year, and specifying a date by which time the claim must be settled, otherwise advising that recourse will have to be made to other means of collection.

### TAX ON PLAYING CARDS

Do we have to put stamps on when we make the sale, or does all the stock have to be stamped at once.—Leonard M. Bates, Heaslip, Ont.

Answer.—According to the regulations this tax is payable in full July 1. That is to say that after that date all packages of cards on hand are required to bear the necessary tax stamps.

### STORING PRUNES

What is the best place for storing prunes at present, a cool damp place, a place of medium heat and dry, or a warm dry place?—J. I., Kazubazua, Que.

Answer.—Dried fruit to be in good condition must contain considerable moisture. If it is exposed to the air this moisture soon evaporates, and the natural sugar found on the juices crystallizes and the product turns color, becomes hard and loses both in weight and flavor.

Dried fruit should be kept in a cool place, and it is advisable to use cold storage during the summer if the goods are to be kept for any length of time. Cool storage, the cooler the better, is essential for the best results.

### RECKITT'S BLUE

Will you please tell me who are agents in Canada for Reckitt's Blue.

Answer.—Reckitt's Over Sea Ltd., 122 Wellington St. W., Toronto, W. Aston, manager.

### RURAL POSTMEN DELIVERING BREAD

Can a mail carrier through the country sell bread without a license? If so, how can he be stopped?—Geo. Asselstine, Wallaceburg, Ont.

Answer.—The letter carrier is probably selling bread manufactured by some licensed baker, and consequently does not

require a license. If he were the producer of the bread a license would be required. If practice is troublesome better inform the local postmaster, and if that is not sufficient advise the Post Office Department at Ottawa. A postal employee is under salary from the government and has no right to do business of this nature.

### IS A LICENSE NECESSARY

I am selling groceries and dry goods, buy and ship. Do I need a wholesaler's license?—A. Forbes.

Answer.—The data supplied is too indefinite. If you are dealing as a middleman between manufacturer and wholesaler, you will require either a wholesaler's or jobber's license. If more data is supplied will be glad to answer more definitely.

### WHO IS RESPONSIBLE FOR SELLING OF SUBSTITUTES?

I would like to ask your opinion on the selling of flour substitutes. You have stated in your journal that we must sell substitutes 1 to 4 when we sell the flour. Other papers have made the same statement. I have not read any of the Food Control orders that way. They say we must carry a sufficient supply and the consumer must use it 1 to 9 in all forms of baking or pastry. We would like to observe the regulations fairly, but are very uncertain as to what they require of us.—F., Russeldale, Ont.

Answer.—The obligation is upon the merchant to stock substitute flours certainly, but he must also sell a certain proportion of substitute flours with every sale of wheat flour. This is not our interpretation, but the actual reading of the Canada Food Board Order No. 50. We quote the clauses in question.

"(c) No licensed dealer shall have in his possession for sale any white or standard flour unless he also has at all times a sufficient stock of substitutes to meet the demand of his customers at reasonable prices."

"(d) No licensed dealer shall sell to any person for private consumption, east of but not including Port Arthur, any white or standard flour, who does not purchase from him substitutes in the proportion of not less than one pound of substitutes to two pounds of white or standard flour, or to any person west of and including Port Arthur any white or standard flour who does not purchase from him substitutes in the proportion of not less than one pound of substitutes to four pounds of white or standard flour."

Order No. 55 amends this section (d) by substituting the figure 4 for the figure 2 in the former part, but makes no other change in this clause. This makes it very manifest that the obligation to see that substitutes are purchased lies upon the merchant rather than the purchaser, which was evidently the point questioned by our correspondent.

### GLASS FUNNELS

Please let me know what firms handle glass funnels and glass Imperial measures for vinegar.—W. L. Querengesser, Brod-hagen, Ont.

Answer.—Manufacturers of glass funnels are the Beaver Flint Glass Company, Toronto; Lyman Ltd., Montreal. Imperial measurers: Dominion Glass Co., Montreal; Diamond Flint Glass Co., Montreal; Sydenham Glass Co., Wallaceburg; Schram Automatic Sealer Co., Waterloo, Ont.

### HAY BALERS

Will you kindly give me the names of firms manufacturing hay balers.—A. Graeb, Preston, Ont.

Answer.—Woodstock Wind Motor Co., Woodstock, Ont.; Dain Manufacturing Co., Welland, Ont.; P. E. Shantz, Preston, Ont.; J. and S. Bessette & Co., Iberville, Que.; J. B. Dore & Fils, Laprairie, Que.; O. Chali-foux & Fils, St. Hyacinthe, Que.

### INFORMATION ON WINDOW DRESSING

Where may I secure a magazine or paper which deals directly with grocery window dressing? Please answer direct.—A. D. Parsons, Midland, Ont.

Answer.—There is no periodical that we know of devoted to this subject. There is a book, however, which deals very satisfactorily with the subject. It is "The Grocers' Window Book," by Ed. H. Philippe, published by the author, care of the "Modern Grocer," Chicago, Ill.

### THEY DEALT THERE TOO

Johnny had been very excited all morning, and finally burst out with: "We have a baby girl at our house, teacher; Dr. Moore brought her."

Immediately another small hand was frantically waved in the air, and a little voice piped: "We take off of him, too, Miss Brown."

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....191...

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

Name .....

Address .....

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**R**EPORTS of a heavy pack of salmon published late last week cannot be confirmed, and there is no reason to believe statements published in *CANADIAN GROCER* will be far from actual facts in this connection. The amount available for domestic use may be curtailed to comparatively small amounts should the Dominion Government commandeer a proportionate amount to that taken by the United States Government.

Licenses for the import of prunes and peaches are being granted by the authorities at Ottawa, though it is indicated that orders are being cut down to some extent where purchases appear to be too heavy. Distribution on an equitable basis is being aimed at by the Food Board, and supplies for Canada may be expected to work out on this condition.

**MONTREAL**—Markets are firm for the most part. Some lines of canned goods are still selling on the old basis, and in view of the outlook for fruits, some favorable quotations on old pack goods are available.

Molasses promises to hold with a steady price basis, and some think higher prices will be named as time goes on.

The new salmon prices just out have shown considerable advance. At the new prices it is expected there will be a good sale for peas. Corn will be scarce, while the promise is that tomatoes will be a good yield.

Tea markets still are strong, with trading quiet from a retail standpoint, but with jobbers now buying more freely. Few changes are registered for the week, devilled crabs, lobster paste and raw sugar crystals, with a 10c advance for Canada Sugar Refineries' sugars being the only revisions.

**TORONTO**—Cereals as applied to corn products show an advance during the week. Cornmeal is up from 15 to 40c per 98-lb. bag, and white corn flour is higher by 20c for a similar quantity. Corn is reported very scarce, very hard to get, and of very poor quality.

High prices continue to rule on fresh fruits and vegetables. Blueberries and black currants are higher, while deciduous fruits from California show no declines as yet. Tomatoes took a sharp advance, and supplies during the week are comparatively light. Potatoes rule fairly high, but freer offerings in another week or two will tend to lower prices.

A distinct improvement in the demand for tea is reported. Indications are that stocks are pretty well cleaned up in jobbers' hands, and replacements are now in order. Good supplies are available, though fine teas will show a scarcity until new crop arrivals.

Opening prices on jams as a whole have been withdrawn, and new quotations available in some sources point to further sharp advances in both strawberry and raspberry. That Government requirements may absorb a large percentage of this season's pack seems possible.

Sugar shows no easier feeling. Supplies are scarce, and it is thought will become more so. An advance of 10c in Redpath sugars has been recorded, while the freight differentials now being worked out will mean higher laid-down costs to the retailer.

**WINNIPEG**—The trade here all expect that licenses will be issued to importers of prunes and peaches—at least they are advised to that effect by the War Board at Ottawa. The report that no prunes or peaches would be allowed into this market caused a temporary flurry which had the effect of upsetting calculations materially. However, in spite of the turn in events, it is thought there will be a shortage of prunes, as there is only 65 per cent. of last year's crop, and seventy million pounds have been commandeered by the Government. The apricot market jumped two cents following the report that the Government had commandeered prunes and peaches. New evaporated apple prices have been named and are about on a level with present prices.

It is pretty well understood by everybody in the trade that the tea market is very firm, and that some of the well-known lines of package teas are likely to advance before very long. Brokers state that it is merely a question of time when this will take place. They seem to agree that tea is a good buy at to-day's price.

Brokers state that there is not likely to be much change in the rice situation until the new crop reaches Vancouver early next year. Jobbers in Winnipeg are pretty well stocked up on tapioca, and as there is no change in the primary market there is not likely to be much change in the price to the retailer.

One of the large sugar refiners is off the market in Manitoba. The tendency for sugar seems to be upwards, and that seems to be the feeling among the trade. Sugar in Winnipeg is going out as fast as it can be got in.

# QUEBEC MARKETS

**M**ONTREAL, Aug. 14.—A considerable amount of business is being done in staple goods of a reasonable character. Those who have good stocks are doing a considerable amount of business, but it is naturally somewhat slower than it was, in a trade sense. New goods are coming to hand of various canned goods, etc.

## Lobster Paste Higher; Devilled Crabs Up 75c

**Montreal.**  
**LOBSTER PASTE, CRABS.**—Advances are made in two lines handled as specialties by a large portion of the trade. Lobster paste is up \$1.50 per case with prices now as follows: Eight doz., ¼ lb. size \$12.65 per case and cases containing 4 doz. half pounds, \$11 per case. Devilled crabs, previously selling at \$6.00 per doz. are now \$6.75.

## Raw Crystal Sugar Registers a Decline

**Montreal.**  
**RAW SUGAR CRYSTALS.**—A decline in this line has been made, the former price of 8½ cents being reduced to 8 cents. This is made to stimulate the demand, as the sale has been somewhat small for a while past.

## Sugar Distribution On Unchanged Basis

**Montreal.**  
**SUGAR.**—Very little change is evident in the general situation. With a closer watch on supplies, the government evidently intends that its regulations shall be lived up to and the new requirements will give them a very close knowledge of all the stocks that are carried by every dealer, tabulations to be made so frequently as to get matters on a definite basis very soon. In the meantime jobbers are securing frequent though small supplies from the refiners, and with the greater use of soft sugars matters are not in an unreasonable position. Due to the new high freight rates readjustments are being made to take care of the increases, although lists will not be affected by this. The only change of the week is that of an advance of 10c per cwt. by the Canada Sugar Refineries, to meet the difference in the discount rate.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 10
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50

Cut loaf (25-lb. boxes) ..... 10 40-10 70  
**NOTE.**—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

## Canned Peaches Still \$2; Tomato Pack Promising

**Montreal.**  
**CANNED GOODS.**—The position on canned goods is a matter of price maintenance and with tendencies pointing upward on many lines. At the same time very favorable prices are still available on various lines. Peaches still are offered at \$2 per case and this price, in view of the outlook for the present season's pack, would seem very moderate. A fairly large amount of business has been done, and it looks as though the stocks on hand and those to come will not make an excessive supply. The packers' prices on salmon are announced and the shortage of some grades is now evident definitely pointed out by CANADIAN GROCER last week. New prices on salmon to the trade will be found hereunder.

<b>Salmon Sockeye—</b>		
Cover Leaf, ½-lb. flats	.....	2 45
1 lb. flats	.....	4 62½
1 lb. talls, cases 4 doz., per doz.	.....	4 50
½ flats, cases 8 doz., per doz.	1 50	
Chums, 1-lb. talls	.....	2 10
Pinks, 1-lb. talls	.....	2 60
Cohoos, 1-lb. talls	.....	3 40
Red Springs, 1-lb. talls	.....	2 10
Red Springs, ½ lb.	.....	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	.....	2 25
Canadian sardines (case)	.....	6 75
Norwegian sardines, per case of 100 "¼s"	.....	20 00
Lobsters, ½-lb. tins, doz.	.....	3 60
<b>Canned Vegetables and Fruits—</b>		
Asparagus (Amer.) mammoth green, doz.	.....	4 90
Tomatoes, 1s	.....	1 25
Tomatoes, 3s	.....	2 50
Tomatoes, U.S. pack (2s)	.....	1 90
Tomatoes, 2½s	.....	2 40
Peas, standards	.....	1 75
Peas, early June	.....	1 90
Beans, golden wax	.....	1 85
Beans, Refugees	.....	1 85
Corn, 2s, doz.	.....	2 35
Spinach (U.S.), 3s	.....	3 00
Do., (U.S.), gallons	.....	10 00
Corn (on cob, gal. cans), doz.	.....	8 50
Red raspberries, 2s	.....	2 90
Simceos	.....	2 75
Red cherries, 2s	.....	2 60
Strawberries, 2s	.....	3 00
Strawberries, 1918 pack (2s)	.....	4 00
Rhubarb, 2½s	.....	2 60
Blueberries, 2s, doz.	.....	1 85
Pumpkins, 2½s	.....	1 60
Pumpkins, 3s	.....	1 75
Pumpkins (gallon), doz.	.....	6 00
Potatoes, Can. Sweet, 2½-lb. tins	.....	2 10
Potatoes, Cal. Sweet, 2-lb. tins	.....	2 75
Carrots, sliced, 2s	.....	1 45
Apples (gallons)	.....	5 00
Peaches, 2s (heavy syrup)	.....	2 00
Pears, 3s (heavy syrup)	.....	2 45
Pineapples, 1½s	.....	2 25
Pineapples, 2s	.....	3 10
Pineapples (grated), 2s	.....	2 90
Greengaze plums (light syrup)	.....	1 90
Lombard plums (heavy syrup), 2s	.....	1 70

## Molasses May Cost More; Syrups Active

**Montreal.**  
**MOLASSES AND SYRUPS.**—There is no difficulty in disposing of molasses supplies when the same are available. So soon as these are received from the outside there are orders on hand to absorb the stock and at full prices. One large jobber stated to CANADIAN GROCER

that in his opinion molasses would reach a higher level within the next year—that At any rate prices are very firm. Corn and cane syrups are very active for the midsummer season, with prices held steady all around and supplies ample but not too great.

<b>Corn Syrup—</b>		
Barrels, about 700 lbs.	.....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.	.....	0 07½
Kegs	.....	4 65
2-lb. tins, 2 doz. in case, case	.....	5 20
5-lb. tins, 1 doz. in case, case	.....	4 95
10-lb. tins, ½ doz. in case, case	.....	4 90
20-lb. tins, ¼ doz. in case, case	.....	2 15
2-gal. 25-lb. pails, each	.....	4 25
3-gal. 38½-lb. pails, each	.....	5 25
5-gal. 65-lb. pails, each	.....	6 00
<b>Cane Syrup (Crystal) Diamond—</b>		
2-lb. tins, 2 doz. in case, per case	.....	8 75
Barrels, per 100 lbs.	.....	9 00
Half barrels, per 100 lbs.	.....	

	<b>Prices for</b>	
<b>Barbadoes Molasses—</b>	<b>Island of Montreal</b>	
Puncheons	.....	1 00
Barrels	.....	1 03
Half barrels	.....	1 05
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.

## Possibility Getting Dried Fruits Big Relief

**Montreal.**  
**DRIED FRUITS.**—The importer, now being able to secure licenses to cover his booked orders, in part at least, is feeling much relieved and he is making the necessary applications to bring purchases forward. Canada it is thought is going to have more prunes and peaches than seemed possible awhile ago. Raisins are in good demand, many using these now as a food. Supplies of these are quite ample for the present and prices, while steady, are without change. When the season is taken into consideration there is considerable activity.

<b>Apricots—</b>		
Choice	.....	0 25
Fancy	.....	0 30
<b>Apples (evaporated)</b>	.....	0 20
(fancy) —		
Faced	.....	0 19
Choice	.....	0 17
12 oz., per pkg.	.....	0 16
<b>Pears</b>	.....	0 16
<b>Drained Peels (old)—</b>		
Citron	.....	
Lemon	.....	0 27½
Orange	.....	0 28½
<b>Drained Peels (new)—</b>		
Lemon	.....	0 40
Orange	.....	0 42
Citron	.....	0 47
<b>Raisins—</b>		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatels, loose, 2-crown	.....	0 10½
Muscatels, loose, 3-crown, lb.	.....	0 11½
Muscatels, 4-crown, lb.	.....	0 12
Cal. seedless, 16 oz.	.....	0 14
Cal. seedless (new)	.....	0 16
Fancy seeded, 16 oz. pkgs.	.....	0 13
Choice seeded, 16 oz. pkgs.	.....	0 12
Valencias, selected	.....	0 11½
Valencias, 4-crown layers	.....	0 11½
Currants, old	.....	0 24
Do., new	.....	0 32
Dates, Excelsior, per case	.....	6 84
Do., Dromedary	.....	7 92
Figs (new), 100 to case	.....	11 00
Figs (layer), 10-lb. boxes	.....	1 90
Figs, Spanish (mats)	.....	0 12
Figs, Portuguese (mats)	.....	0 13
<b>Figs, Fancy Cal. White (Choice)—</b>		
Pkgs. 16 oz. (10 pkgs.)	.....	1 75
Pkgs. 10 oz. (12 pkgs.)	.....	1 45
Pkgs. 8 oz. (20 pkgs.)	.....	2 90
Pkgs. 6 oz. (50 pkgs.)	.....	3 60
Pkgs. 4 oz. (70 pkgs.)	.....	3 70
<b>Prunes—</b>		
30-40	.....	0 13
California, 40-50s	.....	0 13

25-lb. cases, 50-60s	0 17
60-70s	0 15½
70-80s	0 13
80-90s	0 11½
90-100s	0 11
Oregon, 30-40s	0 16½
40-50s	0 15½
50-60s	0 12½

**Position of Rice**  
**One of Much Strength**

**Montreal.**

**RICE AND TAPIOCA.**—There is a steady and a firm condition surrounding the market and stocks are held firmly by jobbers. In a general sense there is not a great deal of activity, but trade is seasonable. Some have sold out their stocks to a close margin. A great deal of the supply has been milled into flour and for the same there has been a large demand of recent weeks. Tapioca is steady and even quite firm, with a very fair amount of business being transacted.

Rice, fancy	9 75	10 25
Ice Drips		11 25
Carolina	12 50	15 00
"Texas," per 100 lbs.		9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	10 25	11 00
Rangoon "B"	9 50	9 70
Rangoon CC	9 25	9 40
Mandarin	8 90	10 00
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15	0 16

**Present Interest in**  
**Bean Markets Small**

**Montreal.**

**BEANS.**—The interest of the trade in beans is confined to a very small compass. This is not the season when they are wanted by the consumer in large amounts and as a consequence there is but a limited interest taken in the markets. These rule strong, notwithstanding, and good quality beans are high. The interest now centres largely around the new crop. This promises well in many points and if it comes off well there will be less anxiety than there was last year. Much depends upon the weather from now till harvest.

**Beans—**

Canadian, hand-picked, bush..	8 40	9 00
Ontario, new crop, 3 to 4 lbs..	8 50	9 00
British Columbia		9 00
Brown Beans		7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 50	8 75
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel..	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs..		6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

**Heavy Sales of Nuts**  
**At High Prices**

**Montreal.**

**NUTS.**—There is more activity in the nut business than was perhaps ever known at this season of the year. Enhanced prices have not scared buyers away for the imports are still heavy and a great deal of enquiry has come forward from those requiring stock. The jobber, realizing the position, is evidently making sure of his needs for the coming season and the imports to Canada have been and still are very heavy. Quotations

are without change for the week but higher prices may be looked for.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)		0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Lilberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2		0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo		0 40
Pecans (shelled)		0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

**Supply Wheat Flour**  
**Inadequate For Needs**

**Montreal.**

**FLOUR AND FEED.**—The fact seems to be established by the present situation that there will not be any more than enough wheat flour to meet the requirements of the trade until new wheat can be milled. Some are now supplied with all the orders they can take care of out of the stocks on hand. It is well that there is promise of an early milling of wheat, although the date when this can be commenced is very uncertain. The position on feed is a steady one. Some of the special feeds are being sold at higher prices, while supply, in the light of present demand continues to be less than requirements call for.

**War Standard, Graham and Whole**

**Wheat Flours—**

Car lots (on track)	10 95
Car lots (delivered), Bakers	11 05
Small lots (delivered)	11 15
Bran, per ton	35 00
Shorts	40 00
Crushed oats	61 00 70 00
Barley chop	61 00 64 00 72 00
Barley meal	61 00 64 00 72 00
Feed oats, per bushel	1 10

**Heavy Rolled Oat Sale**  
**Has Made Prices Firm**

**Montreal.**

**CEREALS.**—There is a great deal of demand for rolled oats—supplies considered—and this has had the effect of firming prices, though actual changes are not made. Some think that oat flour will be a big seller while others incline to feel that there is so much demand now for rolled oats that there cannot be a large milling of oats into flour. In any case a great deal of importance is attached to the sale for oats in various forms, and a large consumption will continue to manifest itself. Cornmeal is steady, but not very active. The various substitute flours are moving well still.

Cornmeal, Pure Gold		7 00
Cornmeal (Gold Dust)	6 25	6 60 7 00
Barley, pearl	7 50	8 25 8 75
Barley, pot, 98 lbs.	6 00	6 25 6 75
Barley flour, 98 lbs.		6 25 6 75
Buckwheat flour, 98 lbs.		7 25
Corn flour, 98 lbs.	5 80	6 00
Corn flour (standard)		5 45
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 75	8 00

Hominy, pearl, 98 lbs.	7 50	8 25
Oatmeal (standard-granulated and fine)	6 40	6 60
Peas, Canadian, boiling, bush..	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags..	5 20	5 40 5 50
Rolled oats (family pack.), case	5 70	5 80
Rolled oats (small size), case..	2 05	2 10
Rolled wheat (100-lb. bbls.)		6 75
Rye flour (Can.), 98 lbs..	7 25	7 50 8 00
Do. (American), 98 lbs.		6 85
Self-raising flour—		
3-lb. pkgs., doz.		2 85
6-lb. pkgs., doz.		5 60

**Honey Reported Scarce;**  
**Maple Products Short**

**Montreal.**

**MONEY AND MAPLE PRODUCTS.**

—There is not much likelihood that the honey supply will be large this year. Some expect, indeed, that there will be a serious shortage. The present quotations are high. The same conditions surround maple products, for the market is rather bare of both sugar and syrup at the present time. Quotations are as follows:

**Maple Product—**

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

**Honey—**

Comb (fancy)	0 25
Comb (No. 1)	0 23
In tins (60 lb.)	0 22

**Coffee Price Holds;**  
**Supplies Alright**

**Montreal.**

**COFFEE.**—There is an added cost to the coffee importer for his requirements of coffee by reason of the new freight rates. This means well on to one cent per pound. It is not indicated as yet whether the retail buyer will have to pay additional for his requirements, but the market is quite firm and steady with a seasonable amount of trade passing. Indications point to a maintenance of ample supplies for the Canadian trade. Cocoa is somewhat quieter and supplies are sufficiently large to meet the needs of the trade.

**Coffee, Roasted—**

Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)		
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29

**Cocoa—**

Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)		0 25

**Jobber's Tea Buying**  
**Improved; High Prices**

**Montreal.**

**TEA.**—There is quite a little activity on the part of jobbers. They are securing their needs of various grades and this is one of the first indications that a return to normal trading is manifesting itself. Prices on all teas coming forward are higher and when costs are figured out and taxes added the new quotations are much in advance of all former prices. Labor is almost at a premium in places and the scarcity has

forced wages up. As a consequence second crop Japans are higher than first pickings—the reverse being the usual case.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.....	0 47	0 49
Pekoes, per lb.....	0 49	0 52
Orange Pekoes.....	0 53	0 55
Japan Teas—		
Choice.....	0 65	0 70
Early picking.....	0 53	0 58
Javas—		
Pekoes.....	0 41	0 43
Broken Orange Pekoes.....	0 43	0 45
Orange Pekoes.....	0 46	0 49

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

### Little Spice Movement; Markets are Firm

**Montreal.**  
**SPICES.**—There is a limited amount of interest in spices, for the midsummer season is always a quiet one. As a consequence no new developments have been made and until September it is quite probable that there will not be much change in the general situation. When the usual activity manifests itself it is not improbable that there will be a shortage of some lines that have not been any too plentiful for some weeks. For the present, supplies here are quite ample.

	5 and 10-lb. boxes	
Allspice.....	0 20	0 22
Cassia.....	0 35	0 35
Cassia (pure).....	0 35	0 37
Cayenne pepper.....	0 28	0 35
Cloves.....	0 75	0 77
Cream of tartar.....	0 95	1 00
Ginger.....	0 30	0 40
Ginger (Cochin or Jamaica).....	0 30	0 30
Mace.....	0 30	1 00
Mixed spice.....	0 30	0 32
Nutmegs.....	0 45	0 50
Pepper, black.....	0 42	0 45
Pepper, white.....	0 48	0 50
Pepper (Cayenne).....	0 35	0 37
Pickling spice.....	0 25	0 27
Paprika.....	0 45	0 50
Tumeric.....	0 21	0 23
Cardamon seed, per lb., bulk.....	2 00	2 00
Caraway, Dutch, nominal.....	0 75	0 75
Cinnamon, China, lb.....	0 30	0 30
Cinnamon, per lb.....	0 35	0 35
Mustard seed, bulk.....	0 25	0 25
Celery seed, bulk.....	0 46	0 46
Shredded cocconut, in pails.....	0 21	0 23
Pimento, whole.....	0 18	0 20

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

### New California Grapes; Oranges Reach \$10 Box

**Montreal.**  
**FRUITS.**—Those wanting oranges these days have to pay for them. This week they are worth \$10 per case and one jobber told CANADIAN GROCER that he paid as high as \$9.75 for them. Lemons are high and firm. So are the new apples, now arriving in barrels. New fancy grapes have come on the market and are selling at \$4 per box of four baskets. Among the items getting very scarce are watermelons, black currants, and oranges. The latter are hard to procure at any price. There is a good active market for all lines that are offered.

Apples—		
American (bask.) Duchess or Yellow transparent.....		
Do. (in bbls.).....	6 00	
Apricots (Cal.) box.....	3 00	
Bananas (fancy large), bunch.....	5 00	5 50
Blueberries, Saguenay (box of 18 quarts).....	3 00	
Cantaloupes (45 size), crate.....	6 50	
Do., (15 size), crate.....	3 00	

Cherries (California), basket.....	1 75	
Cocconuts, sack.....	7 25	8 50
Currants (Red or Black), gallon.....	1 00	
Gooseberries, gallon.....	0 75	
Grapes (California fancy) 4 bask.....	4 00	
Grape fruit (fancy Jamaicas).....	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112.....	5 00	
Grape fruit (fancy Porto Ricos) 54, 46.....	4 75	
Lemons (fancy new Messina).....	8 00	9 00
Lemons (choice).....	7 00	
Melons, Montreal, Musk (basket of 12).....	14 00	
Lemons (California seedless).....	8 00	
Oranges, Valencia lates.....	10 00	
Oranges, California navels.....	10 00	
Oranges (bitter).....	4 00	5 00
Plums (Cal.), box.....	3 00	3 25
Pineapples, Cuban (crate).....	6 00	
Pineapples, Florida.....	6 00	
Pears, Cal., eating, small box.....	4 00	
Peaches, bush, box.....	1 75	2 00
Raspberries (imported), qt.....	0 25	
Watermelons (each).....	0 75	

### New Potatoes \$2 Bag; Native Tomatoes Scarce

**Montreal.**  
**VEGETABLES.**—There is a good demand for all kinds of vegetables. It would almost seem that there has not been a general interest in gardening by the city folk, but this is not the case. Great quantities of vegetables are absorbed every week and prices are com-

sequently pretty high. New potatoes are now down to \$2 per bag. Local grown tomatoes are scarce and high in price. \$3 per gin box being asked. Hothouse tomatoes are lower, prices on these having ruled high for some time.

Beans, new string (20-lb. bag).....	0 75	
Beets, new, bag.....	1 50	
Cauliflower (Montreal), doz.....	0 75	1 00
Carrots, bag.....	1 50	
Carrot (new), doz.....	0 20	
Celery (Montreal), Doz.....	0 75	
Cucumbers (Montreal), doz.....	0 25	0 40
Egg Plant, basket.....	1 50	
Lettuce, curly (doz.).....	0 30	
Lettuce (Montreal), head.....	0 50	
Leeks.....	2 00	
Mint.....	0 20	
Mushrooms, lb.....	0 90	
Onions, spring, doz.....	0 50	
Onions, American (100 lbs.).....	6 00	
Parsnips, new, bag.....	1 50	
Parsley (Canadian).....	0 20	
Peas (Montreal), 20-lb. bag.....	1 00	
Potatoes (sweet), per hamper, as to size.....	2 50	4 00
Potatoes, Montreal new (80-lb. bag).....	2 00	
Potatoes (New Brunswick), bag.....	1 65	
Romane.....	0 50	
Radishes (doz.).....	0 25	
Rhubarb, doz.....	0 25	0 35
Spinach, box.....	0 50	
Turnips (Quebec).....	3 00	
Turnips, new, per bag.....	1 50	
Tomatoes (hothouse), lb.....	0 15	
Tomatoes, Montreal (box).....	3 00	
Vegetable Marrow (doz.).....	1 00	
Watercress (Can.).....	0 40	

## ONTARIO MARKETS

**TORONTO, August 14.**—The markets as a whole are free from any sensational developments during the week. Sugar differentials are being revised, the change being the result of the revision upward in freight rates effective Monday of this week. Fruits and vegetables offer the greatest variety as far as price changes are concerned with local supplies predominating. Business is expected to show improvement with the return of the travellers to their respective territories.

### Sugar Differentials Being Worked Out; Scarce

**Toronto.**  
**SUGAR.**—The greatest item of interest in the market this week is the revising of the freight differentials, though whether the sugar handled for the next couple of months will add materially to the transportation companies' receipts looks doubtful. The one word, "scarce" describes the sugar situation and conservation along the lines suggested by the Food Control Board should be urged upon all consumers. Retailers should make it a point, too, to see that their customers take one pound in three of the soft sugars, thus relieving the drain on granulated. Canada Sugar announce a 10c advance in all their sugars, effective immediately.

Atlantic, extra granulated.....	9 39
St. Lawrence, extra granulated.....	9 39
Acadia Sugar Refinery, extra granulated.....	9 39
Can. Sugar Refinery, extra granulated.....	9 04
Dom. Sugar Refinery, extra granulated.....	9 09
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons.	

60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

### Butter Plates Go Higher; Olive Oil

**Toronto.**  
**BUTTER PLATES, OLIVE OIL.**—An advance in Riteshape butter plates has been recorded during the week, and quotations now prevailing follow: 1/2 lb. \$3.45 M; 1 lb. \$3.75; 2 lb. \$4.30; 3 lb. \$5.05; 5 lb. \$7.00; 10 lb. \$12.00, all 500 in case. Some supplies of olive oil in small bottles is being offered, prices having advanced for the 2 oz. to \$2.00 dozen; RU Italian No. 2 is also higher at \$1.90 dozen.

### Molasses in Fair Supply; Syrups Firm

**Toronto.**  
**MOGLASSES, SYRUPS.**—Supplies of molasses are reported very fair. A shipment of Barbadoes is reported in and domestic is also a little freer as regards offerings. Prices remain firm and unchanged. Syrups are very firm and quotations hold at figures shown herewith.

Corn Syrups—	
Barrels, per lb.....	0 07
Cases, 2-lb. tins, 2 doz. in case.....	4 65
Cases, 5-lb. tins, 1 doz. in case.....	5 20
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.	

<b>Cane Syrups—</b>		
Barrels and half barrels, lb.	0 08 3/4	0 09
Cases, 2-lb. tins, 2 doz. in case	6 00	
<b>Molasses—</b>		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, 1/2 bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		3 50
Tins, 3-lb., baking grade, case of 2 doz.		4 60
Tins, 5-lb., baking grade, case of 1 doz.		3 90
Tins, 10-lb., baking grade, case of 1/2 doz.		3 75
West Indies, 1 1/2, 48s.		6 80

**Jams Reaching to Higher Levels**

**Toronto.**  
**CANNED GOODS.**—Jams are reaching to much higher levels than those indicated in opening prices. Strawberry and raspberry are being quoted at \$4.25 dozen for the 16 oz., and 4's are up to \$1.10 in some quarters. It is estimated that not more than 25 per cent of a pack was effected in strawberries, and raspberries are still somewhat uncertain, with prospects for a very good outturn. That government requirements may absorb a large amount of the pack seems possible. The trade was rather excited over a report appearing in the daily papers that the present would be the "biggest salmon season in twenty years." This was so different from all reports previously issued that a flurry resulted and even the stock exchange responded in sales of canners stocks. Confirmation of their report published in CANADIAN GROCER last week was sought and found correct—that was that Sockeye talls would not run over 25 per cent of a pack, while cheaper lines would come near the 100 per cent mark. Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

<b>Salmon—</b>		
Sockeye, 1s. doz.	4 00	4 50
Sockeye, 1/2s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s. doz.	1 85	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s. doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s. dozen	2 30	2 35
Lobsters, 1/2-lb. doz.	3 25	3 40
<b>Canned Vegetables—</b>		
Beets, 3s	1 50	2 30
Tomatoes, 2 1/2s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32 1/2
Beans, golden wax, doz.	1 85	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2 1/2s	1 80	2 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 55
Do., 10s, doz.	7 55	7 57 1/2
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 17 1/2	3 20
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Peas, 2s	1 85	2 00
Pears, Lombard, 2s		1 75
Pears, Green Gage	1 80	1 95
Bla. berries, 2s, H.S.	3 00	3 25

Blueberries, 2s	2 25	
<b>Preserved Fruits, Pint Sealers—</b>		
Peaches, pint sealers, doz.	3 40	3 45
<b>Jams—</b>		
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 98	0 98
Red currants, 16 oz., doz.	3 45	3 45
Raspberries, 16 oz., doz.	3 85	4 25
Do., 4s, each	0 95	1 10
Strawberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10

**Licences Being Sought and Granted; Market Quiet**

**Toronto.**  
**DRIED FRUITS.**—Applications for licenses to import dried fruits are being granted by the authorities at Ottawa, though the tendency is to scan all orders pretty carefully and cut down quantities somewhat. It is possible that an allotment has been made to Canada, and this tonnage will undoubtedly be distributed on as equitable a basis as possible. The authorities at Washington still have the final say, however, as they have the granting of export licenses on all orders and these must be accompanied by Canada Food Board license to import before being given any consideration.

Apples, evaporated, Ontario	0 19	
Do., da., Nova Scotia	0 17	
Apricots, unpitted	0 16 1/2	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
<b>Candied Peels, American—</b>		
Lemon	0 43 1/2	
Orange	0 45 1/2	
Citron	0 53	
<b>Currants—</b>		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
<b>Dates—</b>		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
<b>Figs—</b>		
Taps, lb.		
Malagas, lb.	0 14	
Comadre figs, mata, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case		1 80
Cal., 10 oz., 12s, case		1 40
<b>Prunes—</b>		
30-40s, per lb., 25's, faced	0 18	
40-50s, per lb., 25's, faced	0 17	0 17 1/2
50-60s, per lb., 25's, faced	0 16	0 16 1/2
60-70s, per lb., 25's, faced	0 14	0 15 1/2
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12 1/2	0 13 1/2
90-100s, per lb., 25's, faced	0 12	
<b>Peaches—</b>		
Standard, 25-lb. box	0 15 1/2	0 17
Choice, 25-lb. boxes	0 13 1/2	0 19
Fancy, 25-lb. boxes	0 22	
Practically peeled, 25-lb. boxes	0 22	
Extra fancy	0 23	
<b>Raisins—</b>		
California bleached, lb.	0 14	
Valencia, Cal.	0 10 1/2	0 10 1/2
Valencia, Spanish		
Seeded, fancy, 1-lb. packets	0 12 1/2	0 13 1/2
Seedless, 12-oz. packets	0 11	0 12 1/2
Seedless, 16-oz. packets	0 14 1/2	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15 1/2

**Tea Trade Shows Improvement**

**Toronto.**  
**TEAS.**—A decided improvement in tea trading is reported, one importer stating that Monday's enquiries exceeded the previous week's, and the previous week had exceeded the previous month. Fine teas continue very scarce, and all indications from primary points are that prices continue to soar. Little interest in new crop teas is yet apparent as far as importations are concerned. However, the feeling exists that by the time orders are placed, transportation may be such that far greater difficulty in se-

curing supplies than is anticipated may be encountered. Prices are unchanged locally.

<b>Ceylon and Indias—</b>		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
<b>Javas—</b>		
Broken Pekoes	0 45	0 48
<b>Japans and Chinas—</b>		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

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

**Supplies Coffee Considered Fair**

**Toronto.**  
**COFFEE.**—Supplies are considered very fair and there is no indication of a shortage developing for some time to come. Prices hold very firm though unchanged at levels shown herewith:

<b>Coffee—</b>		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica		0 46
Mocha, Arabian, lb.		
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.		0 25
<b>Cocoa—</b>		
Pure, lb.	0 35	0 30
Sweet, lb.	0 18	0 20

**Demand Continues Good; Prices Holding**

**Toronto.**  
**SPICES.**—The demand is reported very good in fact the movement has been maintained at very satisfactory levels even during the past month. Prices are holding very firm and unchanged for the week as follows:

		Per lb.
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
<b>Herbs — sage, thyme, parsley,</b>		
mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 45	0 46
Peppers, white	0 48	0 53
Paprika, lb.	0 10	0 65
Nutmegs, selecta, whole, 100s	0 45	0 48
Do., 80s		0 55
Do., 64s		0 60
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 55	0 75
Coriander, whole	0 25	0 28
Caraway seed, whole	0 90	1 00
<b>Cream of Tartar—</b>		
French, pure	0 95	1 05
American high test		1 50
2-oz. packages, doz.		3 25
4-oz. packages, doz.		5 45
8-oz. packages, doz.		5 45
8 oz. tins, doz.	5 75	6 00
<b>Tartarine, barrels, lb.</b>		
Do., kegs, lb.		0 23
Do., pails, lb.		0 25
Do., 4 oz., doz.		0 90
Do., 3 oz., doz.		1 75
Do., 16 oz., doz.		8 25

**Possibility Almonds May Come Through; Firm**

**Toronto.**  
**NUTS.**—There seems to be a chance that shipments of almonds may be allow-

ed to come through. One importer reports applying for a license to import a certain quantity and this was granted. Almonds at primary points are very high in price, and the outlook is that walnuts will continue very strong.

<b>In the Shell—</b>		
Almonds, Tarragonas, lb. ....	0 24	0 27
Walnuts, Bordeaux .....	0 25	0 27
Walnuts, Grenobles, lb. ....		
Walnuts, Manchurian, lb. ....		
Filberts, lb. ....	0 19	0 22
Pecans, lb. ....		
Peanuts, Jumbo, roasted .....	0 24	0 27
Do., Fancy, roasted .....	0 24	0 25
Brazil nuts, lb. ....	0 15	0 17
Cocoanuts, 100s .....		7 50
<b>Shelled—</b>		
Almonds, lb. ....	0 50	0 55
Filberts, lb. ....	0 40	0 45
Walnuts, lb. ....	0 75	0 82
Peanuts, Spanish, lb. ....	0 19	0 23
Do., Chinese, 30-32 to oz. ....		0 18
Brazil nuts, lb. ....		0 75

### Beans Holding Firm; Unchanged

**Toronto.**  
BEANS.—The market holds without change during the week. The demand continues light and little interest manifest. Quotations range as follows:

Ontario, 1-lb. to 2-lb. pickers, bu. ....	6 50	6 75
Do., hand-picked .....		8 00
Can. White Kidney Beans, bush. ....		9 00
Japanese Kotonashi, per bush. ....		8 00
Rangoons, per bush. ....		6 50
Limas, per pound .....	0 19	0 20

### Rices Hold At High Levels; Some Movement

**Toronto.**  
RICES.—Rices hold at high levels reached recently and there is no indication of any drop. Supplies continue fairly good with a very good movement to the trade in progress. Quotations being made are as follows:

Texas, fancy, per 100 lbs. ....	12 50	13 00
Blue Rose Texas, per 100 lbs. ....	12 75	13 50
Honduras, fancy, per 100 lbs. ....	13 00	13 50
Siam, fancy, per 100 lbs. ....	10 50	11 50
Siam, second, per 100 lbs. ....	10 00	11 00
Japans, fancy, per 100 lbs. ....	11 00	12 00
Japans, second, per 100 lbs. ....	10 00	11 00
Chinese XX, per 100 lbs. ....	9 50	10 50
Do., Simiu .....		13 00
Do., Mujin, No. 1 .....		12 00
Do., Pakling .....		11 50
Tapioca, per lb. ....	0 14	0 14½
White Sago .....	0 14½	0 16

### Post Toasties Up; Fair Sales in Evidence

**Toronto.**  
PACKAGE GOODS.—An advance in Post Toasties to \$4.15 per case is reported in some quarters. The demand for all package goods is considered very satisfactory. Prices range as follows:

Cornflakes, per case .....	4 00	4 25
Rolled oats, round, family size, 20s .....	5 60	5 75
Rolled oats, round, regular 18s, case .....	2 05	2 30
Rolled oats, square, 20s .....	5 60	5 85
Shredded wheat, case .....		4 25
Cornstarch, No. 1, pound cartons .....	0 11½	
No. 2, pound cartons .....	0 10½	
Starch, in 1-lb. cartons .....	0 11½	
Laundry starch, in 1-lb. cartons .....	0 10	0 11½
Do., in 6-lb. tins .....		0 13
Do., in 6-lb. boxes .....		0 13
Do., in 100-lb. kegs .....		0 11

### Outlook For 23-25c Honey; May be Higher

**Toronto.**  
HONEY, MAPLE SYRUP.—The pre-

sent outlook is that prices to the trade on honey will range around 23c to 25c per pound, though even higher levels may be reached. Supplies, it is thought, will be none too plentiful though a fair margin to work on is looked for. Maple syrup holds at unchanged levels with a fair demand being taken care of from ample supplies.

<b>Honey—</b>		
Clover, 5 and 10-lb. tins .....		
Do., 54s, case .....		
60-lb. tins .....		
Buckwheat, 60-lb. tins .....		
Comb, No. 1, fancy, doz. ....		
Do., No. 2, doz. ....		
Jars, 7-oz., doz. ....		
Do., 10-oz., doz. ....		
Do., 12-oz., doz. ....		
Do., 16-oz., doz. ....		
<b>Maple Syrup—</b>		
No. 1, 10-lb. tins, 6 to case .....	15 10	
No. 2, 5-lb. tins, 12 to case .....	17 10	
No. 3, 2½-lb. tins, 24 to case .....	18 50	
No. 3, 32-oz. bottles, 24 to case .....	16 70	
Gallon tins, Imperial, per gal. ....	2 25	
5-gallon tins, Imperial, per tin .....	10 50	
Barrels, 25 or 40 Imp. gals., gal .....	2 00	

### Grapes Make Appearance; Fruits Holding Up

**Toronto.**  
FRUITS.—Grapes made their appearance on the market this week from California, being quoted at \$4.50 per 4-basket crate of fancy seedlings. Deciduous fruits from California are the main offerings from that state, other points not yet being ready. Prices continue high on all imported lines and local supplies are quoted at very high levels. Blueberries have advanced to \$2.25 and black currants to \$3.25 per 11-qt. basket. Oranges are firmly held at \$10.00 for the smaller sizes and supplies are comparatively light.

<b>Apples—</b>		
Early, 6-qt. basket .....	0 35	0 40
Do., 11 qt. basket .....	0 50	0 75
Do., Cal. Gravensteins, case .....	3 75	4 00
Bananas, per lb. ....	0 06	0 07
Blueberries, per 11-qt. basket .....	1 75	2 25
Currants, black, 11-qt. basket .....	3 00	3 25
Do., red, basket .....		2 00
Do., box .....		0 17
Cherries, 11-qt. basket .....	1 75	2 25
Do., 6 qt. basket .....	1 00	1 25
<b>Grapefruit—</b>		
California, ½ case .....	3 75	4 00
Grapes, Cal., 4-back. crate .....		4 50
<b>Oranges—</b>		
<b>Valencias—</b>		
96s .....		8 00
100s .....		8 00
126s .....	8 75	9 00
150s, 176s .....	9 00	9 75
200s, 250s, 288s .....		10 00
Lemons, Cal., case .....	9 00	9 50
Do., Verdilla .....		10 50
Peaches, 6-qt. basket .....	0 60	0 85
Do., Bert Johnson, Arkansas, bush. ....		6 75
Lawton Berries, box .....	0 28	0 30
Do., Cal., Elbertas, box .....	2 00	2 25
Pears, Cal., Bartlett .....	4 50	4 75
Plums, early Can., 6-qt. bask. ....	0 50	0 75
Do., do., 11-qt. back. ....		1 25
Raspberries, per box .....	0 28	0 30
<b>California Fruit—</b>		
Peaches, per box .....	2 10	2 25
Plums, according to quality and size, per box .....		3 50

### Tomatoes Are Higher; Onions Show Decline

**Toronto.**  
VEGETABLES.—A sharp advance in tomatoes occurred towards the end of last week, and held at about the same levels early this week. Supplies are very scarce. A decline in California

onions is noted, the tendency being to clean up stocks prior to the arrival of local stocks, which should arrive in a couple of weeks; the quality of the local onions is reported good and very good supplies likely. Canteloupes are lower with the market in the buyers' favor this week, an over-supply reported as accounting for this change.

Beets, Can., doz. ....	0 20	0 30
Cabbage, Can., 30-36s, crates .....	2 00	2 50
Do., do., doz. ....		0 60
Cantaloupes, standards, 45s. ....	5 50	6 00
Do., flats, 15s, case .....	2 75	3 00
Celery, doz. ....	0 40	0 50
Corn, doz. ....	0 25	0 40
Cucumbers, Can., basket .....	0 40	0 50
Egg Plant, basket .....	1 00	1 25
Lettuce, in boxes .....	0 50	0 60
<b>Onions—</b>		
California, 100-lb. bags .....	4 00	5 00
Peas, Can., 11-qt. basket .....	0 50	0 60
Peppers, green, basket .....	0 50	1 00
<b>Potatoes—</b>		
Virginia, No. 1 .....		5 50
Do., Canadian, bag .....	2 25	2 40
<b>Tomatoes—</b>		
Leamington, No. 1, basket .....	1 15	1 25
Do., No. 2, basket .....	0 90	0 95
Turnips, baskets .....		0 30
Vegetable Marrow, bask., 10-12 .....	0 35	0 40

### No New Developments In Flour Situation

**Toronto.**  
FLOUR.—There have been no new developments during the week. A very fair demand is in evidence and nothing new to report in the matter of price.

### Demand For Feed Good; Poultry Feed Active

**Toronto.**  
FEEDS.—Cattle and hog feeds continue to move forward very fairly, in fact manufacturers state they are having difficulty in keeping up with the demand. Poultry feed is also selling freely and 24-hour production fails to enable manufacturers to overtake the accumulation of orders.

Standard Dairy Cattle Feed, per ton, carload lots .....	56 50
Standard Hog Feed, per ton, carload lots .....	57 00

### Corn Products Higher; Grain Scarce, Poor Quality

**Toronto.**  
CEREALS.—An advance in cornmeal and corn flour is reported, golden cornmeal going to \$6.15, fancy yellow to \$5.40, and white corn flour to \$6.00 per 98 lb. bag. Corn is reported very scarce, hard to get and of very poor quality. The demand in all lines continues remarkably good.

		<b>Single Bag Lots</b>
		<b>F.o.b. Toronto</b>
Barley, pearl, 98s .....	7 00	8 00
Barley, pot, 98s .....	5 50	6 25
Barley Flour, 98s .....	6 50	7 00
Ruckwheat Flour, 98s .....	6 50	7 00
Cornmeal, Golden, 98s .....	6 15	7 00
Do., fancy yellow, 98s .....		5 40
Corn flour, white, 98s .....	6 00	6 50
Graham flour, 98s .....	6 00	7 00
Hominy grits, 98s .....	6 25	6 60
Hominy, pearl, 98s .....	6 25	6 60
Rolled oats, 90s .....	5 50	5 75
Oatmeal, 98s .....	6 00	7 00
Rolled wheat, 100-lb. bbl. ....	6 75	7 00
Rice Flour, per 100 lbs. ....	9 50	12 00
Rye Flour, 98s .....	7 50	8 00
Peas, yellow, split .....	10 00	10 50
Blue peas .....	0 11	0 15

Above prices give range of quotations to the retail trade.

## MANITOBA MARKETS

**WINNIPEG, August 14.**—The trade here all expect that licenses will be issued to California shippers of prunes and peaches—at least they are advised to that effect by the War Board at Ottawa. The report that no prunes or peaches would be allowed into this market caused a temporary flurry and had the effect of stopping sales of California products and switching them to Oregon. However, in spite of the turn in events there will be a shortage of prunes as there is only 65 per cent. of last year's crop, and seventy million pounds have been commandeered by the government, as well as large supplies from Oregon. The apricot market jumped two cents following the report that the government had commandeered prunes and peaches. New evaporated apple prices have been named and are about on a level with present prices.

### One Refinery Off Manitoba Market

**Winnipeg.**  
**SUGAR.**—One of the large refiners is off the market in Manitoba. The tendency for sugar seems to be upwards, and that seems to be the feeling among the trade. Sugar in Winnipeg is going out as fast as it can be got in.

### Peanut Market Down a Cent

**Winnipeg.**  
**NUTS.**—New prices on peanuts show a decline of about one cent for immediate

delivery. This is probably due to the action of the American government.

### Coffee Up 35 Points In Brazil

**Winnipeg.**  
**COFFEE.**—The primary market is still very firm, but difficulty is experienced getting space to bring it in. The price in Brazil is reported to be up 35 points.

Green Coffee—	
Rio, New York Grading No. 5, per lb.	0 20
Do., do., No. 7	0 19
Santos, fine old crop	0 23½
Bourbon	0 25
Mexican	0 30
Bogota A	0 30
Costa Rica	0 34

### Salmon Prices High; Expect Fair Run

**Winnipeg.**  
**CANNED SALMON.**—A member of the trade stated this week that there would be a short delivery of Sockeye talls. Pinks and Chums are just beginning to run, while Cohoes are running, and the prospects are fair. There is a feeling in some quarters that there may be a heavy run of salmon towards the finish, nevertheless prices continue to open very high.

### Expect Cheaper Tomatoes This Year

**Winnipeg.**  
**CANNED GOODS.**—While British Columbia tomatoes have opened up considerably below last year's Eastern prices, the trade point out that the freight rate from British Columbia is

much higher than from Eastern Canada. They admit however that tomatoes will likely be cheaper this year.

### Tea Market Firm; Packages Good Buy

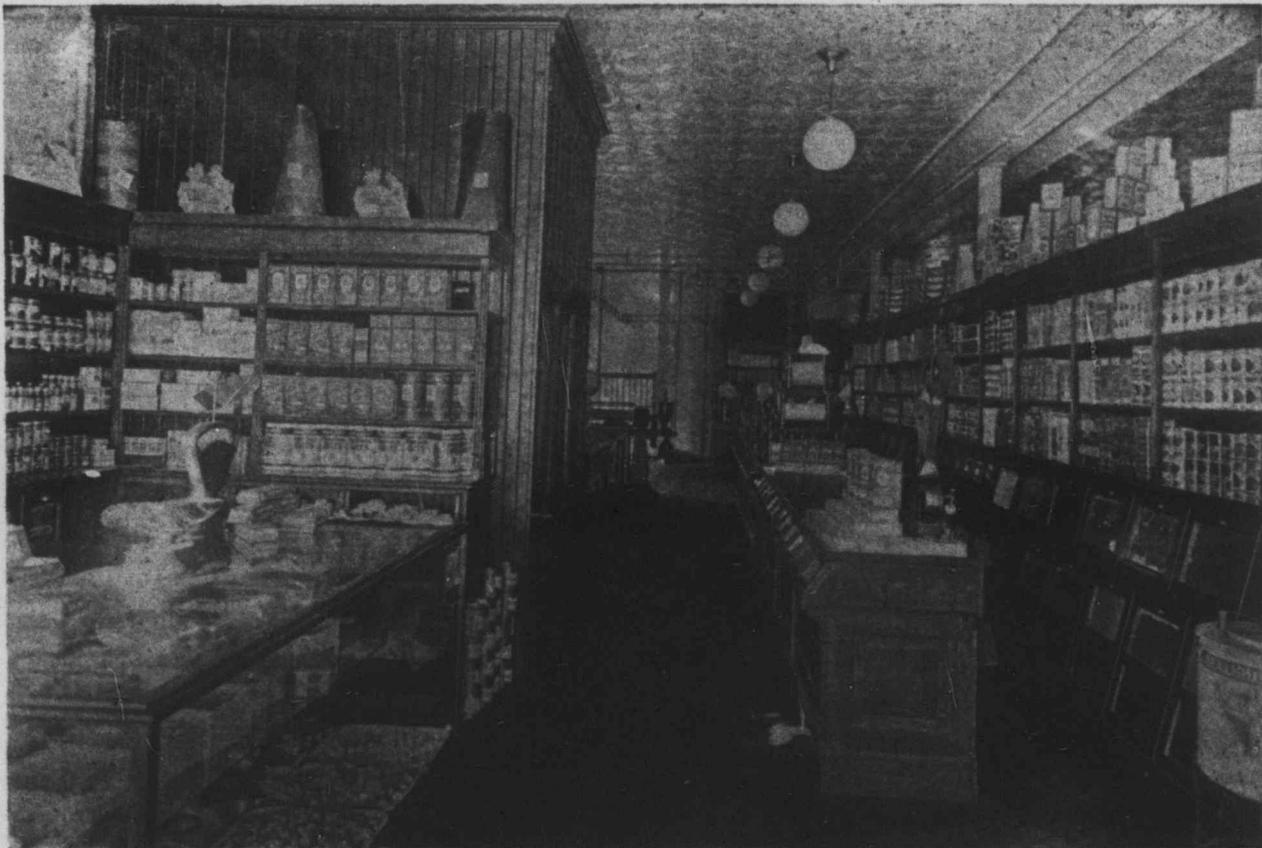
**Winnipeg.**  
**TEA.**—It is pretty well understood by everybody in the trade that the tea market is very firm, and that some of the well-known lines of package teas are likely to advance before very long. Brokers state that it is merely a question of time when this will take place. They seem to agree that tea is a good buy at to-day's price.

### Good Tapioca Stocks Held in Winnipeg

**Winnipeg.**  
**RICE.**—Brokers state that there is not likely to be much change in the rice situation until the new crop reaches Vancouver early next year. Jobbers in Winnipeg are pretty well stocked up on tapioca, and as there is no change in the primary market there is not likely to be much change in the price to the retailer.

### B.C. Celery In; Ontario Tomatoes \$2

**Winnipeg.**  
**FRUIT AND VEGETABLES.**—The only new vegetable to arrive on this market this week was B. C. celery, which is selling at 13c per pound. Washington plums are still bringing \$2.25, but there are others at \$3. Ontario tomatoes arrived on this market this week at \$2 basket. Blueberries are selling at \$2.50 and are not likely to get much cheaper than that.



The bright interior of the grocery department of the T. Critelli store, Thorold, Ont.

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Aug. 13.—The removal of the embargo against the use of ham and bacon has as yet resulted in no increase in demand as housekeepers seem to be adopting a tacit boycott owing to high prices. Butter is somewhat easier this week owing to reports of increased production on the prairies. Cheese is selling well, but market is also easier. Fresh eggs are very scarce and are selling at 63 cents a dozen. Supplies of Siamese rice have been received, but the market is still firm. Potatoes are also holding firm owing to orders from the neighboring state of Washington.

### VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton	1 85 1 90
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1	1 90 1 95
Do., No. 2	1 75 1 89
Do., Japanese	2 10 2 15
Beans, Japanese, per lb.	0 09 0 15
Beans, B.C., white	0 14 1/2 0 15
Potatoes, per ton	45 00
Do., new, per lb.	0 02 1/2
Lard, pure, in 400-lb. tierces, lb.	0 32 1/2
Lard, compound	0 29 1/2
Butter, fresh made creamery, lb.	0 52
Cheese, Canadian	0 26
Margarine	0 33
Eggs, new-laid, in cartons, doz.	0 63
Oranges, box	8 25
Lemons	10 00
Salmon—	
Sockeye, halves, flat case	16 50
Tall, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Aug. 13.—Sugar advanced twenty-five cents to-day. Lard 3's are being offered at \$18. Case eggs are firmer, \$12.50 to \$13 being the prices quoted. Shelled walnuts, Bordeaux halves, are selling at 25c a pound. Keen's mustard has advanced about 7c a pound. No. 1 Japan rice is quoted at from \$11.50 to \$12.10, Siam \$9.50 to \$11. Kootenashi beans are easier at \$13.75. Small Indian beans are selling 9c to 10c a pound. Oranges are quoted at \$9.75. Lemons \$11.50. New B. C. potatoes \$60 per ton. Creamery butter is easier in some quarters, No. 1 selling at 48c to 49c.

### CALGARY:

Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.	10 35	
Molasses, extra fancy, gal.	1 15	
Rolled oats, 80s	4 80	
Rice, Siam, cwt.	9 50	11 00
Rice, Japan	11 50	12 60
Rice, China, per mat, No. 1	5 10	
Do., No. 2	4 70	
Tapioca, lb.	0 15	
Sago, lb.	0 15	
Sugar, pure cane, granulated, cwt.	10 85	
Cheese, No. 1, Ontario, large	0 26	
Butter, creamery, lb.	0 48	0 49
Do., dairy, lb.	0 35	0 38
Lard, pure, 3s, per case	18 00	
Eggs, new-laid, case	12 50	13 00
Candied peel, lemon, lb.	0 36	
Tomatoes, 2 1/2s, standard case	4 50	
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	3 60	
Apples, gals., Ontario, case	2 65	2 85
Strawberries, 2s, Ontario, case	7 50	8 10
Raspberries, 2s, Ontario, case		
Apples, evaporated, 50s, lb.	0 21	
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 16	0 19
Peaches, 2s, Ontario, case	4 75	
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tal, case		16 75
Do., halves		18 50
Potatoes, per ton		60 00
Oranges, Valencias, case		9 75
Lemons, case		11.50

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Aug. 13.—Following an advance a few days ago of 5c, sugar has again advanced by 55c, bringing the Regina quotation up to \$10.80 per cwt. Beans are slightly easier at \$7.50. Lard is also down a little, and is quoted at \$19. Eggs are higher at from 35c to 40c. Some changes have occurred in canned goods as follows: Peas \$3.60 to \$5.20; strawberries \$6.85; raspberries \$7.50. Finest Sockeye salmon \$18; salmon pinks \$9.25. Fels Naptha soap is up to \$8.30 per case. Rogers syrup advanced 40c per case, 10's now being \$6.25.

### REGINA—

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	...
Flour, standard, 98s	5 20
Molasses, New Orleans, gal.	0 75
Rolled oats, balls	4 85
Rice, Siam, cwt.	9 25
Sago and tapioca, lb.	0 15 1/2
Sugar, pure cane, gran., cwt.	10 80
Cheese, No. 1 Ontario, large	0 26
Butter, creamery	0 50
Lard, pure, 3s, per case	19 00
Bacon, lb.	0 47 1/2
Eggs, new-laid	0 35
Pineapples, case	5 75
Tomatoes, 3s, standard case	5 35
Corn, 2s, standard case	5 05
Peas, 2s, standard case	3 60
Apples, gal., Ontario	2 60
Apples, evaporated, per lb.	0 19 1/2
Strawberries, 2s, Ont., case	6 85
Raspberries, 2s, Ont., case	7 50
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tail, case	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75 41 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

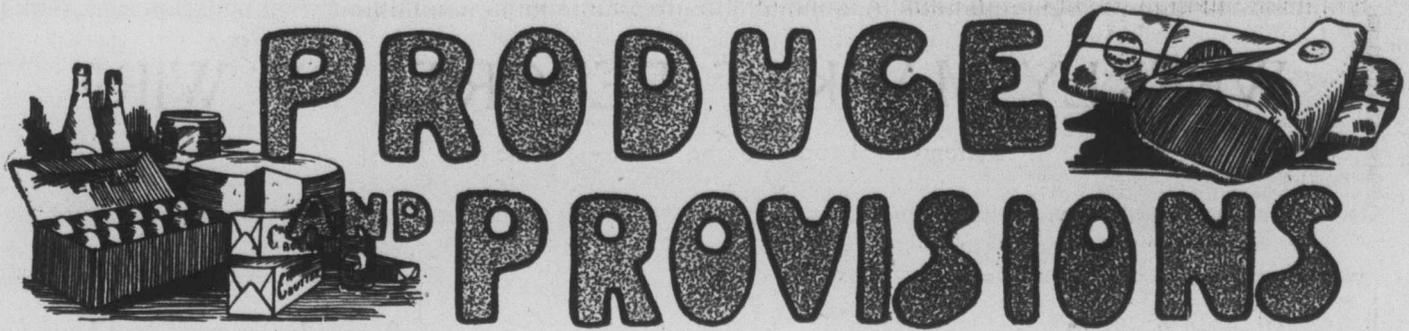
St. John, N.B., Aug. 13.—The market continues quiet with few changes. New potatoes are still scarce and probably will be until after haying. They are quoted at \$1.75 to \$2 a bushel. Eggs are off noticeably following decreased demand, and are selling at 45c to 46c. Breakfast bacon firmer at 37c to 40c. Dairy butter is also higher, 37c to 40c. Corned beef shows an increase and is quoted at \$4.90. Lemons now 9c to 10c.

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

Flour, No. 1 patents, bbls., Man.	12 05
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 65 3 75
Corn flour, 98 lbs.	4 00
Rye meal, 98 lb. bag	8 00
Rye flour, 98 lbs.	9 00
Rice flour, per pound	0 11
Potato flour, per pound	0 18
Oatmeal standard, per bbl.	12 75
Molasses, extra fancy, gal.	0 90 0 92
Rolled oats, bbl.	12 00
Beans, yellow-eyed	9 75 10 00
Beans, Canadian, white	9 50
Rice, Siam, cwt.	10 25 10 35
Sago and tapioca, lb.	0 18 0 19
Sugar—	
Standard, granulated	9 35 9 40
No. 1, yellow	8 85 8 90
Cheese, N.B. twins	0 24 1/2 0 25
Eggs, case	0 45 0 46
Breakfast bacon	0 37 0 40
Butter, creamery, per lb.	0 42 0 44
Butter, dairy, per lb.	0 37 0 40
Butter, tub	0 35 0 37
Margarine	0 30 0 32
Lard, pure, lb.	0 32 0 32 1/2
Lard, compound	0 27 0 27 1/2
American clear pork	61 00 64 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont. case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 06
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 18 0 19
Peaches, per lb.	0 19
Potatoes—	
Native, bag	1 75 2 00
Onions, Kentucky, 100-lb. bags	7 75 8 00
Lemons, Cal., Messina	9 00 10 00
Oranges, Cal., case	10 00
Grapefruit, case	7 50
Bananas, per lb.	0 07 1/2 0 08
Plums, Cal., crate	3 00 4 00
Peaches, Cal., crate	2 25 2 50

### A POLITICAL PURPOSE

"Father," said an inquiring youth, "when a hen sits on an egg for three weeks and it don't hatch, is the egg spoiled?" "As an article of diet, my son, it is henceforth a failure, but for political purposes it has its uses."



# PRODUCE AND PROVISIONS



P. B. TUSTIN

## Winnipeg Investigates Cost of Pork Production

Winnipeg commission investigating the cost of pork and pork products lay much of the blame at the door of the consumer. Packers can do business on 2 per cent. on turnover; retailers require 20 to 25 per cent. because of customers' demands. Other causes of high prices: manipulation of weights by commission men and the enormous increase in prices of hogs in the past four years.

**O**WING to the public feeling that pork and pork products were higher in Winnipeg than was justified by conditions, higher in comparison than the cost of the same goods on the open market at nearby American cities, an investigation was held. The Committee of Investigation consisted of P. B. Tustin, chief of the food inspection department of the city, and T. A. Hunt, the city solicitor. After a thorough investigation of the conditions they reported in a way that freed the packing concerns from any stigma of profiteering. Blame was placed on the commission men for the practice of dry feeding hogs just previous to sale for the purpose of inflating weights. This practice, and the demands of the consumer, for elaborate and excessive service, coupled with the great increase in hog prices was considered by the commission as justifying the present prices, which were not, they maintained, out of line with those of nearby cities.

"Pursuant to the following resolution passed on the 24th day of June, 1918:

"That the City Solicitor and Mr. Tustin be asked to enquire into the price of pork in Winnipeg (viz.) live hogs and pork products). Why, if there is no demand for fresh

loins, the price is 50 cents a pound to the consumer, and how much lower live hogs must go before the price to retailers and consumers is reduced; and get as full information as possible regarding this subject"; the undersigned undertook to investigate the subject matters referred to them.

On July 3rd duly qualified domestic science teachers were instructed to visit stores in various parts of the city and make purchases of pork loin, and enquire the prices of the more popular cuts of beef, bacon, ham and fresh pork, with the result as indicated in Schedule "A" to this report.

A questionnaire was also framed for submission to the packers of the city, and the questionnaire and answers thereto accompany this report as Schedule "F."

### Advancing Price of Hogs

The cost of raising hogs has rapidly increased since the outbreak of the war. Comparison of prices between 1913-14 and 1917-18 are as follows:

1913-14—Price of labor, \$35 to \$40 per month and board; 1918—\$75 to \$100 per month and board.

1913-14—Price of bran, \$14 to \$20 a

ton; 1917-18—\$31.80 a ton (fixed Government price).

1913—Price of shorts, \$16 to \$22 a ton; 1918—\$36.80 a ton (fixed Government price).

1913—Price of live hogs, \$7.44 to \$8.50 per hundredweight; 1918—from \$14.38 to \$21 per cwt.

### Inflating Weights Reprehensible Practice

Reports were received from various sources to the effect that hogs, unloaded into the St. Boniface stock yards, were stuffed with dry feed and, just previous to being weighed, were given all the water they could consume, with a view to increasing their weight when delivered. To verify these reports, duly accredited and qualified men were detailed to ascertain if such reports were correct. The evidence taken under oath on July 15th showed that this report as to excessive feeding of hogs with dry feed, with a view to increasing their weight, was substantiated. After this further information was obtained from the packers as to the shrinkage of weight of the hogs between the times they were weighed out of the stock-yards and weighed into the packing-houses for slaughter. Their replies show that

the shrinkage averaged approximately from 12 to 15 pounds per hog, which loss is borne by the consumer.

A letter was sent to the manager of the St. Boniface stock yards asking if the commission agents had anything to say in defence of this practice, but no reply has been received. We consider that this practice is reprehensible—to say nothing in these times of being a lamentable waste of food.

The evidence taken with respect to the over-feeding of hogs is attached hereto as Schedule "C" to this report.

Advertisements were inserted in the daily press asking for evidence to be given in connection with this investigation, but no one volunteered to give evidence, nor did anyone suggest the names of any witnesses to be subpoenaed for this purpose. However, Mr. Coates, as representative of the retail trade, and Mr. Ingram, as representative of the packers, did give evidence at our request.

In order that the question might be dealt with from the producers' standpoint, a letter was sent to the United Grain Growers' Executive of Winnipeg, asking if they wished to send anybody to give evidence, or to submit their evidence in writing. Up to the present time nothing has been received.

#### Profits Allowed Packers Not Overstepped

The profit allowed by the Dominion Government to the packers is fixed as follows:

Seven per cent. on capital invested. Anything over 7 per cent. to 15 per cent., half goes to the Government. Anything over 15 per cent. on capital invested, all goes to the Government. Packers are limited to 2 per cent. on the turnover of their business. Sworn statements from the packers submitted show that these profits have never been exceeded, and that their books and accounts are open at all times to properly accredited Government inspectors.

Packers also stated that the reason the prices are higher here than in St. Paul or Minneapolis or Chicago is because the price in open market of live hogs averages from 1 to 2 cents per pound less in Chicago or Minneapolis and the dressed carcass yields 6 to 7 per cent. more meat in the United States than the Canadian hogs. We understand that the overfeeding described above is not the custom, and is not permitted in the Chicago stock yards.

#### Heavy Retailing Costs a Large Factor

While packers are able to do business on a margin of 2 per cent. of the turnover, the evidence submitted by the retail butchers shows that it requires 20 per cent. to 25 per cent. of the turnover to operate a retail business successfully in the city of Winnipeg, and the evidence submitted also shows that the Winnipeg prices compare favorably with those of Minneapolis and St. Paul, for the same class of meats. By way of comparison, a series of advertisements was submitted by one of our retail butchers, showing that second and third grade meats, Government inspected, had been advertised in the daily papers.

Rib roasts were quoted at 24c per

pound; rump roasts at 25c per pound; club steaks at 25c per pound, and porter-house steaks at 28c per pound.

The higher qualities of meats were selling at from 36c to 42c per pound at the same time. As a result of these advertisements, when customers came to take advantage of the cheaper meats they selected the meats of the higher quality and preferred to pay the price for the difference on the better quality meats.

#### No Attempt to Fix Prices

The Retail Merchants' Association, at a meeting of the executive of the Retail Meat Dealers' Section, in reply to the question as to whether the local packing-houses attempted to fix the prices at which meats should be sold retail—or if they refused to supply meats to any retailer who did not sell at certain fixed prices, replied that they had no reason to believe that any attempt had been made by the packers of Winnipeg to control or fix the retail prices at which their products should be sold. They also intimated that they believed that the retail trade was receiving satisfactory service from the packers.

#### Large Demands of Consumer Add to Price

One reason why the retail dealer has to have what might appear to be a high percentage of the turnover is to be found in the fact that the consumer demands such a large amount of service in the form of numerous deliveries each day. Another element entering into the cost of doing business is the high cost of rent, labor, fuel and equipment.

One dealer who has kept careful statistics for some months stated that it cost him 12½ cents for each delivery, and it has been suggested that if it were made compulsory that only one delivery per day be allowed for delivering food-stuffs it would greatly reduce the cost of delivery and enable the business to be done more cheaply.

A very large percentage of meat purchased in Winnipeg is purchased by means of the telephone. The retailers complain that many customers will phone in their orders about an hour previous to the time when the meat is required. This necessitates special delivery and



butchers further say that they are often called to the phone several times respecting a single order, with enquiries as to whether the order has been sent out or not, or if it is on the way, etc. This, of course, takes up time and increases the cost of doing business.

It would also appear from the report of the domestic science teachers referred to above, that if the housewife goes around to the stores herself she will find that meat can be purchased cheaper in some stores than in others. The prices quoted for bacon—while not all referring to one grade of bacon—show that higher class bacon can be purchased retail at from 55c to 65c per pound—a spread of 10c; and the cheaper class, at from 33c to 50c per pound—a spread of 17c. In a great many instances it may be found that one retail dealer is overstocked in a certain line of meats, and in order to clear he will advertise this meat at a reduced price, which can be taken advantage of by care in buying.

In comparing prices with other places the purchaser should take into consideration whether the meat being purchased is trimmed or not. In order to definitely determine whether the prices in Minneapolis or St. Paul are cheaper than in Winnipeg, or even the prices paid to a country retail butcher are cheaper than in Winnipeg the purchaser should consider whether the meat is trimmed, Government-inspected, and of the same grade. These elements in themselves will make a considerable difference in the retail prices.

#### Conclusion Reached

The sworn testimonies of the packers indicate that they are not exceeding the profits allowed by the Government. We were not furnished with expert accountants whose training would fit them to enquire into this branch of the case. We therefore assume that the packers are complying with the law and reporting to the commissioner of the high cost of living.

2. On a declining market for live hogs the price of pork tenderloins went up.

This was due to the fact that the majority of the packers had no stocks on hand of this class of meat, and the demand necessarily forced the price upwards.

3. There is no doubt that hogs are grossly overfed at the stock yards just before they are sent to the packers for killing, and the remedy to meet such a condition would be to make it compulsory to have water always available for live hogs at the stock yards and a penalty should be imposed where this is neglected.

4. The purchasing public are not as a rule skilled in distinguishing the cuts and qualities of meats and the abnormal use of the telephone does not have the tendency to make people skilled in marketing.

5. A little more forethought and care on the part of the housewife by giving

her orders in ample time, would result in reducing the cost of delivery.

6. It is somewhat difficult to compare the advertised prices of meats in Minneapolis and St. Paul with those in Winnipeg without knowing exactly the class and quality of the meat. It is evident, however, that the high-class stores there are not selling their products any cheaper than the high-class

stores in Winnipeg, having regard to the cost of production and quality. Cheaper grades of meats have been offered to the public along the same lines at certain specially advertised sales in Minneapolis and St. Paul and the party who undertook the same made a loss.

A complete investigation of all matters connected with this trade will make it necessary for an appropriation

to be made to cover the cost of engaging experts, both in the manufacturing and accounting branches of the businesses under review. This, however, it might not be necessary for the city to undertake, in view of the fact that the Dominion Government is now conducting an investigation along these lines.

(Signed) P. B. Tustin.

(Signed) T. A. Hunt.

## Federal Trade Commission Arraigns U.S. Packers

### Places Responsibility For the Stifling of Competition Upon the Control of Stockyards, Storehouses and Means of Transportation—These Conditions Not Operative in Canada

**T**HE striking arraignment of the five great packing concerns of the United States—Swift, Morris, Armour, Cudahy and Wilson—in the report of the Federal Trade Commission just made public on the authority of President Wilson, throws some interesting light on these great activities. The Commission does not mince words in dealing with them.

#### Reason for Great Price

It is interesting, however, in view of the hub-bub that has been raised by the Commissioner of the High Cost of Living lately resigned, to note that the Commission has in outlining the reason for the growth and power of these great concerns has noted conditions that do not obtain in Canada.

"As we have followed these five great corporations through their amazing and devious ramifications—followed them through important branches of industry, of commerce and of finance—we have been able to trace back to its source the great power which has made possible their growth. We have found that it is not so much the means of production and preparation, nor the sheer momentum of great wealth, but the advantage which is obtained through a monopolistic control of the market places and means of transportation and distribution.

If these five great concerns owned no packing plants and killed no cattle and still retained control of the instruments of transportation, of marketing, and of storage, their position would not be less strong than it is.

#### Control Market and Marketing Facilities

The producer of live stock is at the mercy of these five companies because they control the market and the marketing facilities and, to some extent, the rolling stock which transports the product to the market.

The competitors of these five concerns are at their mercy because of the control of the market places, storage facilities, and the refrigerator cars for distribution.

The consumer of meat products is at the mercy of these five because both producer and competitor are helpless to bring relief."

#### Government Acquisition the Remedy Suggested

The report goes on to deal with these points in detail, pointing out how the control of these means of holding and distribution had resulted in the stifling of competition. In view of these facts the Commission urges:

1. That the Government acquire, through the Railroad Administration, all rolling stock used for the transportation of meat animals and that such ownership be declared a Government monopoly.

2. That the Government acquire, through the Railroad Administration, the principal and necessary stockyards of the country, to be treated as freight depots and to be operated under such conditions as will insure open, competitive markets, with uniform scale of charges for all services performed, and the acquisition or establishment of such additional yards from time to time as the future development of live-stock production in the United States may require. This to include customary adjuncts of stockyards.

3. That the Government acquire, through the Railroad Administration, all privately owned refrigerator cars and all necessary equipment for their proper operation and that such ownership be declared a Government monopoly.

#### Control of Warehouses

4. That the Federal Government acquire such of the branch houses, cold-storage plants, and warehouses as are necessary to provide facilities for the competitive marketing and storage of food products in the principal centres of distribution and consumption. The same to be operated by the Government as public markets and storage places under such conditions as will afford an outlet for all manufacturers and handlers of food products on equal terms. Supplementing the marketing and storage facilities thus acquired, the Federal Government establish, through the Railroad Administration, at the terminals of all principal points of distribution and consumption, central wholesale

markets, and storage plants, with facilities open to all upon payment of just and fair charges.

"The Commission believes," the report continues, "that these four suggestions strike so deeply at the root of the tree of monopoly that they constitute an adequate and simple solution of a problem the gravity of which will be unfolded to you in the pages which follow."

#### A LARGE WHALE CATCH

Reports from the whaling stations on the Pacific Coast indicate that there has been a great improvement in all respects over early May conditions. The weather has greatly improved on all the "hunting grounds" and the number of mammals secured by all the boats has been most encouraging, according to advices which the Victoria Whaling Company has received.

Previous reports had shown that there were large numbers of whales off the Victoria Island coast, but the weather conditions had been so unfavorable that the boats had small opportunity to make killings. The latest information is that matters have been quite reversed lately, and at Akulan the catch not only numbered many whales of the ordinary type, but also a number of sperms.

The new canning plant at Kyuquot is reported to be working at full capacity on whale meat for marketing all over the continent, and the manufactured product is expected to be acclaimed as a delicacy of the first class when placed before the public.

#### A PREJUDICED JUDGE

A young lawyer had been appointed to defend a negro who was too poor to employ counsel for himself. Eager for an acquittal the young attorney challenged several jurors who, he said, might have a prejudice against his client.

"Are there any others?" he whispered to the negro.

"No, boss," said the defendant, "but Ah wants yo ter challenge dat judge. Ah's been convicted undah him several times now and Ah think he's got er prejudice ergainst me."

#### NO FRIEND OF HERS

Mistress—When I engaged you, Mary, you said you had no male friends. Now, almost every time I come into the kitchen I find a man there.

Mary—Lor' sakes, he ain't no friend of mine.

Mistress—Then who is he?

Mary—My husband.

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**L**ARD shows a very firm undertone, and a stiffening of prices is noticeable in some quarters. A remarkably good demand for the season is being experienced, and further improvement may be looked for with the passing of the extreme hot weather. Supplies at the present are equal to the demands, but what the future may bring forth is uncertain—little surplus is being accumulated against the day of heavier sales.

Cooked meats have enjoyed a remarkably good sale, and the past couple of weeks has seen a scarcity develop in some sources for boiled hams. Prices remain high, though unchanged. A decline of two cents in mess pork is reported. Live hogs are holding very firm at figures established last week, but the tendency is towards another 25c advance.

Butter shows no change in price. The quality is reported off and it is intimated that there is practically no market for dairy at all. Eggs are unchanged, all offerings being absorbed, at prices which provide for no change to the retail trade.

hood than there was of prices changing greatly. With the Dairy Produce Commission's buying price 43½c some anticipate that the spread of prices in a trade sense will be small. Receipts have been less the past week but the total of records leave a balance in favor of 1918 to the extent of some 47,734 packages. A good trade has developed and this has been maintained all through the summer as a matter of fact.

Butter—

Creamery prints (fresh made) . . . . .	0 46
Creamery solids (fresh made) . . . . .	0 45
Dairy prints, choice . . . . .	0 38
Dairy, in tubs, choice . . . . .	0 37

## Freight and Labor Costs May Affect Cheese Price

**Montreal.**  
**CHEESE.**—Although the new freight rates will make a reconsideration of buying prices for cheese necessary, it is not expected that this will have much effect on the trade quotations. The buyers naturally have to take this increase of freight into consideration when buying. Coopers have asked for higher wages and unless these be granted have threatened to strike. Makes at the country boards have not taken kindly to the lower offers of the buyers and sales were fewer than usual. Receipts have not been so large as they were the week before last.

Cheese—

Large, per lb. . . . .	0 23½
Twins, per lb. . . . .	0 24
Triplets, per lb. . . . .	0 24
Stilton, per lb. . . . .	0 27
Fancy, old cheese, per lb. . . . .	0 28

## News From Some Points Indicates More New Eggs

**Montreal.**  
**EGGS.**—It is of interest to note that some points in the country are now in a position to sell more eggs than for some weeks.

Buyers have been paying 40 to 41c at country points and 41 to 42c for western eggs, although it is stated that there are no further supplies of the latter available outside of several cars that arrived in Montreal last week. From advices received it would seem that no private export of eggs will be permitted, the supplies going forward to be handled by the British Purchasing Commission. One of the large buyers here thinks there may be a slight easing of prices in the immediate future.

Eggs—

Selects . . . . .	0 51	0 52
New-laid . . . . .	0 47	0 48
No. 2 . . . . .		0 45

## Poultry Receipts Better, Demand Strong

**Montreal.**  
**POULTRY.**—There is still a heavy demand for all poultry brought forward and this accounts for the fact that, al-

## Hogs Firm; Cured Meats Sell

**Montreal.**  
**PROVISIONS.**—Much movement of cured and smoked meats has been characterizing this market for the past few weeks. As a result all prices are firmly held, although there have been no advances. Live hog markets are steady and ruling with a firm undertone. The high prices attained last week still hold and with receipts not very heavy and curing of meat still being done where it is necessary to absorb any surplus stock, quotations may hold without reductions of consequence being made.

<b>Hogs, dressed—</b>		
Abattoir, killed, small . . . . .	30 00	30 50
Do., heavy, 225-275 lbs. . . . .	27 50	28 00
Hogs, live . . . . .	20 50	21 00
<b>Hams—</b>		
Medium, smoked, per lb. . . . .	0 37	0 38
Large, per lb. . . . .	0 35	0 36
<b>Bacon—</b>		
Plain . . . . .	0 42½	0 43½
Boneless, per lb. . . . .	0 45½	0 46½
<b>Bacon—</b>		
Breakfast, per lb. . . . .	0 43½	0 44
Roll, per lb. . . . .	0 33½	0 34½
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots. . . . .	0 29	0 29½
Long clear bacon, small lots. . . . .	0 29½	0 30
Fat backs, lb. . . . .	0 29½	0 30
<b>Cooked Meats—</b>		
Hams, boiled, per lb. . . . .	0 51	0 52
Hams, roast, per lb. . . . .		0 52
Shoulders, boiled, per lb. . . . .		0 46
Shoulders, roast, per lb. . . . .		0 48
<b>Barrel Pork—</b>		
Canadian short cut (bbl.) . . . . .	\$58 00	
Clear fat backs (bbl.) . . . . .	60 00	
Short cut clear pork (bbl.) . . . . .	58 00	
Heavy mess pork (bbl.) . . . . .	55 00	
Bean pork (bbl.) . . . . .	54 00	

## Seasonable Quiet in Lard Market

**Montreal.**  
**LARD.**—There is enough lard for local and outside requirements. Demand cannot be stated as heavy, but there is some movement and probably a little

more than there was. It is seasonable and prices hold without change of any kind whatever.

Lard, Pure—

Tierces, 400 lbs., per lb. . . . .	0 31½
Tubs, 60 lbs. . . . .	0 32
Pails . . . . .	0 32½
Bricks, 1 lb., per lb. . . . .	0 33½

## Sales of Shortening Fair; Markets Quiet

**Montreal.**  
**SHORTENING.**—There is little change in the situation on this commodity. Sales are maintained on a summer season basis and prices are ruling steady. Supplies are quite sufficient to take care of the existing demand and a steadier condition has prevailed of late than that obtaining some weeks ago.

Shortening—

Tierces, 400 lbs., per lb. . . . .	0 25¾
Tubs, 50 lbs. . . . .	0 26¼
Pails, 20 lbs., per lb. . . . .	0 26½
Bricks, 1 lb., per lb. . . . .	0 27½

## Margarine Movement On Unchanged Basis

**Montreal.**  
**MARGARINE.**—This commodity is selling still, although the volume of trade cannot be claimed as large as it was. The sale is expected to materially improve with the return of cooler weather in September. In the meantime markets are steady and without change.

Margarine—

Prints, according to quality, lb. . . . .	0 29½	0 31½	0 32
Bulk, according to quality, lb. . . . .	0 28½	0 30½	0 31

## Prices Firmly Held; Trade Is Good

**Montreal.**  
**BUTTER.**—In view of the recent rulings regulating the holding of butter by the wholesaler, it is anticipated in some quarters that there will be less likei-

though receipts are better and considerably improved, the surplus is very small. Among the arrivals the dominant varieties are old fowls, broilers and young ducks. It is expected that the approach of fall weather will help increase receipts and in view of this there may be an easing of prices.

	Live	Dressed
Young ducks, lb.	0 45-	0 50
Old ducks (fat)	0 25	
Broilers, ¾ lbs., pair	0 40-	0 43
Turkeys (old toms), lb.	0 28	0 38-0 38
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 27-0 28	0 35-0 36

### Haddock Supply Light; Submarine Menace Factor

**MONTREAL.**  
**FISH.**—The supplies of fish are not all that could be desired, and it is probably a lesser consideration in view of the seasonably light demand. Haddock demand has been good, but the supply has been shorter. The scare on the Eastern seaboard from the operation of submarines will, some think, have an effect upon the supplies received here. Codfish, herring and mackerel have been in good supply. Pacific coast fish has a tendency to lower in price somewhat.

**SMOKED FISH.**

Haddies (fresh cured)	0 12	0 13
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 22	0 24
Smoked cod		0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 40

**SALTED AND PICKLED FISH.**

Haddock (per bbl.), 200 lbs.		12 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.		6 75
Herring, No. 1 lake (100-lb. keg)		5 25
Salmon (Labrador) per bbl.	25 00	29 00
Do., tierces		35 00
Salmon (B.C. Red)		26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)		15 00
Green Cod (large bbl.)		16 00
Green Cod (small), bbl.		12 00
Mackerel, No. 1, per bbl.		26 00
Mackerel (½ bbls.)		13 50
Codfish (skinless), 100-lb. box		12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box		2 20
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 50	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)		0 17
Cod, dry (bundles)		12 00

**SHRIMPS, LOBSTERS**

Lobsters, medium and large, lb.	0 35
Prawns, lb.	0 30
Shrimps, lb.	0 30
Scallops, per gallon	4 00
<b>Oysters—</b>	
Ordinary, gal.	2 50
Cape Cod shell oysters, bbl.	14 00
5 gal. (wine) cans	12 50
1 gal. (wine) cans	2 25
Oyster pails (pints), 100	1 50
Oyster pails (quarts), 100	2 10
Clams, med., bbl.	10 00

**FRESH FROZEN SEA FISH**

Herring, large sea, lb.	0 09
Herring, frozen lake, lb.	0 07
Halibut	0 19 0 20
Halibut (medium)	0 20
Haddock	0 07 0 09
Mackerel	0 12 0 13
Cod—Toms	3 00
Cod steak, fancy, lb.	09½ 10
Salmon, Red	0 19 0 20
Salmon, pale	14½ 15
Salmon, Gaspe	28
Swordfish	0 22 0 23

**FRESH FROZEN LAKE FISH**

Pike, lb.	0 09½ 0 10½
Perch	0 12½ 0 13

Whitefish, lb.	0 13	0 14
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.		0 12
Doree	0 13	0 14

**FRESH FISH**

Barbotte	0 14	0 15
Haddock	0 07	0 08
Steak cod	0 09	0 10
Market cod	0 06½	0 07
Carp	0 09	0 10
Lore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	0 38	0 40
Pike	0 12	0 13
B.C. Salmon	0 25	0 26
Salmon (Gaspe)	0 24	0 25
Gaspereaux, lb.		0 06
Gaspereaux, each		0 04½
Gaspereaux herring (100)		4 00
Western Halibut	0 24	0 25
Eastern Halibut (chicken)		0 23
Eastern Halibut (med.)		0 25
Flounders	0 09	0 10
Perch		0 09
Bullheads		0 15
Whitefish	0 19	0 20
Whitefish (small)	0 10	0 12
Eels		0 15
Mackerel, lb.	0 13	0 14
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large		0 24
Shad	0 15	0 16

### Live Hogs Hold; Mess Pork Down

**TORONTO.**  
**PROVISIONS.**—The basis of \$20.00 per 100 pounds for live hogs, fed and watered, was maintained early in the week with a very strong undertone. Some transactions were made at \$20.25 and it is possible this figure may be reached for the balance of the week's trading. The run shows a slight improvement, but owing to farmers' activities in the field, big receipts are not looked for.

Mess pork shows an easier tendency in some quarters, being down to \$52.00. The continued hot weather has stimulated the demand for cooked meats and boiled hams are scarce in some sources, with prices firmly maintained. Quotations ruling follow.

**HAMS—**

Medium	0 37	0 39
Large, per lb.	0 34	0 35

**BAKES—**

Plain	0 43	0 46
Trimmed, with rib in		0 47
Boneless, per lb.	0 48	0 50

**BACON—**

Breakfast, per lb.	0 39	0 44
Roll, per lb.		0 34
Wiltshire (smoked sides), lb.	0 36½	0 39

**DRY SALT MEATS—**

Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.		0 28½
Fat backs	0 32	0 34

**COOKED MEATS—**

Hams, boiled, per lb.	0 58	0 55
Hams, roast, without dressing, per lb.	0 52½	0 54½
Shoulders, roast, without dressing, per lb.	0 47	0 49

**BARREL PORK—**

Mess pork, 200 lbs.	52 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	55 00	59 00

**HOGS—**

Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars		20 25
Live, fed and watered		20 00
Live, f.o.b.		19 25

### Lard Shows Firming Tendencies; Up ¼c

**TORONTO.**  
**LARD.**—The firm tendencies report-

ed during the past couple of weeks have culminated in an advance of ¼c per pound to show a wider range and the 30c price is very strongly held. The demand is considered good for what is usually a quiet season and with the coming of fall, an increased interest in this line may be expected.

Lard, pure, tierces, 400 lbs., lb. 0 30 0 30½  
 In 60-lb. tubs, ¼-½c higher than tierces  
 pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

### Shortening Supplies Fair; Prices Hold Firm

**TORONTO.**  
**SHORTENING.**—Supplies are considered fair, though whether equal to increased demand which may be looked for in another two or three weeks, and to continue during the period of cooler weather, is somewhat uncertain. Dealers must depend on allotments of all and for this reason the future cannot be determined with any degree of certainty. Prices hold firm and a very good movement is reported.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26  
 In 60-lb. tubs, ¼-½c higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

### Prices Hold Firm; Margarine Selling

**TORONTO.**  
**MARGARINE.**—Quotations show no change on margarine during the week. Dealers report a very fair movement and trading as a whole on a very satisfactory basis.

**Margarine—**

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

### Butter Unchanged; Little Interest Now in Dairy

**TORONTO.**  
**BUTTER.**—No change in the selling price of butter is reported, though a further decline in buying of 1c is effective. Dealers report the quality off owing to extreme hot weather. Very little interest is manifest in dairy butter and no real market exists. Prices ruling follow:

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 45	0 46
Dairy prints, choice, lb.	0 40	0 42
Dairy prints, lb.	0 38	0 40

### Eggs Show Little of Interesting Nature

**TORONTO.**  
**EGGS.**—Developments of a particularly interesting nature are lacking during the week. Supplies are ample for the demand and first quality eggs are fully maintained in price. Wastage, owing to very hot weather, continues high.

**EGGS—**

New-laid, in cartons	0 52	0 54
Do., No. 1, dozen	0 48	0 50

### Cheese Holds Firm; Buying May Ease Off

Toronto.

**CHEESE.**—Cheese is maintained on an unchanged basis. Buyers throughout the country will probably be offering less to the factories owing to increased freight rates now effective; sales were none too heavy during the early part of the week.

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27
Twins, ¼c lb. higher than large cheese.		
Trip-lets ½c lb. higher than large cheese.		

### Poultry Holds at Unchanged Levels

Toronto.

**POULTRY.**—No change marks the situation during the week. Supplies are coming forward fairly freely and under the influence of increased demand are readily absorbed. Prices are holding steadily at following levels:

Prices paid by commission men at Toronto:			
	Live	Dressed	
Ducks	\$0 16-\$	\$	-\$
Duckling	0 25-		
Turkeys	0 25-0 28	0 30-0 35	
Roosters	0 16		
Hens, over 5 lbs.	0 25-0 27	0 31-0 32	
Hens, under 5 lbs.	0 20-0 24	0 27-0 29	
Chickens, Spring, 2 lbs. or over	0 30-0 32		
Squabs, dozen	4 50		
Prices quoted to retail trade:			
Hens	0 28	0 33	
Chickens, Spring	0 40	0 50	
Ducklings		0 40	
Turkeys	0 36	0 49	

### Fish Demand Good; Prices Hold Firm

Toronto.

**FISH.**—Very little let up in the demand has been apparent during the past couple of months of hot weather. Supplies continue to come along quite freely and mackerel is being offered this week at 15c per pound. Lake herring shows a slightly easier tendency in a range of 9 to 9½c per pound. Prices on the whole show little change.

FRESH SEA FISH		
Brills, dressed, lb.	0 10	
Cod, steak, lb.	0 09½	0 10
Do., market, headless, lb.	0 07½	0 08
Do., heads on	0 07	0 07½
Flounders, lb.	0 08	0 10
Flukes		0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.		0 08
Mackerel, lb.		0 15
Plaice, dressed, lb.		0 10
Soles, dressed, lb.		0 10
Salmon, Red Spring, lb.		0 25
Do., Restigouche, lb.		0 22
Do., Saguenay, lb.		0 25
FRESH LAKE FISH		
Herring, dressed, lb.	0 09	0 09½
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 15
Frog's Legs, lb.		0 50

### FRAIL FOOD

Austin was a commercial traveller, and one day, at a small hotel in a southern town, he ordered for his breakfast two boiled eggs. When the old darky who served him returned, he brought him three.

"Why in the world did you bring me three eggs?" queried Austin. "I only ordered two!"

"Yes, sah," replied the old darky, with a smile and bow, "I know you did order two, sah, but I brought three because I jest natcherly felt dat one of dem might fail you, sah!"

### U. S. PLACE EMBARGO ON RICE FOR DOMESTIC USE

The United States War Board by a new ruling has placed rice upon the list of commodities the importation of which for domestic consumption is prohibited. Accordingly, no further licenses for the importation of rice to be consumed in the United States will be issued and all such licenses which are now outstanding shall expire and become void unless shipment from abroad is made thereunder on or before July 31, 1918.

Notwithstanding the foregoing ruling, the importation of rice into the United States in bond for transshipment to the West Indies or Central America will be permitted if the details of ultimate destination are clearly set forth on the application for import license.

### THE WORLD'S CACAO TRADE Showing the Amounts Produced in the Leading Countries of Growth and How the Crops Compare With Each Other

Over 40 per cent. of the world's output of cacao is grown in the British Empire, according to a writer in *Tropical Agriculturist*, the official organ of the Ceylon Agricultural Society. The Gold Coast is the world's largest producer, its crop in 1915 being about 26 per cent. of the total. Brazil ranks second with about 16 per cent., Ecuador third with about 11 per cent., San Thome fourth with 10 per cent., and Trinidad fifth with a little over 8 per cent.

The United States is the world's largest consumer of cacao, the United Kingdom next, Germany third, Netherlands fourth, France fifth, and Switzerland sixth.

### Cacao in the Gold Coast

Exports of cacao from the Gold Coast in 1916 were 72,062 tons. Cacao growing in the Gold Coast is carried on exclusively by native farmers, to whom advice and assistance are given by officials of the Department of Agriculture. The fortunes of the majority of the inhabitants of the Gold Coast are bound up with the prosperity of the cacao industry, and for this reason the difficulty of inducing the native farmer to give proper attention to the cleanliness and cultivation of his farm, the prevention of plant disease, and the control of pests, is the cause of some anxiety to the Government and its agricultural advisers. Cacao cultivation is extending in Ashanti, and is a growing industry in Southern Nigeria, whence the exports in 1915 were 9,100 tons. Cacao has also been planted by the natives in the Northern Sherbro district of Sierra Leone, and there are indications of the development of an important industry.

In Uganda cacao cultivation has excellent prospects; over 4,000 acres have been planted and will gradually come into bearing during the next two or three years. A small consignment from the Government plantation, Kampala, recently realized a very satisfactory price.

A little cacao is grown in Mauritius, and an increase would be possible. Prices realized on European markets for Mauritius cacao have been satisfactory, but in view of competition improvements in the methods of preparation are desirable.

### Cacao in the West Indies

Cacao cultivation has extended of late years in Trinidad, and offers a good prospect to the small capitalist who desires to take up planting. Prices for cacao fluctuate, but there was a fair margin of profit when prices were far below the present high market quotations. The exports of cacao from Trinidad and Tobago in 1915 were 24,145 tons. Half the cacao exported from Trinidad goes to the United States. Grenada is second in importance in the British West Indies in cacao production, and the island's output in 1915 was 6,020 tons, valued at £403,394.

Cacao is taking a leading place amongst the exports from Jamaica, and efforts are being made to encourage the industry. The area under cacao is about 11,500 acres, and the exports in 1915 were 3,424 tons. From St. Lucia the exports in 1915-16 were 924 tons. The output here shows a very satisfactory increase, due partly to extension of the area planted and partly to improved methods of cultivation. Remarkable results have followed careful drainage and the application of lime. There has been a distinct falling off in the output of cacao in Dominica, the exports in 1915 being 540 tons, as against 594 tons in 1912. Planters in possession of suitable lands in Dominica would be well advised to plant cacao. Cacao cultivation in British Guiana does not make much progress. In some parts of the colony it is a promising industry, but at present sufficient capital is not available for its extension. The area planted is a little over 2,000 acres and most of the produce is consumed locally.

The cacao plant flourishes in the warm, moist valleys of the wet districts in the Fiji Islands. Cacao plantations have been established for some years, excellent crops are obtained, and the product compares well with the best Trinidad cacao. It is noteworthy that the crop in Fiji is free from all serious insect or fungoid pests. Exports in 1915 were 94 cwt.

—The Tea and Coffee Trade Journal.

The MacLean Pub. Co., Ltd., Toronto, Ont.

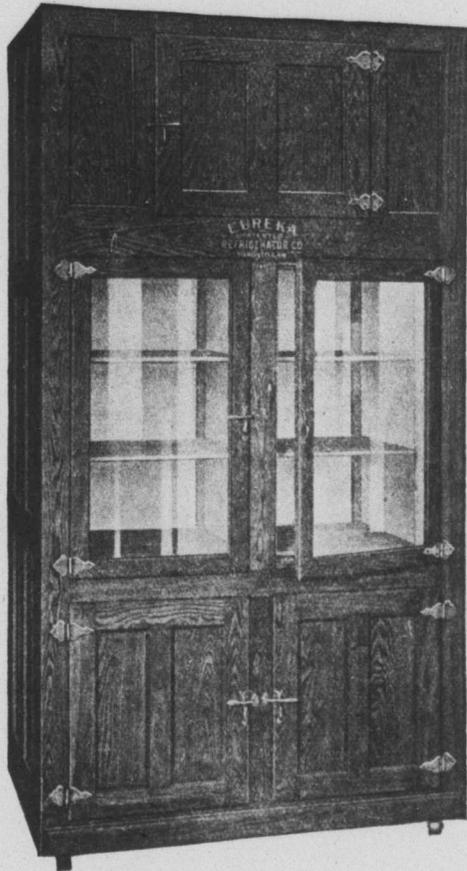
Gentlemen.—It affords me much pleasure to enclose cheque covering subscription to DRY GOODS REVIEW and CANADIAN GROCER—\$5.00—for 1919.

These publications are a source of very great interest to me, and the varied information, and Market Reports in every issue, worth many times their cost.

Wishing you every success.

J. E. BIDDLE.

Port Rowan, Ont., July 19, 1918.



## When you visit the Fair don't forget the Eureka exhibit in the Industrial Building

Here we can show you at first hand and explain all about the Eureka—the most practical and scientifically constructed Refrigerator on the market. Here you will see the perishable food preservation problem solved scientifically and economically.

We want every dealer visiting the Exhibition to make a point of calling on us. We are at your service at any hour of the day—every day during the entire two weeks.

Come in and let's talk it over anyway.

### Eureka Refrigerator Company, Limited

11 Colborne Street, Toronto

Save Food Now—We Can Help You

Telephone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.

## More Fish, Less Meat

Save the Meat for our Soldier Boys in the Trenches

Encourage the Government in the good work of solving the food question. This can only be done by installing a good FISH BOX for storage of same.

### FREEMAN'S FISH BOX



Complies with the Government requirements. Easily moved and an attractive fixture, finished in WHITE ENAMELLED or MISSION. Built on the same STANDARD as our REFRIGERATORS. We can build them CHEAPER, but we won't. We would build them BETTER, but we can't.

Do not neglect to write to-day for CATALOGUE showing FISH BOXES, sent free.

Manufactured by

**The W.A. Freeman Co., Limited**  
HAMILTON, ONT.

MONTREAL — David H. H. Neil, 16 Notre Dame St. E.  
Uptown 8547

TORONTO—114 York Street, near King



## RELEG

—Pronounced "Real Egg."

—A grand Egg Substitute.

—In packages of four different sizes.

—Sell easily to every economical housewife.

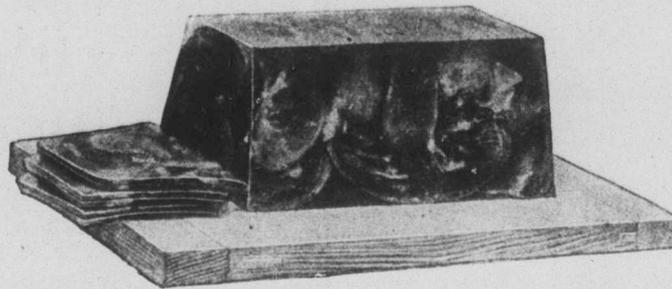
—You should display Releg.

—It's a good money maker.

**RELEG CO. Regd.**  
Quebec, Canada

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

DAVIES JELLIED  
PORK TONGUE



In 6 lb. Open  
Tins

*Tasty All-Meat Delicacies that make your counter tempting and keep your cash register on the go.*

**H**AVE a "Cold Luncheon" Counter—and feature *Davies Cooked and Jellied Meats*.

These are just the "ready to serve" products the housewife is looking for. You *can't* offer a more appropriate line of summer season delicacies.

For the table—the summer cottage—the motor trip—the picnic party—*Davies Cooked and Jellied Meats* are just the thing for dainty dishes and tasty sandwiches.

Let us send you a trial order of these delicious cooked meats—just to prove to you what splendid sellers they are.

Light, nutritious, and *economical* because there's *no waste*. Every slice is saleable and good. Ask our Traveller, or send us your order by mail **TO-DAY**. *NOW'S the season!*

*Davies Pork Tongue*

*Davies Cooked Pressed Pork*

*Davies Jellied Hocks*

*Davies Ox Tongue*

*Davies Roast Pork*

*Davies Pork and Tongue*

*Davies Jellied Pork*

*Davies Headcheese*

*(All sold in 6 lb. open Tins.)*

THE **DAVIES** COMPANY  
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50

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



## Always keep a little display of Brunswick Brand Sea Foods on your sales counter

And recommend them when you're making up every grocery order. The housewife will appreciate the unstinted goodness of these wholesome sea foods, and after a first purchase there will be many profitable repeats.

We list herewith the complete Brunswick Brand list. Look it over now and check off the particular lines you require today.

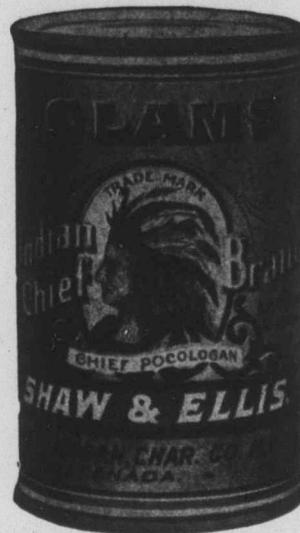
Then send in your order.

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



**Connors Bros., Ltd.**  
BLACK'S HARBOR, N.B.

## Win new customers with this quality sea food



## INDIAN CHIEF BRAND CLAMS

have that degree of super-excellence so much approved by discriminating people.

The rigid precautions taken in the process of packing and sealing preclude the slightest possibility of anything but tip-top quality in every can.

Indian Chief Brand Clams are sealed without solder or acid the very day they are taken from the beds.

At a time when fish foods are becoming increasingly popular, because of meat conservation, every good grocer should stock and push the sales of Indian Chief Brand Clams—the line of profit and customer satisfaction.

**SHAW & ELLIS**  
POCOLOGAN, N.B.  
License Nos. 1-718, 8-24395.



## Have No Hesitation in choosing 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

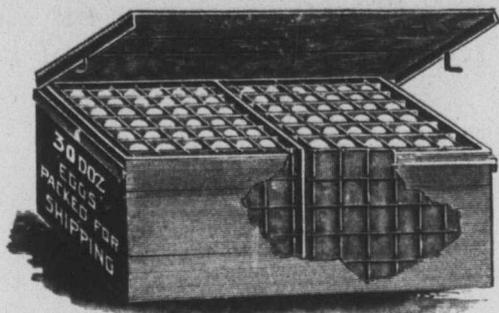
**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax . N.S.

SMITH & PROCTOR - HALIFAX, N.S.

## THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

## P. E. I. PRODUCE

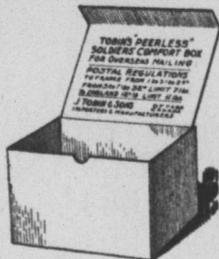
We solicit your enquiries for  
POTATOES, FULL COOKED  
DINNERS, P. E. I. CLAMS,  
SEED POTATOES

## Carvell Bros.

Wholesale Grocers and Produce Merchants  
CHARLOTTETOWN - - P. E. I.

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

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



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

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

## Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

### "SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

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

### R. E. BOYD & COMPANY

Agents for the Province of Quebec  
15 STE. THERESE ST. - - MONTREAL

### DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

# Furnivall's

FINE  
FRUIT  
PURE JAM

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

Furnivall's Fine Fruit Pure Jams are jams of such delicious goodness that a first purchase will always pave the way to steady "repeats."

Keep your stock of Furnivall's well displayed.

## FURNIVALL-NEW, Limited

Hamilton, Canada

# Realities of the Western Crop Situation

ON the principle that first-hand facts are the best for business especially when the facts are not over-encouraging, THE FINANCIAL POST sent its Editor direct to the Western harvest areas to secure reliable information on the actual conditions of the crops, and their effect on the business outlook.

Money, time, and trouble were not spared in the effort to give POST readers the realities of the crop situation, because the business welfare of Canada is based on facts known early, and appreciated to the full. With this in view THE POST is giving valuable reports on the Western harvest from direct, first-hand, and authoritative sources.

These reports are thoroughly fair and uncolored either with rosy tints or darker shades. POST reports always aim to show conditions as they really are. A copy of the August 10th issue of THE POST will be sent you free on request. Here are some of its important contents:

- Hundred Million Bushels of Wheat Estimated in West.
- Frost Damage Was Very Severe in Saskatchewan.
- The Business Situation as Viewed at Winnipeg.
- Shall Victory Bonds Be Taxed or Tax-Exempt?
- Canada's Natural Resources are a Great Asset.
- One Hundred Million Increase in Trade With States.
- The Government is Again Drawing Upon the Banks.
- Lifting of the Ban on Pork Products.
- Minister of Agriculture Condemns 'Phone and Check Book Farming.
- British Columbia Fisheries Combine.
- Labor Supply of the United States is Controlled.
- Sugar Tickets May Be Used in Canada.
- Small Increase Shown by Weekly Bank Clearings.
- Manager Follows Social News to Identify Customers.
- Crop Prospects Affect Market for B.C. Timber.
- Bank Mergers are Under Discussion.
- The Western Crop Situation—(Editorial).
- John McCormack—Singer—Also Good Business Man.
- Uncle Sam—No Bluffer. By G. A. Simpson.
- Ruthless Trade Conquest Plans by the Germans.

These are just a few of the more important contents of THE POST for August 10th. In each and every item you will find the outstanding qualities of accuracy, businesslike brevity, and readableness which are making THE FINANCIAL POST OF CANADA the paper worth while for alert business men who keep well informed. Send for a subscription to-day using this form.

-----  
Annual Subscription \$3.00

THE FINANCIAL POST OF CANADA  
143-153 University Ave., Toronto.

Please send me a copy of Aug. 10th issue of THE FINANCIAL POST and enter me as a regular subscriber, commencing at once. I <sup>am enclosing</sup> <sub>will forward</sub> \$3.00 to pay for my subscription for the first year, or you may draw on me for this.

Name .....

Address .....

C.G. 8A .....



**CALIFORNIA  
CANNED FRUITS &  
VEGETABLES  
DRIED FRUITS &  
RAISINS**

## Build Your War Time Business on a Quality Basis

It's the repeat sales that put your business on a substantial foundation. DEL MONTE Products are the kind that help you to build solidly because every one you sell, sells more.

The fact that they are real quality conservation foods that keep the war-time menu healthful and appetizing is just another reason why you should push DEL MONTE Products now.

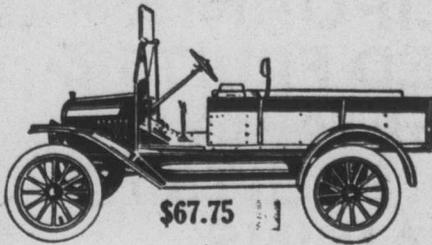
The DEL MONTE Brand covers a wide line of fruits, vegetables and food specialties, including all varieties of California Canned Fruits and Vegetables; Jellies, Jams, Preserves, Catsup, Olives, etc; Hawaiian Pineapple; Dried Fruits and Raisins—all famous for their goodness and purity—all of the same high DEL MONTE quality.

We are doing our best to supply the increased demand, but never before has the call for DEL MONTE Products been as heavy as it is right now. *Order through your jobber.*

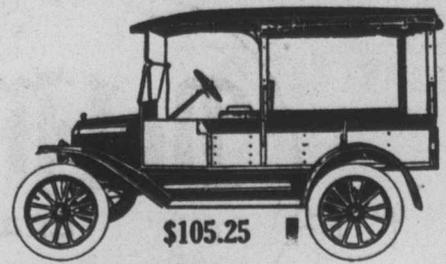
CALIFORNIA PACKING CORPORATION

San Francisco, California





\$67.75

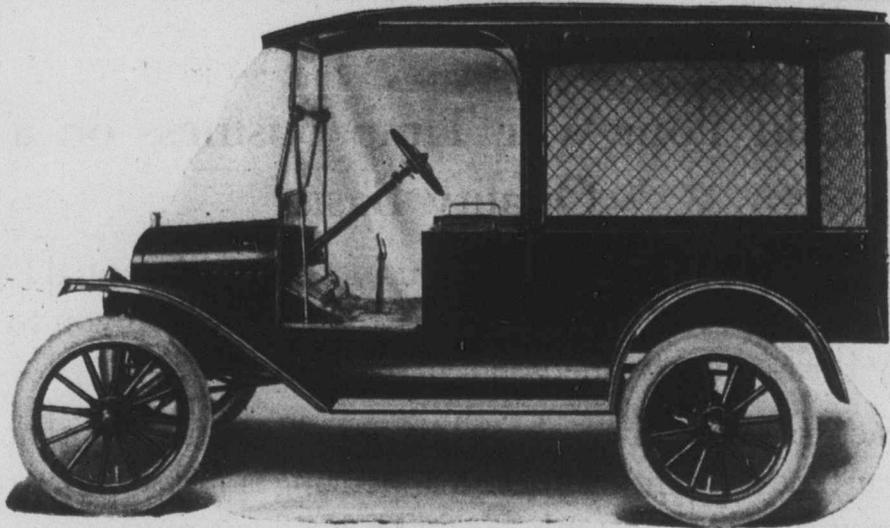


\$105.25

**THE BEST FOR DELIVERING GROCERIES**

Light

Strong



Durable

Economical

This Style \$125.50

***Babcock Commercial Bodies***

STEEL-SKELETON CONSTRUCTION giving STRENGTH with LIGHTNESS, DURABILITY and ECONOMY. The best built and best looking Delivery Bodies on the market. So simple that anybody can put them on a Ford or any other chassis without a mechanic to assist. All styles are standardized and interchangeable. Mention make of chassis when ordering.

We sell direct to Grocery Trade where no dealers represent us.

**WE WANT AGENTS**

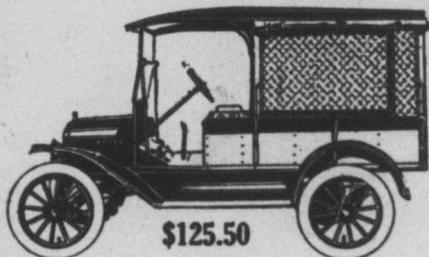
A good proposition for the garage owner or motor agent to handle. The reputation for selling the best built body the market affords goes with the Babcock Agency. If you are interested as an agent, write for particulars. If you are interested as a merchant who wants an auto body for delivering goods, write full particulars, with illustrations, by return mail.

WRITE FOR ILLUSTRATED FOLDER AND PRICES

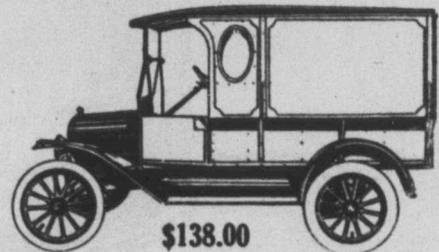
**CARRIAGE FACTORIES, Limited**

Head Office, Excelsior Life Bldg., TORONTO

Sales Offices, Montreal, Winnipeg, Toronto



\$125.50



\$138.00

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

# KING GEORGE'S NAVY

**CHEWING  
TOBACCO**

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.

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



**For a Big Seller**

**BOSTONIAN CREAM** — The ideal cleaner for kid and calf. You'll need a good stock of brown for brown glazed kid and mahogany calf —also the cordo-tan for cordovan leather. Then there's the white BOSTONIAN for all colors of glazed Russia calf, vici or dongola kid or patent leather—also light and dark gray, and any other color or shade.

## Whittemore's Shoe Polishes

Quality                      Variety



**And Here's the Paste**

**NOBBY BROWN PASTE**—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it—you'll repeat on it.

For red or oxblood there's the same size package of **PEERLESS OXBLOOD PASTE**



**RUSSET—2 Sizes**



**BROWN—2 Sizes**



**WHITE—2 Sizes**



**RED—2 Sizes**

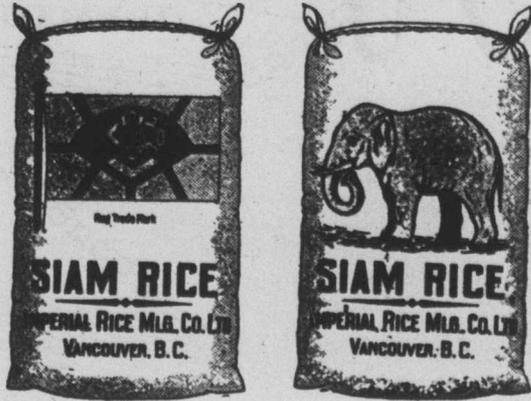


**BLACK—2 Sizes**

**Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.**

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

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



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

**Y & S**  
**STICK LICORICE**  
in 10c Cartons



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

Made in Canada by

**National Licorice Company**  
**MONTREAL**

**QUOTATIONS FOR  
PROPRIETARY ARTICLES**  
SPACE IN THIS DEPARTMENT IS \$65  
PER INCH PER YEAR

**BAKING POWDER**

**ROYAL BAKING POWDER**

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2 1/4-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

**JAMS**

**DOMINION CANNERS, LTD.**

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

	Per doz.
Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	\$3 00
Blackberry	3 20
Currant, Black	2 90
Plum	2 90
Pear	2 90
Peach	3 30
Raspberry, Red	3 60
Raspberry and Red Currant.	3 60

**DOMINION CANNERS, LTD.**

**CATSUPS—In Glass Bottles**

	Per doz.
1/2 Pts., Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

**BAKED BEANS WITH PORK**

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s. or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

**"AYLMER" PURE ORANGE MARMALADE**

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

**BLUE**

Keen's Oxford, per lb.	\$0 22
In cases 12-12 lb. boxes to case	0 21 1/2

**COCOA AND CHOCOLATE THE COWAN CO., LTD.**

**COCOA—**

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, 1/4-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37

**(Unsweetened Chocolate)**

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	0 90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

**SWEET CHOCOLATE— Per lb.**

Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6-lb. boxes	0 30
Diamond, 1/4's, 6-lb. boxes	0 30

**CHOCOLATE CONFECTIONS—**

	Per doz.
Milk medallions, 5-lb. boxes	\$0 39
Nonpareil wafers, 5-lb. boxes	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 30
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

# Your Questions Answered

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

CANADIAN GROCER  
143-153 UNIVERSITY AVE.  
TORONTO

## Canadian National Exhibition

Aug. 26 TORONTO Sept. 7

300,000 admissions sold first day of advance sale. Come with the crowds to the greatest Exposition in the 40 years' history of the C.N.E.

### "The Heroes of Britain"

A production of tremendous force and beauty, with 1200 participants. All the colorful paraphernalia of romance and history in the making. Inspiring, dramatic—a spectacle every Canadian should see.

**MOVEMENT - LIFE - SPLENDOR**  
*A Patriotic Thrill in every scene*

Giant livestock and agricultural display—Government exhibits—demonstrations of vocational training by 50 blind and maimed returned soldiers—farming on factory lines: colossal exhibits of labor-saving devices—Government patriotic food show—Cretore's world-famed band—Allies exhibits of fine arts—AND A WORLD OF OTHER SPECIAL ATTRACTIONS.

Price of admission is **25 cents** unchanged

Consult your local agent regarding railroad fares and augmented train service.

### 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.

Foreign and Domestic

**FRUITS**  
AND  
**VEGETABLES**

**BUTTER**  
AND  
**EGGS**

For Fall Delivery

*Get in touch with us to-day*

**Lemon Bros.**  
OWEN SOUND, ONT.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

**JOHN O'KEY'S KNIFE POLISH**



John O'Key & Sons, Limited  
London, S.E. 1, England  
AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,  
Toronto, and J. E. Huxley & Co., 220  
McDermid St., Winnipeg.



FIRST AID IN THE KITCHEN +

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

**VOL-PEEK**

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

# EVERY GROCER

should buy

# COPELAND'S

Diamond C Brand



## Corn Flour

Manufactured by

### G. COPELAND & SONS

MIDLAND and PENETANG, ONT.

HEAD OFFICE, MIDLAND

CANADA FOOD

Licenses 123,9-382,3-874

## FINEST CRYSTAL GELATINES

Powdered and Sheet

## FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

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

### CALIFORNIA FRUIT CANNERS ASSOCIATION

#### CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—  
2½-quart Tall Cylinder Can  
No. 1 Pint Cylinder Can ....  
No. 16 Jar .....  
No. 4 Jar .....  
No. 10 Can .....

#### YUBA BRAND

2½-quart Tall Cylinder Can.  
No. 1 Pint Cylinder Can ...  
No. 10 Can .....

#### BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.  
Eagle Brand, each, 48 cans..\$8 75  
Reindeer Brand each 48 cans. 8 45  
Silver Cow, each 48 cans.... 7 90  
Gold Seal, Purity, each 48 cans 7 75  
Mayflower Brand, each 48 cans 7 75  
Challenge Clover Brand, each 48 cans ..... 7 25

#### EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans .....\$6 40  
Jersey Brand, Hotel, each 24 cans ..... 6 40  
Peerless Brand, Hotel, each 24 cans ..... 6 40  
St. Charles Brand, Tall, each 48 cans ..... 6 50  
Jersey Brand, Tall, each 48 cans ..... 6 50  
Peerless Brand, Tall, each 48 cans ..... 6 50  
St. Charles Brand, Family, each, 48 cans ..... 5 50  
Jersey Brand, Family, each 48 cans ..... 5 50  
Peerless Brand, Family, each 48 cans ..... 5 50  
St. Charles Brand, small, each 48 cans ..... 2 60  
Jersey Brand, small, each 48 cans ..... 2 60  
Peerless Brand, small, each 48 cans ..... 2 60

#### CONDENSED COFFEE

Reindeer Brand, Large, each 24 cans ..... 5 75  
Reindeer Brand, Small, each 48 cans ..... 6 00  
Regal Brand, each 24 cans... 5 40  
Cocoa, Reindeer Brand, large, each 24 cans ..... 5 75  
Reindeer Brand, small, 48 cans 6 00

#### CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

#### EVAPORATED MILK.

Per Case  
Carnation, 16-oz. talls (48 cans per case) .....\$6 40  
Carnation, 6-oz. baby (96 cans per case) ..... 5 40  
Canada First, 16-oz. talls (48 cans per case) ..... 6 25  
Canada First, 6-oz. baby (48 cans per case) ..... 2 60  
Canada First, 12-oz. family (48 cans per case) ..... 5 50  
Canada First, 32-oz. hotel (24 cans per case) ..... 6 15

#### W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.  
Lunch Ham—1s, \$6.45; 2s, \$18.50.  
Ready Lunch Beef—1s, \$4.45; 2s \$9.45; 2s, \$9.90.  
Boneless Pig's Feet—½s, \$2.90; 1s, \$4.95; 1s, \$9.90.  
Ready Lunch Veal Leaf—½s, \$2.40; 1s, \$4.45.  
Ready Lunch Beef-Ham Leaf—½s, \$2.40; 1s, \$4.45.  
Ready Lunch Beef Leaf—½s, \$2.40; 1s, \$4.45.  
Ready Lunch Asst. Leaves—½s, \$2.45; 1s, \$4.50.  
Geneva Sausage—1s, \$4.95; 2s, \$9.45.  
Roast Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75.  
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s, \$34.75.  
Jellied Veal—½s, \$2.90; 1s, \$4.45; 2s, \$9

Cooked Tripe—1s, \$2.45; 2s, \$4.45.  
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.  
Stewed Kidney—1s, \$4.45; 2s, \$8.95  
Mince Collops—½s, \$1.95; 1s, \$3.75; 2s, \$6.95.

Sausage Meat—1s, \$4; 2s, \$7.75.  
Corn Beef Hash—½s, \$1.95; 1s, \$3.70; 2s, \$5.45.  
Beef Steak and Onion—½s, \$2.90; 1s, \$4.45; 2s, \$8.45.  
Jellied Hocks—2s, \$9.95; 6s, \$29.80.  
Irish Stew—1s, \$3.45; 2s, \$6.75.  
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.  
Boneless Chicken—½s, \$5.90; 1s, \$8.95.  
Boneless Turkey — ½s, \$5.90; 1s, \$8.95.  
Ox Tongue—½s, \$3.85; 1s, \$7.95; 1½s, \$12.45; 2s, \$15.95; 2½s, \$17.50; 3½s, \$27; 6s, \$45.  
Lunch Tongue—½s, \$3.45; 1s, \$6.75; 2s, \$15.50.

Tongue Lunch—1s, \$6.75.  
Beef Suet—1s, \$4.90; 2s, \$8.50.  
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 5s, \$12.95.  
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.  
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.  
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.

Chateau Brand Concentrated Soups—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25; Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25; Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.65; Assorted, 1s, \$1.85; Soups and Bouilli, 1s, \$12.50.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s, \$2.95; 3s, talls, \$3.35; 6s, \$12; 12s, \$20.

Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1½s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.  
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95.

Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.  
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.45; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.65; 2s, \$5.95.

Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.

Spaghetti with Tomato Sauce with Cheese—½s, \$1.85; 1s, \$3.50; 2s, \$4.80.

Tongue, Ham and Veal Pates—½s, \$2.25.

Ham and Veal Pates—½s, \$2.25.

Smoked Vienna Style Sausage—½s, \$2.45.

Pate DeFois—½s, 75c; ½s, \$1.40.

Plum Pudding—½s, \$2.45.

Potted Beef Ham—¼s, 75s; ½s, \$1.40.

Beef—¼s, 75c; ½s, \$1.40.

Potted Tongue—¼s, 75c; ½s, \$1.40.

Potted Game (Venison)—¼s, 75c

Potted Veal—¼s, 75c; ½s, \$1.40.

Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.

Devilled Beef Ham—¼s, 75c; ½s, \$1.40.

Devilled Tongue—¼s, 75c; ½s, \$1.40.

Devilled Veal—¼s, 75c; ½s, \$1.40.

Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.

#### In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.

Ox Tongue — 1½s, \$14.50; 2s, \$17.50.

Lunch Tongue—1s, \$9.95.

Sliced Smoked Beef—¼s, \$1.75; ½s, \$2.85; 1s, \$4.15.

Mince Meat—1s, \$3.45.

Potted Chicken—¼s, \$2.35.

Ham—¼s, \$2.35.

Tongue—¼s, \$2.35.

Venison—¼s, \$2.35.

Chicken Breast—½s, \$9.95.

Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.

Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s 30c.

## Who Answers Your Telephone?



¶ Merchants will find that it pays to instruct clerks in the correct answering of telephone calls. It is far better to have some one who has a pleasant voice to answer the telephone than one who answers in a gruff and discourteous manner.

¶ The voice with the smile means increased business and is a habit that can be easily cultivated.

**The Bell Telephone Co. of Canada**

*ECONOMY IS A WAR-TIME NECESSITY—PRACTISE IT!*



The Purity Kid



# FREE—

The Government says that we must use wheat substitutes.

There is no better substitute for wheat flour than

# PURITY OATS

and to make it easy for women to use it successfully in their cooking we have printed "Free Wheat Saving Recipes." We will send these to all grocers and housewives who write for them. Send for them yourself and tell your customers about them—

And recommend PURITY OATS, because it consists of Alberta Oats—the finest grown in the world.

**Western Canada Flour Mills Co., Limited**

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

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

## CANNING SHOOKS

ON HAND

Write or wire for prices.

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

OTTAWA, ONTARIO

## "McCASKEY" ACCOUNT SYSTEMS

For Every Business.

Send for booklet—

"A Credit Plan That Works."



McCASKEY'S CLOSED

**McCASKEY  
SYSTEMS, LTD.**

245 Carlaw Avenue  
TORONTO

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



There are five thousand Retail Grocers in Ontario who are recommending Chicken Haddies to their customers.

ARE YOU ONE OF THEM?



LICENSE No. 1-148

**MARITIME FISH CORPORATION, LIMITED**

Head Office and Sales Dept.  
MONTREAL

Plants at Canso, N. S.  
and Digby, N.S.

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

# California Fruit

**PEACHES**

**PEARS**

**PLUMS**

Lemons and Cantaloupes  
 Canadian Fruits and Vegetables  
 Lawton Berries  
 Raspberries  
 Black Currants  
 Red Currants  
 Cucumbers  
 Cabbage  
 Tomatoes  
 Huckleberries

If you are handling any one of the above lines it will pay you to get in touch with us.

**McBRIDE BROS.**

35 Church St. - Toronto, Ontario

# California Malaga Grapes

First cars now arriving

**Michigan Celery**

**Blueberries**

**California Peaches & Pears**

**Cantaloupes**

**Local Fruits and Vegetables**

**WHITE & CO., LTD.**

WHOLESALE OF FANCY FRUITS

Main 6243

TORONTO

# Arrivals for This Week

1 Car California Bartlett Pears  
 1 Car Elberta Peaches, bus. bas.  
 1 Car California Late Valencia  
**Oranges**  
 (Golden Orange Brand)

1 Car California Lemons

3 Cars Bananas

All Extra Fancy Quality.

Daily arrivals of all other kinds Domestic Fruits and Vegetables.

Send us your orders. Same will have special prompt attention.

*The House of Quality.*

**HUGH WALKER & SON**

Established 1861

Guelph, Ontario

# California Fruit

**PEACHES**

Elbertas and Crawford

**PEARS**

Finest Quality Bartletts

**PLUMS**

Best Varieties Reds and Blues

**APPLES IN BOXES**

Fancy California Wrapped  
 Gravensteins and Alexanders

**LEMONS**

Car Fresh Californias, Heavy Pack,  
 Fine Quality.

**LATE VALENCIA ORANGES**

Extra Fancy Elephant Brand—  
 Fresh Car Just Arrived

All Domestic Fruits and Vegetables

**DUNCANS LIMITED**

NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS



# Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freeman's Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

## FREEMAN'S DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the  
**WATFORD MFG., Co., Ltd.**  
 Delectaland, Watford,  
 England.



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**When** in need of  
**Wrapping Paper**  
**Twines & Cordage**

**B**rooms  
 Brushes  
 Baskets

**Grocers' Sundries**

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

# BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

**Vogans** Overseas  
**CAKE**  
Put up in one pound packages.  
Order from your jobber to-day.  
**VOGANS, LIMITED TORONTO**

These one-inch spaces only \$1.25 per insertion if used each issue in the year.

**BARRELS**  
(The best shipping package.)  
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.  
Get our prices.  
**THE SARNIA BARREL WORKS, SARNIA, ONT.**

We are now located in our new and more spacious warehouse at  
**60-62 JARVIS ST.**  
**TORONTO SALT WORKS**  
GEO. J. CLIFF

**SUCHARD'S COCOA**  
The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.  
**FRANK L. BENEDICT & CO.**  
Agents Montreal

**SALMON PACK WILL BE LIGHT**  
Despite optimistic reports from some section on the B. C. salmon pack it is generally conceded that the pack will be very light this year in the better grades at least.

According to latest reports received from British Columbia, the sockeye pack, although a little larger on the Skeena River than last year, will, taking the Province as a whole, be a short one, and not equal to customers' requirements. It is generally believed that there will be scarcely any tall and very few halves.

Pink salmon are in good supply in the North, but the total pack in the Province, owing to the scarcity of this variety on the Fraser River, will be light. Some estimates place the pack on the latter river at one-tenth that of last year.

As the season for canning Cohoe salmon, the lower grade fish, comes later, it is too early to estimate the pack of this particular kind.

**MINCEMEAT**  
Write, wire or telephone for quotations for prompt or fall delivery.  
**E. B. THOMPSON**  
20 Front Street East, Toronto

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¾-INCH CUSHION FILLERS  
CORRUGATED FLATS  
**The TRENT MFG. CO., Ltd.**  
TRENTON - - ONTARIO

All these ads will have position on a live page each week containing reading matter.

**CHOCOLATTA**  
contains chocolate, milk and sugar in powdered form.  
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.  
**NUTRIENT FOOD CO., TORONTO**

Every reader will see the ads in the Buyers' Market Guide.

**SUGAR BAGS**  
With or Without Liners  
**E. Pullan, Toronto**

**GROCERS & BUTCHERS**  
Buy the Best  
FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER  
**C. A. MANN & CO.**  
LONDON, Ontario  
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Do not overlook the possibilities of this page.

# Wanted

## CLASSIFIED ADVERTISING

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

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

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

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

### WANTED

**DEAD STOCK OF PATENT MEDICINES.** drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

**AGENCIES WANTED FOR THE CITY OF** Ottawa. By young man calling on Grocers and Hardware firms. Corn brooms or other supplies. A. Thompson, 14 Pansy Ave., Ottawa, Ont.

### FOR SALE

**CASH CARRIER SYSTEM — AIR LINE —** seven stations; used four months; half price. Apply Box 420, Canadian Grocer.

### BUSINESS CHANCES.

**GENERAL STORE—BUSINESS OF THE LATE** E. J. Planche, Cookshire, Quebec. Established over 35 years. Large business, wholesale and retail; groceries, hardware, boots and shoes; gentleman's furnishings; dry goods and furniture. Apply E. J. Planche & Co.

**GROCERY BUSINESS AND STAND.** Bargain for quick buyer. Box 425, Canadian Grocer.

**GENERAL STORE IN A GOOD SECTION AND** doing a good business. Stock about \$4,000 reduced to suit purchaser. Owner giving up business. Box 423, Canadian Grocer.

**FIRST CLASS DRY GOODS AND GROCERY** business. Health reason for selling. Full particulars. Apply Box 383, Boydell Place, Sault Ste. Marie, Ont.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

## SITUATIONS WANTED

I WANT A POSITION, WHAT WILL YOU pay? Have had twelve years' Toronto Grocery experience. Five years' general store. Age thirty years. Married. Reply prompt. Box 424, Canadian Grocer.

## MISCELLANEOUS

**GROCERS—INCREASE YOUR PROFITS SELLING** Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories; Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

**MAYBE YOU HAVE A GOOD, WORTHY** line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

**ARE YOU OVERSTOCKED IN SOME LINES** which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.



## PAPER BALERS

Turn Waste Into Profit  
Made in 12 sizes.

Send for catalog.

Climax Baler Co.  
Hamilton Ontario

## Say the Word—

and we'll get your money for you

You are losing money every day on those bad accounts scattered through your books.

Let us get this money for you. We have the necessary qualifications that guarantee quick results. We collect everywhere. Full particulars and sample of our special form on request.

## NAGLE MERCANTILE AGENCY

Westmount (Montreal), Que.

Established 1909.

CANADIAN GROCER

# STANDARD Floor Dressing

## *Aids the Tidy Storekeeper*

**I**T is a means of freshening and brightening the whole store. It aids in keeping the shelves and the goods on them always fresh looking and attractive in appearance. It maintains the floor itself in smoother, better and more sanitary condition.

No mop or feather broom can control the dust as Standard Floor Dressing does. When spread evenly and economically over the floor surface, it catches and holds fully 90% of the atmospheric dust in the store. All that is necessary to keep the dressed surface in good order is regular sweeping of the accumulated dust and dirt with a stiff brush or broom.

As a material Standard Floor Dressing is sanitary and preservative. A gallon will effectively treat 500-700 square feet of surface and will last for months.

The dressing is sold in one and four gallon cans and in barrels and half barrels. It is easily applied with an ordinary floor sprayer.

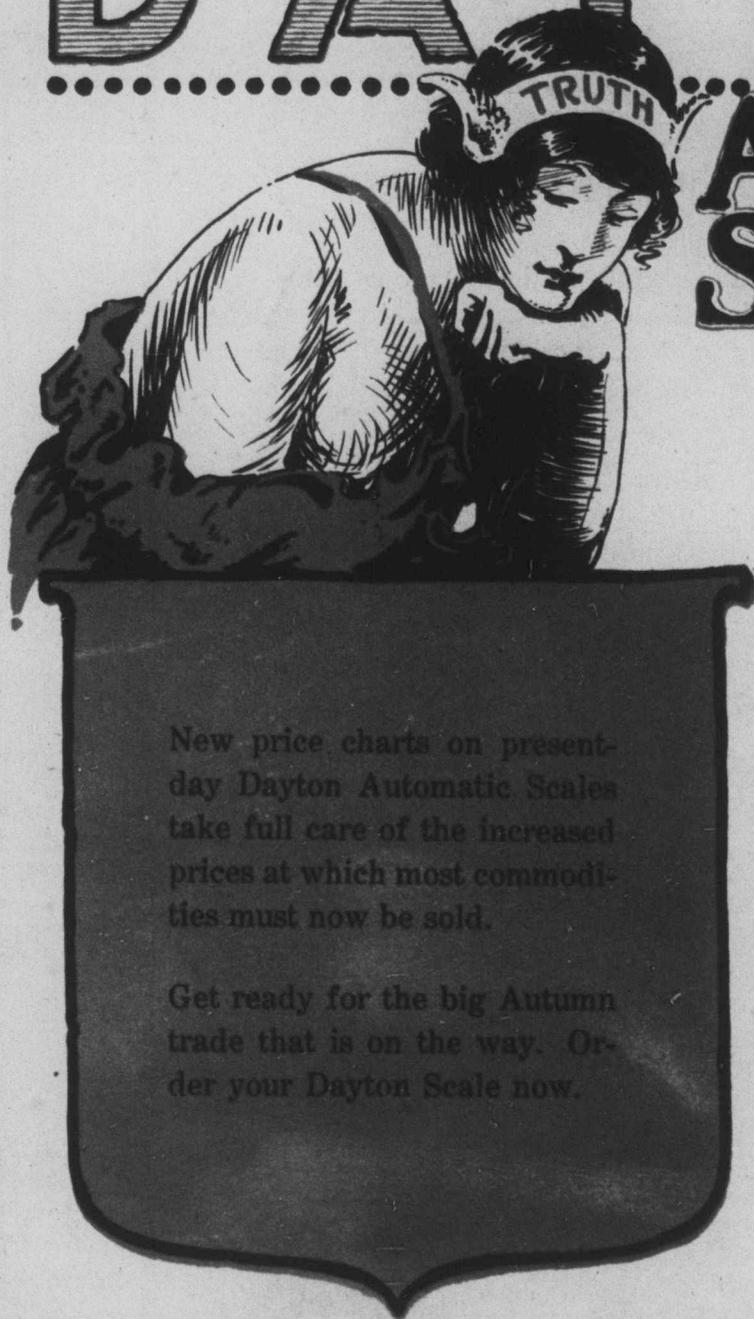
**IMPERIAL OIL LIMITED**  
BRANCHES IN ALL CITIES



CANADIAN GROCER

# DAYTON

## Automatic Scale



New price charts on present-day Dayton Automatic Scales take full care of the increased prices at which most commodities must now be sold.

Get ready for the big Autumn trade that is on the way. Order your Dayton Scale now.

Our new Dayton Scale Catalogue is very interesting.  
Let us send a copy to you.

### Dayton Computing Scales

Royce and Campbell Aves., Toronto, Ont.

*Branch of the International Business Machines Company, Limited, Toronto. Frank E. Mutton, Vice-President and General Manager. Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.*

Who pays for the overweight that sometimes gets by to your customers on an old style scale? Just think. Does the landlord? No! Does the wholesaler? No! Do your clerks? No! Who then? Your wife and family. For every loss comes out of your profits—and it is the profits from your business that keeps your family. Nothing else.

The Dayton Scale is a beautiful and durable weighing machine that tells the absolutely correct weight and calculates money value of everything weighable. You need one in your store. It safeguards your profits.

