

CANADIAN GROCER

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

Vol. XXXIII

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No. 35



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

SOME FACTS

OF INTEREST TO GROCERS

THE fundamental principles necessary to good distribution are these:—

A product that will give satisfaction—for satisfaction will result in repeat sales.

Attractive appearance—to hold the attention of the present user—as well as to gain the interest of the prospective user.

Fair profit—the article should be sold at a popular price—should provide a reasonable profit for the merchant.

In O-Cedar Polish and O-Cedar Polish Mops you will find all these points—combined with the important feature that O-Cedar Products are already well known to the consumer. The public is continually reminded of the merits of O-Cedar through our publicity in newspapers and other forms of advertising.

All the leading Hardware Dealers and Grocers sell O-Cedar Products owing to the great number of O-Cedar Merchants, many have never been called on by our regular representatives, only by our indirect representatives—"The Wholesale Salesmen." This wholesale service makes the buying of O-Cedar Products convenient, and we are able to indirectly call on every merchant.

With the co-operation of the merchants and because of the ever-increasing demand of the satisfied consumer, we have been called upon to frequently increase our factory output. To such an extent has our business grown that in spite of the ever-increasing cost of raw materials, we have been able to continue selling O-Cedar products of the same high quality at a standard price.

Space does not permit of the enumeration of all the excellent qualities of O-Cedar Products. The above facts, however, will enable a merchant to judge for himself the merits of these products.



The Channell Chemical Company, Ltd.
369 Sorauren Ave. - Toronto

O-Cedar
Polish
REG. CAN. PAT. OFFICE

Going to The Toronto Fair?

If you visit the Exhibition this year don't forget to look us up.

Our booth is situated as formerly in the Manufacturers' Building, where we have a big display of the BORDEN lines.

This annual exhibit of ours is having a splendid educational effect upon the buying public and is boosting the BORDEN demand still more. So if you are a Borden dealer you will be keenly interested, and if you've never yet sold BORDEN'S, come and see us anyway.

We'll be at home to you any day you call.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

VANCOUVER

She Thought Her Biscuits Would Never Stop Rising

So said Mrs. Brown of London in her letter to Mr. Harry Horne of Toronto. She writes as follows:—

"Dear Harry Horne, I just want to tell you that I have been using baking powder all my life, but I have never been so overjoyed with the results as the other day when I was using your Double Cream Baking Powder, in baking some biscuits, and I thought they would never stop rising, and believe me, sir, they were the finest and lightest biscuits that ever come out of my oven, and I've used pretty near every brand on the market. You sure have the right idea about making good Baking Powder, Mr. Horne."

Mr. Horne replied to Mrs. Brown as follows:—

"Dear Mrs. Brown: I thank you kindly for the compliments you paid to our Double Cream Baking Powder, and I was delighted to hear that it made your biscuits rise so beautifully, and turn out so light and flaky.

"Our Baking Powder Department is under expert management and the production of this product is on a strictly scientific basis, so that at all times, Mrs. Brown, you can depend upon this Double Cream Baking Powder of ours to give you 100 per cent. satisfaction."

Notice to the Grocers in Canada

Until the end of September we offer to pack for any grocer in Canada a one-lb. tin of Baking Powder under his own label and trade mark, at a price of \$25.00 per gross, F.O.B. Toronto, and give him the same quality as our Double Cream, which we know for a positive fact will give 100% satisfaction to the housewife.

We are in the baking powder business in a large way, with a large variety of special labels to choose from, and operate our own printing plant, have expert chemists at our command, and we therefore request you to get in this business with us, and get the advantage of our facilities. Forward your order to-day for 1 sample gross of Baking Powder, under your own brand and name, at \$25.00 per gross.

Mail your orders to

The HARRY HORNE CO., Limited

(Proprietors of Integrity Mills)

1297-1299 Queen Street West

--

--

TORONTO

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

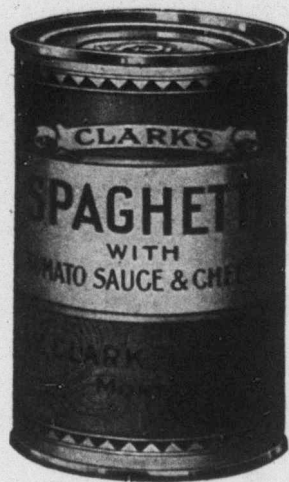
THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

CLARK'S SPAGHETTI



with
Tomato
Sauce
and
Cheese



A High Grade Delicacy and a Popular Seller

Prepared from the very finest Spaghetti, the best Canadian Cheese and fresh gathered red ripe Tomatoes.

Deliciously blended and cooked, nutritious and economical.

New Season's pack now ready.

W. Clark, Limited

Montreal



Rapid and Efficient Delivery

ABILITY to fill rush orders is often the secret of business success.

Speed — service — reliability — are embodied in the Ford Motor Truck.

It brings the distant suburbs — the adjoining rural districts — to your door.

You may often arrange to haul return loads at a profit.

Satisfies your customers and yourself.

Ford

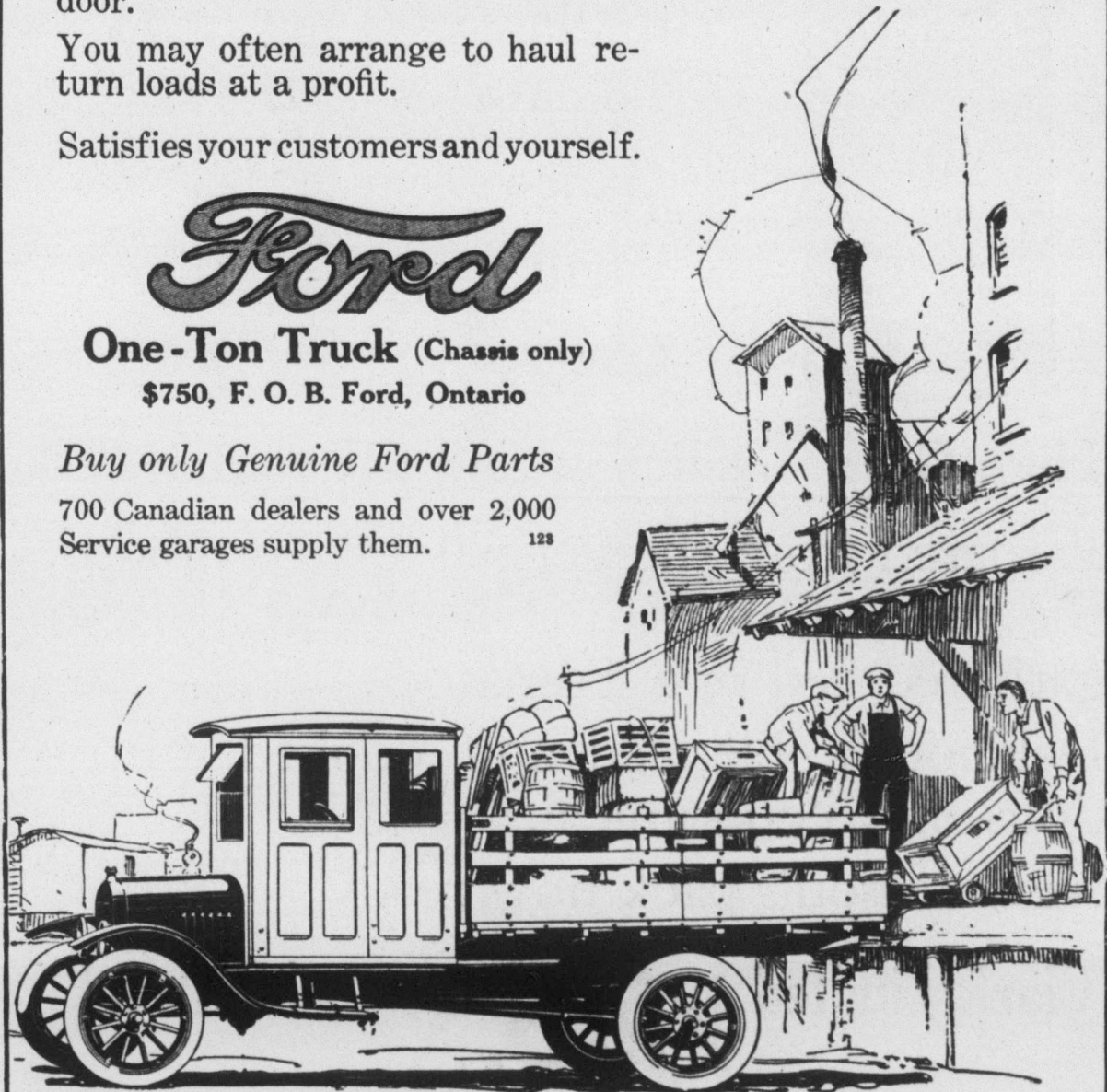
One-Ton Truck (Chassis only)

\$750, F. O. B. Ford, Ontario

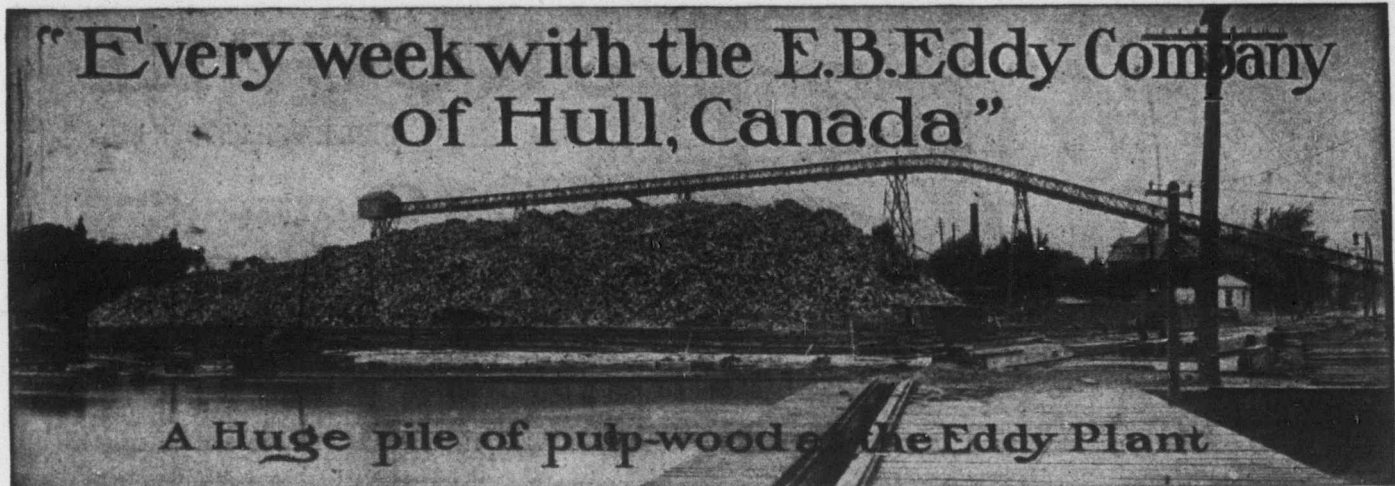
Buy only Genuine Ford Parts

700 Canadian dealers and over 2,000 Service garages supply them.

123



Ford Motor Company of Canada, Limited
Ford, Ontario



Story for Week Dated August 29, 1919

Being No. 49 in the Series



Delivering E. B. Eddy Company Products To The Retailer

Above is a photograph of the railway siding at the E. B. Eddy Company's plant in Hull with box cars waiting to be loaded with Eddy Company products. Speed in production is one characteristic of E. B. Eddy service. Speed in delivery is another. From this siding via Hull electric service to the main lines from ten to fourteen carloads of Eddy Company mixed products are despatched every day. The Eddy Company shipping staff employs at least thirty men constantly engaged in shipping Eddy goods. Six auto trucks are used to convey smaller shipments to the various freight depots which are very conveniently situated for the maintenance of Eddy Company service. One of the fastest feats in delivering Eddy Company products was achieved in July last year when on the 10th a wire was received ordering one and a half tons of paper, fibre and manila. The same day the shipment left the plant, and a day later it was in Montreal. This was a large shipment but equally swift or even swifter service is often rendered by the Eddy Company with smaller shipments to the retail trade.



Pointers From The Plant On Eddy Goods

Buy Matches with an eye to full value.

When you buy Eddy Matches you can assure your customers of a generously filled box of sure, safe lights.

Eddy's Indurated Fibreware Pails, Tubs, etc., cannot fall apart or leak. Good grocers sell them, and enjoy profitable business from their sale.

The best is always the Cheapest. Wrap your goods in Eddy's wrapping papers. Qualities to suit all purposes.

Be economical and sanitary. Save laundry bills. Install Eddy's Sanitary Paper Towels in your place of business.

Eddy's self-opening, box-shaped Grocery bag is an Eddy Specialty worth your attention. The Eddy Company make paper bags for all purposes.

Watch for further articles on interesting manufacturing processes in the Eddy plant. They will appear on this page each week.

Something New in Appetizers—

MAROMA

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress, Ltd.

WALKERVILLE, ONT.

W. G. PATRICK & CO., Limited

Toronto and Winnipeg Selling Agents for our Blue Seal Lines

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme NOW



It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cle Canadien Importation

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town.

Purity

TABLE
SALT



In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.

THE WESTERN SALT CO., LIMITED
COURTRIGHT
ONT



There's A Big Difference

between the average keg soda and Cow Brand.

Cow Brand has stood for the best in Baking Soda for over 70 years.

Much inferior soda is put up in kegs but there is never a doubt about the package soda with the Cow Brand Trade Mark.

Church & Dwight, Ltd.
MONTREAL



Made from the very purest materials

Royal Salad Dressing and Royal Mayonnaise

That's why more and more good housewives are asking for the two Royals in preference to other salad dressings.

You can recommend Royal Salad Dressing and Royal Mayonnaise and know that the quality is there—right down to the very last drop.

HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

Always repeats

That's just the secret of King George's Navy Chewing Tobacco. It repeats—because its deliciously "different" texture appeals to every man who loves a good chew.

When you consider the wide margin of profit on every sale of King George's Navy, is there any reason why you should not feature it constantly?



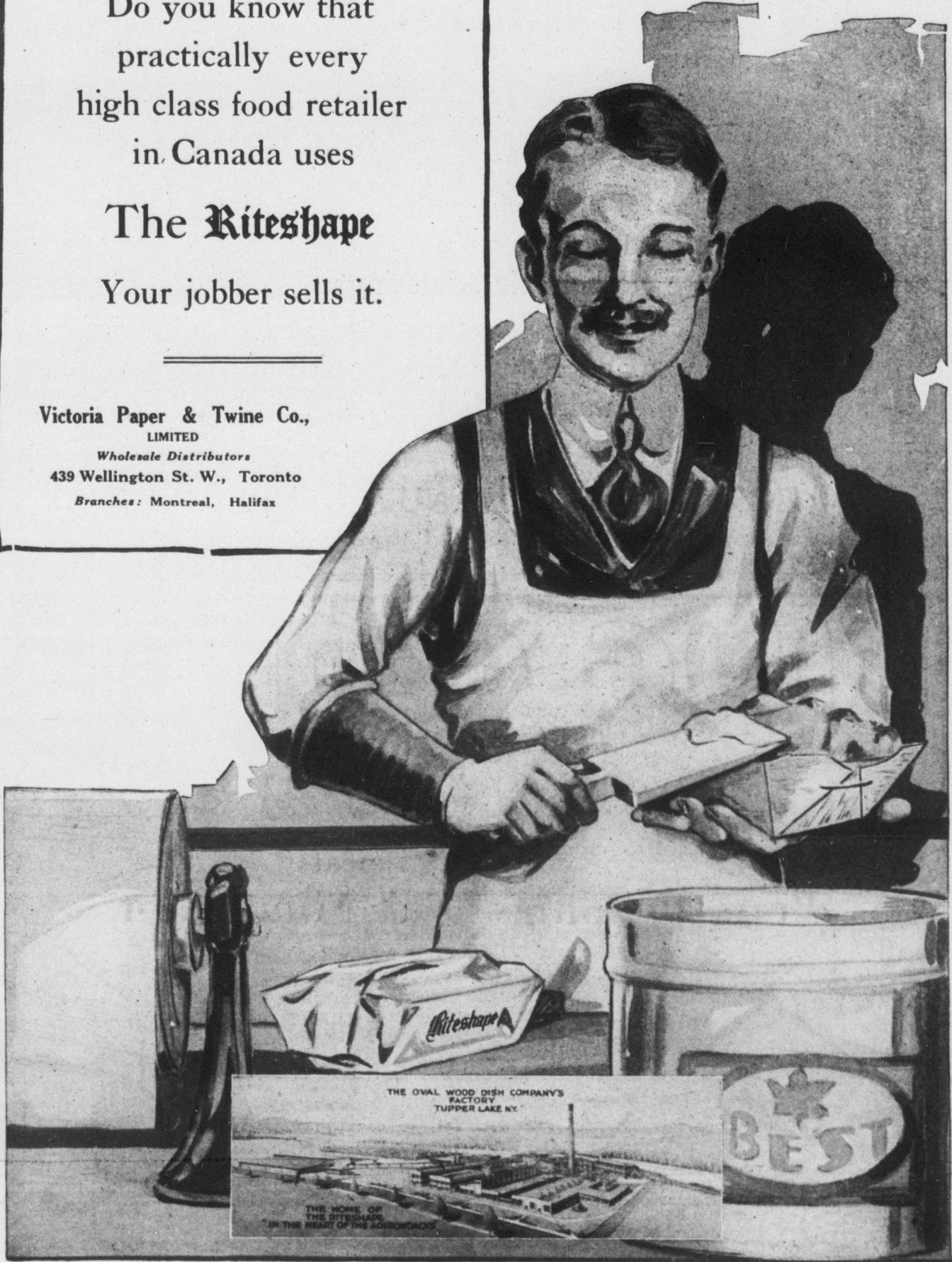
Rock City Tobacco Co., Ltd.

Do you know that
 practically every
 high class food retailer
 in Canada uses

The Riteshape

Your jobber sells it.

Victoria Paper & Twine Co.,
 LIMITED
 Wholesale Distributors
 439 Wellington St. W., Toronto
 Branches: Montreal, Halifax



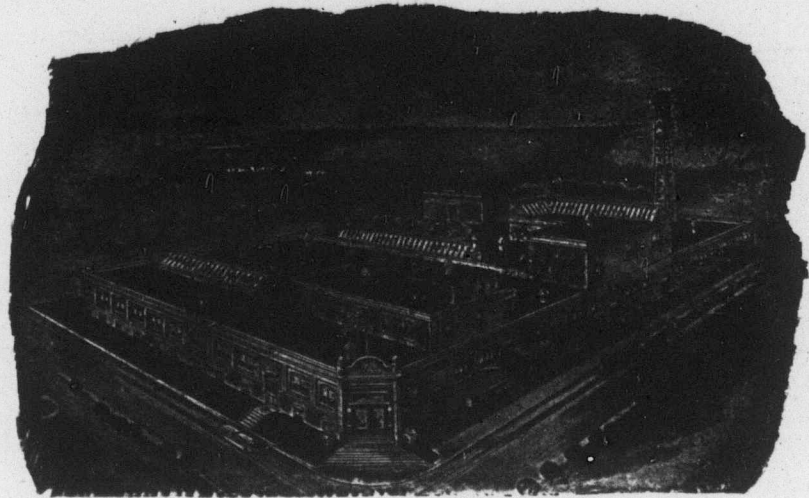
THE OVAL WOOD DISH COMPANY'S
 FACTORY
 TUPPER LAKE N.Y.

THE HOME OF
 THE RITESHAPES
 IN THE HEART OF THE ADIRONDACKS

WAGSTAFFE'S

New
Season's
1919
Lemon
Orange
and
Citron

Caps or Cut
Ready for
Use.



THE MOST UP-TO-DATE CANDIED PEEL AND
CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



HOPS

In Quarter and Half Pound Full and Short Weight Packages
BUY DIRECT FROM THE PRODUCER
BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
 Sardis, Agassiz,
 B. C.

Head Sales Office:
 [235 Pine] Street
 [San] Francisco,
 California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
 Ontario: Raymond & Raymond, London, Ontario.
 Quebec: Arthur P. Tippet & Co., Montreal, Quebec.

DESICCATED COCOANUT

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

Our agents are:

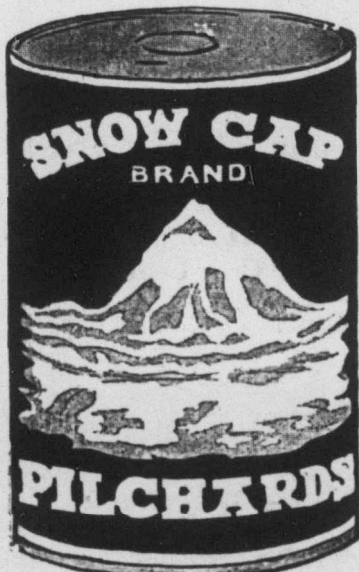
Tees & Perse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Perse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

SNOWCAP PILCHARDS



Delectable
 and
 Dainty
 Hand
 Packed
 BY
 The Nootka
 Packing Co., Ltd.

Packed in 1 lb. Talls
 and 1-2 lb. Flats
 Sold by your jobber

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

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 announcement appear on this page.

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA - VANCOUVER.

KELLEY-CLARKE CO.
VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities. Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.

Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

PETER LUND & COMPANY
MANUFACTURERS AGENTS

Can sell, and if required, finance one or two additional staple lines for British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

FOR REPRESENTATION
in B. C.

VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO. We cover the RETAIL TRADE

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

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER



MACARONI

The pure food that builds Muscle and Bone at small expense.

The Meat of The Wheat

Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them
For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.

WINNIPEG, MAN.

Correspondence Solicited

**Wholesale Grocery Brokers
Commission Merchants**410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada

502 Avenue Building, Winnipeg

THE McLAY BROKERAGE CO.WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*

WINNIPEG

MANITOBA

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A 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.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBUTION

SIX HOUSES IN WESTERN CANADA

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



The House of Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.
Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

ALBERTA

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.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

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

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Calgary Storage & Cartage Co.,
Limited
Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY, ALTA.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

COLD STORAGE Regina - Saskatchewan WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

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

**LOGGIE, SONS
& CO.**
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Con-
fectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

EL ROI-TAN PERFECT CIGAR

OCEAN BLUE
In Squares and Bags

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

Give all your customers the opportunity of testing it, and you will soon need to Order more from your Wholesaler.

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

Western Agents: For Mani'oba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

EVERY DOG OWNER
throughout the World
Knows

SPRATT'S
DOG CAKES
and
PUPPY BISCUITS

Will you cater for
those in your town?

Ask your jobber for them or write for
samples and prices to

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON

Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

MARITIME PROVINCES

For Representation in Montreal

J. C. Thompson Company

209 St. Nicholas Bldg.

We cover the retail trade

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF TRADE BUILDING - Montreal

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

Established 1889

HOWE, McINTYRE Company

Grocery Brokers, Importers and Manufacturers' Agents.

91-93, Youville Square,

MONTREAL CANADA

We Want Agencies for FOOD PRODUCTS

For Prince Edward Island
BEST REFERENCES

J. C. Carragher Company
Charlottetown, P.E.I.

W.J.SHEELY

*Grocery Broker and
Commission Merchant*

AGENCIES WANTED
CONSIGNMENTS SOLICITED

Bankers: Home Bank of Can.

St. Nicholas Bldg. Montreal

The Advertisers would like to know
where you saw their advertisements—tell them.

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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



BROOMS

BROOMS
BROOMS
BROOMS

Only the best material used.

See our traveller or write us direct.

ALTEN LOHNES

35 Queen St.
Charlottetown P.E.I.



It's the largest seller of any soap on the market

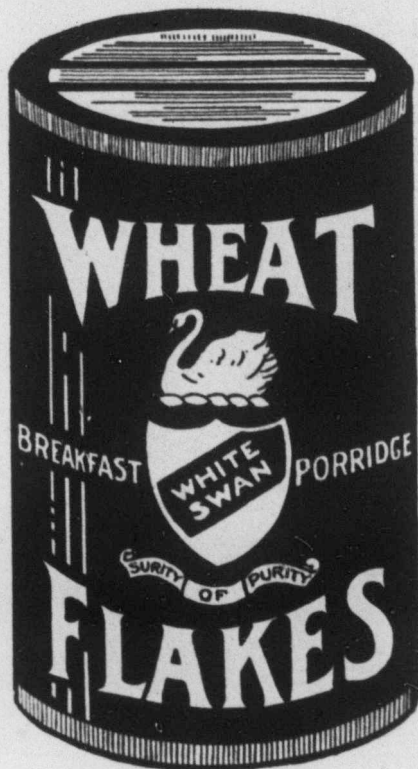
PALMOLIVE Soap is growing in public favor every day. Dealers featuring Palmolive have their selling efforts backed by persistent magazine, newspaper and billboard advertising.

There's a good profit on every sale of Palmolive — big enough to make regular displays very worth while.

Are you a Palmolive dealer?

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(912)



White Swan Wheat Flakes

*Something better in the way
of a breakfast food*

All the flavor and all the nutriment of the finest wheats are deliciously developed in White Swan Wheat Flakes.

Urge every housewife to try a package of these Wheat Flakes. You can be confident that her opinion of this delightful breakfast food will cause her to ask for it later by preference.

And you'll find White Swan Wheat Flakes a real money-maker.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

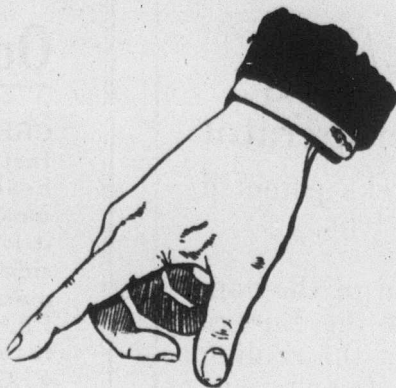
are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND



Far-famed for Quality

"SALADA"

TEA

is now on sale in the following countries :

Algeria	British Honduras	France
Argentina	Belgium	Honduras
Bahamas	Canary Isles	Iceland
Barbados	Chile	Morocco
Bermuda	Columbia	Panama
Brazil	Costa Rica	Sierra Leone
British Guiana	Cuba	Venezuela

and, of course, throughout Canada and United States.

Beginning on the bedrock and in the face of deep rooted customs 27 years ago, Salada sales have increased year by year, gradually at first, and then with tremendous strides until it is now

The largest selling packet Tea in America

WE NEED SAY NO MORE to the wise trader.

You know the dollar that makes the most money for you is the one that turns over the most frequently.

"SALADA" TEA COMPANY

*When at the Toronto Exhibition call in and see us
at 461 King St. W. We have an educational exhibit of real interest.*

Every **EUREKA**
refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable food-stuffs.

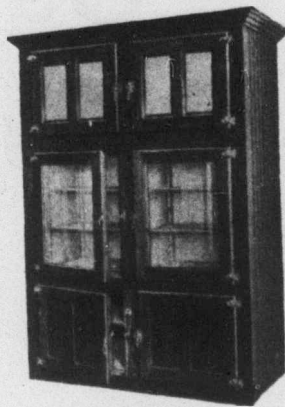
Ask a brother merchant who has one.

Satisfied customers our best ad.

**EUREKA
REFRIGERATOR
CO., LTD.**

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal, Calgary, Halifax



No. 19
Eureka Refrigerator

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of **CREAM OF BARLEY**, **PEARL BARLEY FLOUR** for Babies and Invalids, and **SISTER MARY'S PAN-CAKE FLOUR**. Every package of **CREAM OF BARLEY** is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "**CREAM OF BARLEY**" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

BODLEY'S

FRUIT AND POUND CAKE

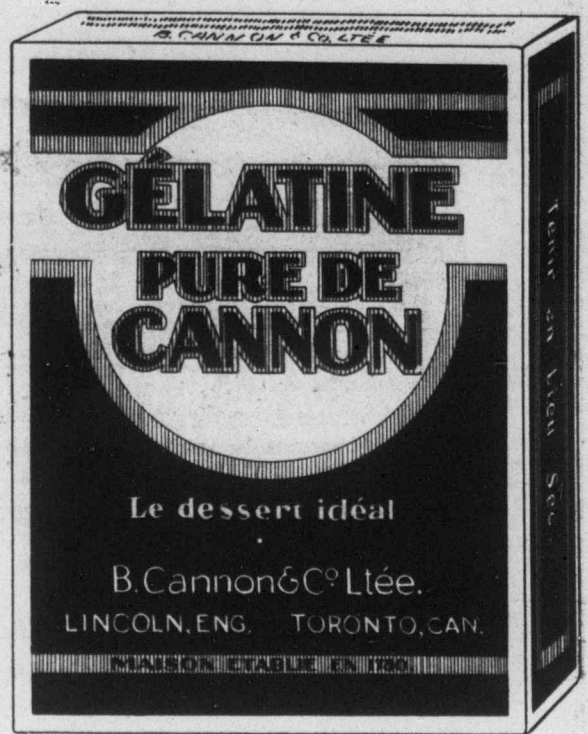
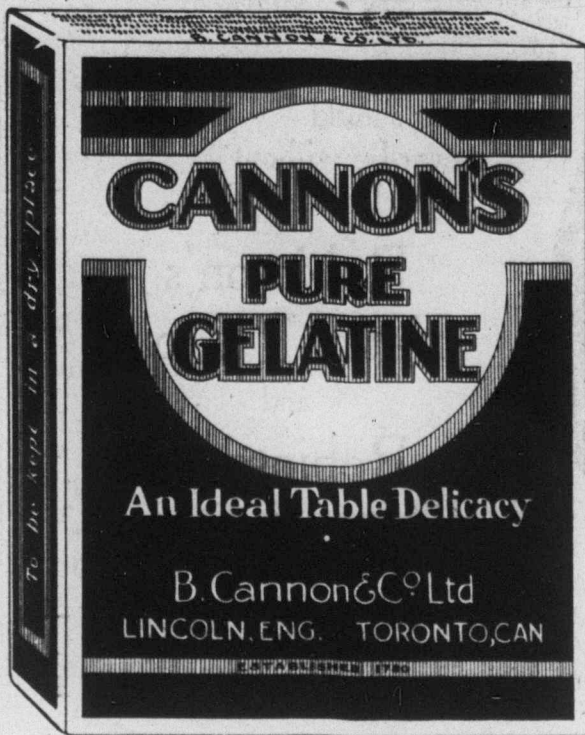
A line of unexcelled quality.

Special size show cases for display.

Write for Price List.

C. J. BODLEY, LIMITED

- TORONTO



On The Market

The above is a reproduction of the package we have adopted for the Canadian retail trade. Each package contains two envelopes of Gelatine sufficient to make two quarts of delicious jelly. Also a book of recipes, printed in both English and French.

Cannon's Gelatines are known the World over

Distributed by

The Cannon Canadian Company, Limited

361 Sorauren Ave.,
TORONTO

81 Grey Nun St.,
MONTREAL

We will appoint agents for the Province of New Brunswick and Nova Scotia, with headquarters in St. John and Halifax, for the sale of our Products.—Applicants please write main office, Toronto.



You should
never be without
a good stock of

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

You realize the value of pushing lines that are widely known and appreciated everywhere as positively the Best Infants' Foods in existence.

MAGOR, SON & COMPANY, LIMITED

30 Church Street, Toronto

191 St. Paul Street West, Montreal

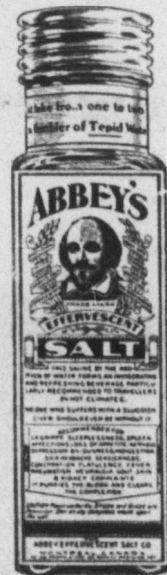
Abbey's EFFERVESCENT SALT

Makes Life
WORTH LIVING

There is no good business reason why every Grocer and General Store in Canada should not handle ABBEY'S SALT. It is a standard preparation for Headaches, Bilioussness, Constipation, Indigestion, and to regulate the Stomach, Liver, Kidneys and Bowels.

It is well and widely known; has been recommended and prescribed by physicians for many years; and is advertised the year round in newspapers, magazines and street cars. It is sound business to handle such a paying proposition as ABBEY'S SALT.

ABBAY EFFERVESCENT SALT CO.
MONTREAL



CANADIAN GROCER

Vol. XXXIII.

TORONTO, AUGUST 29, 1919.

No. 35

Specializing in Fruit Helps Business

Brampton, Ont., Store Has Half-Century Reputation as a Fruit Trading Centre to Aid the Business—Other Ways of Building Business.

Ever since the store of James Dawson & Company, Brampton, Ont., was opened upwards of 50 years ago, fruit has played an important part in its sales.

The late Charles Dawson was, in fact, the first man to ship apples in barrels to the Old Country.

This he did in the early sixties, a trade that afterwards developed into quite large proportions. Another son now carries on this export business, but the Dawson store also does a tremendous trade in fruit. "It is one of the biggest ends of our business," J. H. Dawson, manager of the company, told CANADIAN GROCER. "We make a speciality of fruit the year round.

"Two years ago we sold over 12,000 baskets of peaches, and some Saturdays, in the berry season, we have sold as many as 2,000 boxes.

Bulk Display a Sales Factor

"We pile it up in front of the store, so that people readily see it, and we are not long in disposing of it. We are also shippers of fruit, selling a lot of it in a wholesale way to surrounding towns and villages." The Dawson Company carries fruit and fresh vegetables the year round, making it a point to always have a choice stock of whatever is available.

A reputation in the fruit selling game, Mr. Dawson believes, has done much to stimulate the grocery trade. He finds that in getting the people coming to his store for fruits they invariably make purchases of general groceries.

Ice Cream Parlor Helps the Store

Mr. Dawson believes in catering to the public in as many lines as is consistent with the grocery trade. His ice

cream parlor and soda fountain at the rear of the store is not only a very gratifying revenue producer on its own account, but is very productive in the way of creating new business for other goods. A good deal of "catch" trade is directly due to the ice cream parlor.

A Big Farm Business

Farm produce is also a big department in the Dawson store. Mr. Dawson told CANADIAN GROCER that for many years the company has been a heavy buyer of butter and eggs. "I have bought as many as 1,000 dozens of eggs on a Saturday. We pay cash for both butter and eggs. We often ship to Toronto as many as 2,000 dozens per week, besides what we sell in the store." Mr. Dawson does not ship butter on quite as large a scale as he does the eggs, as dairy butter is not bought as freely, the dealers preferring to buy direct from the creameries. As an indication of the type of business done by the store, Mr. Dawson pointed out that in sugar sales alone he averaged a car per month.

The business grew from a small concern, conducted in the cellar of an adjoining building, to the new and up-to-date quarters where they are now situated.

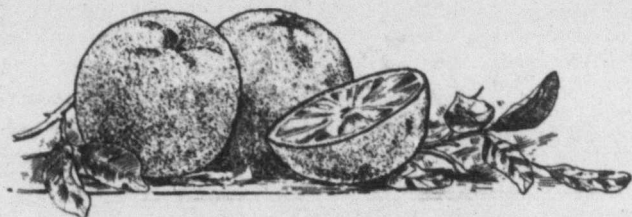
Over Half a Century in Business

It was in 1857 that the late Charles Dawson, father of the present manager of the store, first commenced business. Operations were then on a very small scale, but steady expansion has been the watchword of the Dawsons ever since their entry into the grocery trade, and down through a period of over sixty

years progress and development has marked the conduct of the store. Today the annual turnover represents more than \$100,000, and the clientele covers a very wide-spread community. The present premises are large and commodious, and the store is attractive to the eye, with its goods splendidly arranged, with the idea of making best display possible. The Dawson Co. employs a motor truck delivery, as compared with a push cart when the business was first started, thus providing ample evidence that this store has kept pace with the progress of the times. A staff of five is now employed to cater to the needs of the public. A large telephone business is done, and on Saturday, trade with the farming people adjacent to Brampton is on a very large scale.

Selling New Lines Helps Business

When asked by the CANADIAN GROCER representative to what did he owe the enormous business he is at present doing, he replied that, first of all, it is due to the fact that the firm has long been established, and had, many years ago, built up the reputation that attracts. Then, again, enterprising methods in the conduct of the store had served to create new business. The proper display of goods, pushing the sale of new lines as they came on the market, have had their place in the Dawson programme. It has always been the firm's endeavor to keep abreast of the times, and new ways and means of furthering and promoting trade readily appeal to the management of this store.



No Likelihood of 20-Cent Sugar

Present Situation as Regards Supplies is Stringent, But Delays in Shipments of Raws on Account of Marine Strike is Responsible

THE statement reported to have been made at the annual meeting of Canadian Wholesale Grocers in Ottawa last week, that sugar will see a price of 20 cents per pound before the season is over, is described as merely sensational by persons in a position to know. While the situation is generally viewed as stringent, and stocks are reported almost negligible in some districts, it is a temporary condition, and there is absolutely no ground for any such pessimistic statement.

Within the next month there will be an improvement, and supplies will be much greater. C. A. Pyke, in speaking of the assertion that sugar would reach the 20c figure, told CANADIAN GROCER that the Canadian Trade Commission had informed wholesalers that the Commission might be able to buy back from New York purchasers, sugar which had been sold for export. This sugar, Mr. Pyke stated, would have had to sell to the consumer around 15 cents. This condition may have been the basis for the prophecy of 20 cent sugar.

The marine strike has played a big part in the scarcity of supplies. Two refineries are closed down because they cannot get raws, and all are far behind in deliveries. But even with the present scarcity, more sugar has been consumed this year than last. Confectioners, bakers, and the public generally have had more abundant quantities. The situation in the United States is much the same as in this country, owing, of course, to the recent marine strikes. Referring to conditions, Willett and Gray, in their weekly Sugar Journal, state:

"The small Cuban exports for the week of only 19,514 tons to United States Atlantic ports, directly due to recent marine harbor difficulties in the United States, will cause a short period of light receipts at the Atlantic ports."

Sharp Advance in Millfeeds

Supplies Are Very Scant and the Likelihood is That Quotations Will See Even Higher Levels

THE situation in millfeeds is one as to cause some concern among millers, and those accustomed to trading in the same. Indications point to a shortage in the coming months even greater than at present exists. Prices have advanced to new high levels in the past week, shorts being quoted at \$55.25 and bran at \$45.25 per ton. These are extremely high figures, but millers state that there is a very heavy demand in the face of scant supplies. Several factors contribute to this shortage. The fact that in Western Canada, principally Alberta, pasture was dried up for want

of rain, increased the consumption of millfeeds to such an extent that it was impossible to conserve stocks through a season when cattle should be fed on pasture. Then again the crops of wheat, neither in Ontario nor in the West, are as plentiful as a year ago, and on this account it will take a larger amount of wheat in the manufacture of a barrel of flour. Some millers told CANADIAN GROCER that there is little likelihood of lower prices of millfeeds on this year's crop, and all indications pointed to even higher quotations ruling in the coming months.

Teas Continue to Advance Steadily

Enormous Holdings in London Control Market—Heavy Stocks Being Held for a Price, so Market is Kept at High Level

DESPITE the fact that there was an advance in Ceylon last week of five cents on fine teas and 3½ cents on medium, there is no indication that tea prices have reached their limit. This week on top of the sharp increase just noted there has been a further advance of a penny on medium grades and a farthing on fines. For ten continuous weeks there has been a steady weekly advance in prices. Even though the war is over, and the freight situation somewhat improved, prices maintain their upward tendency. At their present figures they are at about the maximum price paid for tea, only for six weeks during the course of hostilities did tea prices exceed those at present in force.

Supplies Very Limited

But it is not entirely the high prices that are the disturbing factor. Even at these figures, it appears almost impossible to secure supplies. The head of one large tea house states that the situation is unusually serious owing to the fact that deliveries are so limited. Their agents are on the ground with a free hand in buying, but despite this fact, they are getting hundreds of pounds where they should be receiving thousands. The fine tea season is now at

to be taken into account the demands of such countries as Austria and Germany. Prices on Cuban raws for delivery next January, February and March are very high on the basis of \$6.50 f.o.b. Cuba. Canadian refiners who advanced their quotations a fortnight ago have announced no further increases, but the Canada Sugar Refining Co., who did not put up their prices at the same time on Tuesday of this week, announced a jump of 45 cents per hundred, making the price 10 cents under the other refineries.

its height, and will soon be a thing of the past, and buyers are consequently anxious to purchase as heavily as possible, but despite this keen demand they are faced with a shortage of shipments, for which it is difficult to account.

London is usually the controlling market on tea, but it seems difficult to believe that London can be the factor that is making it so difficult to get supplies.

Enormous Reserve Stock

London is at present faced with an abnormal holding of teas. There is in store there some 180,000,000 pounds, whereas the normal stock holding at this time would be around 80,000,000, so that stocks are considerably more than double this market maximum requirements, and it is hard to understand the stringent conditions in production points in the face of this overloading of the great London tea market.

It may be, however, that it is part of a definite campaign to maintain tea prices on the part of the owners of this enormous stock. Such heavy supplies would naturally suggest easy market conditions, but the English holders are reluctant to face the possibility of a loss, and are consequently holding these stocks at firm prices, and only releasing at prevailing market figures, which, of course, would show them a profit.

Probable Effects

Just what effect these two factors will have on the local situation is rather difficult to state. The fact that these London stocks are being so firmly held has compelled other handlers to go into the primary markets and bid on the present strong markets for their supplies.

Teas at the present figure, will of course, not be in consumption for some time to come, so that any effect will be delayed for some time, but providing that British holders are not compelled to market their holdings at less than prevailing market figures, the indications would seem to favor a further advance in teas in the not very distant future.

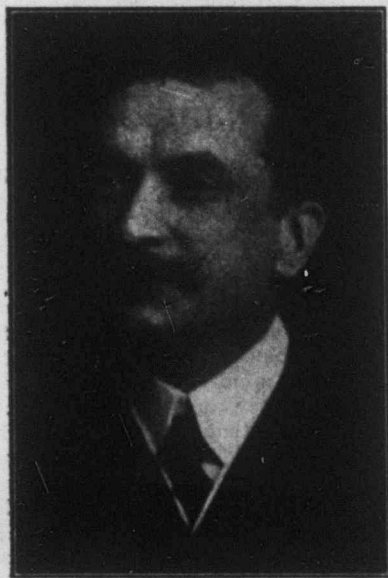
New Wholesale Grocers' Association Organized

First Annual Convention is Held in Ottawa—Hugh Blain, of Toronto, is Elected President—Next Meeting Will Take Place in Toronto.

THE Canadian Wholesale Grocers' Association at their convention in Ottawa last week decided to appoint a committee of six to meet a committee of a similar number from the Retail Grocers' Association for the purpose of discussing differences and questions of mutual concern to both organizations. The convention was attended by 95 per cent. of the wholesale grocers in Canada, and a new organization was formed, embracing the entire Dominion from coast to coast under a special charter.

Hugh Blain, of Eby-Blain, wholesalers, Toronto, was elected president. The association decided to hold its convention next year at the same time, in Toronto. Winnipeg delegates made a big effort to secure the convention for the Western city, but Toronto won out. Considerable time was spent in drafting by-laws and constitutions, and among other things, it was decided to draw the attention of the proper authorities to what the wholesalers term is unfair discrimination, in favor of the big packers on the part of distributors. It was generally agreed that transportation accommodation could be improved.

W. F. O'Connor, vice-president of the Canadian Board of Commerce, at the request of the convention, attended and explained the clauses of bills Nos. 166 and



ZEPHER HERBERT,

president of Hudson Hebert, Montreal, elected 1st vice-president of the Canadian Wholesale Association.

167, giving the members of the association the fullest possible information regarding the working of the new acts.

The officers and executive committee follow: Hugh Blain, Toronto, president; Zeph. Herbert, Montreal, first vice-presi-

dent; S. C. Burton, Regina, second vice-president; G. E. Barbour, St. John, third vice-president; T. H. Kinnear, Toronto, treasurer; A. C. Pyke, Toronto, secretary.

Executive committee: Robert Kelly, Vancouver; H. C. Wilson, Victoria; John Horne, Calgary; R. G. Bradley, Edmonton; T. B. Jones, Regina; J. T. Miller, Regina; H. B. Gordon, Winnipeg; A. O. Marrin, Winnipeg; H. W. Chamberlain, Ottawa; W. G. Lumbers, Toronto; A. H. Wetmore, St. John; A. F. Randolph, Fredericton; J. L. Wilson, Halifax; James McConnell, Sydney; A. Chaput, Montreal; J. S. Royer, Quebec.

U.S. TO HAVE INCREASE IN SUGAR PRODUCTION

Cane Sugar Estimates Show Heavy Falling Off, But Heavy Beet Sugar Crop Makes up the Difference

The sugar season of 1919-20 begins with a forecast of production of about 1,100,000 short tons, made by the Bureau of Crop Estimates of the United States Department of Agriculture, or about 73,500 tons more than the average of the preceding six years, during which time the total of the two crops of beet and cane sugar has slightly exceeded 1,000,000 tons every year except in 1914-1915, which is higher than the record crop of 1915-16, by nearly 75,000 tons and is above average of the preceding six years by about 169,000 tons, but the cane sugar crop this year is forecast at only



A. C. PYKE.

Toronto, secretary of the newly organized Canadian Wholesale Grocers' Association.

159,069 tons, compared with which is the average of about 254,500 tons of the preceding six years. During many years the cane sugar crop of only 1915-16 has been lower, and of only 1912-13 has been nearly as small. The low prospects of this year's crop at the date of July 1 are due to a wet, cool spring and to a somewhat low acreage. In recent years cane sugar has usually been about one-quarter of the total of cane and beet sugar produced in contiguous United States, but this year the prospect is that it will be only about one-seventh.

The area planted to sugar beets this year is the largest one on record and, it is estimated, reaches 890,400 acres, or 200,700 acres more than last year and 83,800 acres more than the largest previous area, in 1917. The condition of the crop July 1 was low on account of adverse weather conditions.

United States Enlarges Food Control Bill

Will Investigate Conditions in Foods and Clothing and Sundry Allied Lines—Provides Serious Penalty for Profiteering

ON Friday last the United States Government passed the amendment to the Lever Food Control Act to extend its powers to include clothing, containers of food, feed or fertilizers, fuel oil and implements used in the production of necessities, and to penalize profiteering by a \$5,000 fine or two years' imprisonment.

Not to Consider Rents

Proposals to make the act apply to profiteering in house and room rents adopted by the House in Committee of the Whole were stricken out in the final vote.

Efforts were made by both Republicans and Democrats to have the amendment's provisions cover necessities other than those included in the amendment as reported by the Agricultural Committee.

Inclusion of kerosene and gasoline was proposed by Representative Strong, who said the prices of these products had increased 300 per cent. in the last two years, but his amendment was rejected by a close vote, while a motion to include raw cotton was eliminated on a point of order.

Farmers' Feed for Investigation

Attempts to bring farmers and farm organizations within the jurisdiction of the amendment were also blocked.

Recommendations of Attorney-General Palmer to include retailers doing a business of less than \$100,000 under the profiteering section, so that the Department of Justice might "go after the little ones," were included in the measure as passed.

Enormous Demand for Raisins

California Crop Will be a Heavy One, But so Far Only 50 Per Cent. of Bookings Have Been Confirmed

THAT there will be an increased production of raisins this year is the opinion of the Universal Importing Co., Quebec representatives for the California Associated Raisin Co., and whose manager, A. S. Radofsky, stated some views to CANADIAN GROCER, which will be of interest to the Canadian trade at this time. What the actual yield is will depend very materially upon weather conditions, of course, but the present indications are quite favorable, taking a broad view of the whole situation.

Reports have been circulated to the effect that prices this year would be far in excess of the highest levels of last year. Mr. Radofsky states distinctly and decidedly, that as far as his principals are concerned, prices will be kept within bounds, and that these will not be more than one cent to one and a half cents per pound above the markets of 1918.

Immense Increases

The objects of raisin growers has been that of increasing production, said Mr. Radofsky, so that prices might be controlled. So great an increase has been attained already that it is expected this year that from 175,000 to 200,000 tons of raisins will be marketed. This will be the largest crop yet produced, which will be the means of giving the producers an increased revenue and so cut the cost of the product per pound. Given a good yield, as is now promised by the prospects already referred to, the market prices should not, it is thought, greatly exceed those for the past year.

An Important Point

One of the important elements in the program of raisin growers the past season was that of popularizing the raisin, stated Mr. Radofsky. This has been accomplished to a very considerable degree through extensive advertising, and as a result of which raisins have come to be used in new ways not in general recognition before. The results attained have been gratifying, increases being made from 50 to 100 per cent., or perhaps even more, in the consumptive demand for use in new ways now in general recognized more and more as a commodity possessing much food value, and a greater use this year, by the masses, of raisins, will be one of the factors in exercising price control.

An important additional element that should be mentioned, is that of the fixed price at which growers have agreed to market their production. This gives the grower, this year, the assurance of getting around \$40 per ton for his crop. In addition to this, he may get more, depending upon the overhead charges of operation and marketing. These have been allowed for in making the foregoing estimate that prices will not exceed

one and a half cents more than those of 1918. One of the most outstanding features of the producers for which Mr. Radofsky is representative, is that of continuing to market increasing quantities of raisins at prices which will meet with popular favor. For, as he pointed out, if these prices to the consumer go beyond a certain point, consumption will decrease. The aims would be defeated.

It was further pointed out that pros-

pects are excellent for a heavy peach yield this year. It will be a factor in price control, and the quotable basis for the season now being entered upon will probably not be so high as first indications suggested. Without question there will be a large demand for all that may be produced, no matter what the yield is, but it is encouraging to note that the present outlook is a hopeful one.

Although Mr. Radofsky predicts the probability of lower prices, as above outlined, he points out that there will not be enough supply to go around, because of the big export demand. It is simply a question, he states, of who gets in first.

United States Sets 1 Cent Margin on Sugar

Must Wholesale at 10 Cents and Retail at 11. Merchants Exceeding These Profits Will be Heavily Fined

THE active control of sugar prices in the United States was resumed on Thursday of last week after it had been agreed between the Department of Justice and the Food Administration that licenses would be revoked when it was shown that dealers had been profiteering.

It was announced that: Sugar should reach the consumer at approximately 11 cents a pound. This figure is based on the fact of the ownership of the entire domestic and Cuban crop by the United States Sugar Equalization Board which is selling to refiners at 7.28 cents a pound. The wholesale price was set at 10 cents. Those prices are considered fair, and if the statement of the department is to be taken at its face value those prices will be insisted upon and jobbers or retailers exceeding the limit will be

charged with profiteering, and this in face of the fact that Herbert Hoover, as the late food administrator, allowed retail grocers 1½ cents profit.

By this ruling, which seems likely to be vigorously maintained, the grocer will be permitted in the United States a bare 10 per cent. gross profit. "Ten cents a pound is a fair wholesale price. The additional penny should be enough profit for the retail dealer," says Assistant Attorney-General C. B. Ames. "Dealers charging more will be investigated." Moreover, consumers who are charged more are asked to write to the Department of Justice, Washington, or to the nearest United States district attorney. Already two convictions have been obtained, one at Pittsburgh and one at Binghamton, N.Y., where the dealer was fined \$500.

Opening Raisin Prices Named

1919 Quotations Show Enormous Advances Over Opening Figures a Year Ago, in Some Instances Approximating 100 Per Cent.

The opening prices on the new California raisin crop are announced by the raisin association. They show very substantial increases over the figures of a year ago, as reference to the appended price comparisons will indicate. The advance in some instances represents almost one hundred per cent. The prices following are on the basis, f.o.b. California:

	1919	1918
Fancy seeded, 16 oz.	0 15	0 09½
Choice seeded, 16 oz.	0 14½	0 09½
Fancy seeded, 12 oz.	0 11½	0 07½
Choice seeded, 12 oz.	0 11½	0 07½
Bulk seeded, fancy	0 14¼	0 08.85
Do., choice	0 13½	0 08
Thompson's seedless, bulk, re-		
cleaned, 25s	0 14½	0 09¼
Thompson's 12 oz., seedless.	0 12½	0 08
Thompson's 16 oz., seedless.	0 15½	0 09.90
Crown Muscatels, No. 1	0 14	0 08½
Do., No. 2	0 13¼	0 07½
Do., No. 3	0 13¼	0 08
Do., No. 4	0 14¼	0 08¾

The enormous demand for California raisins this year will exceed all previous

business, according to advices received by importers in Toronto. Only fifty per cent. of the bookings have been so far confirmed. Inquiry from Europe and the British Isles is already of a very extensive character, and it is this heavy export demand that is going to render the market very strong. Indications point to a big crop, but it will be more than taken care of by the excessive business that is now being booked. The fact that only 50 per cent. of the orders have been confirmed is sufficient evidence as to what the requirements will be. It is not likely that there will be any great quantities of Spanish raisins reach this country this year, and furthermore the prices on the same would be almost prohibitive, discouraging sale of them on any large scale. Present stocks among wholesale houses are not large, but in certain varieties are sufficient to meet the demand.

High Prices are Universal Now

They Are so Because the Price Increases Start at the Actual Point of Production, With the Result That They Have Affected Every Country—Peace Conditions Have as Yet Had Little Influence, and There Are Few Declines

THE advance of prices is not confined to Canada or to America or to the countries which participated in the war. It has been world wide. Nor has it occurred exclusively in the products required for war purposes, nor for the use of the millions engaged in the war. Practically every article entering international trade has advanced in price in the country in which produced, irrespective of their proximity to the war area. Nor have prices been reduced to a perceptible degree in any part of the world since the close of the war. There are, of course, a few exceptions to this general rule, but they are so few and so plainly due to peculiar conditions that they "prove the rule" that the advance has been world-wide, and that the termination of the war has not reversed the movement or at least caused any material decline in any considerable proportion of the important articles of world production and world consumption.

The extent of the increases in world prices and their distribution to all parts of the globe irrespective of relation to the war area is illustrated in the compilation by The National City Bank of New York, showing the 1919 prices in the country of production of the principal articles forming the international trade of the world and comparing these 1919 prices with those of the same month preceding the war. In the distant Orient, in the tropical world, in the interior of Africa, Australia and South America, and in the islands of the Pacific, the prices demanded for the articles offered for exportation have been and still continue to be far above those of the pre-war period, the advances ranging 50 per cent. to 100 per cent., and sometimes 150 per cent.

Some Interesting Figures

Rice, for example, cost in the country of production 7.2c per pound for that imported in December, 1918, as against 2.6c per pound for that imported in the month preceding the war, July, 1914.

Walnuts, which were sold at the producing points in France at 9c a pound in 1914, brought 35 cents a pound on the same market in 1919. Cheese, which sold at 16 cents in 1914, reached 47 cents in 1919. Tea at the plantations brings 24 cents instead of 19, while sugar cane increased from 2 to 5 cents. Nor were these increases only noticeable in food-stuffs. Nitrate of soda, drawn chiefly from Chile, for which the war demands ceased at the date of the armistice, cost in the country of production \$57.40 per ton for that imported in May, 1919, against \$26.65 per ton for that imported in the month preceding the war. Raw silk, of which we obtain our entire sup-

ply from China and Japan, cost in those countries an average of \$6.12 per pound for the imports of the closing month of the war, and \$3.84 per pound in the month preceding the war. Goat skins imported from China, India, Mexico and South America cost in those countries an average of 62.8 cents per pound for those reaching the United States in May, 1919, against 24.5 per pound for those imported from the same countries in the month preceding the war. Flaxseed, imported chiefly from Argentina, and not an article demanded for war purposes, cost in the country of production \$3 per bushel for that reaching us in January, 1919, against \$1.47 per bushel paid for that imported in July, 1914. Mattings for floors, imported chiefly from Japan and China, cost in the countries of production 26.4 cents per square yard for the quantities reaching the United States in May, 1919, against 9.1 cents per square yard for the quantities which reached us in July, 1914. Jute, imported from India, cost in that country \$172.75 per ton for the quantity imported into the United States in March, 1919, against \$49.56 per ton for that imported in the month preceding the opening of the war.

Comparative Figures

Curiously, too, the prices of many articles continue to advance without reference to the fact that the war has terminated. The following comparative figures are based on the wholesale price of articles in the markets of the countries from which imported, for unit of quantity stated:

	Unit	1914	1919
		July	May
Macaroni, etc.	lb.	\$0.04	\$0.11
Rice	lb.	.026	.06
Rice flour, etc.	lb.	.019	.051
Wheat	bush.	.678	1.95
Flour, wheat	bbl.	4.065	9.58
Bristles, etc.	lb.	.932	1.58
Nitrate of soda	ton	26.65	57.40
Coal, bituminous	ton	2.96	5.31
Cocoa, crude	lb.	.104	.114
Coffee	lb.	.111	.167
Copper, pig, etc.	lb.	.140	.138
Cotton, raw	lb.	.147	.376
Cotton, unbleached	sq. yd.	.145	.253
Cotton, bleached	sq. yd.	.155	.385
Cotton, colored	sq. yd.	.179	.434
Eggs	doz.	.155	.233
Flax	ton	309.43	1,125.18
Hemp	ton	181.35	557.24
Jute, jute butts	ton	49.56	122.58
Manila	ton	204.25	310.41
Sisal grass	ton	126.66	308.08
Binding twine	lb.	.080	.209
Cod, haddock, etc.	lb.	.038	.097
Herring	lb.	.032	.058
Mackerel	lb.	.049	.137
Bananas	bunch	.334	.413
Currants	lb.	.039	.124
Figs	lb.	.032	.102
Almonds	lb.	.339	.341
Peanuts	lb.	.037	.079
Walnuts	lb.	.090	.356
Calfskins	lb.	.253	.484
Cattle hides	lb.	.184	.253

Goat skins	lb.	.245	.628
Sheepskins	lb.	.180	.370
India rubber	lb.	.465	.405
Pig iron	ton	34.50	60.31
Bar iron	ton	23.61	173.92
Steel, ingots, etc.	lb.	.031	.171
Tin plates	lb.	.32	.191
Mats for floors	sq. yd.	.091	.264
Beef, fresh	lb.	.086	.180
Cheese	lb.	.164	.473
Oils	gal.	1.27	1.85
Seeds	bush.	1.47	2.44
Silk, raw	lb.	3.84	5.90
Champagne	dz. qts.	16.76	19.05
Sugar, cane	lb.	.0215	.056
Tea	lb.	.198	.243
Tin, in bars, etc.	lb.	.348	.708
Tobacco, leaf	lb.	1.25	1.93
"	lb.	.467	1.20
Beans	bush.	1.56	3.14
Onions	bush.	1.07	1.69
Potatoes	bush.	.814	1.05
Pulpwood	cord	7.19	9.74
Boards, deals, etc.	M ft.	19.46	30.03
Wood pulp, grd.	ton	16.35	25.14
Wood pulp, unbl.	ton	36.95	80.53
Wood pulp, bl.	ton	49.20	107.36
Wool, unmf., cl. 1.	lb.	.279	.474
Wool, unmf., cl. 2.	lb.	.244	.240
Wool, unmf., cl. 3.	lb.	.167	.422

GRAPE GROWERS ASK \$100 A TON This Price Figures Out at 42½ Cents a Basket in the Vineyard, Which Means High Prices for Everyone

The Niagara district grape growers' representatives have returned from an investigation of the grape situation in New York State, and report that grape growers there are asking \$125 a ton to start with, and with a light crop expect to raise to \$150 a ton. The Niagara District Grape Growers' Association are holding for 42½ cents per basket, or \$100 a ton. A general meeting of all grape growers will be held in St. Catharines, Ont., Saturday, to decide the question of prices.

CUBA WANTS HIGHER PRICE FOR SUGAR

A resolution which would authorize the President "not to permit the exportation of sugar corresponding to the 1919-1920 crop at a price less than 6½ cents per pound free on board" has been presented in the House of Representatives of Cuba.

The resolution was presented in view of the fact that another resolution which sought to place control of sugar and tobacco exportation in the hands of the Government, had not been received with absolute favor by the Representatives on either side of the House.

The resolution refers only to sugar, tobacco having been eliminated from its provisions. The new resolution is considered more moderate than the other, but it is said to have been drawn with the same end in view.

Merchant and Farmer are Teammates

How the Merchant Can Help the Farmer, and the Farmer the Merchant, and Both Aid in Building Up the Community in Which They Live—Some Interesting Viewpoints on a Very Vital Question

An address by Fred C. Middleton of the Social Service Council of Manitoba, delivered at the recent R. M. A. Convention at Brandon, Man.

FRED C. MIDDLETON, secretary of the Community Organization Department of the Social Service Council of Manitoba, dealing with the important and interesting question, "Merchant and Farmer—Community Team Mates," said:

Hopkins Moorehouse, in his very interesting book, "Deep Furrows," faces the question as to whether continued co-operation among farmers in the buying of household and farm supplies does not mean that the country retailer will be forced out of business. He maintains that such a result would be disastrous. "The country retailer," he says, "is pulling on the other end of the whiffletree with the farmer for community progress. Each is necessary to the other, and it is a vital matter if the co-operation of the farmer is going to kill off a teammate."

Team-mates! How true that is. Yet how little of team-work is actually done in most rural communities by merchant and farmer; how much of misunderstanding, suspicion and ill-will there seems to be, and what serious results are following such lack of team-work! The depopulation of the towns and villages in Manitoba has been going on for at least ten years—and that in spite of the fact that the area of land under cultivation and the number of resident farmers have increased. And, of course, the cities have increased their population, until to-day in an admittedly rural country we have 56 per cent. of our people living in four cities. The attractiveness of the social life of the rural centres suffers accordingly.

But what connection is there between depleted towns and villages and lack of co-operation between these community teammates, the merchant and farmer? A very intimate connection. The people move into the cities not only because of the attraction of the "bright lights," but because they get employment there. Now, it is evident that the city should be the transportation junction, the manufacturing centre, and the wholesale distributing point for the country, but it is not at all necessary that so much of the retail business of the country should be done in the city as is being done. It is the fact that so much of the retail business of the local community is done through city retailers that is forcing population out of the country town. Figures for the fiscal year ending March, 1917, show that in ten towns in Manitoba, none of which have a population of over 300, no less than \$400,000 of business was done through the money order department of the Post Office. If we add a similar amount for the orders sent through banks and express companies we have the surprising total of almost one million dollars' worth of the retail business of the community transacted in the city instead of through the local merchant, an average of \$100,000 per year for each little town. What a boost it would give the population of these towns if that million dollars of business were done at home, and what an impetus it would give to the place as a social centre!

Well, who is to blame for this state of affairs? Why does not more community business flow through community channels? The merchant is partly to blame. First, his business methods are often out of date and inefficient, especially in the matter of

buying, bookkeeping, advertising, and displaying of goods. A recent survey conducted by a member of the University Extension Department revealed the fact that out of 591 merchants passed in review, no less than 80 per cent. were judged inefficient. Such merchants cannot expect "home loyalty" to overlook inefficiency. Second, the merchants, again, have not yet learned to co-operate with each other, and hence it is small wonder that they do not co-operate with the farmer. It is true that co-operative buying has been started on a small scale by some Manitoba merchants, but in too many places it is still the rule for three local merchants to each get in one-third of a carload of goods by local freight, instead of clubbing together and securing the advantage of carload lots. More co-operative buying must be done, too, by the wholesalers who supply these retailers. The mail order house buys the whole product of a factory—why should not two or three jobbers co-operate and do the same? If they did it would allow their retailers to compete with the mail order house in price. A third fault of some merchants is their unwillingness to meet the farmer half-way. Carload lots of apples, twine, salt, sugar, etc., could often be handled through the local merchant if he was willing to unbend a little. Many farmers will agree with H. W. Wood, president of the United Farmers of Alberta, in the following statement: "The local merchant gives us a local distribution service, a service which has to be given. . . . If he will co-operate with us to put his business on a legitimate basis we are willing to quit trying to do business ourselves, for we want to farm, not to go into business."

But of these two team-mates for community progress, the merchant is not the only one to blame—the farmer also stands condemned at least on three counts. First, he is still very much of an individualist and is not yet willing to fully co-operate with his fellow-farmers. A case in point is the attempt made last fall to control the wages of harvest help. A maximum of \$5 per day was agreed upon—but how did it work. Well, it did not work at all. What was the trouble, the outrageous demand of the harvesters? No, the failure of the farmers to stand together. I personally secured two men for a farmer friend and sent them out to Neepawa, engaged at \$5 per day, but they never reached there. Why? Well, at some place along the line a farmer met that train and something like the following dialogue occurred between him and the Galicians I had sent out: "Where you go?" "I go Neepawa." "How much you get?" "Five dollars a day." "I give you five-fifty." "All right, mister, I work for you." Small wonder that such a farmer fails to co-operate with his local merchant; for mark you, it was the farmer, not the Galician who was to blame for that rise in wages. Second, the farmer is not fair, either, in the comparison he makes between local prices and those he receives through carload or mail order shipments. He wants to buy a dollar's worth of goods at carload prices and fails too often to add to mail order prices the cost of stamp, money order and freight. In the third place the farmer stands condemned because he often uses the merchant as a convenience for rush orders and fall credit, and sends out his cash to the city retailer.

So, partly because the merchant is to blame and partly because the farmer is to blame, community business fails to flow

through community channels. As a result stores close up, people move out, and social life stagnates. No wonder under such conditions young people press into the cities. Can conditions be improved? Can the gulf be bridged between these two essential factors in rural life? I believe they can.

In the first place, the merchants must measure up to the demand for efficiency and service; more of them must take advantage of the salesmanship and other courses being provided by their own association and the university; they must stop "knocking" the mail order houses and copy their efficient methods; they must buy co-operatively and see that their jobbers buy co-operatively. If it is true, for instance, that a mail order house can sell retail at a lower price than the local merchants can buy wholesale, there is something wrong somewhere; and I fancy it is not with the mail order house, but with the local merchants and their jobbers. Finally, they must establish more cordial relationships between themselves and their customers. There must be some "get-together" agency through which farmer and merchant can learn to understand each other better and acknowledge their mutual inter-dependence.

Such a medium I believe will be found in the Community Club, which is a neighborhood organization through which farmers and merchants, and, indeed, all sections of the community, may learn the art of living together in the spirit of the second commandment and the golden rule. To love your neighbor as yourself, to do unto others as you would that they should do to you—that is the challenge that comes to you to-day. To sympathetically co-operate and unselfishly serve—that is the call of the new day.

The Community Club provides the medium through which this call may be answered, through which this challenge may be accepted. It is an organization that takes in the whole community, the basis of membership being citizenship. There are usually many other organizations in the town and district, but they are all sectional. The Board of Trade takes in the retail merchants and other business men, but excludes anyone else. The Grain Growers' Association takes in farmers only; the Home Economics Society takes in women only; the lodges recognize only initiated members who have taken the degrees and whose dues are paid up; the churches appeal to those only who are members or adherents of their particular denomination. And so it goes—every one of these organizations, from its very nature, sectional; and, indeed, consciously or unconsciously, each acts as a divisive element. We seek to overcome this defect, and a glance at the picture of the community wheel will illustrate how we propose to do it. There are eight spokes in this wheel, representing eight factors in the average community. Hitherto these organizations have worked along parallel lines, each seeking to carry on their own work without much thought of their relation each to the other, or to the community as a whole. The Community Club movement seeks to have them move along concentric lines, all working toward a common centre, the good of the community. It seeks to remind the farmer, the school teacher, the merchant, the preacher, that while they may have a special work to do through their own organization, they are a part of the whole community, and must share in the community tasks.

The general work of the club is outlined in the duties suggested for the five standing committees—Public Forum, Better Business, Public Health, Young People, and Recreation. If these committees do their work properly the whole community will soon learn to "think together, work together, and play together," which is the slogan of the club. You will be particularly interested in the work suggested for the Better Business Committee. I will read that as it appears in the suggested constitution:

"This committee shall be composed of farmers and business men and shall take under review the following:

"(a) Local marketing conditions and possible improvements; good roads campaign.

"(b) The wisdom of establishing a flour mill, a creamery, a market garden, or any other local enterprise.

"(c) Better methods of buying and selling by the local merchants.

"(d) Better methods of fire protection.

Opportunities Being Lost Through Failure to Get Most Out of Advertising

RETAIL merchants in attendance at the Brandon convention of the Manitoba Association were thoroughly awakened to what they are missing by failure of Canadian manufacturers and jobbers to assist them with selling helps.

The jolt was administered by F. H. Mann, president of the North Dakota Retail Merchants' Association, who electrified his auditors with a talk on advertising in which he described the excellent co-operation being furnished merchants in the United States. He exhibited a great many posters that were being furnished to merchants across the line to be mailed to their customers, and to be used for window and store display. Practically all of these posters were printed in two or three colors and were so attractive in design and general make-up as to furnish a strong buying appeal.

Holding up a very classy poster put out by McDonald Bros., of Minneapolis, showing some striking illustrations of enamelware, Mr. Mann said: "This poster was originally designed to sell the merchant. When the firm sent one to me I was so struck with it that when I went down to the big city the following week I visited the firm and I told them that their poster had quite convinced me as to the merits of their goods, but what I was most interested in was how I was going to let my customers know about it. I suggested to them that they print 2,500 of the circulars with my name and the retail price upon them and furnish them to me at cost price. I promised to take two crates of their goods if they would do that. They said they had never done it before, but the idea caught them and I got the circulars. I featured the goods in the window with the posters prominently displayed; used a mat they gave me to advertise in the newspaper, and sent out the 2,500 circulars to my mailing list. We cleaned out the two crates very quickly, and I sent in my order for more. It was an education to that firm, and they immediately began to work this selling idea with other merchants. I bought 25 sets of dishes from another firm under the same arrangement of being furnished with handsome posters for mailing with such success that the scheme was immediately put into effect in the suburbs of Minneapolis, with the result that the merchants there purchased posters to the value of \$1,200."

Mr. Mann went in to tell about the mailing list he has established for boys and girls, and in this connection exhibited another fine poster furnished by an eastern firm illustrating wooden things on wheels, such as kiddie cars, wagons, etc. When

"(e) Sympathetic co-operation between the farmers and merchants of the community.

"(f) Better credit facilities for farmers by local banks.

"(g) Helping men on rented farms to become owners."

Many of the suggestions outlined here have been attempted before, but the trouble has been that the attempt has not been made by farmers and merchants together.

That it is possible to get these team-mates pulling together is shown by a reference to the personnel of the executive committees of fourteen out of the twenty-five clubs for which I have data. In these fourteen clubs there are eighteen farmers, fifteen merchants, eight preachers, eight bankers, six school teachers and three editors among the officers.

Team-mates? Yes, the farmer and merchant can be such, they ought to be such and here is a medium through which they may learn to become such.

the boys got these posters, he said, they simply worried the old man until he came down and bought one of those carts. A boy thinks he is a real little man when he gets a personal letter from our store.

The speaker went on to display posters on sweaters, hardware and groceries sent out as selling aids by manufacturers and told of the cuts supplied free to merchants for newspaper advertising. He showed one circular illustrating a line of goods known as "Little Togs" for children, which he said brought in big returns. All of these circulars bear the printed name of the Mann store and the retail prices plainly marked. The impression given the customer was that these handsome circulars showed typical enterprise on the part of the store. There was nothing to indicate that they had been prepared by the manufacturer or jobber.

One large wholesale grocer produced and sent out to the merchant hundreds of four-page folders in July of each year bearing the inscription, "Harvest and Threshing Season ants." The folder was printed on chrome colored paper, and carried a picture of a harvesting scene. It also carried the merchant's name, and a detailed list of goods marked at retail prices.

"There is not a town of 100 population in Western Canada where modern merchandising methods cannot be established," said Mr. Mann. "If they haven't got a newspaper they can mail out their advertising. I am a booster for the newspaper. It is the greatest business-getter we have, and I cannot understand why so many merchants are losing the wonderful opportunities afforded through this medium. I have a newspaper friend in a small town in North Dakota whose paper comes to me regularly, and one day I sat down and wrote him. I said, 'Charlie, for goodness sake take that big ad. off your front page that hasn't been changed for the last four months. If you don't it will ruin your business.'"

Mr. Mann showed a copy of the ad. referred to and published in a June issue of the paper. It read, "Our new spring stock is arriving every day, come in and make your selection." "That ad.," he said, "has been running since last March. It is a pure waste of space; I suppose the merchant is running from philanthropic motives to help the paper."

"I am a strong believer in sales," said the speaker. "They live up the store and they live up the paper, for we advertise to the limit." He showed a number of two-page spreads that were used. In one of these sales this summer their Saturday receipts were \$4,800. The mailing list is used to send announcements of these sales to hundreds of farmers, and mention is

made of the fact in both ads. and circulars that an orchestra will be provided for the special occasion, with coffee and cake in the basement free of charge. One two-column spread on groceries bore the caption, "No Profiteering Here."

Mention was made of the price cards used by the firm, all of them bearing the firm's name across the top. Mr. Mann also showed samples of several other kinds of advertising features, such as the advertisements on envelopes and labels.

The point was made that the advertisement must be backed up by properly decorated windows, and by dressing up the whole store, with the goods on sale placed out in the open bearing price-tags.

Finally Mr. Mann told how he was sold by the Western Union Telegraph Company on a scheme to advertise by wire. He was on his way to a Duluth convention, when a porter came through the train calling his name. A yellow telegram was handed to him, and he had visions of trouble. The telegram contained a specimen ad. for his firm, signed with his own name. He announced that this fall, when it is time to buy furs, he is going to send out telegrams to 100 of his best customers.

We are in a fight for business, he said, in conclusion, and we must get out and fight. There is no use to talk and holler about the mail order houses getting the business. The only way to do is go them one better and go after the business stronger than they do. You are on the ground and you have the advantage.

TOTAL SUGAR YIELD OVER AVERAGE; CANE CROP SHORT

A total sugar production of about 1,100,000 short tons is estimated for the season of 1919-20 by the Bureau of Crop Estimates. This is about 73,500 tons more than the average of the preceding six years. The beet sugar estimate is higher than the record crop of 1916 by nearly 75,000 tons, but the cane sugar forecast is only 159,069 tons, compared with the average of 254,500 tons of the preceding six years. Only the cane sugar crop of 1915-16 has been lower. The loss is due to a wet, cool spring and a low acreage. The acreage planted to sugar beets, however, is the largest one on record, but the condition of the crop was low on account of adverse weather conditions.

LOUISIANA SUGAR YIELD DROPS

The sugar crop yield from the Louisiana fields will be more than 100,000 tons below the average for the preceding ten years, according to estimates in the monthly report of field agents for the Federal Bureau of Crop Estimates. The average condition of the crop August 1 was placed at 60 per cent. of normal compared with the 65 per cent. average for the last ten years.

U.S. POTATO CROP IS FAIR

The condition of the United States potato crop is fair to good in leading producing states, according to field agents of the Bureau of Crop Estimates. The August forecast is 357,000,000 bushels, July forecast 391,000,000; last year's crop 400,000,000, and five-year average 366,000,000 bushels. A large crop of sweet potatoes is indicated. August forecast is 100,000,000 bushels compared with last year's crop of 86,300,000 bushels.

The Economics of Future Buying

If You Are Not Sure Why You Buy Futures, Better Read and See

By HENRY JOHNSON, Jr.

WHY do you buy futures—canned goods, for example? Is it because the salesman tells you prices are bound to advance? Is it because you have the habit? Is it because you like to feel that you are able to carry large stocks?

None of these reasons is any real reason at all. But there are sound reasons in economics why futures are packed and sold. If you would know just why you buy and what would happen if you did not buy, here are some of the underlying reasons. Maybe you had better examine them so you will know where you stand in future.

It may be said to begin with that if nobody bought futures, the quantity of goods canned would be inadequate, prices would be much higher for what was packed, and the consumer would suffer.

Very Weak Packer Potent Factor

In all the vegetable canning districts there are many packers whose entire resources are tied up in a small plant. Probably the plant is mortgaged at that. Such a man has only one chance to make a living and work out of debt. He must manage to run as nearly to capacity as possible while there is product to pack. So he goes to the jobber and offers so many thousands of cases, say, of corn, at a certain price, to be delivered and paid for when packed. Because of his necessities he figures down close, and is ready to listen to arguments why he should shade his prices—he needs the business. So the jobber buys at figures as close as it is possible for that man even to gamble on for the coming season.

The packer has no money. So he goes to his banker and pledges his contract for 5,000 or 10,000 cases with the big jobber as collateral for a loan sufficient to carry on his operations. Then he packs, delivers and sometimes makes a little real profit.

Meantime, the big jobber has been making similar contracts with Thomas, Richard and Henry all over the country in the various packing regions. If he should sit still until the goods were shipped, he would not have space in which to store them all, nor could he afford to hire a warehouse, nor borrow enough money to finance such operations.

The Why of Future Selling

Therefore, he gets out his special future offerings as soon as his contracts are made, planning to sell 60 to 75 per cent. of his purchases in advance and ship them out on arrival. This is how it happens that you are offered and often buy corn that is not yet in the ground.

When the goods arrive the jobber ships out all that have been sold in advance and stocks only what he feels he needs for his current sales. He pays the packer, who pays his banker, and you pay the jobber. Here is where the shoe begins to pinch, and it continues to press on your financial corns for many a weary month, because you are the last link in the chain—the buffer between the consumer and scarcity and high prices—only she seldom knows anything about that part of it.

But what would happen if you bought no futures at all?

First, the small packer and his mortgaged property could not operate. As only the large, financially strong packers could do business, they could choose their customers, charge much higher prices than they can under present competitive conditions, and even if they worked to capacity they could not turn out the volume now packed annually.

The result would be packs entirely inadequate to supply the public, a few big packers dominating the market, getting rich, and prices averaging very much higher than prevail now. So here we have an economic reason for futures.

Let the Jobber Earn His Money

The abuse of this system is that it has been made use of in ways altogether unnecessary. Seeing how easy it was for the canners to get the grocers to carry their burdens, others have gone into the business of keeping the retailer overstocked until only a few preferred specimens of merchants can show any fairly satisfactory speed of turnover. It has become a "game" to see who can first get the retailer's money—tie up his capital so that he cannot buy competing goods.

This has continued until many a man takes on 200 cases of peas who has outlet for only 50, carries the 150 surplus stock through the winter and closes it out in the spring for less than he paid originally. Surely, it is useless or superfluous to point out that such folly is suicidal.

Where, then is the remedy?

The true remedy is to adopt the system of underbuying. Buy nothing for which you have not a certain, legitimate outlet, and buy that on very conservative lines. Buy nothing which has not behind it sound, legitimate reasons for being offered in this way. When in doubt, DON'T!

Except for a very limited assortment of goods, the jobber's chief excuse for existence lies in his ability to carry stock in wholesale quantities for you. Let him earn his money by performing that service. On your side rests the

duty to be faithful and loyal to him in return. If you have sale for a certain line of his goods under a certain brand and you tell him you will use about so many cases thereof during the season, he will be glad to carry the stock for you, provided he can have confidence in what you say.

Who is Making the Money To-day?

The retailer who makes money to-day is the man who buys nothing, not a single item, for which he has not immediate sale. The best example I know of is a big merchant who turns his stock every two weeks. Just think of that for a minute; the man actually sells \$20,000 a week with only a \$34,000 stock. That is a business of \$1,040,000 a year. He has not a single future bought—has no place to put it—buys daily from local jobbers—carries literally no surplus at all.

That man does a cash-and-carry trade. You do a family trade, on regular credit terms. There are conditions which differ radically; but there are two things you can do to insure that you are on the right track:

Know the What and the Why

You can think before you buy. You can study conditions, examine the goods, think of their true character, determine whether there is any real reason aside from salesman's talk for buying any quantity of them, and act on your own cool judgment.

You can lay down for yourself the fundamental rules of turnover, and they will help you operate on sound lines. These are: That the stock must be turned completely not less than 12 times a year, and that you must buy inside those lines whatever else may happen to tempt you.

This means, specifically, that if you are doing a business of \$50,000 a year, you must carry a stock not to exceed \$3,333.33. How many among you are doing that now? Well, look into your own store for the first answer.

ADVERTISING HIS SIDE OF THE CASE

A grocer of Uniontown, Pa., in an advertisement on the front page of a newspaper places sugar on the market at 15 cents a pound, and scores the price as outrageous. The advertisement reads:

"It takes the joy out of life and sweetness from the sugar to announce a price of 15 cents a pound. We have 5,000 pounds to distribute at this price. Our books are open to you. You may see where we bought it so you may know that the profit we are making does not even justify the handling. We regret the necessity of being forced to sell sugar at such an outrageous price."

Says "Read as You Run" Cards Are Best

Merchant Tells of Practical Results He Has Obtained and Urges Others to Make Comparisons and Find Out Just Which Type of Cards Are the Best Business Producers.

by R. T. D. EDWARDS

STEPPING into an exclusive Yonge Street store in Toronto the other day, the writer inquired of the proprietor about his show cards.

"No," he said, "we don't wish to change. The shop we are buying from is giving us just the kind of cards we think are the best business getters."

On being informed that orders for show cards were not desired but just his opinion as to what he had found out were the most successful business-getting cards and that I only desired the benefit of his experience so that we could tell the many readers of this magazine so that they might profit, he gladly gave it.

Appreciates Their Value

Being an enthusiast regarding the value of show cards the proprietor expressed his opinion very emphatically.

This merchant has found out that plainly printed show cards, both in the windows and throughout the store, are best for the class of trade to which he caters. The highly decorative style of show card is used only on exceptional occasions. These if used in abundance often tend to detract from the merchandise.

Plainly lettered show cards which can be read at a glance are far superior for the busy public to read, in other words, the "read as you run" card is his motto. He has some small decorations on his cards, but the wording stands out in plain type.

Thus far we have what a successful Yonge Street merchant has found to be the best for him, and he speaks not just

Pickles! We have a wide assortment.

Olives—a tasty delicacy these hot days.

For the picnic party, these goods cannot be beaten.

Why roast over a hot stove? Try these cooked meats instead.

If you are doing any canning, let us have your order for fruit.

We have fresh shipments of fruit daily.

Glass bottles and rings for the canning season.

offhand but from years of experience. So all show card writers in our Canadian stores may be benefited by his experience. He has made this subject a business and studied it from a business-getting standpoint, and has proven what he says is right in dollars and cents.

Make Comparisons

We don't say that each and every merchant should use the same style of show card, because we think that would be a mistake, but all may do the same as this merchant has done by making a study of this subject, the same as you do salesmanship, or the buying end of your business.

A very striking example of the different ideas merchants have in their show cards is shown if you walk just one block north of this store we have been talking about.

The north store is one which sells exclusive merchandise, that is just one line of goods. These goods are not at all decorative in themselves and cannot be displayed so as to be made attractive as merchandise which has more variety of colors. So the owner of the store makes his show cards the decoration. He has six or more large double windows, and in each one is used one-half or full sheet show card with highly colored decorations.

Air brush work is most prevalent on these cards, with heavily decorative border effects. Shadow script and shade lettering is used which tends to make the cards quite showy.

These cards certainly would not do

for many merchants. Some would pronounce them vulgar, but this is just another case of a man making a study of the kind of card that helps him get the business he is after, and, by all appearances, he is getting results.

Catchy wording is also playing a great part in attracting trade to both these stores. For years they have used snappy, attention compelling phrasings which make people give the windows more than a casual glance. These wordings are different to those used in other stores, and are without the use of any slang.

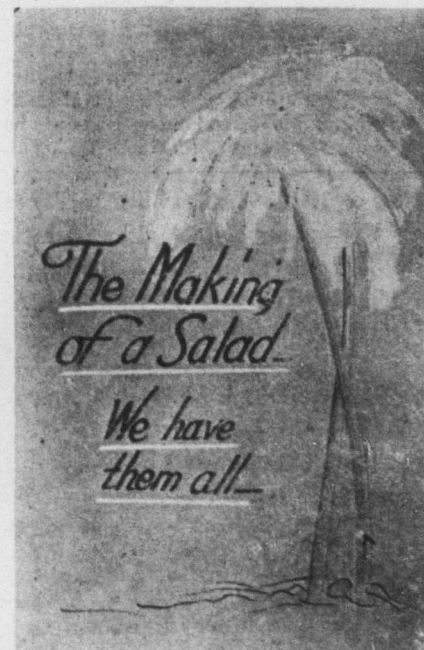
The sample wording shown on this page are similar to those used in these show cards.

The show cards reproduced are quite suitable for the present season. The design is of opaque colors, attractively blended in Summer hues. They are quite simple to draw and will go with almost any wordings you wish to use.

APRICOTS UP 400 PER CENT.

One hundred dollars a ton—5 cents a pound. That is the price to which apricots in Southern California have climbed this season. As a result, the crop in that section of the state will return to growers more than \$75,000,000. Never before in the history of the industry has the fruit reached these prices.

Buyers of fruits for canning from practically every large country in the world are offering almost any price for the fruit on the trees. Prior to the war, apricots sold in the Los Angeles market at approximately \$20 a ton for the high-



CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7824. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9183. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

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

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Vol. XXXIII. TORONTO, AUGUST 29, 1919 No. 35

OUR readers, and particularly those personally acquainted with Col. J. B. Maclean, President of the Maclean Publishing Co., will learn with deep regret and heartfelt sympathy of the sudden death on August 17, of his son and only child Hector, aged sixteen years.

Hector was on a camping trip with Upper Canada College boys and was taken suddenly ill with acute indigestion. He was rushed in to Temiskaming, where medical attention was secured, but they were unable to save his life.

THE TORONTO EXHIBITION

ANY grocer who is located near enough to Toronto to make it feasible for him to visit the Canadian National Exhibition should certainly not fail to do so. Not only will he be present at the best of a long series of successful exhibits that is made the more notable this year by the collection of war trophies gathered from all the great theatres of the war, but he will be aided in his own business by being brought into contact with a limitless array of food products. There are a thousand and one ways in which a visit to the Exhibition will broaden his outlook, and anything that does that will be a material assistance in making him a better merchant.

A STANDARD FOR THE GROCERY TRADE

YEARS ago the grocery clerk was apprenticed, and had to really study the business before it was possible for him to branch out into a business for himself. There is something to be said against this system, there is also a good deal to be said for it, at least there is much to be said for a trained grocery trade. The bane of the present grocery trade is the multiplication of the front room grocery stores. They are to be found in some cities and towns on almost every corner. The business they do individually is negligible, but the aggregate is a serious item. They render no real service, and their costs are merely nominal; they know nothing of cost of business, of business methods, or business morals, and they are an undermining influence in the trade.

This type of business is engendered by the easy conditions that make it possible for anyone to enter this business. In the days when an apprenticeship was required the grocer must know his business, and as a result it was a better business to know.

Some time ago under the direction of the Canada Food Board, the suggestion was made that anyone opening a grocery business should be required to have two years' practical experience and a capital of \$1,000. Such a measure was unquestionably in the best interests of the trade, but the Canada Food Board, the only body that has had the power to inaugurate such an improvement, did not have the necessary courage to enforce this suggestion, and the movement died still-born.

In England the Institute of Certified Grocers was revived some years ago with the idea of improving the standing of the trade. Their idea is to actually train the clerk to be a first-class grocer.

In the Clerks' Department of this issue will be seen some of the papers set for the student applying for membership in the Institute. It will be interesting for the grocer and the clerk to read these over, and to discover how many of these they can answer, and to ruminate on the question of whether some such move might not be of real advantage to the Canadian Trade.

THE LITTLE GOUGER

ATTORNEY-GENERAL PALMER, of the United States, is the originator of the delicate phrase. "The little gouger," a phrase which he uses to describe the retailer, whom he assumes is getting more profit than he deserves. The Attorney-General hungers for authority for power to prosecute these little gougers. Where such exist, where the retailer is gouging the public in these days, we would say, with the Attorney-General, prosecute by all means.

Unfortunately, however, it looks rather as though the retailers were to be used as a red herring to drag across the trail of the gouger whose gouging is actually painful.

It is noticeable that even in the country of this progressive prosecutor, the attention of the public is to be fastened on those handling foods. Proposals to make the Lever Act apply to profiteering in house and room rents was voted down, as were also the suggestion to put gasoline and kerosene where prices have advanced 300 per cent., and cotton where the increase has been perhaps greater, within the scope of the investigation. The proposal to bring farmers and farm organizations within its scope were also withdrawn.

There must, in the United States as in Canada, be a very carefully selected list of scapegoats, therefore, the retailer is naturally the first on the list.

MORE UNIFIED QUARTERS NEEDED

WITH the growth of the Canadian National Exhibition the need for a more comprehensive scheme of arrangement of exhibits becomes more pronounced. It is probable that no single line is as largely represented at the Exhibition as are the various food products, and there is a growing feeling that the haphazard method of spreading this class of exhibitors in half a dozen buildings is not fair to the exhibitors nor to the visitors to the Exhibition. The exhibitors of food products have grown to such a number that a whole building might very well be set aside for their exhibits. With such an arrangement it would be possible for those interested in all food products to know just where the exhibit may be found. As matters now are it is almost an impossibility. There is a very strong feeling that next year the whole of the Manufacturers' Building should be given over to these exhibitors, or some equally satisfactory building be provided to house all the exhibitors of food products.

WHY NOT A MODERN SYSTEM

THINKING men and women will do well to consider the striking arguments brought out by the World Trade Club of San Francisco in their campaign for adoption of the units of the metric system of weights and measures.

They show a strikingly anomaly: That the metric system was invented by a Briton, James Watt, in 1783, and yet all civilized nations have adopted it exclusively, excepting the United States and Britannia, including Canada.

That the so-called "British system" of weights and measures is of German origin—a relic of the old

German Hanseatic trade league—and yet Germany crapped it in 1871 and adopted the metric system, invented by a Briton.

People of Britannia and America may well ask themselves whether they are not carrying conservatism too far.

The Metric System is no untried theory.

Its principle—the principle of decimal computation—has been used in the monetary system of the United States since 1786. If the United States had heeded Thomas Jefferson, they should also have adopted this system of weights and measures based on decimals—so simple a system that a child can learn its main features in ten minutes. The Dominion of Canada now uses decimal coinage. We know how well the decimal system works with money. It will work equally well with weights and measures.

The World Trade Club has started the ball rolling. What we all need is to look the subject up.

WHY SUCH PROMINENCE?

THE Montreal *Star*, in a recent article dealing with the seizure of some fraudulent scales, waxes facetious at the expense of the grocer and butcher, and shows a tendency to impugn his honesty. The Hamilton *Spectator* illustrates the false scales on its front page. The *Spectator* is somewhat more inclined to credit the merchant with carelessness than with the intent to defraud, still the impression is left that these papers look on the retailer as a fairly slippery customer. Unquestionably there are crooks in the grocery trade as there are in the newspaper trade, but unquestionably also the balance is as much in favor of honesty in the one occupation as in the other, and the careless featuring of such a story casts an unjustifiable reflection on an honorable trade.

REGARDING THE RE-SALE PRICE

THE United States Federal Trade Commission in its presentment of the Re-Sale Price Question has touched the heart of the matter when it contends, that "producers of identified goods—identified by the trade mark of trade practice—should be protected in their intangible property right or good will, created through years of fair dealing and of sustained quality of merchandise," and moreover, that "unrestrained price cutting is not in the public interest and tends eventually to impair if not destroy the production and distribution of articles desirable to the public."



THE CLERKS' DEPARTMENT

Should the Grocery Clerk be a Student

In England the Voluntary Apprenticeship System Has Been Revived to Aid the Clerk to a Better Understanding of the Business—Some Interesting Papers Leading to Degrees in the Institute of Grocers.

THE British "Institute of Certified Grocers" was revived a few years ago in an effort to maintain the standards of the grocery trade, and to promote the usefulness, efficiency and reputation of the trade.

The certificate of membership in the institute stands as a constant record and guarantee to the public in general that a member is fully worthy of their confidence. There are three degrees as well as an honorary degree in the gift of the institute. "Associate" of the Institute for junior clerks on passing primary examinations, "Member" for those who have passed the full examinations, and "Fellow" representative members of the grocery and allied trades elected by the council. The advantages, and there are tangible advantages in improved positions for clerks who have qualified and in added custom for the merchants.

In order that it may be possible to judge just what type of training is expected of a member of the Institute of Grocers, the following examination papers are reproduced. In addition to these there are papers on business arithmetic, which are not quoted because they are, of course, in the English currency, while the law papers deal more direct with British law.

First Year Paper

(Of the eleven questions set in "Grocery" and "Provisions," any six may be attempted but not more than six, including at least two questions in "Provisions.")

1 (a) What price tea would you recommend a customer to buy? Give reason. (b) If a customer refuses to buy tea on account of health, what would you reply?

2 How would you recommend your customer to make a good cup of coffee?

3 What varieties of rice do you know? Name the countries of origin.

4 What are currants? Whence do we obtain them? Describe the characteristics of a good sample of currants and faults to be avoided.

Write down all you know about any three spices, including their domestic uses.

6 Explain how you would distinguish

between good and bad samples of the different kinds of sugar usually stocked by a grocer.

Provisions

7 Describe Wiltshire-cut, Short-cut ham, long clear, middle, American rib belly, picnic ham.

8 How do you distinguish between Canadian and New Zealand Cheddar and English Cheddar?

9 What precautions must you take in regard to the sale of margarine?

10 How many eggs are there in a long hundred? Describe the best way of counting them. What do you mean by "18-lb. Danish"?

11 When you meet with a tin of corned beef with the ends bulged outwards, what should you do? What is the cause of this condition, and how would you make a claim on the supplier?

Section B.—Bookkeeping

(Of the five questions set in "Bookkeeping," only three may be attempted.)

12 Explain the use of three necessary books of a retail grocer, and name them.

13 What do you understand by the term "double entry"?

14 Open accounts in the ledger and post the following transactions to them:

1919. Jan 1st. Sold goods to Mrs. J. Smith, 29/4.

3rd. Received empties from do. 2/11.

15th Paid Crosse & Blackwell's a/c, £5/10/6 (less 2½% discount.)

16th. Sold goods to Mrs. A. Black, 15/6.

17th. Received cash from Mrs. J. Smith, 26/5.

15 What do you understand by the terms: debit, credit, assets, gross profit, turnover?

16 On which side of the cash book do you enter (a) cash received, (b) cash paid away, (c) discounts allowed you, (d) cheques drawn, (e) cash paid to bank?

Second Year Paper

Section A.—Grocery

(Of the six questions set in "Grocery," only three may be attempted.)

1 What steps should a grocer take to protect and foster his tea trade in view of the removal of all restrictions and control?

2 How would you test roasted coffee in the berry, as to whether it be fresh or stale? What is the advantage the one against the other? Describe how a grocer can ensure his customers having freshly-roasted coffee.

3 State what you know of any three of the following and their uses in the preparation of articles usually sold by the trade: Cream of Tartar, Ultramarine, Glucose, Paraffin Wax, "Carbolic Acid," Caustic Soda, Water-Glass.

4 What precisely do you understand by the term "Cocoa Essence"? What other product of the cocoa-bean is of importance? State what you know about it.

5 (a) What are the food values of Corn-flour, Sago Tapioca? (b) Whence do we get our chief supply of Tapioca?

6* (a) What is Cayenne pepper? What precisely is the difference between black and white pepper? (b) State exactly the precautions you would take to avoid breaking the law in the sale of pepper.

Provisions

(Of the five questions set in "Provisions," only three may be attempted, of which number 7 must be one.)

7 A side of the bacon weighs 52 lbs. and cost of 199/6 per cwt. Show with a diagram how you would cut it up into 14 pieces, giving estimated weight and price of each cut so as to make 12½ per cent. profit on return.

8 Describe the character of the following cheese: English Cheddar, New Zealand, and Canadian. What are the chief faults to avoid in selecting each variety? Give the Government selling price.

9 Give the buying and selling price of Government butter.

10 Eggs are quoted at 30/- per hundred. State in figures how many eggs you actually obtain for 30/-. At what period of the year are eggs preserved, and why? How do you account for the high price of eggs during war-time?

11 From what countries do we import sardines? Which are the best, and why? How many tins of sardines are there to the case?

CURRENT NEWS OF THE WEEK

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

QUEBEC

D. C. Brosseau, president of D. C. Brosseau & Co., Ltd., wholesale grocers, Montreal, is dead.

Roger Overlaw, Brussels, Belgium, is on a business trip in Montreal.

Richard Price, Glasgow, Scotland, is a visitor in Montreal on business.

ONTARIO

Chas. E. Stephens, president of C. Stephens Co., Ltd., wholesale grocers, Collingwood, is dead.

Barry and Kellough, grocers, Meaford, have been succeeded by Kellough Bros.

Arthur H. Wealing, grocer, Orillia, has sold to Hurl Bros.

Wm. P. Leeder, grocer, Toronto, has sold to Arthur H. Wealing.

Purvis & Co., general merchants, Bolton, have sold to Ralph Elmwood.

J. McParland & Bro., Gananoque, have been succeeded by W. V. Webster, of Trenton.

BUSINESS CHANGES

Ontario

The McAlpine Tobacco Company that recently occupied premises on the corner of McMurrich and McAlpine Streets, Toronto, is moving to Hamilton.

E. R. Eward has opened a grocery business on King Street, Prescott.

Thomas Findlay, general merchant, Walter's Fall, has sold to G. R. Reynolds.

The Harding Company, wholesale grocers, of St. Thomas, have found it necessary to enlarge their warehouse accommodations to take care of the extra trade. An extension to the present warehouse is already under construction and will be completed with all expediency.

J. H. Mawdesley, Thorold, has opened out a neat grocery in connection with his electrical supplies at his place on Queen Street. It is all housed in a neat new shop, with the electrics on one side and the groceries on the other. Miss Lulu Bradley is in charge of the grocery department.

The property and grocery business, corner of Elgin and Wellington Streets, St. Thomas, lately owned and conducted by C. J. Norsworthy, has been purchased by his brother W. E. Norsworthy, accountant in the Southern Loan and Savings Company, who is arranging to take over the stock and continue the business. He will also retain his insurance agency.

James H. Caskey has purchased the interest of R. J. Allan in the business hitherto conducted under the firm name of Caskey and Allan, Camobellford, Ont., and will continue the business under his own name. Mr. Caskey has been known

to the trade of the district for a goodly number of years, and should have every prospect of success in his new venture.

DOMINION CANNERS TO HAVE NEW OFFICE BUILDING

The Dominion Canners have purchased the old Bell Telephone Building on Hughson Street South, Hamilton, Ont., at a price that is stated to have been in the neighborhood of \$50,000, though the price is unconfirmed.

It is stated that the building will be used for head office purposes. It is now occupied by the Canada Business College and a number of physicians and surgeons. Some of them have leases which will not expire for a year, and the Canners Company will not be able to take possession for some time.

MONTREAL FIRM TO BE REPRESENTED IN TORONTO

W. C. Macdonald Reg'd., Inc., Montreal, will, after September 1, be represented in Toronto by D. S. Robertson & Sons. Hugh M. Robertson will be in charge of the office.

GROCER FINED FOR LIQUOR SELLING

A fine of \$10 was imposed this morning by Recorder Geoffrion on Treffe Mercier, a grocer, of 370 Richmond St., Montreal, for selling liquor without a license, and a quantity of the liquor was confiscated by the police. Captain Lawton made the arrest.

CASH AND CARRY NOT FAVORED IN ST. THOMAS, ONT.

With the cessation of hostilities and the consequent lightening of all wartime economy measures, the cash and carry system in St. Thomas has rapidly decreased in popularity among the grocers of the Railroad City until today it is no longer a feature in their advertising, and only in vogue in one or two of the smaller stores. The St. Thomas grocers have found that their customers are inclined to follow the line of least resistance wherever and whenever possible and are quite willing to pay a little more for their groceries and have them delivered in preference to saving a few cents and doing their own carting. In some way St. Thomas is an exceptional city in this respect. It is noted for its good wages. While there are no millionaires in St. Thomas there are no real paupers. The average citizen has a respectable income and therefore is quite willing to permit somebody else to wait on him at a small extra expense.

HOLLINGER GOLD MINES START CO-OPERATIVE STORE

This week the Hollinger Gold Mines purchased the J. P. McLaughlin store and stocks, Porcupine, Ont., and the store is now closed for the taking of stock, after which it will open up as a Hollinger store, and the purpose is to do everything possible to make matters easier for the employees in the question of the cost of living. Mr. Brigham claims that the Hollinger stores will mean an all-round reduction for them of at least fifteen per cent. as soon as everything is working smoothly. On some lines the reduction may not be as large as fifteen per cent., but on others it will be possible to give more, and so the reduction on everything all round will work out to 15 per cent. or more.

SUGAR SHORTAGE TO BE RELIEVED

The sugar shortage in the United States soon will be relieved, according to the United States Sugar Equalization Board, which announced recently that it had more than 100 ships engaged in bringing sugar from Cuba. Some of the ships already have arrived.

THE WAY SHORTAGES ARE MADE

A report from Brantford, Ont., states: Consequent upon the exaggerated report, attributed to wholesale grocer meeting in Ottawa recently, that sugar would be 20 cents per pound in the course of a short time, local grocers were besieged to-day with orders for deliveries of 100-pound lots. A dead set towards hoarding was reported. The local retailer refused deliveries in most instances, it is stated.

PTE. LATTER, M.M., HOME WITH HIS WAR BRIDE

Pte. Earl Latter, M.M., son of Mr. and Mrs. R. A. Latter, Guelph street, with his bride, returned to Stratford this morning, having arrived at Quebec on the Megantic on Friday night. Pte. Latter was married in Folkestone to Miss Elsie Tassell and brought his bride back home with him.

Pte. Latter enlisted here with the 110th battalion and went overseas with that unit in October, 1916, but was transferred, and did all his fighting while in the 102nd battalion. He was gassed at Cambrai, but because he "stuck to his job" he was recommended for the Military Medal. He later suffered a serious attack of diphtheria.

Pte. Latter is a well-known boy in Stratford and his many friends will be glad to see him back again.

He has resumed his association with his father in the grocery business.

APPOINTED SALES REPRESENTATIVE

H. C. Mendoza Appointed Sales Representative for Canada of Aromint Products

H. C. Mendoza has been appointed sales representative of the Aromint Mfg. Co., Ltd., for Canada. This company have already secured factory quarters on Duke Street, Toronto, where they have installed the latest type of machinery for the manufacture of Aromint products.

Mr. Mendoza began his business career with A. and B. Valentine Co., clothing manufacturers of London, England. From the position of clerk at the lowest rung of the office ladder, he climbed gradually until a few years later when he was entrusted with the charge of the sales department. Like many another energetic and progressive Britisher, however, he saw or thought he saw greater opportunities for his talents in America. So in 1912 he came to New York and later joined the staff of the Loose-Wiles Co., Boston, where he remained for about five and a half years, having acted first as special salesman, then as supervisor of agencies, and finally as assistant sales-manager of the Long Island City factory. While here he enjoyed a brief intermission when he went back temporarily to his former place in order to reorganize the sales department.

In December, 1916, he joined a Canadian gum company which he managed

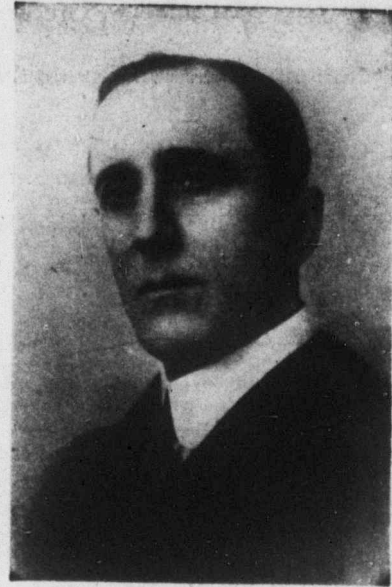
NEW GROCERY BROKERAGE FIRM Members of New Firm Well Known to Trade Throughout Western Provinces

Nicholson, Rankin, Ltd., is the name of a new wholesale grocery brokerage firm established in Winnipeg, Man. The Canadian grocery trade, and particularly the trade in Western Canada, is well acquainted with the members of this firm. E. Nicholson, one of the active members, has for many years been in the grocery brokerage business in Winnipeg, selling the jobbing trade from Fort William, Ont., to Victoria, B.C. Recently he has been manager of the Consolidated Purchasing Co., Ltd., of Winnipeg, the buying organization for the MacDonald wholesale grocery houses in the West.

J. Howard Rankin is the other active member of this firm. He has been manager of the wholesale grocery house of the Brandon Grocery Co., Brandon, Man. He was born at Middleville, Ont., back in 1880, but came west to Manitoba the next year with his parents on a homestead near Pilot Mound. In 1897 he went with Thos. Meredith, merchant, Saltcoats, Sask., where he received his early training. His entry into the wholesale grocery business was in 1900 with Campbell Bros. & Wilson as shipper. Then two years later started in the retail business for himself at Wood Bay, Man. In 1904 he engaged with the Codville Co., Ltd., Winnipeg, as salesman, when he worked most of the Western country from Winnipeg to the moun-

tions. He was elected president of the Brandon Board of Trade for 1919.

The above shows that both Mr. Nicholson and Mr. Rankin are quite familiar



E. NICHOLSON,
one of the partners of Nicholson & Rankin, Ltd.,
Winnipeg, the newly formed grocery brokerage
firm.

with the grocery business in the West. The former has the reputation of knowing personally all the jobbers from Lake Superior to the coast. He is also acquainted with many manufacturers, shippers and jobbers in several of the leading trade centres in Canada and the United States.

The headquarters of this new firm will be in Winnipeg, and the organization will cover the jobbing trade from Fort William to Victoria.



Mr. Mendoza in his office.

until recently when he resigned to take over the direction of the Oliver Lee organization.

Mr. Mendoza has a deep fund of experience to draw upon and in conversation delights to relate some of the stunts he has pulled off as a salesman on the road.

BROKERS OPEN CALGARY OFFICE

D. J. McLeod & Co., wholesale grocery brokers of Edmonton, have opened a branch at Calgary. W. D. B. McLeod is in charge.

tains. Six years later he was made manager of the Codville Co., Moose Jaw. In 1914 he started the Brandon Grocery Co., Ltd.

Mr. Rankin has also had considerable experience in association work. From 1910 to 1914 he was secretary of the Saskatchewan Wholesale Grocers' Association; from 1915 to the present time he has been a director of the Manitoba and Saskatchewan Wholesale Grocers' Association. While in Moose Jaw he was a valued member of the Board of Trade, being chairman of several sec-

NEW GOODS

FIBRE GLASS FOOD COVERS

The Fibre Glass Food Cover Company, 3415-3419 North Ashland Ave., Chicago, are the makers of a line of covers for foods that are just being introduced to the Canadian trade. A fibre glass is used, and it is claimed it will not chip or break under the roughest treatment that is likely to happen in the grocery store. These fibre glass covers are made in a variety of shapes and to serve a wide range of uses. Cheese covers of various shapes, covers for berry boxes, dried fruit cases, apple barrels, candy pails, butter tubs and biscuit tins are but a few of the standard lines that are manufactured by the company. The company claims these covers permit the goods to be on display at all times in their most attractive form, and at the same time they are protected against any form of contamination and assured against pilfering.

NEWS FROM WESTERN CANADA

B. C. GOSSIP

Watson and Thomas have taken over the store formerly conducted under the name of Reeves and Rose, at Chilliwack, B. C.

H. A. Gillis & Co., grocer, Vancouver, have been succeeded by Mrs. A. L. Dale.

Chas. W. Hockin, Vancouver, has been succeeded by Mrs. M. Routhier.

H. Hoffman, grocer and confectioner, has been succeeded by H. H. Hill.

WESTERN

A. John, grocer, Kildonan West, Man., has sold to John Gray.

L. Kaplan, grocer, Winnipeg, has been succeeded by Diamond Bros.

H. L. Williams, grocer, Edmonton, has been succeeded by M. E. Manning.

G. P. Craig, Bredenbury, Sask., has been succeeded by G. Tremblay.

Born Bros., Hepburn, Sask., has been succeeded by Z. Goertzen & Son.

M. Baker, grocer, Hodgeville, Sask., has been succeeded by T. Turner.

A. McNamee, general merchant, Killarney, Man., has sold to A. G. Middleton.

M. Lyons, Blaine Lake, Sask., has been succeeded by the Blaine Lake Supply Co.

Mr. Butler, of Hughes and Butler, grocers, Regina, has retired from business.

A. Rogers, grocer, St. James, Man., has been succeeded by Walsh and Monteith.

G. P. Brown, general merchant, Win-

nipeg, Man., has been succeeded by Diamond Bros.

D. L. Adair, general merchant, Gladstone, Man., has moved to Portage La Prairie, Man.

Beauregard & Co., general merchants, Assiniboia, Sask., have been succeeded by L. Zaguia.

T. T. Roberts, general merchant, Bangor, Sask., has been succeeded by Savage and Houston.

BUSINESS CHANGES

F. W. Showler, general merchant, Narcisse, Man., has sold to H. Ogroskin.

M. Folb, grocer, Winnipeg, has succeeded by W. Cohen.

A. T. Hutchinson, general merchant, Strongfield, has been succeeded by A. Hornstein.

J. H. Wiebe, general merchant, Waldeck, has suffered loss by fire.

Geo. Lazaruk, groceries and meats, Edmonton, Alta., has been succeeded by the Union Meat & Grocery Co.

W. T. Phipps, general merchant, Strome, Alta., has suffered loss by fire.

G. W. Clueet has purchased the confectionery and ice cream business formerly conducted by S. A. Wikum, at 1306 Main Street, Winnipeg. Mr. Clueet is having the store thoroughly overhauled, and will open with groceries and provisions. The store will be managed by A. D. Nicholson, who was pre-

viously in the general store business at McCrory, Man.

GETTING A PRICE FOR FLOUR

Edward O'Rourke was charged in the Police Court at Winnipeg recently with selling fifteen pounds of flour for \$1,700. He sold it to a Chinaman, who thought he was buying morphine. The flour was packed in glass bottles.

SPECIALTY COMPANY OPEN WINNIPEG OFFICE

A new specialty sales company, under the name of "The Sandy McPherson Co.," has opened offices in the Keewayden Bldg., Winnipeg. They will cover the Western Provinces. Mr. McPherson has been with the Canadian Chewing Gum Co., Ltd., as Western Manager, for the past fifteen years. They will operate a specialty sales agency.

U. S. WILL SELL FLOUR AT \$10

In order to control the flour situation more thoroughly, the United States Grain Corporation has offered to sell from its purchases made from export, straight wheat flour, on the basis of \$10.25, delivered in carlots, in territory east of the Illinois and Indiana line, and east of the Mississippi from Cairo to the Gulf, and at \$10 west of that line but not including the Pacific Coast.



Interior of the grocery department of the general store conducted by E. E. Turner, at Macgregor, Manitoba. The manager, Thomas Clark, is just recording a sale at the cash register. This store affords an example of using every available inch of room for stock. The neatness with which these goods are displayed on the shelves is another interesting feature, and the seasonable display of midsummer drinks is still another. It will be noted that a display of small pitchers is made in connection with the grocery department, resulting in many sales. There is a rack, too, for paper bags in graduated sizes within easy reach over the counter in the rear. The Shearer counter is used with its false glass fronts enclosing samples of various groceries in bulk.

What is Your Answer?

HERE is a problem in business ethics. In the Cabri, Sask., "Clarion," there appeared recently a three column display advertisement at the left-hand top of page one. It announced: "Potatoes—Carload on the Track, \$1 Per Bushel."

Directly underneath this advertisement, and occupying the same space at the bottom of the page, was another display ad. bearing at its top in small print the Canadian Food Control License number of this merchant, followed by the words in large type. "An explanation:—"

In order to safeguard the reputation of my business, I have to offer the following explanation to my many customers and friends. It has been my aim to keep prices as low as possible and to handle good merchandise.

I was notified that a carload of potatoes was in the local railroad yard awaiting for me to take delivery. As I am generally very careful as to the quality of merchandise I purchase, I investigated the contents of the car. We found the potatoes to be damaged by frost, to what extent I do not know. It was so serious, however, that I closed the car and reported to the shipper my refusal to accept the shipment, at the same time giving my reason for doing so.

The goods were then left in the hands of the Union Bank manager to dispose of without success. The shipper then came himself. I was offered the potatoes at half their former price, but, notwithstanding the fact that I badly needed potatoes, I again refused them.

Finally, they were sold to a local firm who advertised them at \$1.00 a bushel.

I hope this information will explain to you why you are charged more for good potatoes. I am not giving this information in order to knock or hurt anyone else's business, but I believe that my customers are entitled to know why there was such a difference in price.

Yours very truly,

The question before the House is whether this merchant was justified in running this advertisement. Did it constitute a boost or a knock for the other merchant?

EXCESS MOISTURE SAID TO CAUSE BUTTER SEIZURES

In view of the seizures that have been made in the United States of late of butter stocks, it has been pointed out that the reason for this in some cases is attributable to excess moisture in the butter.

In speaking with a Montreal produce man this week, CANADIAN GROCER was informed that the Government requirements call for a minimum of 16 per

cent. of water, and there seems to have been carelessness manifest upon the part of butter makers regarding the water content permissible by law. While statements appearing in the press have not alluded to this, it is assumed that some of the seizures made were prompted through the revelation of a greater moisture content than the legal standard permits.

It is further understood that some checking up has been under way in Canada and that in one instance a holder of butter was just on his way to make a report when he met the inspector, who would later have made an inspection at this point, probably confiscating several thousand pounds of butter with a heavy money loss to the owner.

It would seem that there is logic in this statement and that inspection may have been rather carelessly conducted. This view of the matter would at least indicate that some of the supplies seized have not been unfit for use as food.

THINK SOCKEYE RUN ON FRASER A DEAD LETTER

Vancouver, B.C., Aug. 15.—Fishermen and cannerymen agree that the 1919 run of sockeyes on the Fraser has not materialized. Comparatively few fish have been caught all season in the Fraser, and although Dominion Fishery Inspector A. P. Halladay has declared his faith in a possible late run this fall, the men who fish the river are not so optimistic and there is a general impression among the old-timers—the men who have fished it for years—that the Fraser's day as a great salmon-producing stream is over. They say it sadly, but with the conviction induced by seeing the industry grow less and less as the years pass.

Another indication to the fishermen that the sockeyes are about through, is that there are a number of humpbacks, "chums," as they are known, being caught in the river. One canneryman declares there are more humpbacks being caught just now than for the last fifteen years. These fish are inferior commercially to the sockeyes, and the fishermen are not overjoyed at the present outlook.

A few cohoes are also being caught, but this is regarded as not out of the ordinary. Licenses issued this year are far below the number in what have been known as the big years. The total is 1,031 compared with 2,400 and 2,500 in the big years.

CITY MARKETS AS A REVENUE PRODUCER

The income that the city is deriving from its markets shows a gratifying increase compared with recent years, and in the last quarter of a century has more than doubled. The city operates six markets for general purposes, two refrigerating plants, a hay market, and two cattle markets, as well as five public weigh bridges. In 1899 the total revenue received from these was \$74,419.99. In 1903 the revenue was \$90,384.42. and in 1908 it rose to \$111,258.65. In 1913 the revenue from the markets

totaled \$143,764.15, while in 1918 it was \$175,000. The largest amount taken in any one day was in 1918, when \$375 was collected, all in 25 cent tickets, which is the tariff for the use of the market stalls.

HOW CUSTOMERS ARE LOST

There was a noise on the front veranda, the door opened, a parcel dropped on the floor, the door slammed again and the boy was off to the wagon, but not before the lady of the house got to the door and reminded the boy that there was a side entrance to the house where groceries should be delivered, and that she did not want her clean front porch mussed up with his dirty boots, but the only answer she got was an impudent grin.

Immediately this indignant customer called up the store to complain. The phone was answered by the head clerk, who explained that the boss was out, but he would tell him of the occurrence and see that it did not happen again.

But it did happen again, the very next day. This time she did not call up the store, but the next day another delivery boy from another store brought the groceries, but he went to the back door as he was instructed to do by the proprietor of the store.

You may think this customer was a little hasty and perhaps a little fussy, but this is an important matter with busy housekeepers, and they judge the store by its service, and the delivering of the goods is just as important as the buying and selling.

Look into your delivery system. Does your driver go to the back door? Is he courteous with customers?

And you clerks who would some day be merchants, do you pay strict attention to complaints of customers, and try to remedy the faults, or do you just forget about them, as was most likely done in this case and a customer lost?

Remember advertising, prompt and careful deliveries will not get you far if you don't back it up, and this much abused word "service" doesn't mean anything in your store. From "Profit Pointers," published by the Star Egg Crate Co., Rochester, N.Y.

WHOLESALE GROCER'S MONTHLY BULLETIN

The Wholesale Grocers of Ontario are issuing an attractive little monthly called "The Bulletin." August was the initial number. It will serve the purpose of keeping the wholesale grocery trade in touch with what is of interest to them, and will contain all that pertains to the welfare of the wholesaler.

THEFTS AT THORNDALE, ONT.

Thefts of groceries have become very numerous of late in the village of Thorndale, Ont. The thieves have made a regular practice of pilfering shipments from cars on the track delivered to certain merchants of the town. W. B. Lee, Thomas Monteith and J. B. Harding have all suffered these losses, and the activities of the county police have so far failed to curb them.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

ANOTHER sugar refinery has advanced its price, the increase in this instance amounting to 45 cents per hundred. The markets are generally very firm, with few changes, but where there are any, they are in the upward direction. The sugar situation has not improved to any extent as far as supplies are concerned, and a month is expected to elapse before anything approaching a normal supply can be looked for.

MONTREAL—There have been a number of changes in prices reported this week. Canada Sugar Refineries advanced their price 45c per cwt. Live hogs drop in price also. Smoked hams, bacon and lard are cheaper. Hay is down \$2 per ton. Some varieties of fruits are cheaper. General groceries hold about the same with brisk business. Wholesalers report trade good with prices ruling high. Some lines of imported goods are reaching Montreal. The tendency seems to point to brisk business with prices holding steady.

TORONTO—The markets this week are for the most unchanged, a firm but steady tone characterizing most commodities. The new prices on the new crop of California raisins are announced by the Raisin Association, on the basis of California delivery. Quotations show very marked advances as compared with a year ago, and everything points to high prices on raisins for the next year. There is a very heavy demand from all markets for the California crop. No improvement is reported in the sugar situation. Supplies are still scant and new raws are not being received at the refineries any more freely. Prices are very firm. Teas and coffees are at strong levels. Stocks on spot are said to be very light and new buying is at

very high levels. There is a heavy demand for spices. Prices are firm and some lines are in light supply. An advance on cornmeal is noted this week. All other cereals are steady. Nuts continue strong, with a marked upward tendency. Almonds are likely to advance again within a short time. Coconut is at high levels and is likely to be very high for some time to come as supplies are none too plentiful. Rice is firm and tapioca has advanced to a new high level. Dealers are bidding for new crop honey but the growers are holding out for higher figures than are being offered. The situation in flour is very strong and supplies a little scarce until the new crop flour is offered. Millfeeds have made advances this week, owing to the scarcity in the face of a heavy demand. Everything points to very strong prices on all millfeeds.

In the produce markets prices are firm and unchanged. Eggs are inclined to advance, but butter and cheese are steady. Poultry is arriving more freely and is in active demand.

WINNIPEG—The conditions on this market during the week have been more notable for a general firmness in feeling than for actual price changes. Sugar receipts, which were proving a very serious matter, have considerably improved. The bean and rice markets are reported very strong and advances are possible. Some dealers have advanced coffees two to four cents. Pepper, too, is in a very strong position and is expected to advance within the week. Reports of the salmon pack just made public seem to indicate somewhat better conditions than were generally expected. Hogs declined during the week 50 cents to a dollar, and there is a probability of a further decline of 50 cents.

QUEBEC MARKETS

MONTREAL, Aug. 27.—The market during the week has been comparatively uneventful. There has been a good buying movement and a general firmness in the market feeling of many lines, but sharp changes have not been very noticeable. There was a sharp advance in millfeeds and also in orange Pekoe tea, but otherwise changes were not very noticeable.

Fourth Refinery Advances Sugar

Montreal.
SUGAR.—The Canada Sugar Refinery, that did not advance when other refiners increased prices two weeks ago, have increased their price to \$10.40. Sugar remains a very firm market, with the refineries having all they can do to meet demands.
Demerara sugar is now being offered, bright crystals selling at 10c per pound.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	10 50
Acadia Sugar Refinery, extra granulated	10 50
St. Lawrence Sugar Refinery	10 50
Canada Sugar Refinery	10 40
Dominion Sugar Co., Ltd., crystal granulated	10 50
Iceing, barrels	10 70
Iceing, 25-lb. boxes	11 10
Iceing, 50-lb. boxes	10 90
Do., 1-lb.	12 20
Yellow, No. 1	10 10
Yellow, No. 2 (Golden)	10 00
Yellow, No. 3	9 90
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 98
Cubes and Dice (asst. tea), 100-lb. boxes	11 10
Do., 50-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50
Demarar light, per lb.	0 10

New Prices In Various Lines

Montreal.
MISCELLANEOUS.—A shipment of imported olive oil arrived is announced. Barton and Guenter's brand selling quarts \$19.25 per case; pints \$21 per case. Imported castor oil now on the market, \$3.25 per gallon. New shipment of Vichy water is expected this week, \$13.25 for case of 50 bottles. George Washington brand coffee has advanced and is now quoted: Standard size, per doz., \$4.50; medium, \$8.75; family, \$13. New prices are announced in Cross & Blackwell's goods as follows: Mixed pickles, sour, ½ pint, per doz., \$4.80; pints, \$8; malt vinegar, rep. quarts, \$4.10; orange marmalade, 7 lb. tins, per doz. \$20; 1 lb. glass jars, \$4.

Canned Fruits In Good Demand

Montreal.
CANNED GOODS.—There is a noticeable firmness in the market for all can-

ned fruits and vegetables, though no price changes have been noted. Canned fish is in light demand.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 25
Blueberries, 2s	2 40	2 40
Currants, black, 2s, doz.	4 65	4 65
Do., gallons, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, doz.	4 40	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.	4 65	4 65
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 80	3 00
Do., No. 2	3 75	4 00
Do., 2½ (best)	2 50	2 90
Pears, 2s	3 25	3 25
Do., 2½s	1 90	1 90
Do., 2s (light syrup)	3 60	3 60
Pineapples (grated and sliced), 2s	4 50	4 50
Do., 2½s	2 00	2 20
Plums—Lombard	3 45	3 45
Gages, Green, 2s	2 00	2 00
Do. (light syrup, 2s)	4 65	4 65
Raspberries, 2s, black or red, heavy syrup	8 00	10 00
Do., 2½s	0 95	1 00
Strawberry, 2s, heavy syrup	1 50	1 50
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 85	5 25
Asparagus, imported (2½s)	1 95	2 00
Beans, Golden Wax	1 75	1 75
Beans, Refugee	0 95	0 95
Beets, new sliced, 2-lb.	2 10	2 35
Corn (2s)	1 45	1 75
Carrots (sliced), 2s	7 25	7 50
Corn (on cob), gallons	2 85	2 85
Spinach, 3s	3 15	3 50
Spinach, California, 2s	8 00	10 00
Do. (wine gals.)	0 95	1 00
Tomatoes, 1s	1 50	1 50
Tomatoes, 2s	2 10	2 10
Tomatoes, 2½s	6 00	7 25
Tomatoes, 3s	1 10	1 10
Tomatoes, gallons	3 25	3 25
Pumpkin, 2½s (doz.)	1 85	1 90
Pumpkins, gallons (doz.)	1 92½	1 97½
Peas, Standards	8 00	8 00
Peas, early June	1 57½	1 57½
Peas, extra fine, 2s	2 75	2 75
Do., fancy, 20 oz.	1 85	1 85
Potato—Can. sweet, 2½-lb. tins	2 15	2 15
Do., 2-lb. tins	1 12½	1 12½
Onives (in bls, 49 wine gals.), gal.	4 80	4 80
Canned Fish—		
Salmon—	2 35	2 35
Chums, 1-lb. tins	2 60	2 60
Do., ½s, flat	1 97½	1 97½
1 lb. tins, cases 4 doz., per doz.	2 37½	2 37½
Pinks, 1-lb. flat	1 62½	1 62½
Pinks, 1-lb. tins	3 75	3 75
Pale, ½-lb., doz.	2 25	2 25
Pale, 1 lb., doz.	1 75	1 75
Pinks, ½-lb., doz.	4 00	4 00
Onions, 1-lb. tins	2 45	2 45
Onions, 1-lb. flats	2 80	2 80
Onions, ½ lb., flat	2 25	2 25
Red Springs, 1-lb. tins	2 25	2 25
Red Springs, ½ lb.	2 25	2 25
White Springs (1s)	2 25	2 25
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	3 60	3 60
Labrador salmon, 1-lb. flat	4 60	4 60
Alaska, red, 1-lb. tall	1 90	2 00
Pilehards, 1-lb. tins	1 90	1 90
Whale Steak, 1-lb. flat	2 25	2 25
Herrings, kippers, ds. (4 ds. case)	2 25	2 50
Herrings (tomato sauce), doz.	1 00	1 00
Haddies (lunch) (½-lb.)	2 25	2 35
Haddies, chicken (4 doz. to case), doz.	6 25	6 75
Canadian sardines (case)	26 00	26 00
Norwegian sardines, per case of 100 (¼s)	2 60	2 60
Oysters (Canned)—	4 20	4 20
5 oz., doz.	3 10	3 10
10 oz., doz.	5 10	5 10
Lobsters, ¼-lb. doz.		
Do., ½-lb. tins, doz.		

Do., 1-lb. tins	8 25
Do., ¼-lb., doz.	6 00
Do., 1-lb. flats	8 25
Lobster paste, ½-lb. tins	3 50
Jardines (Amer. Norwegian style)	14 50
Sardines (gen. Norwegian)	25 00
Sardines—Canadian brands (as to quality), case	6 25
Sardines, French	32 00
Scallops, 1-lb., doz.	3 25
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 95
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25
Crabs, No. 1 (cs 4 doz.)	6 75
Crab meat (Japanese), doz.	6 50
Clams (river) (1 lb.), doz.	1 90
Scotch Snack, No. 1, dz., Montreal	2 50

Dried Fruits Dull; Prices Unchanged

Montreal.
DRIED FRUITS.—There is a decided slowness in the movement of dried fruits. Buying is light even for this time of year. There have been no variations in prices.

Apricots, slabs	0 25
Apples (evaporated)	0 22
Peaches (fancy)	0 27
Faced	0 19
Choice	0 20
Extra choice	0 21
12 oz., per pkge.	0 16
Pears	0 25
Drained Peels (old)—	
Citron	0 45
Lemon	0 36
New—Lemon	0 41
Orange	0 43
Citron	0 59
Raisins—	
Bulk, 25-lb. boxes, lb.	0 18
Muscatels, 2 crown	0 16
Do., 3 crown	0 17
Cal. seedless, cartons, 16 oz.	0 17
Choice seeded, 12 oz.	0 12
Fancy seeded, 16 oz. pkge.	0 14
15 oz.	0 17
11 oz.	0 13
Choice seeded, 15 oz.	0 16
Seedless, 11 oz. pkge.	0 14
Seedless, 15 oz. pkg.	0 20
Currants, old pack, 15 oz.	0 27½
Currants (Amarites), loose	0 27½
Dates, Excelsior, per case (36-10s)	6 25
Packages only	0 10
Do., Dromedary (36-10 oz.)	7 25
Packages only, Excelsior	0 20
Do., Dromedary	0 22
Figs (layer), 10-lb. boxes	2 60
Figs, white (70 4-oz. boxes)	5 40
Do. (28 8-oz. boxes)	3 50
Do. (12 10-oz. boxes)	2 20
Figs, Spanish (cooking), 22-lb. boxes	0 14
Prunes (25-lb. boxes)—	
30-40s	0 32
60-70s	0 25
70-80s (25-lb. box)	0 22
80-90s	0 19
90-100s	0 15
100-120s	0 14
Peels—	
Orange	0 37
Cut mixed (1-lb. cartons), doz.	4 10
In 56 lb. case	12 75
Cut, 10-lb. boxes (lb.)	0 48

Rice Firms; Steady Demand

Montreal.
RICE.—There is a very good demand noted for rice, and prices are firmly held.

Carolina	17 00
Honduras	18 00
Siam No. 2	13 00
Siam (fancy)	12 00
Rangoon "B"	13 00
Rangoon CC	12 75
Mandarin	13 75
Pakling	13 00
Patna	0 14
Japan	0 16
Broken rice, fine	7 00
Do., coarse	8 50
Tapioca, per lb. (seed)	0 15
Tapioca (pearl)	0 15
Tapioca (flake)	0 12½
Note.—The rice market is subject to frequent change and the price basis is quite nominal.	

Spices Steady;
Business Brisk

Montreal.
SPICES.—There is a good movement noted in all spices, and prices remain firm. No price changes have occurred during the week.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 55	0 55
Pure ground	0 35	0 40
Cloves	0 60	0 70
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 30	0 40
Gl-ger (Cochin or Jamaica)	0 35	0 35
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamom seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded coconut, in pails	0 21	0 22
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Orange Pekoe
Advances 3 Cents

Montreal.
TEA.—There is a very firm feeling on all teas at the present time. Orange Pekoe has advanced 3c per pound during the week, and there are possibilities of other advances.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 56	0 60
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 66	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

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

Coffee Prices
Remain Unchanged

Montreal.
COFFEE.—No price changes are noted this week on coffee, but there is a very firm feeling noted in the market.

Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 42½	0 44
Jamaica, lb.	0 40	0 43
Mocha (types)	0 44	0 47
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	5 25	5 25
In ½-lbs., per doz.	2 75	2 75
In ¼-lbs., per doz.	1 45	1 45
In small size, per doz.	1 10	1 10

Market For Nuts
Reported Firm

Montreal.
NUTS.—No changes have been noted in prices of nuts during the week, but the market is reported very firm.

Almonds, per lb.	0 28	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	0 70	0 70
Brazil nuts (new)	0 28	0 33
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 29	0 31
Filberts, Barcelona	0 26½	0 30

Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 33	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large	0 60	0 60
Jumbo	0 29	0 35
Walnuts (Grenoble)	0 23	0 25
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 30	0 33
Walnuts (Spanish)	0 30	0 33

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

No Change Noted
In Cereals

Montreal.
CEREALS.—Despite the advance in several grains, price of cereals remain unchanged, though there is an improved feeling in the market.

Self-raising Flour—		
3-lb. pkgs., doz.	2 90	2 90
6-lb. pkgs., doz.	5 70	5 70
Cornmeal, Gold Dust	6 00	6 00
Golden	5 75	6 00
Barley, pearl	5 00	5 25
Barley, Pot, 98 lbs.	7 50	7 50
Barley (roasted)	5 60	6 00
Buckwheat flour, 98 lbs.	6 00	6 00
Cornflour, white	8 75	9 00
Rice flour	5 75	6 00
Hominy grits, 98 lbs.	6 50	7 25
Hominy, pearl, 98 lbs.	5 75	6 00
Graham flour	6 00	6 30
Oatmeal (standard granulated and fine)	4 00	4 60
Oatmeal, fine cut, in pkgs., c/s.	4 00	5 50
Peas, Canadian, boiling, bush	6 00	6 50
Split peas (per 98 lbs.)	6 25	6 50
Rolled oats, 90-lb. bags	5 60	5 60
Rolled oats (family pack), case	2 00	2 00
Rolled oats (small size), case	5 30	5 30
Oat flakes (case 20 pkgs.)	7 10	8 00
Rolled wheat (100-lb. bbls.)	6 00	6 00
Porridge Wheat—		
Packages, 36 in case	5 80	4 25
Packages, 20 in case (family pack)	5 25	3 25
Puffed wheat, c/s	3 25	0 16
Puffed Rice	0 15	0 16
Wheat Food, 18, 1½s.		
Tapioca flour, lb.		

Maple Sugar
Reported Scarce

Montreal.
MAPLE PRODUCTS.—Maple sugar is reported to be very scarce, and there is a very keen demand for all stocks offering. There is a firm feeling for all maple products and prices are showing firmer tendencies.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	0 30	0 26
Comb (No. 1)	0 26	0 26
In tins, 60 lbs., per lb.	0 26	0 27
30-lb. pails	0 28	0 28
10-lb. pails	0 28	0 28
5-lb. pails	0 10	0 20
Buckwheat, 6-lb. tins, lb.		

Molasses and Syrups
Unchanged in Price

Montreal.
MOLASSES AND SYRUPS.—No changes in quotations on syrup and molasses as compared with a week ago.

There is a fair demand reported for these commodities.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08½	0 08½
Half bbls.	0 08½	0 08½
Kegs	0 08½	0 08½
2-lb. tins, 2 doz. in case, case	5 45	6 05
5-lb. tins, 1 doz. in case, case	5 75	5 70
10-lb. tins, ½ doz. in case, case	2 60	3 85
20-lb. tins, ¼ doz. in case, case	2 60	3 85
2-gal. 25-lb. pails, each	3 85	6 25
3-gal. 38½-lb. pails, each	5 95	6 55
5-gal. 65-lb. pails, each	6 25	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	5 95	6 55
5-lb. tins, 1 doz. in case, case	6 25	6 25
10-lb. tins, ½ doz. in case, case	6 20	6 20
20-lb. tins, ¼ doz. in case, case	7 50	10 00
Cane Syrup (Crystal Diamond)—		
2-lb. tins, 2 doz. in case, per cs.	10 00	10 25
Barrels, per 100 lbs.	10 25	4 80
Half barrels, per 100 lbs.	10 25	
Glucose, 5-lb. cans (case)	4 80	

Prices for	
Barbadoes Molasses—	Island of Montreal
Puncheons	0 98 1 03
Barrels	1 01 1 06
Half barrels	1 03 1 08
Antigua Molasses—	
Puncheons	0 95
Barrels	0 98
½ barrels	1 00

Note—Prices on molasses to outside points average about 3c per gallon less.

Bean Prices Firm;
Stocks Moderate

Montreal.
BEANS.—There is a very firm undertone to the bean market at the present time. Stocks are comparatively light, and there is a growing demand that may result in a further price advance.

Canadian, hand-picked, bush	5 40	5 70
British Columbia	5 00	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 50
Yellow Eyes	5 50	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	6 50	6 50
Peas (blue)	0 08	0 08

Flour Unchanged;
Stocks Light

Montreal.
FLOUR.—Flour stocks still are fairly limited, with a very fair demand in evidence. There has been no change in prices this week.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00	11 00
Per bbl., in (2) cotton bags, 98 lbs.	11 15	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30	11 30
Winter wheat flour (bbl.)	11 00	11 50

Feeds Show
Sharp Advance

Montreal.
FEEDS.—There has been a sharp advance in feeds during the week owing to the growing scarcity of stocks and keen bidding for all supplies available.

Shorts—		
Mixed cars	55 00	55 00
Bran—		
Mixed cars	45 00	45 00
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings	56 00	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	56 50	56 50
F.O.B. Fort William	55 00	55 00

New Crop
Reduces Hay Prices

Montreal.
HAY, OATS, BARLEY.—New hay is

coming on the market and has helped to reduce the high prices, and this week quotations are lower by \$2 a ton. Barley is quoted slightly higher, as are also feed oats.

Good, No. 1, per 2,000-lb. ton	25 00
Do., No. 2	23 00
Do., No. 3	22 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	1 03
No. 3 C.W.	1 01½
Extra feed	1 02
No. 1 feed	1 00
No. 2 feed	0 98
Barley—	
No. 3 extra Ontario	1 57
No. 3	1 56

Note—These prices are at elevator and bags and bagging are not included.

Duchess Apples in Hampers Cheaper

Montreal.

FRUIT.—There is a fair supply of fall apples coming on the market at present, with Duchess predominating. There has been a slight decline in price as a result. California peaches are also somewhat easier, but otherwise the fruit market shows no changes.

Apples—		
Hampers	2 75	
Barrels, No. 1	6 50	7 00
Duchess, No. 2	5 50	6 00
Yellow Transparent Strawberry	4 50	5 00
Apricots, box	3 25	
Bananas (as to grade), bunch	5 00	6 00
Blueberries, qt.	0 30	
Do., (11 baskets)	3 75	
Cantaloupes, doz.	2 75	
Grapefruit (fancy Porto Rico)	4 50	5 50
Grapes (basket, 30 lbs.)	4 00	
Lemons, Messina	6 00	7 00
Melons (Montreal), doz.	20 00	25 00

ONTARIO MARKETS

TORONTO, Aug. 29—There is not much improvement in the sugar situation, as far as improved deliveries from refineries are concerned, although no real shortage has been heard of yet, as far as the retailer is concerned. The situation is certainly stringent and quantities in wholesalers' hands are very light. New raisin prices are announced and show big increases. Teas and coffees are very strong. Spices are having a big inquiry. Prices for the most part are strong at unchanged levels.

Little Improvement in Sugar Situation

Toronto.

SUGAR.—No changes are reported in quotations on sugar. The market is very firm, and no improvement has taken place in the situation as regards increased supplies. Prices on raws from delivery next January, February and March, are inclined to be high, \$6.50 being the f.o.b. price at Cuba. No actual shortage is reported among grocers, and householders have been able to get their requirements, but just how long they will be able to do so will depend on the supplies held by the retail trade. The movement is very slow, and deliveries from the refineries are away behind.

On Tuesday of this week Canada Sugar Refinery announced an advance of 45 cents per cwt., making their price still 10 cents under the other refineries.

St. Lawrence, extra granulated	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Can. Sugar Refinery, extra granulated	10 61

Watermelons, each	0 75
Pears, California, (110 size)	4 75
Peaches, California (box)	1 75
Plums, box	2 75
Oranges, Cal., Valencias	6 50
Do., 150	4 50
Do., 175	5 00
Do., 200-216	5 00
Blood oranges	4 50

Vegetable Prices Remain Unchanged

Montreal.

VEGETABLES.—There is a fair showing of vegetables on the local market, with a good demand for all offerings. There have been no price changes during the week.

Beans, new string, Montreal, 20-lb. bag	1 25
Beets, new, doz. (Montreal)	0 40
Cucumbers (Montreal), doz.	0 25
Chickory, doz.	0 75
Cauliflower (Montreal), doz.	1 50
Cabbage (Montreal), doz.	0 75
Carrots (new), doz.	0 15
Celery, doz.	1 00
Corn (per bag, doz.)	0 15
Cabbage (Montreal), doz.	0 75
Lettuce (curly), doz.	0 25
Lettuce (curly), box	0 15
Lettuce (Montreal), head	0 50
Leeks	1 50
Mint	0 30
Mushrooms, lb.	1 75
Basket (about 3 lbs.)	4 00
Onions, Texas, hamper	4 00
Yellow, 95-lb. sack	7 00
Do., Red (bunches), doz.	1 00
Parsley (Canadian)	0 20
Potatoes, Montreal (90-lb. bag)	2 60
Radishes, doz.	0 25
Rhubarb, doz.	0 25
Spinach, box	0 75
Turnips, Quebec, bag	1 75
Do., new, doz.	0 40
Tomatoes (Montreal), 30-lb. box	1 00
Do., hothouse, lb.	0 30

Cases, 5-lb. tins, white, 1 doz. in case	6 55
Cases, 10-lb. tins, white, ½ doz. in case	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	5 85
Cases, 10-lb. tins, yellow, ½ doz. in case	5 75
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.	7 00
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 10
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 44
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., ½ doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case of 3 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of ½ doz.	3 60
West Indies, 1½s., 48s.	4 60

Packaged Goods Are Unchanged

Toronto.

PACKAGE GOODS.—The market for all packaged lines is very firm. Rolled oats are selling freely at unchanged figures. Corn flakes, too, are in demand and quotations rule at the same levels as a week ago.

Roller Oats, 20s round, case	\$5 60
Do., 20s square, case	5 10
Do., 36s, case	4 00
Do., 18s, case	2 00
Corn Flakes, 36s, case	3 60
Shredded Wheat, 36s, regular, case	4 50
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	3 60
West Indies, 1½s., 48s.	4 60
Cornstarch, No. 1, lb. cartons	0 11½
Do., No. 2, lb. cartons	0 10½
Laundry starch	0 10
Laundry starch, in 1-lb. cartons	0 12
Do., Do., in 6-lb. tin canisters	0 13½
Do., Do., in 6-lb. wood boxes	0 13½
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	5 60
Cornmeal, 24s	3 65
Farina, 24s	2 35
Barley, 24s	2 35
Wheat flakes, 24s	5 40
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s	3 30
Buckwheat flour, 24s	3 30

Canned Goods Are Big Sellers

Toronto.

CANNED GOODS.—All canned goods are selling freely. The demand for salmon is on a very large scale. The inquiry for salmon this summer has been in excess of other years in spite of the scarcity of the best lines. Red salmon is a very free seller. Canned fruits and vegetables are moving briskly, and a big export demand is reported on both these lines.

Salmon—	
Sockeye, 1s, doz.	4 75
Sockeye, ½s, doz.	2 95
Alaska reds, 1s, doz.	4 25
Do., ½s	3 00
Chums, 1-lb. tins	2 35
Do., ½s doz	1 55
Pinks, 1-lb. tins	2 35
Do., ½s doz	1 35
Cohoos, ½-lb. tins	2 00
Cohoos, 1-lb. tins	3 75
Red Springs, 1-lb. tins	3 75

Molasses and Syrups Quiet

Toronto.

MOLASSES, SYRUPS.—The market for molasses and syrups is very quiet at the present time, the movement being slow. Quotations are strong at unchanged levels. The demand for these lines is usually quiet at this season.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	\$0 08½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 95

White Springs, 1s. dozen	2 30	2 35
Lobsters, 1/2 lb. doz.	6 00	6 00
Do., 1/4-lb. tins	1 75	1 90
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s	1 95	2 25
Tomatoes, 2 1/2s	1 97 1/2	2 02 1/2
Peas, standard	2 12 1/2	2 17 1/2
Peas, early June	2 40	2 45
Do., Sweet Wrinkle	2 77 1/2	2 82 1/2
Do., extra sifted	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	3 85	4 25
Asparagus, tins, doz.	2 50	2 50
Asparagus butts, 2 1/2s	2 15	2 25
Canadian corn	1 25	1 25
Corn, American, 2s, doz.	1 90	1 90
Pumpkins, 2 1/2s	2 52 1/2	2 80
Spinach, 2s, doz.	10 00	10 00
Do., 1 1/2s, doz.	2 07 1/2	2 10
Do., standard, 10s, doz.	2 65	4 52 1/2
Do., 10s, doz.	5 00	5 00
Pineapples, sliced, 2s, doz.	2 87 1/2	2 87 1/2
Do., shredded, 2s, doz.	2 87 1/2	2 87 1/2
Rhubarb, preserved, 2s, doz.	2 40	2 40
Do., preserved, 2 1/2s, doz.	4 35	4 40
Do., standard, 10s, doz.	4 65	4 75
Apples, gal. doz.	5 25	5 25
Peaches, 2s	2 10	2 35
Pears, 2s	3 40	3 45
Plums, Lombard, 2s	0 80	0 80
Do., Green Gage	4 50	4 50
Cherries, pitted, H. S.	0 84	0 84
Raspberries, 2s, H.S.	0 88	0 88
Strawberries, 2s, H.S.	3 45	3 45
Blueberries, 2s	4 50	4 50
Preserved Fruits, Pint Sealers—	1 10	1 10
Peaches, pint sealers, doz.	4 50	4 50
Jams—	1 15	1 15
Apricot, 4s, each	4 50	4 50
Black currants, 16 oz., doz.	1 10	1 10
Do., 4s, each	0 84	0 84
Gooseberry, 4s, each	0 88	0 88
Peach, 4s, each	3 45	3 45
Red currants, 16 oz., doz.	4 50	4 50
Raspberries, 16 oz., doz.	1 10	1 10
Do., 4s, each	4 50	4 50
Strawberries, 16 oz., doz.	1 15	1 15
Do., 4s, each		

Raisin Prices Show Big Advances

Toronto.

DRIED FRUITS.—Quotations on the new California raisin crop are named, that is, on the basis f.o.b. California. The prices show very marked increases over the figures of a year ago. They are given in another column. The prices to the retail trade are not named yet, but of course these will not be given out until there is some of the new crop on the market. The prices just announced are the California Raisin Association's quotations to brokers. Dried fruits are in small supply as far as the Toronto market is concerned. Only small sizes of prunes are available, and apricots are off the market.

Apricots, unpitted	0 22	0 23
Do., fancy, 25s	0 22	0 23
Do., choice, 25s	0 22	0 23
Do., standard, 25s	0 47	0 47
Candied Peels, American—		
Lemon	0 44	0 44
Orange	0 45	0 45
Citron	0 47	0 47
Currents—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pags., 3 doz. in case	6 50	6 50
Dromedary, 3 doz. in case	7 50	7 50
Figs—		
Taps, lb.	0 18	0 19
Malagas, lb.	5 00	5 00
Comadre figs, mats, lb.	3 25	3 25
Smyrna figs, in bags	2 25	2 25
Cal., 4 oz. pkgs., 70s. case		
Cal., 8 oz., 20s. case		
Cal., 10 oz., 12s. case		
Prunes—		
30-40s, per lb.	0 26 1/2	0 26 1/2
40-50s, per lb.		
50-60s, per lb.		
60-70s, per lb.		
70-80s, per lb.		
80-90s, per lb.	0 15 1/2	0 15 1/2
90-100s, per lb.		
100-120s, per lb.		
Peaches—		
Standard, 25-lb. box, peeled	0 20	0 20
Choice, 25-lb. box, peeled	0 23	0 23
Fancy, 25-lb. boxes	0 24	0 24

Practically peeled, 25-lb. boxes	0 22 1/2	0 22 1/2
Extra choice, 25-lb. box, peeled	0 26	0 26
Raisins—		
California bleached, lb.		
Extra fancy, sulphur, blech., 25s	0 22	0 22
Seedless, 15-oz. packets	0 17	0 17
Seeded, fancy, 1-lb. packets	0 20	0 20
Seeded, 15-oz. packets	0 20	0 20
Seedless, Thompson's, bulk	0 15 1/2	0 15 1/2
Seedless, 16-oz. packets		
Crown Muscatels, 25s		

Golden Cornmeal is Quoted Higher

Toronto.

CEREALS.—An advance of 25 cents per 98 pound sack is reported on golden cornmeal this week. All other prices are unchanged. The market is firm for all cereals in bulk. The best cornmeal is quoted at \$6.50 for 98 pound sacks. Rice flour is very strong, selling at \$10 per cwt.

	Single Bag	Lots
	F.o.b.	Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	4 50	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 75	6 50
Do., fancy yellow, 98s	5 75	6 00
Hominy grits, 98s	5 25	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	6 25	6 25
Oat Flour	4 50	4 50
Rolled oats, 90s	5 75	5 75
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	6 15	6 15
Do. No. 2	6 15	6 15
Rice flour, 100 lbs.	10 00	10 00
Linseed meal, 98s	6 75	6 75
Peas, split, 98s	6 50	6 50
Blue peas, lb.	0 10	0 10

Spot Prices on Teas Are Advancing

Toronto.

TEAS.—Spot quotations on teas are from 2 to 3 cents higher this week. Good teas are now in very small supply, and anything of a desirable quality is being held at firm figures. The market at primary points is advancing all the time, and all indications point to a very high market for some time to come. The supplies on spot are being depleted, and all new buying is at strong levels.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Quotations Are Very Strong

Toronto.

COFFEES.—Quotations on coffees are strong at last week's advance of 2 cents per pound. The market at primary points continues very strong for raws. Stocks among the dealers are not heavy and new buying is at high figures. All indications point to a strong market ruling for some time to come.

Java, Private Estate	0 55	0 57
Java, Old Government, lb.	0 52	0 57
Bogotas, lb.	0 52	0 57
Guatemala, lb.	0 48	0 52
Mexican, lb.	0 47	0 50
Maracaibo, lb.	0 47	0 50
Jamaica, lb.	0 47	0 49

Blue Mountain Jamaica	0 52	0 57
Mocha, Arabian, lb.	0 57	0 59
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 47	0 50
Ceylon, Plantation, lb.		
Chicoory, lb.	0 30	0 32
Cocoa—		
Pure, lb.		0 31
Sweet, lb.		0 31

Tapioca Shows Sharp Advance

Toronto.

RICES.—The situation in rices is still very strong, and while quotations on spot are unchanged this week, all indications point to very high levels ruling for some time to come. Supplies are very light, particularly of the best qualities. Some dealers have advanced their quotations on tapioca this week, the price now ruling being from 14 1/2 to 15 1/2 cents.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.		18 00
Honduras, fancy, per 100 lbs.		
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.		17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese XX., per 100 lbs.		
Do., Simiu		16 00
Do., Mujin, No. 1		16 00
Do., Paking		14 00
White Saco	0 13 1/2	0 13 1/2
Tapioca, per lb.	0 14 1/2	0 15 1/2

Cocoanut Market is Advancing

Toronto.

NUTS.—Ceylon unswetened cocoanut is quoted at 36 cents per pound. The sweetened cocoanut is 43 cents per pound. The market for cocoanut has shown sharp advances of late, and the likelihood is for a very firm situation. Prices now ruling are the highest on record. All nuts are ruling at strong figures. Both almonds and walnuts are bringing high figures on primary markets, and indications point to limited supplies for this market, because of the excessive demand. Almonds cannot be bought at primary points under 58 cents, and this means that they will cost around 70 cents to the retail trade for new goods. Shelled French walnuts are from 88 to 90 cents per pound.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unswetened, lb.		0 36
Do., sweetened, lb.		0 43
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.		0 20
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.		0 88

Brisk Inquiry For All Spices

Toronto.

SPICES.—There is a very brisk demand for all kinds of spices just now. Prices are very firm, and some lines are in small supply. Shipments of celery seed have been delayed from France, and the result is almost a bare market in this respect. Ginger too, is very

strong, the old crop having been pretty well bought up already. Cream of tartar is firm at unchanged figures.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, select, whole, 100s.	0 45	0 50
Do., 50s	0 55	0 65
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 80	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	3 25	3 25
8-oz. tins, doz.	6 75	6 75

Honey Growers Hold For Higher Prices

Toronto.

MAPLE SYRUP, HONEY.—Dealers' quotations on honey to the retail trade are higher. Some new honey is being bought around 20 cents per pound, in the country, but very little has been purchased at that figure. The growers are holding out for higher prices, and some are asking even as high as 25 cents for it, but on inquiry among buyers, CANADIAN GROCER has not learned of that figure having actually been paid. Buyers claim the price asked is too high, and bids have been more around 20 cents than any other figure.

Honey, Clover—		
5-lb. tins	0 24	
2½s tins	0 25	
10-lb. tins	0 24	
60-lb. tins	0 24	
Buckwheat, 50-lb. tins, lb.	0 18	
Comb, No. 1, fancy, doz.		
Do., No. 2, doz.		
Maple Syrup—		
2½-lb. tins, 10 to case, case	17 00	
Wine qt. tins, 24 to case, case	16 00	
Wine ½ gal. tins, 12 to case, case	15 00	
Wine 1 gal. tins, 6 to case, case	14 00	
Imperial 5 gal. cans, 1 to case, case	14 00	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	

Beans Have Slow Inquiry This Week

Toronto.

BEANS.—The market for Canadian beans is quiet just now, the demand being light. However, prices are generally firm, and holding at the high levels that have been ruling now for some time past.

Ontario, 1-lb. to 2-lb. pickers, bus.	\$5 00
Do., hand-picked, bus.	5 50
Japanese Kotosashi, per bush.	4 50
Rangoons, per bushel	3 00
Limus, per lb.	0 12½

Can. Late Fruits Arriving Freely

Toronto.

FRUITS.—Canadian peaches are beginning to come more freely, although the best varieties are not yet available. The 11 qt. baskets are selling at from \$1 to \$1.50 and the sixes at from 50c to 85 cents. Canadian pears in large baskets are quoted at from \$1 to \$1.25, and

the California Bartletts at \$4.75 per box. There are no imported canteloupes now on the market. Canadian canteloupes are arriving freely, the salmon flesh melons ranging from \$1 to \$1.25 for large baskets, and at from 75 cent to \$1 for eleven quart baskets. The 16 quart baskets, sugar sweets, are 75 cents. Canadian plums are \$1 and \$1.50 for large baskets, and from 60 to 75 cents for six quart baskets.

Bananas, per lb.	0 08
Valencia Oranges—	
100s, 126s, 150s, 176s, 200s.	
216s, 250s, 288s, 300s, 360s	4 75
Cal. Grapefruits, 64s	5 00
Lemons, Cal., 270s, case	5 00
Do., Messina Verdellis, box	6 50
Blueberries, 11-qt. basket	2 50
Watermelons	1 00
Cal., Ebertas, peaches, boxes	1 75
Cal., Chings, boxes	2 50
Domestic peaches—	
Leno covered, 11 qt.	1 25
Do., 6 qts.	0 75
Flat covered, 11 qts.	1 00
Do., 6 qts.	0 50
Plums, 11 qts.	1 00
Do., 6 qts.	0 60
Apples, 11 qts.	0 65
Cal. Bartlett Pears, box	4 75
Can. Pears, 11 qts.	1 00
Cal. Gravenstein Apples, box, all sizes	4 00
Grapes, Cal. Malaga, crate	3 75
Can. Cantaloupes—	
Salmon flesh, 16 qts.	1 00
Do., 11 qts.	0 75
Sugar Sweets, 16 qts.	0 75

Ont. Potatoes Are Easier

Toronto.

VEGETABLES.—Ontario potatoes are quoted lower this week. They are selling at \$3 per bag, and number two's are \$2.25. Onions are arriving freely. Peekaboo onions in 100-lb. sacks are quoted at \$6, and Spanish onions at \$9. Tomatoes are at low levels at the present time, there being a heavy supply moving to market. They are quoted at from 30 to 60 cents per basket. Gherkins are \$1 to \$1.50 for large baskets. Beets and carrots are now quoted by the bag at \$1.50.

Beets, bag	1 50
Cabbage, per large crate	4 00
Do., 32-qt. crate	2 25
Carrots, per bag	1 50

WINNIPEG MARKETS

WINNIPEG, Aug. 23—There is a good movement of business reported in this market, though there has been comparatively few price changes. Some wholesalers have advanced coffee prices sharply. Other goods remain practically unchanged, though with a firm market undertone.

Salmon Pack Shows Better Prospects

Winnipeg.

SALMON.—While the price is unchanged there is considerable satisfaction felt over the latest reports just to hand this morning showing an increase in the pack of many grades. Sockeyes are about the same: 25 per cent. of 1s tall; 50 per cent. of ½s flat; 35 per cent. of 1s flat. Cohoes, 30 per cent. 1s tall; 100 per cent. ½s flat. Pinks, 80 per cent., possibly 100 per cent. White 100 per cent.

Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	5 00	5 50
Do., doz.	0 50	0 60
Can. Onions, 75-lb. sacks	4 50	4 60
Peekaboo Onions, 100 lbs.	6 00	6 00
Spanish Onions, 100 lbs.	9 00	9 00
Parsley, per basket	1 00	1 00
Peppers, green, doz.	0 75	0 85
Do., sweet	1 00	1 00
Celery, doz.	0 40	0 50
Wax Beans, Can., 11-qt. basket	0 60	0 60
Do., 6-qt. basket	0 35	0 35
Cucumbers, 11 qt. basket	0 50	0 50
Potatoes—		
Jersey, 150-lb. sacks, No. 1s	4 75	4 75
Ontario, 90-lb. bags	3 00	3 00
Ontario, No. 2s	2 25	2 25
Turnips, doz.	0 30	0 40
Merrrows, basket	0 50	0 50
Tomatoes, 11-qt. basket	0 30	0 60
Can. Corn, doz.	0 20	0 20
Egg plant, 11-qt. basket	1 25	1 25
Gherkins, 11 qts.	1 00	1 50

Flour Situation is Very Strong

Toronto

FLOUR.—The situation in flour is very strong. New crop wheat is now being manufactured in the West, but there is none of the flour on the market yet. Prices to the trade are unchanged, but the millers are not booking any orders to any extent, as supplies of old crop flour are very light. Everything points to high prices for flour in the next year.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton		
bags	11 15	
In jute bags	11 00	

Sharp Advance in Millfeeds

Toronto.

MILLFEEDS.—Quotations on millfeeds made a sharp advance on Saturday last. Shorts have advanced to \$55.25 per ton, and bran is quoted at \$45.25 per ton. These are the highest figures that have ruled for a long time. The scarcity of supplies is the biggest factor in boosting prices. Feed flour is selling at \$68 per ton, and white middlings at \$64.

Bran, per ton	55 25
Shorts, per ton	45 25

Sugar Situation Somewhat Relieved

Winnipeg.

SUGAR.—The sugar situation is somewhat relieved, some refiners are again accepting Manitoba business which had refused deliveries earlier in the month. Redpath is still held to the old price while others have advanced ½c per lb. The local jobbers are looking for very high sugar this fall some go so far as to say they would not be surprised to see it 17c or 18c per lb.

Continued on page 49

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., August 26.—B. C. sugar has advanced 50 cents. Some eastern sugar, mostly yellow, is arriving. Mostly all cuts of hams and bacon are down a cent. Lard is half a cent. lower in some quarters, although no actual change in list price has taken place. Standard peas are quoted at \$4.40 and \$4.60. New season's choice evaporated apricots, twenty-fives, are 40 cents. Some extra fancy Siam rice is quoted to arrive at 16 cents. Canteloupes are \$6; Grapefruit \$7.50; lemons, \$9; oranges, \$7.25. Local potatoes \$45. Domestic sardines are lower at \$6.40 per case.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 26s, per bbl.	10 50	
Rolled oats, 80s	4 50	
Rice, Siam.	0 16	
Japan, No. 1	17 00	18 00
Tapioca, lb.	0 14	0 14
Sago, lb.	0 14	0 14
Sugar, pure cane, granulated, cwt	11 52	
Cheese, No. 1, Ontario, large	0 30	0 32
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s, per case	22 50	22 80
Eggs, new-laid, local	15 50	16 50

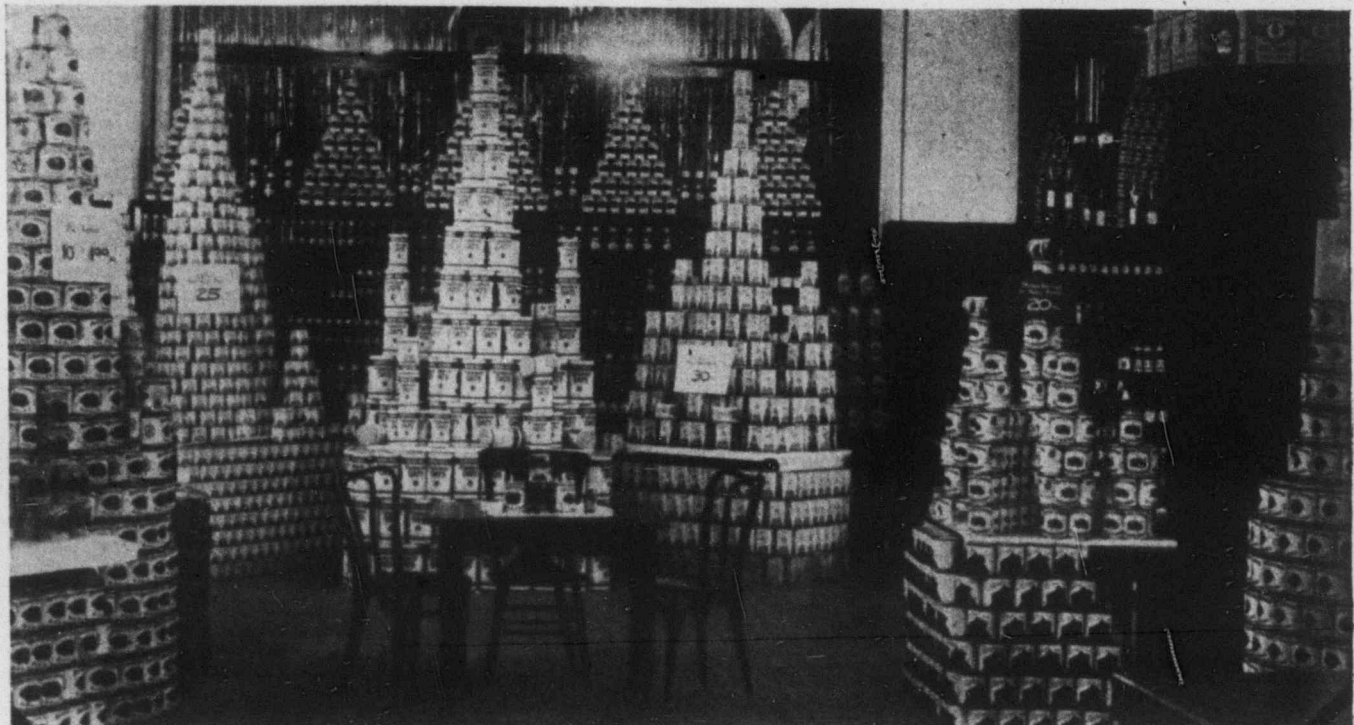
Tomatoes, 2½s, standard, case	4 60	
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	9 00	9 50
Cherries, 2s, red, pitted		11 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.		0 23
Apricots, evaporated, 25s		0 40
Peaches, evaporated, lb.		0 30
Prunes, 90-100s		
Do., 40-50s		
Do., 50-60s		0 28
Salmon, pink tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton		45 00
Oranges		7 25
Lemons		9 00
Grapefruit		7 50
Canteloupes, crate		6 00
B.C. Raspberries	4 75	5 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., August 26.—The market is quiet. Few changes are recorded. The tendency in most lines is firm. Sugar has advanced, standard now selling at \$10.60; yellow \$10.10. Rolled oats are \$12.50. Eggs are higher, fresh 65 to 70 cents. Case eggs are 60 cents. Compound lard is 32½ to 33½ cents. There are no evaporated apples on the market.

Flour, No. 1 patents, bbls., Man.		\$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 75
Rolled oats		12 50
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated		10 60
No. 1, yellow		10 10
Cheese, New Brunswick	0 27	0 28
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 65	0 70
Eggs, case		0 60
Breakfast bacon	0 48	0 50
Butter, creamery, per lb.		0 55
Butter, dairy, per lb.		0 45
Butter, tub		0 43
Lard, pure, lb.	0 40½	0 41
Lard, comound	0 32½	0 33½
American clear pork	70 00	77 00
Beef, corned, ls	4 55	4 90
Tomatoes, 2½s, standard case		4 90
Raspberries, 2s, Ont., case		
Peaches, 2s standard, case		
Corn, 2s, standard case		4 70
Peas, standard case	4 20	5 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.		
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.		6 00
Do., Canadian		6 00
New Potatoes, barrel	4 00	4 25
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	4 00	4 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Cal., Gravensteins		4 50
Peaches, Cal., box		2 50
Bananas, per lb.	0 09	0 10



A Glimpse in the Grocery Department of Goodwin's, Ltd., Montreal.

PRODUCE AND PROVISIONS

Firming Tendency in Eggs and Poultry

THERE has been a somewhat firmer tendency in the egg market during recent weeks. Especially is this the case in regard to better grade eggs. There has been a considerable improvement in quality and this has led to an improved demand. There is a general expectation that there will be an increased production now that the harvest is in and the fowl have the run of the fields. In the Western provinces there seems to be a tendency toward a decline in production, but this is expected to remedy itself in due time.

In the United States, governmental seizure of eggs in cold storage has had a disturbing effect on the situation, and has engendered a feeling of nervousness in all storage holders.

Actual stocks in storage in the United States on August 1st, showed an improvement of over a million cases on stocks of the preceding year.

In regard to poultry about the same situation prevails. There are comparatively limited stocks arriving, but there appears to be a very sizable holding of stocks in cold storage. In the United States there is a very heavy increase in the stocks of poultry in storage.

Canadian Egg Exports, 1919.

	Cases
March	7,620
April	8,405
May	18,023
June	6,495

July 6th-12th	1,245 cases	
July 13th-19th	950 cases	
July 20th-26th	550 cases	
July 27th-Aug. 2	500 cases	
		3,245
Aug. 3rd-9th	1,431 cases	
Aug. 10th-16th	1,350 cases	
		2,781
(1,397,070 dozen)		46,569

United States Government Report Storage Stocks, August 1st, 1919.

Eggs:—		
August 1st, 1919	7,853,288 cases	
August 1st, 1918	6,523,942 cases	
Increase	1,329,346 cases	
Poultry:—		
August 1st, 1919	40,675,402 lbs.	
August 1st, 1918	18,344,255 lbs.	
Increase	22,331,147 lbs.	

Canadian Storage Stocks, August 1st, 1919.

Eggs:—		
Cold Storage	12,367,571	
Other than Cold Storage	1,019,154	
Total (doz.)	13,386,725	

Frozen (lbs.)		
	502,108	
Poultry:—		
	Lbs.	
Broilers	53,496	
Chickens	211,109	
Fowl	621,295	
Ducks	11,825	
Geese	66,068	
Turkeys	125,188	
Unclassified	108,503	
Total Poultry	1,197,484	

never makes a point of buying in too large quantities. He orders just as he thinks customers' requirements will demand, and now he is pretty well able to estimate what this will be. His supplies are always fresh, he states, a very necessary condition if one is to maintain a trade. Customers once displeased with fish do not come again but buy elsewhere. All lines of seasonable fish are carried.

"All my fish customers are not my grocery customers," Mr. Elrick stated, but I have secured considerable new business in groceries as a result of the fish department. The one telephone serves the two departments, and it is very often possible to sell groceries to the customer wanting fish, and vice versa. The fish department," Mr. Elrick states, "can be conducted in connection with the grocery store very satisfactorily and at a minimum of extra cost.

WRAPPED MEATS MUST BEAR NET WEIGHT

U.S. Passes Bill to Necessitate Branding of Net Weights on All Wrapped Meats

The new agricultural appropriation bill passed by the United States Congress and approved by President Wilson contains the provision that has long been urged by consumers food commissioners, weights and measures officials, and the National Wholesale Grocers' Association, requiring that wrapped meats shall be branded with the net weight, as are other food products in package form.

Years of persistent effort have resulted in victory for honest weights and full measure and the wholesalers are out with a letter expressing co-operation of its members in this matter. City and state weights and measures officials and state food commissioners, and boards of health throughout the country have given thorough-going support to this honest branding requirement.

PACKING COMPANY OPENS IN COBOURG, ONT.

The new factory for the Douglas Packing Co., of Fairport, N. Y., which is establishing a Canadian plant in Cobourg, Ont., is about completed. The building has about 30,000 feet of floor space, and will shortly be ready to begin operation. It is constructed of steel, concrete and brick.

Fish Department Helps Grocery Trade

Thos. Elrick, 434 College St., Toronto, Sells on an Average 600 Pounds of Fish Weekly in Summer and More Than Twice That in Winter

HOW a fish department can help a grocery business is proved in the experience of Thos. Elrick, 434 College Street. Until two years ago Mr. Elrick had only his grocery store, but securing the adjoining store to the west, he opened a fish business, and as he told CANADIAN GROCER, he has not been sorry. It has surpassed expectations in the amount of turnover, and has served in a very marked degree to increase his clientele for groceries.

"Although the fish department is entirely separate from the grocery, it has brought business to the latter that other-

wise would never have come," Mr. Elrick stated. The two are entered on the inside through a glass door and have separate entrances from College street. "I sold over a ton of fish on the day before Good Friday, last spring," Mr. Elrick added in proof of his success in fish sales. "That was the biggest day I have had, but even in the summer, when the movement is somewhat slower than in the winter, I dispose of 600 pounds, on an average, every week. In the cold weather the weekly sales are usually twice that amount."

In the summer months Mr. Elrick

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 26—There is a general firmness in the produce market during the week with tendencies favoring advancing prices in many lines. Cooler weather has had an encouraging effect on margarine sales and an advance is expected at any time. Eggs are very scarce and have reached new prices during the week. Butter is firm, but unchanged.

Hogs and Pork Products Show Decline

Montreal.
FRESH MEATS; HOGS CONTINUE TO DROP.—This week prices show decline for live and dressed hogs. Prices likely to be lower.

Hogs, live	22 00
Hogs, dressed—	
Abattoir killed, small (heads off),	
65-90 lbs.	32 00
Sows (heavy)	25 00
Fresh Pork—	
Leg of Pork (trimmed) (foot	
on)	0 33 0 40
Loins (trimmed)	0 43
Loins (untrimmed)	0 40
Spare ribs	0 25 0 26
Trimmed shoulders	0 29 0 32
Fresh Beef—	
(Cows)	(Steers)
\$0 20 \$0 22 ..Hind quarters..	\$0 25 \$0 26
..... 0 12 ..Front quarters..	0 14 0 15
..... 0 27 ..Loins	0 34
..... 0 23 ..Ribs	0 25
..... 0 12 ..Chucks	0 14
..... 0 18 ..Hips	0 22
Calves (as per grade).....	0 22 0 25
Lambs, 25-40 lbs. (whole carcass),	
lb.	0 20 0 25
No. 1 Mutton (whole carcass), lb.	0 20

Breakfast Bacon Shows Declines

Montreal.
CURED MEATS.—Following the decline in hog prices there have been declines in many lines of cured meats, especially is this noticeable in smoked hams, which show a decline of from 1 to 3 cents a pound. Bacon also shows decline of 2 cents, and backs are down 2 cents a pound.

Hams—	
Medium, smoked, per lb.—	
(Weights), 12-14 lbs.	0 46
14-20 lbs.	0 44
25-35 lbs.	0 30
20-25 lbs.	0 40
Over 35 lbs.	0 38
Backs—	
Plain (as to trimming)	0 53 0 57
Breakfast, per lb. (as to qual.)	0 42 0 48
Rolls, per lb.	0 38
Dry Salt Meats—	
Long clear bacon	0 34 0 34½
Barrel Pork—	
Canadian short cut (bbl.) 30-40	
pieces	65 50
Clear fat backs (bbl.) (40-50	
pieces	70 50
Heavy mess pork (bbl.)	54 00
pieces	70 50
(60-80 pieces)	56 00

Cooked Meats Remain Unchanged

Montreal.
COOKED MEATS.—There have been no changes noted in cooked meats during the week. A fair selling demand is in evidence, but there is no indication of any changes in the immediate future.

Head Cheese	0 13 0 15
Choice jellied ox tongue	0 70
Jellied pork tongues	0 48
Ham and tongue, lb.	0 32
Veal and tongue	0 25
Hams, roast	0 65.
Hams, cooked	0 65
Shoulders, roast	0 60
Shoulders, boiled	0 60
Pork pies (doz.)	0 85
Clodd pudding, lb.	0 12

Lard Drops One Cent Per Lb.

Montreal.
LARD.—Following the decline in hog prices, lard declined during the week 1 cent a pound. Stocks are steady at this figure with a fair demand.

LARD, pure—	
Tierces, 400 lbs., per lb.	0 36½
Tubs, 50 lbs., per lb.	0 37
Pails, 20 lbs., per lb.	0 37½
Bricks, 1 lb., per lb.	0 38¾

Shortening Lower; Further Declines Possible

Montreal.
SHORTENING.—In company with lard, all shortenings are showing easier figures this week, the changes varying from ½ to ¾ of a cent per pound. There is a tendency toward still easier prices.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 30½
Tubs, 50 lbs., per lb.	0 31
Pails, 20 lbs., per lb.	0 31¾
Bricks, 1 lb., per lb.	0 33 0 34

Butter Firm; Prices Unchanged

Montreal.
BUTTER.—There is a good demand for butter at the present time, with stocks none too plentiful—a general firmness is evidenced in the market, but prices remain unchanged.

BUTTER—	
Creamery prints, fresh made..	0 57
Creamery solids, fresh made..	0 56
Dairy prints	0 46 0 49
Dairy, in tubs, choice	0 45 0 48

Margarine Firm; Likely to Advance

Montreal.
MARGARINE.—There is a firmer feeling in margarine, and an improved demand owing to the cooler weather conditions. There is a strong possibility that advance may be effective in this line in the near future.

MARGARINE—	
Prints, according to quality, lb.	0 37 0 39
Tubs, according to quality, lb.	0 34 0 36

Eggs Up Again Owing to Scarcity

Montreal.
EGGS.—A general scarcity of eggs in the market has resulted in another small advance. Receipts have been very light indeed, but may be heavier when the harvest season is over.

EGGS—	
No. 2	0 45
No. 1	0 51 0 52
Selects	0 60
New laids	0 65

Poultry Prices Remain Unchanged

Montreal.
POULTRY.—The harvesting season being in full swing the farmers are too busy to think of shipping poultry so that receipts are very light. Trade in this line is only moving in moderate volume.

POULTRY (dressed)—	
(Selling Prices)	
Chickens, roast (3-5 lbs.)	0 40 0 41
Chickens, roast (milk fed)	0 45 0 46
Broilers (3-4 lb. pr.)	0 44 0 47
Ducks—	
Brome Lake (milk fed green) ..	0 46
Young Domestic	0 38 0 40
Turkeys (old toms), lb.	0 49
Turkeys (young)	0 50
Geese	0 30 0 31
Old fowls (large)	0 34
Old fowls (small)	0 30
POULTRY (live)—	
(Buying Prices)	
Live—Old fowl	0 23 0 28
Roosters	0 18
Turkeys	0 40
Broilers	0 29 0 31

Cheese Remains Firm; No Price Changes

Montreal.
CHEESE.—The market for cheese holds firm with prices remaining the same as last week's quotations.

CHEESE—	
New, large, per lb.	0 28
Twins, per lb.	0 28
Triplets, per lb.	0 28
Stilton, per lb.	0 34
Fancy, old cheese, per lb.	0 32

Mackerel Cheaper; Other Prices Unchanged

Montreal.
FISH.—Mackerel is quoted on the local market at 16c per lb., a drop of 2c per lb. from last week's quotation. Other prices remain about the same with business fair.

FRESH FISH	
Carp, per lb.	0 11 0 12
Dore	0 22
Eels, lb.	0 12
Bullheads (dressed)	0 15
Gaspereaux, each	0 08
Haddies	0 12 0 13
Fillet Haddies	0 20
Haddock	0 08 0 09
Halibut, Eastern	0 24 0 24
Halibut, Western	0 23 0 24
Steak, cod	0 10 0 12
Market cod	0 07 0 08
Flounders	0 07 0 09
Prawns	0 40
Pike, per lb.	0 13
Live lobsters	0 45
Boiled lobsters	
Salmon (B.C.), per lb., Red....	0 28 0 30
Salmon, Gaspe	0 45 0 40
Shad	0 20
Skate	0 08
Lake Trout	0 19 0 20
Mackerel	0 16
Shrimps	0 35 0 40

Whitefish	0 17	0 18
Trout, brook	0 35	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	0 16	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 20
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	6 00
Alewives	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	21 00	
Codfish, No. 1, medium, bb., 200 lbs.	20 00	
Codfish, No. 2, 200 lb. barrel	18 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	

Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Boneless cod (2-lb.)	0 23
Shredded codfish (12-lb. box)	2 40
Dried codfish 100-lb. bbl.	13 00
PICKLED FISH	
Herrings (Scotch cured), barrel	11 25
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00
Salmon, B.C. (200 lbs.)	24 50
Sea Trout (200-lb. bbis.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16
SMOKED FISH	
Haddies, BXs, per lb.	0 12
Fillets	0 18
Bloaters, box	2 00
Kippers	2 25
OYSTERS	
Cape Cod, per barrel	16 00
Batouche, per barrel	15 00
Scallops, gallon	4 50
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 50
Can No. 5 (Solids)	12 50
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	9 00
SUNDRIES	
Paper Oyster Pails, ¼ per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, Aug. 29—Changes in the produce markets are few this week. The markets are generally firm. Butter, eggs and cheese are selling freely at quotations the same as a week ago. Demand for all produce lines is particularly heavy on the Toronto market, especially in the city, on account of the Canadian National Exhibition.

Fresh Meats Have Active Inquiry

Toronto.

FRESH MEATS.—No changes are reported in the market for fresh meats. The market is generally easy on practically all lines. Demand has increased very materially, as far as the City of Toronto trade is concerned, due largely to the great influx of visitors for the Canadian National Exhibition. Quotations on live hogs are tending to easier levels, and the same is being reflected in quotations on pork cuts.

FRESH MEATS		
Dressed, 70-100 lbs., per cwt.	30 00	
Live, on cars, per cwt.	22 75	
Live, fed and watered, per cwt.	23 25	
Live, f.o.b., per cwt.	22 25	

Fresh Pork—		
Legs of pork, up to 18 lbs.	0 41	0 42
Loins of pork, lb.	0 46	0 46
Tenderloins, lb.	0 14	0 15
Spare ribs, lb.	0 34	0 34½
Pienies, lb.	0 32	0 34
New York shoulders, lb.	0 32	0 34½
Montreal shoulders, lb.	0 32	0 34½
Boston butts, lb.	0 35	0 35

Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 14
Ribs, lb.	0 15	0 26
Chucks, lb.	0 08	0 14
Loins, whole, lb.	0 30	0 30
Hips, lb.	0 18	0 24
Cow beef quotations about 2c per lb. below above quotations.		

Calves, lb.	0 23	0 30
Lambs, whole, lb.	0 20	0 20
Spring lamb	0 27	0 28
Sheep, whole, lb.	0 12	0 16
Above prices subject to daily fluctuations of the market.		

Hams and Bacons Selling Steady

Toronto.

PROVISIONS.—No changes are reported on hams and bacons this week.

The easier prices on the market for live hogs is not yet reflected in smoked meats. There is a good demand for both hams and bacon. Dry salt meats are also steady.

Hams—		
Medium	0 46	0 49
Large, per lb.	0 42	0 44
Bacon—		
Skinned, rib in.	0 52	0 55
Boneless, per lb.	0 55	0 59
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 40	0 41
Wiltshire (smoked sides), lb.	0 45	0 45
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-90 lbs.	0 31	0 31
Fat backs, 16-20 lbs.	0 33	0 36
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	56 00	56 00
Short cut backs, bbl., 200 lbs.	66 00	66 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	58 00	60 00
Lightweight	64 00	64 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Are Active Sellers

Toronto.

COOKED MEATS.—The demand for cooked meats has somewhat eased, although there is yet quite a big inquiry. Prices are ruling strong. Boiled and roast hams are unchanged at from 65 to 66 cents. Choice jellied ox tongue is selling at 70 cents per pound.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 63	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6a, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	4 27	4 27
Choice jellied ox tongue, lb.	0 70	0 70
Pork and Tongue, lb.	0 85	0 85
Above prices subject to daily fluctuations of the market.		

Market For Butter Firm and Steady

Toronto.

BUTTER.—The market for butter is firm. Prices are unchanged, and the demand is fairly heavy. The prints are costing in the country 53½ cents. The creamery prints are selling to the trade at 55 and 56 cents per pound. Dairy separator butter is quoted at from 47 to 48 cents.

Creamery prints (fresh made)	0 55	0 56
Creamery solids (fresh made)	0 54	0 55
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	0 45	0 45

Consumption of Eggs is Heavy

Toronto.

EGGS.—There is a very heavy consumption of eggs at the present time. New laid in cartons are selling to the trade as high as 62 cents per dozen. New laid are selling at from 55 to 56 cents per dozen.

Eggs—

New laid, in cartons, doz.	0 60	0 62
New laid, doz.	0 55	0 56
Prices shown are subject to daily fluctuations of the market.		

Prices Rule Firm on Margarine

Toronto.

MARGARINE.—No change is reported in the market for margarine. There is a fair demand for the product, and prices are ruling firm.

Margarine—

1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Solids 1c per lb. less than prints.		

Colored Cheese is in Big Demand

Toronto.

CHEESE.—There is quite a demand at the present time for colored cheese. It is being bought at a figure slightly in excess of the price being paid for white cheese, the quotation on which is ruling on the basis of the fixed figure, namely, 25 cents f.o.b. Montreal. Large cheese is selling at 28 cents to the trade, and new Stiltons at 29 cents.

Cheese—

Large	0 28
Stilton (new)	0 29
Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.	

Shortening Prices Are Unchanged

Toronto.

SHORTENING.—No changes are reported in quotations on shortening. It is ranging from 31 to 32 cents per pound, tierce basis, with an active demand reported for the various products.

Shortening—

Tierces, 400 lbs., lb.	0 31½	0 32
------------------------	-------	------

Lard is Quoted Slightly Lower

Toronto.

LARD.—Quotations on lard vary from 36½ to 37½ cents per pound. Only one

dealer is quoting the lower figure. There is a brisk demand for lard.

Lard, tierces, 400 lbs., lb. 0 36½ 0 37½
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

**Brisk Inquiry
For All Poultry**

Toronto.

POULTRY.—The market for poultry is featured by a brisk demand for all lines of both frozen and fresh stuff. Spring chickens are moving to market freely. They are selling at 40 cents per pound live weight, and 45 cents dressed. Other lines this week are steady and unchanged.

Prices paid by commission men at Toronto:	
Live	Dressed
Turkeys, old, lb.	0 25 0 30
Do., young, lb.	0 30 0 35
Roosters, lb.	0 22 0 25
Fowl, over 4½ lbs.	0 30 0 30
Fowl, under 4½ lbs.	0 27 0 27
Spring chickens	0 29 0 32
Prices quoted to retail trade:—	
	Dressed
Hens, heavy	\$. . . 0 35
Do., light	0 33
Chickens, spring	0 40 0 45
Ducklings	0 35
Turkeys	0 49 0 40

**Fish is Selling
Freely at Toronto**

Toronto.

FISH.—Wholesale dealers in fish are experiencing a very heavy demand for fish this week, particularly from city dealers, and eating houses, on account of the exhibition. Arrivals of fresh fish are fairly heavy, and prices are ruling at the same figures as a week ago. Frozen salmon is selling at 25 cents per pound.

FRESH SEA FISH	
Cod Steak, lb.	\$0 11 \$0 12
Do., market, lb.	0 09 0 10
Haddock, heads off, lb.	0 12
Do., heads on, lb.	0 10
Halibut, chicken	0 21 0 22
Do., medium	0 22 0 23
Flounders, lb.	0 07 0 10
Salmon, Restigouche	0 27 0 28
Fresh B. C. Salmon	0 27 0 28
FROZEN SEA FISH	
Salmon	0 25
Herring	0 09 0 10
Mackerel	0 12
FRESH LAKE FISH	
Lake herring, round lb.	0 10
Do., dressed, lb.	0 11 0 12
Trout, lb.	0 17 0 18
Whitefish, lb.	0 16 0 18
Mullets, lb.	0 05
Fresh pickerel	0 15 0 16
Ciscoes	0 16
Pike	0 09 0 10
Fresh mackerel	0 15 0 20

**B.C. Jam Pack
Reported Short**

Winnipeg.

JAMS.—Reports from the B.C. coast indicated a small pack of fruits, especially raspberry; later reports indicate that the situation is much more secure in this regard than was anticipated.

**Opening Prices
On Evaporated Apples**

Winnipeg.

DRIED FRUITS.—Opening price has been named by one packer on evaporated apples at 23½c f.o.b. Nova Scotia points. It is not thought that any sales have been made on this basis as the price is excessive. Evaporated apples will not be a seller on this basis of cost.

**American Rice Prices
Named; Stocks Light**

Winnipeg.

RICES.—New prices on a few grades of American rice have been named. They are very high but should give the American grades an opportunity of a very favorable impression on the Canadian market as stocks now being held are about depleted, and it will be some time yet before rice is obtainable from the Orient.

**Crab Apples Arriving;
Potatoes Decline**

Winnipeg.

FRUITS AND VEGETABLES.—Crab apples are coming on to this market in large quantities. The sample of Transcendents is excellent. They are bringing \$1.60 for a 40 lb. box. It is not likely there will be any decline in the above price, as the United States will take any surplus there may be.

NEW POTATOES.—The price has dropped on new potatoes, which are now \$38 to \$40 per ton. The crop in some sections is very light. Reports from the Okanagan Valley claim a bumper crop there, not only of potatoes but all vegetables.

**BREAD \$60 A POUND IN
PETROGRAD**

Famine in Petrograd has attained terrifying proportions and an epidemic of dysentery is beginning to rage throughout the city.

Food prices in the Russian capital became fantastic when the rations were reduced recently, the dispatches say, a small lump of sugar costing \$5.00 to \$6.00 (10 to 12 roubles), and a pound of white bread selling at 120 roubles (\$60.)

**HAWAIIAN SUGAR CROP 600,000
TONS**

Estimates by the Sugar Factors' Company place the 1919 Hawaiian sugar crop at 600,000 tons, exceeded only in the years 1914, 1915 and 1917.

WINNIPEG MARKETS

WINNIPEG, Aug. 23—There was a much easier feeling in hogs during the week, resulting in a decline of 50c to a dollar, with further declines anticipated. Fish stocks are reported light.

**Live Hogs Decline;
Further Declines Expected**

Winnipeg.

PORK.—Live hogs at Winnipeg were quoted at 50c a hundredweight lower at the opening of the market and expected to drop another 50c. before the end of the week. Selects selling at \$20.50. There has been a notable decline in mess pork,

lard and ribs at Chicago running at \$3.40 per barrel for pork.

**Fish Supplies Short;
No Price Changes**

Winnipeg.

FISH.—There has been no change in fish quotations. The market at present is very firm, but supplies are a little short.

GENERAL MARKETS

(Continued from page 44)

**Expect Pepper Advance
In Coming Week**

Winnipeg.

SPICES.—Sharp advances are looked for in all grades of pepper; the market is practically bare and local spice men are looking for an advance this coming week. Local houses are now offering pepper at much lower figures than brokers are asking for immediate supplies.

**Some Wholesalers
Advance Coffee**

Winnipeg.

COFFEE.—Some local wholesalers have advanced the wholesale price of all grades of roasted coffee from 2 to 4 cents per pound this week and say the markets warrant a much greater ad-

vance. Another sharp advance is being looked for.

Santos, old crop, per lb.	0 42
Bourbon, per lb.	0 43
Costa Rica, per lb.	0 43
Maracaibo, per lb.	0 46
Mexican, per lb.	0 46

**Bean Market Strong;
Price Moderate**

Winnipeg.

BEANS.—The advance in the bean market has been halted in keeping with the high cost of living investigations. It is the opinion of the trade generally that there is very little speculating. Stocks are not held for speculation purposes. From a food value point of view beans still remain the cheapest on the list. Reports from Japan show that the crop there is much below last year. It is estimated to be fully one third less. The conditions underlying the bean market are strong, and might well put the price of beans above what they are today.

The House To Push Your Line In The West

A New Winnipeg Wholesale Brokerage House

To be open for business on or before September 15 under the capable jurisdiction of Messrs. E. Nicholson and J. Howard Rankin. Headquarters will be in Winnipeg and the organization will cover the jobbing trade from Fort William to Victoria.

A New Business With New Methods, New Ideas, New Aims

Service, real, practical money-making service, will be the dominant idea of the organization. Mr. Nicholson's long experience in the brokerage business, together with Mr. Rankin's practical knowledge of the wholesale grocery end as manager for the Brandon Grocery Co., Ltd., Brandon, Man., form a combination that should produce big results.

Manufacturers, Importers and Shippers

who desire to get in touch immediately should write or wire Mr. E. Nicholson, c/o Royal Alexander Hotel, Winnipeg. All communications will be handled by Mr. Nicholson until the big new offices are open.

Nicholson, Rankin, Ltd.

Wholesale Grocery Brokers

Winnipeg

Canada

Enquiry Department

WHEN 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.

BUYERS OF BUCKWHEAT HONEY

Would you kindly let us know in your next issue the names of firms buying buckwheat honey?—Jury & Amy, Elmira, Ont.

Answer.—Any of the following firms would probably be in the market for the product: Whyte & Co., Montreal, Que.; Whyte Packing Co., Front St., Toronto, Ont.; Bowes Co., Toronto, Ont.; Gunns Ltd., Toronto, Ont.; Wm. Davies Co., 521 Front E., Toronto, Ont.; White & Co., Church & Front, Toronto, Ont.; Marshall & Co., Toronto, Ont.

NOVA SCOTIA HAY BUYERS

Please give me names of persons where we can buy hay in Nova Scotia alongside railway in car loads.—G. Powell & Son, Victoria, Nfld.

Answer.—Frank W. Fraser, Halifax, N.S.; J. S. Cashen & Son, Halifax, N.S.; R. H. Silver, Ltd., Halifax, N.S.; Gibson Bros., Halifax, N.S.; Hart & Nelson, Halifax, N.S.; S. C. Thompson, Halifax, N.S.; H. A. McCoubrey, Sydney, Cape Breton, N.S.; Reeves Supply Co., Sydney, Cape Breton, N.S.

EGG CRATES

Question.—Can you inform me where I can purchase egg crates from Western firms outside the egg buyers' companies?

Answer.—You can purchase egg crates from Cushing Bros., Ltd., Saskatoon; the Capital City Box Factory, Edmonton, or the Alberta Box Factory, Calgary.

THE CONSUMERS' ASSOCIATION AGAIN

There is a firm in Windsor, Ont., by the name of "The Consumers' Association." They say that they sell groceries, meat, etc. Can you please say if it is a good company, and if I can depend on them?—Ottawa, Ont.

Answer.—Regarding the Consumers' Association, Windsor, Ont., we do not think very highly of this concern. They have done business for some years past under a variety of names, and on various occasions have been forbidden the use of the mails. A short time ago they were closed by the Canada Food Board, but opened up again comparatively recently. Their system is merely to sell bulk orders, in which a few leader lines are sold below the prices they pay for them, sugar, for instance, and they make up the balance on the other articles in the selection, which are of poor quality. This association is within the law. We certainly think that you would be well advised to have nothing to do with them. We have dealt at length with the operations of this company in several issues of CANADIAN GROCER.

STORE REFRIGERATORS

Kindly give me the names of firms who handle refrigerators suitable for store use, large enough to hold a carcass of beef. Also dealers in men's serge for tailor-made suits.—Thos. Steinburgh, Marksville, Ont.

Answer.—Refrigerators: W. A. Freeman Co., Ltd., Hamilton, Ont.; John Hillock & Co., George street, Toronto; Eureka Refrigerator Co., Owen Sound, Ont.; Canadian Linge Mfg. Co., Montreal. Men's serge: Nisbett & Auld, Wellington Street West, Toronto, Ont.

WHERE HOPS CAN BE PURCHASED

Please advise through your paper where we can purchase hops in quantities.—

Answer.—Dole Bros.' Hops & Malt Co., Boston, Mass.; British Columbia Hop Co., San Francisco, Cal.

MANUFACTURERS OF CASH CARRIERS

Would you be kind enough to give us the names of firms making cash carriers?

Answer.—Gipe Hazard Store Service Co., Ltd., 113 Sumach St., Toronto, Ont.; The Lamson Co., Boston, Mass.

IN SASKATCHEWAN—YES

Can retailers in Saskatchewan sell flavoring extracts over 2 oz. size legally?—Maple Creek, Sask.

Answer.—There are no restrictions against this in Saskatchewan.

ITEMS OF COST IN DOING BUSINESS

Kindly give me a list of everything that is to be taken into consideration as to the expenses which a retail grocer has to deal with.—H. J. B.

Answer.—The items that must be included are:

- (1) Selling expenses, including wages of sales force, advertising, wrapping and parceling.
- (2) Delivery expense, including wages of delivery force, rent of stable, feed or gasoline, and upkeep charges on horses or motor delivery.
- (3) Buying expenses, salaries of buyers, and incidental expenses of buying trips.
- (4) Management expense, including part salary of proprietor, wages of office staff, auditor's fees, etc., office supplies, stamps, account books, etc.

(5) Fixed charges and upkeep expense, including interest on borrowed money, interest on notes and accounts payable. Interest on capital owned. Rent of store whether owned or leased, storage, fees, fuel, light, power and necessary supplies thereto, taxes, insurance, repairs of store equipment, depreciation of store equipment.

(6) Miscellaneous expenses, including telephone, telegraph, ice water, janitor, donations, dues, trade associations and subscriptions, collection expenses and all the items not provided for.

(7) Losses from bad debts.

A BOOK ABOUT COFFEE

I would like to get a book on coffee. Some time ago I saw one advertised in CANADIAN GROCER, but am not sure about the price. Could you let me know if you have such a publication and, if so, the price? Also, who are the proper authorities to report sales of flour without substitute, and matches without the excise tax? Several merchants in Saskatchewan, especially in country points, are selling matches bought at the old price, without stamps. This is hardly a square deal for a merchant who is trying his best to comply with the laws of Canada, by not selling flour without the proper amount of substitutes and has matches all stamped. Yet this is being done in numerous places at the present.—Weyburn, Sask.

Answer.—Books on coffee—Coffee: Its History and Classification, \$2.00, to be obtained from the Technical Book Department MacLean Publishing Co., Toronto. Any infringement of the food regulations should be reported to H. B. Thomson, chairman of the Canada Food Board, Ottawa. Sales of matches without stamps should be reported to the Inland Revenue Dept. at Ottawa, or to any Inland Revenue office.

A NEW YORK GROCERY PAPER

I want to subscribe to a grocery paper published in New York City; will you be kind enough to give me the address of such a publication and oblige?

Answer.—American Grocer, 90 West Broadway, New York, N.Y.

IDEAS ON ADVERTISING

Is there a weekly book printed for a man wanting ideas on advertising?—C. M. Tremaine, Box 64, Kenogami, Que.

Answer.—Printers' Ink, Chicago, Ill.; Advertising and Selling, New York, N.Y.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....

.....

.....



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 & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**
SOLE PACKERS
Halifax - N.S.

LARD

A good time to buy lard. And when you buy—buy "Star" Brand. There will be a big demand for lard to go to Europe—prices will be higher.

Made Under Government Inspection

F. W. FEARMAN CO.
LIMITED
HAMILTON

57

HEINZ

Advertising
Service

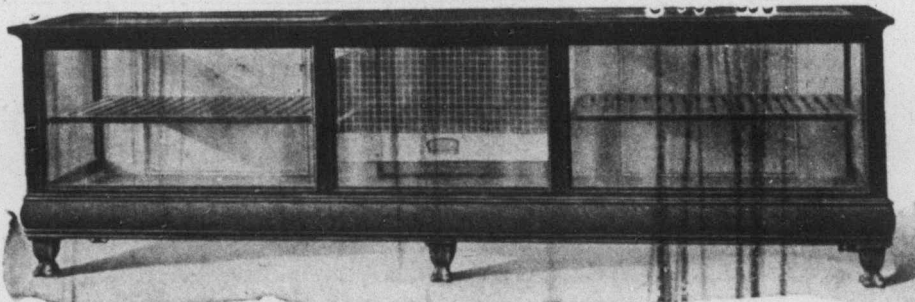
brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada

57

57



ARCTIC COUNTER REFRIGERATOR—MADE IN TWO SIZES

Write for Free Catalogue and Prices.

JOHN HILLOCK & CO., LIMITED, Office, Showrooms and Factory:
154 GEORGE ST., TORONTO
AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

COAX 'EM--

IT'S EASY TO SPEND
WHEN TEMPTED

Poor old Adam could pass up the apple in the tree, but in the dainty hands of his beautiful spouse it looked too good to miss. Coax bigger sales for perishables by giving them the tempting display of Arctic Counter Refrigerators. They keep things always fresh and delicious looking and add a quality tone to your store. Cost little and last a lifetime.

Be sure you get an Arctic

A Suggestion of Real Economy

will be appreciated by your customers, especially when the cost of living is so high. "Easifirst" is decidedly economical; why not suggest it? It makes satisfied and permanent customers.

*How is
Your Stock?*

Phone Junction 3400

GUNNS LIMITED

WEST TORONTO



COSGRAVE'S PURE Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell **COSGRAVE'S PURE MALT VINEGAR.**

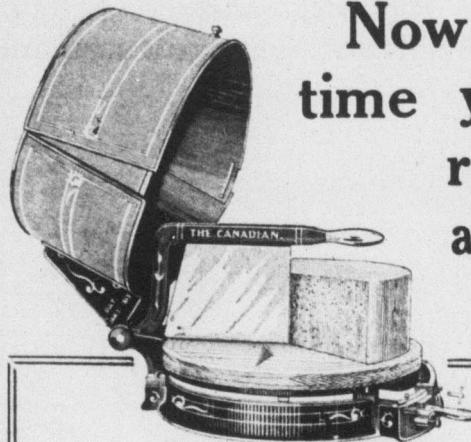
*Attractively Labeled
Bottles—2 Sizes*

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT



The CANADIAN Open

Now is the
time you will
really
appreciate
it.

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

Pleased Housewives Prefer



“BRUNSWICK BRAND”

And when you consider that a recent Government analysis at Ottawa proved Brunswick Brand superior to the imported lines you will readily understand why this is so.

Every good grocer should plan to have a regular Brunswick Brand display. Not only because of their superior quality and their reasonable price but because, too, they represent an all-Canadian industry.

*If you have yet to get acquainted we suggest
a trial order from the list herewith*

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



Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.



We extend to you and your friends
a **Cordial Invitation to Visit**
Our Exhibit in the
Dairy and Manufacturers
Building

At the
CANADIAN NATIONAL
EXHIBITION

Also our
Plant at the Union Stock Yards

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

(Canada Food Board License Nos. 13-170, 171, 172.)

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

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

Lind Brokerage Co., Ltd., Toronto

Buy Macdonald's—

the safest guide to reliable tobaccos. For the past 60 years—Macdonald's Tobacco—"The Tobacco with a Heart"—has been Canada's favorite plug tobacco for smoking and chewing.

Buy Macdonald's Tobaccos in unbroken 10-lb. caddies.

There are four extra plugs in each caddie of Brier and Prince of Wales, thus giving an additional profit to the retailer of from 60 to 80 cents on the caddie.

Plug Smoking
"British Consols"
"Brier"
"Index"



Trade Mark
Registered

Plug Chewing
"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)
"Crown"



Brier Caddy



Prince of Wales Caddy

W. C. MACDONALD, REG'D. Incorporated
Established Over 60 Years
MONTREAL, QUE.



RELIABLE

Backed by a record of results and recognized everywhere as the old reliable health restorers,

Chamberlain's Family Remedies

can be safely recommended to anybody. They are free from all vicious drugs and are as pleasant to take as they are efficacious in their curative properties.

Show Chamberlain's on your sales counter.

Chamberlain Medicine Co., Ltd.
TORONTO



What Brand of Sugar Do You Recommend?

The grocers' recommendation is usually the deciding factor in sugar sales.

Sugar as a rule is not asked for by name. But the dealer is always justified in recommending ROYAL ACADIA—the sugar that's always good.

Every Grain Pure Cane. When she asks for sugar give her Royal Acadia brand.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

Public Finance Disaster of Early Canadian Days

The almost forgotten experience of our forefathers, of which, to quote Sir Oliver Mowatt, "The effect was to diminish the value of municipal securities generally, and to corrupt the moral sense of the people with reference to moral obligations," makes a fascinating and thought-stimulating article as presented by Dr. J. Murray Clark in recent issues of THE FINANCIAL POST.

Dr. Clark, dealing with this Municipal Loan Fund of the fifties, says of its author, Sir Francis Hincks:

He had in some respects genuine ability and, in matters which he understood, rendered considerable useful public service, but he was an idealist and a theorist without any practical grasp of the rigorous laws and unyielding facts of finance. He was patriotic and well-meaning, but his patriotism and good intentions did not save the country from the inevitable consequences of his scheme which those able to think clearly on matters of finance perceived from the beginning. He possessed in an eminent degree that fatal fluency of persuasive speech with which so many of our politicians are endowed, and swayed the people, for whom he expressed and probably felt sincere devotion, with superficial catchwords and glittering generalities not founded on the stern realities of economic laws. The confidence he inspired only enabled him to do infinitely more mischief than would otherwise have been caused by his scheme, and did not protect the people from the losses and distress resulting from disregard of sound business principles.

There is more here than an interesting story of early days. Here is a marking on the map of Canada's history by which all interested in the country should make their reckonings, should chart their course of action.

THE FINANCIAL POST is continually presenting such articles. Consider some which appeared in the early issues of August:

Grain Growers Condemned by a Retailer.
Bolshevism and Public Morals.

Some Alberta Oil Wells Are Showing Profit.
Bright Outlook for Canadian Pulp & Paper.
Why Henders Fell Out With Grain Growers.
Sawyer-Massey on the Road to Better Times.
Sir Adam Gets in Some Fine Work at Guelph.
Dominion Loan Campaign to Start Oct. 27.

Frank A. Vanderlip Continues His Vivid Survey of
War-ridden Europe.

Make Maturities of Loans as Short as Possible.
Tariff Action by Liberals Step in Dark.
Canners' Head Gives Answer to Prof. Jackson.
Small Retailer Renders Service to the Community.
Reorganization of the Standard Reliance Corporation.
British Will Not Unload Their Canadian Bonds

You will find enlightenment in the balanced viewpoint of THE FINANCIAL POST'S articles and editorials. You will find its "Answers to Enquiry" department of value. THE POST is the paper for the thinker—be he rich or poor; the paper for the man who is eager to study not only what is best for his business, but what is best for Canada. This is the paper which you may receive weekly for one year at a cost of \$3.00. Fill in the attached coupon:

Annual Subscription \$3.00.

THE FINANCIAL POST OF CANADA.
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I am enclosing \$3.00 to pay for my subscription for the first year.

Name

Address

Please write plainly



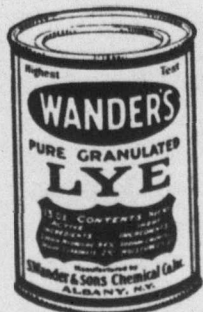
CHOCOLATTA

Do not regard Chocolatta only as an Overseas Product. The same high nutritive qualities, the same ease of preparation which made Chocolatta so popular during the war, are making it a first favourite for use in the home.

Write us to-day for our attractive terms and prices.

THE NUTRIENT FOOD COMPANY LIMITED
1266 QUEEN STREET WEST
TORONTO, ONT.

HANDY SNAP TOP



A LYE that is TRUE

Sanitary **WANDER'S** Products

SUMMER IS THE TIME
WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE
SELL FASTEST

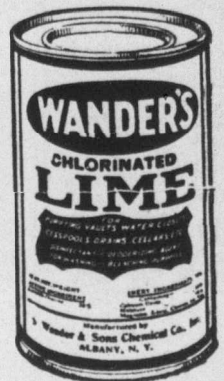
THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.
Manufacturers and Exporters

Main Office and Factory : **ALBANY, N.Y.**

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP



Kills Germs. Bleaches

A Long Story (Shortly Told)

We make Counter Check Books of all kinds--and we make them well--Credit Registers also--of many kinds--at prices that you can afford. Send us your order for Books and ask for Register Literature. Now is the time to order.

235-245 Carlaw Ave.

McCaskey Systems Limited, Toronto



A NATIONAL SUCCESS

RED ARROW BRAND BISCUITS



YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS



SIFTO SALT IT FLOWS BEST FOR TABLE USE

Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.

CENTURY SALT BEST FOR GENERAL USE

THE DOMINION SALT CO. LIMITED
SARNIA, ONTARIO

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited, SARNIA, CANADA
Manufacturers and Shippers

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Va top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	\$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 60
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

Challenge Clover Brand, each 48 cans 7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans \$6 00

Jersey Brand, Hotel, each 24 Cans 7 00

Peerless Brand, small, each 24 cans 3 15

St. Charles Brand, Tall, each 48 cans 6 90

Jersey Brand, Tall, each 48 cans 6 90

Peerless Brand, Tall, each 48 cans 6 90

St. Charles Brand, Family, 48 cans 6 50

Jersey Brand, Family, each 48 cans 5 75

Peerless Brand, Family, each 48 cans 5 75

St. Charles Brand, small, each 48 cans 2 90

Jersey Brand, small, each 48 cans 2 90

Peerless Brand, small, each 48 cans 2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans \$6 50

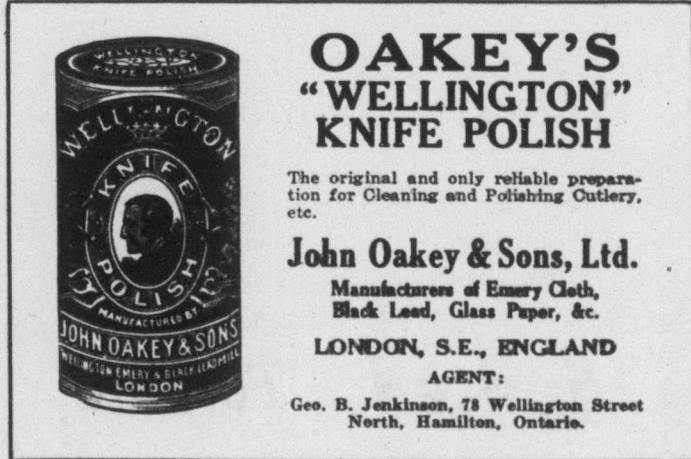
Reindeer Brand, small, each 48 cans 6 50

Regal Brand, each 24 cans .. 5 90

Cocoa, Reindeer Brand, large, each 24 cans .. 6 25

Reindeer Brand, small, 48 cans 6 50

W. CLARK, LIMITED, MONTREAL.



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

PORK AND BEANS "DOMINION BRAND"

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

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	\$1 90
12 oz., Aylmer Quality	2 85
Gallon Jugs, Aylmer Quality	1 62 1/2
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each 48 cans	\$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Order from your Jobber

"STAR" BRAND

COTTON CLOTHES LINES, ROPE AND WRAPPING TWINES

Manufactured in Canada

Compressed Corn Beef—1/2s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.

Lunch Ham—1s, \$6.95; 2s, \$13.95.

Ready Lunch Beef—1s, \$4.85; 2s, \$9. English Brown — 1/2s, \$2.95; 1s, \$4.45; 2s, \$8.95.

Boneless Pig's Feet—1/2s, \$3.95; 1s, \$4.45; 2s, \$8.95.

Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.

Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.

Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.

Ready Lunch Asst. Loaves — 1/2s, \$2.50; 1s, \$4.50.

Geneva Sausage—1s, \$4.45; 2s, \$8.75.

Roast Beef—1/2s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.

Roast Mutton—1s, \$6.35; 2s, \$11.95; square cans, \$45.

Boiled Mutton—1s, \$6.35; 2s, \$11.95; 6s, \$45.

Jellied Veal—1/2s, \$3.85; 1s, \$4.95; 2s, \$9.25.

Cooked Tripe—1s, \$2.95; 2s, \$4.95.

Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.

Stewed Kidneys—1s, \$4.45; 2s, \$8.45.

Mince Collops—1/2s, \$1.95; 1s, \$3.90; 2s, \$6.95.

Sausage Meat—1s, \$3.95; 2s, \$7.95.

Corn Beef Hash — 1/2s, \$1.90; 1s, \$3.95; 2s, \$5.90.

Beef Steak and Onions—1/2s, \$3.00; 1s, \$4.95; 2s, \$8.95.

Jellied Hocks—2s, \$9.45; 6s, \$39.

Irish Stew—1s, \$2.95; 2s, \$5.95.

Cambridge Sausage—1s, \$4.45; 2s, \$8.75.

Boneless Chicken—1/2s, \$5.95; 1s, \$9.95.

Boneless Turkey — 1/2s, \$9.95; 1s, \$9.95.

Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$23.95; 3 1/2s, \$44.00; 6s, \$60.00.

Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.

The Sale Of Post Toasties

is now beyond all past records

These corn flakes are unquestionably the choice of consumers and indisputably the leader of the market.

Post Toasties Heads Them All!



Saves Time For The Busy Grocer

The busy grocer has no time to stop and explain all the virtues of the flour he handles. He has found from experience that the customer takes

PURITY FLOUR

(Government Standard)

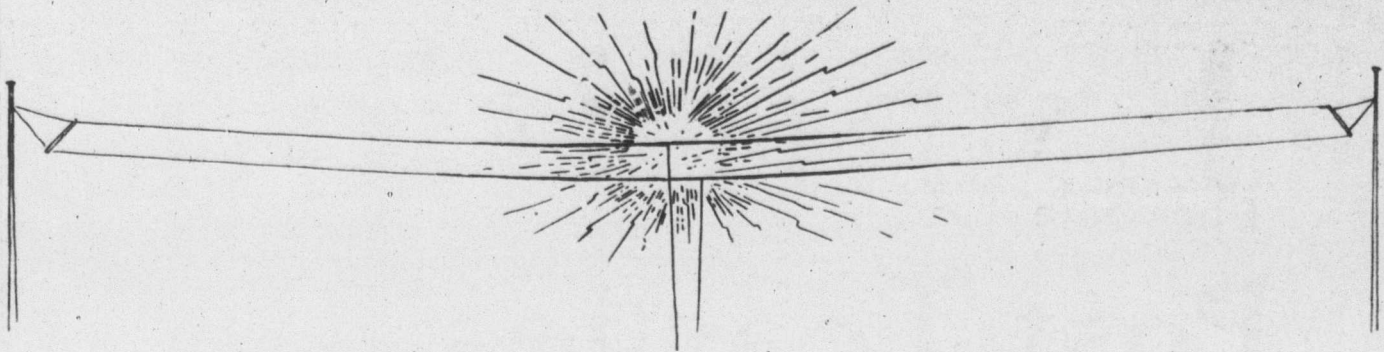
and asks no questions, therefore, he continues to have it as "His Leader." Purity Flour is well known and the results it gives on baking day have gained for it the confidence of good cooks everywhere.

"More Bread and Better Bread, and Better Pastry"

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

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



GET QUICK ACTION

IT is logical that the more select business men who read of your wants the greater chance you have of getting them supplied. Send out your S.O.S. call by a condensed ad in CANADIAN GROCER—the paper most interested in your business. It will be heard from the Atlantic to the Pacific.

THOUSANDS of the best grocers in Canada subscribe to and read CANADIAN GROCER every week. These grocers have PROGRESS as their motto, and they are living up to it. Consequently they must watch every avenue that is likely to contain opportunities for them, and the WANT AD PAGE is one of the avenues.

THIS Want Ad Page is open to you to voice your wants effectually and economically. Why not take advantage of it whenever you are in need of something?

The following list will perhaps suggest a few of your needs:

Position Wanted	Store Fixtures For Sale
Position Vacant	To Buy Store Fixtures
Business For Sale	Goods For Sale
To Buy Business	To Buy Goods
Agents Wanted	Salesman Wanted
Agencies Wanted	Miscellaneous

You would like to know what it is going to cost. Well, here is how it figures out:

2c per word first insertion and 1c per word for each subsequent insertion. 5c extra if you wish your replies directed to a Box Number in our care. Payable in advance.

SEND IN YOUR WANT AD TO-DAY
CANADIAN GROCER

143-153 University Ave.

- Toronto

Exhibition

To our Customers and Friends:—

Come and see us when you are visiting the city during the Fair or at any other time. For the second week we are arranging to have all our salesmen in the warehouse and we hope to have a pleasant renewal of old acquaintances and also making of new. It will be a great pleasure for us if you can possibly arrange to pay a visit to the home of Monarch Brands.

Do try and come!

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

NEW NON-ALCOHOLIC LIQUERS



A delicious, refreshing drink mixed with soda water.

- CREME DE MENTHE
- CHERRY BRANDY
- GINGER WINE
- SLOE GIN
- BLACKBERRY BRANDY

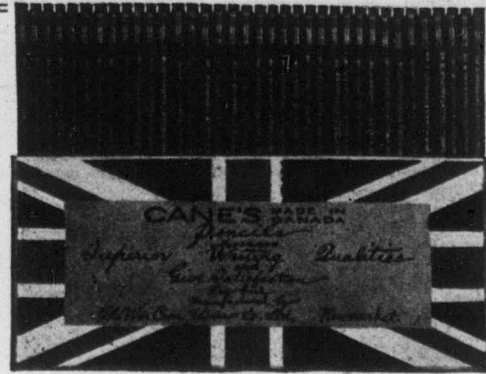
These wines are prepared from the old French recipe and have a distinctive flavor and quality of their own.

Only a limited quantity available for the Canadian trade. One dozen quart bottles to case; two dozen pints.

Order your requirements early. Your wholesaler has it. If not, write us.

SELLING AGENTS

S. G. BENDON UTILITY CO.
30 St. Francois Xavier St.
MONTREAL



Every dealer should have a Display Stand of Cane's Pencils on his counter

A good easy writing Canadian pencil is a necessity to everybody. CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part. And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for \$2.40—to retail at 5c each.

At your wholesalers or direct from

The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Every home should have a packet or two of MATHIEU'S NERVINE POWDERS



Explain to your customers how reliable these Powders are for the cure of Headache, Neuralgia, Sleeplessness, etc. One powder gives instant relief.

Mathieu's Nervine Powders are free from habit forming drugs.

Send for a trial supply.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC



Furnivall's

If every dealer knew the way Furnivall's Fine Fruit Pure Jams please even the most particular people — if they realized the nice profits to be made on these quick sellers — Furnivall's Jams would be displayed in every grocery store in Canada. Are you a Furnivall dealer?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N. S.

VOL-PEEK



FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only 1/2 cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for \$2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or
H. NAGLE & CO., Box 2024, MONTREAL

What the Security Envelope File Check System will do for you

This system of keeping accounts will

Day	1919	Total	Date	Total
Wed	\$ 5.00	\$ 5.00		
Fri	75	6.25		
10	Bank	5.00		
	Ball	1.25		
Nov. 20	7.50	8.25		
	Bank	7.50		
	Ball	1.25		

Make trade increase easy — especially cost trade.
 Save time.
 Protect you against error.
 Give your customers entire satisfaction.
 Keep track of credit trace.
 How the Security Envelope system does this is fully told in our explanatory booklet. Write to-day for a copy and see the system, whereby a school-boy can keep your accounts and keep them correctly.

A. E. Taylor & Son
29 Ontario Street STRATFORD, ONT.

KEYSTONE BRAND



SATISFACTION

Satisfied customers are your assurance of repeat orders. "Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality broom of light weight.

NUGGET BROOMS

are in steady demand. If you aren't stocking them, you're losing customers and money. Write for prices and particulars to

STEVENS-HEPNER CO. LIMITED
PORT ELGIN, ONT.
Makers of the famous Keystone Line

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
- PORT ELGIN, ONTARIO -

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.



Manufacturers' Agents
For Foreign and Domestic Markets
Head Office: Standard Bank Bldg.
Vancouver, British Columbia

Short of Help? Too Bad!

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,600 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue
TORONTO

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins	1 50	No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
Forest and Stream, 1-lb. glass humidors	1 75	No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Master Workman, bars, 7s, 3 1/2 lbs.	1 20	Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Derby, 9s, 4-lb. boxes	1 08	Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Old Virginia, 12s	1 50	NUT MILK CHOCOLATE, Etc.	
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25	Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
WM. H. DUNN, LTD., Montreal BABBITS		Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Soap Powder, case 100 pkgs. \$5 66		Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Cleanser, case 50 pkgs.	3 10	Nut Milk Chocolates, 6s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box....	2 35
Cleanser(Kosher), cs. 50 pkgs	3 10	Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box....	2 50
Pure Lye, case of 4 doz....	5 95	Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
JELL-O		Milk Chocolate Slabs, with Assorted Nuts, per lb....	0 43
Made in Canada		Plain Milk Chocolate Slabs, per lb.	0 42
Assorted case, contains 4 doz.	\$5 40	MISCELLANEOUS	
Lemons, 2 doz.	2 70	Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$5 50	
Orange, 2 doz.	2 70	Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz.	2 75
Raspberry, 2 doz.	2 70	Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.	5 50
Strawberry, 2 doz.	2 70	Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.	2 75
Chocolate, 2 doz.	2 70	Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz.	2 75
Cherry, 2 doz.	2 70	Crystallized Ginger, 1/2 lb., 1 doz. in box, per doz.	2 75
Vanilla, 2 doz.	2 70	Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb.	0 46
Weight, 8 lbs. to case. Freight rate second class.		Triumph Chocolate, 1/4's, 4-lb. boxes, 35 boxes in case, per box	0 47
JELL-O ICE CREAM POWDERS		Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Made in Canada		Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross	1 15
Assorted case, contains 2 doz.	\$2 70	120-1c. Milk Chocolate Sticks, 60 boxes in case..	0 80
Chocolate, 2 doz.	2 70	5c LINES	
Vanilla, 2 doz.	2 70		
Strawberry, 2 doz.	2 70		
Unflavored, 2 doz.	2 70		
Weight, 11 lbs. to case. Freight rate second class			
BLUE			
Keen's Oxford, per lb.	\$0 24		
In cases 12-12 lb. boxes to case	0 25		
COCOA AND CHOCOLATE			
THE COWAN CO., LTD.			
Stirling Road, Toronto, Ont.			
Cocoa			
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$5 25		
Perfection, 1/2-lb. tins, doz.	2 75		
Perfection, 1/4-lb. tins, doz.	1 45		
Perfection, 10s size, doz.	1 10		
Perfection, 5-lb. tins, per lb.	0 42		
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz.	3 00		
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28		
(Unsweetened Chocolate)			
Supreme Chocolate, 12-lb. boxes, per lb.	0 41		
Supreme Chocolate, 10c size, 2 doz. in box, per box....	1 90		
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 90		
SWEET CHOCOLATE—	Per lb.		
Eagle Chocolate, 1/4s, 6-lb. boxes	0 32		
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case....	0 31		
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case	0 32		
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33		
Diamond Crown Chocolate, 28 cakes in box	1 10		
CHOCOLATE CONFECTIONS			
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 45		
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 45		
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45		
Coffee-Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45		
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45		
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45		
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45		
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41		
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41		
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41		
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41		
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36		
		Toronto Prices	
		Per box	
		Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
		Almond Nut Bars, 24 in box, 60 boxes in case	0 95
		Puffed Rice Bars, 24 in box, 60 boxes in case	0 95
		Ginger Bars, 24 in box, 50 boxes in case	0 95
		Fruit Bars, 24 in box, 50 boxes in case	0 95
		Active Service Bars, 24 in box, 50 boxes in case	0 95
		Victory Bar, 24 in box, 60 boxes in case	0 95
		Queen's Dessert Bar, 24 in box, 60 boxes in case....	0 95
		Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
		Royal Milk Cakes, 24 in box, 60 boxes in case	0 95
		Cream Bars, 24 in box, 50 boxes in case, per box....	1 00
		Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90
		10c LINES	
		Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95	
		Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Queen's Dessert, 10c cakes, 24 in box, per box	1 80

A SUGGESTION

During the vacation months there are big possibilities of increasing your sales on foods and beverages that are used by the sportsman, afoot and afloat, and the automobilist.



A DISPLAY

- | | |
|------------------------|----------------|
| G. Washington's Coffee | Crackers |
| Potted Meats | Ginger Ale |
| Sardines | Cheese in Jars |

and other like products on a small table where they can be handled and looked over, will make many a sale. Your customers will thank you.

DELICIOUS ICED COFFEE made instantly with

G. Washington's REFINED Coffee

Went to War

Home Again



He best serves himself who serves the Public best

The reputation of the words "Worcestershire Sauce" was created by the high quality of the sauce manufactured by Lea & Perrins, and when the public "ask for Worcestershire," they expect to receive the original which is manufactured solely by Lea & Perrins.

Lea & Perrins
The Original and Genuine
WORCESTERSHIRE



The goods you most prominently display reflect the character of your store. Goods of known quality inspire confidence, while imitations create doubt.

Harold Seddon, Canadian Agent, 137 McGill St., Montreal



Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cable: "Loudly, London."
Codes (Private): A. B. C. 4th and 5th Editions,
Western Union and Benthleys.

Direct Shippers



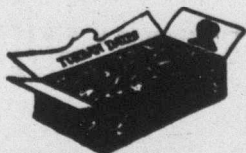
Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSHER Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

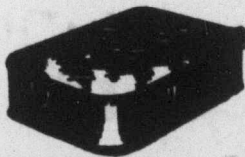


Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Elite of the Sea

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

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

Special Quotations upon Application.

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.45; Consomme, \$1.45; Green Peas, \$1.45; Julienne, \$1.45; Mutton Broth, \$1.45; Ox Tail, \$1.45; Pea, \$1.45; Scotch Broth, \$1.45; Chicken, \$1.60; Mock Turtle, \$1.45; Tomato, \$1.45; Vermicelli Tomato, \$1.45; Soups and Bouilli, 6s, \$16.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.
Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.85; 3s, \$3.35.
Tongue, Ham and Veal Pates—½s, \$2.35.
Ham and Veal Pates—½s, \$2.40.
Smoked Vienna Style Sausage—½s, \$2.85.
Pate De Foie—¼s, 80c; ½s, \$1.40.
Plum Dudding—½s, \$1.95; 1s, \$3.35.
Potted Beef Ham—¼s, 80c; ½s, \$1.45.
Potted Beef—¼s, 80c; ½s, \$1.45.
Potted Tongue—¼s, 80c; ½s, \$1.45.
Potted Game (Venison)—¼s, 80c; ½s, \$1.45.
Potted Veal—¼s, 80c; ½s, \$1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, \$1.50.
Deville Beef Ham—¼s, 80c; ½s, \$1.45.
Beef—¼s, 80c; ½s, \$1.45.
Deville Tongue—¼s, 80c; ½s, \$1.45.
Veal—¼s, 80c; ½s, \$1.45.
Deville Meats (Assorted)—¼s, 85c; ½s, \$1.50.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles, 10 oz.,
Ox Tongue—1½s, \$20.00; 2s, \$24.95.
Lunch Tongue (in glass)—1s, \$11.95
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
Mincemeat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—¼s, \$2.90.
Ham (in glass)—¼s, \$2.90.
Tongue (in glass)—¼s, \$2.90.
Venison (in glass)—¼s, \$2.90.
Meats, Assorted (in glass)—\$2.90.
Chicken Breast (in glass)—¼s,
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.
B.C. HOPS
Dominion Brand, quarters, per short weight pound 0.30
Dominion Brand, halves, per short weight pound 0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound. 0.40
Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.39
COLMAN'S OR KEEN'S
MUSTARD
Per doz. tins
D.S.F., ¼-lb. \$2.80
D.S.F., ½-lb. 5.30
D.S.F., 1-lb. 10.40
F.D., ¼-lb.
Per jar
Durham, 1-lb. jar, each ... \$0.60
Durham, 4-lb. jar, each ... 2.25
CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM
Hotel \$20.00
Household size 9.00
Small size 5.75
F.o.b. Ontario jobbing points, east of and including Fort William
Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.
THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—
Boxes
40 lbs., Canada Laundry ... Cents
40 lbs., 1-lb. pkg., Canada White or Acme Gloses.... 0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.... 0.11
100-lb. kegs, No. 1 white ... 0.10½
200-lb. bbls., No. 1 white ... 0.10½
30 lbs., Edwardsburg Silver Glose, 1-lb. chromo pkgs. 0.12
48 lbs., Silver Glose, in 6-lb. tin canisters 0.13½
36 lbs. Silver Glose, in 6-lb. draw lid boxes 0.13½
100 lbs., kegs, Silver Glose, large crystals 0.11½
40 lbs., Benson's Enamel, (cold water), per case... 3.25
Celluloid, 45 cartons, case... 4.50
Culinary Starch
40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0.11½
40 lbs., Canada Pure or Challenge Corn 0.10½
20-lb. Cases Refined Potato Flour, 1-lb. pkgs. 0.16½
(20-lb. boxes, ¼c higher, extra potato flour)
GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz. ... 1.80
Knox Plain Sparkling Gelatine (makes 4 pints), per doz. ... \$2.00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2.10
SYRUP
THE CANADA STARCH CO., LTD., CROWN BRAND
CORN SYRUP
Perfect Seal Jars, 3 lbs., doz. in case \$4.30
2-lb. tins, 2 doz. in case... 5.45
5-lb. tins, 1 doz. in case... 6.05
10-lb. tins, 1 doz. in case... 5.75
20-lb. tins, ¼ doz. in case... 5.70
(Prices in Maritime Provinces 10c per case higher.)
Barrels, about 700 lbs., \$0.08¼
Half bbls., about 350 lbs., 0.08¼
¼ bbls., about 175 lbs., 0.08¼
2-gal. wooden pails, 25 lbs., 2.60
3-gal. wooden pails, 38½ lbs., 3.85
5-gal. wooden pails, 65 lbs., 6.25
LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case... \$5.95
5-lb. tins, 1 doz. in case... 6.55
10-lb. tins, ½ doz. in case... 6.05
20-lb. tins, ¼ doz. in case... 6.25
(5, 10, and 20-lb. tins have wire handles.)
MOZOLA COOKING OIL
Per case
No. 1, 24 tins 12.00
No. 2, 12 tins 11.50
No. 8, 6 tins, 7½ lbs. each 20.25
No. 5, 2 tins, 37½ lbs. each 30.00
INFANTS' FOOD
MAGOR, SON & CO., LTD.
Robinson's Patent Barley—Doz.
1 lb. \$4.00
½ lb. 2.00
Robinson's Patent Groats—
1 lb. 4.00
½ lb. 2.00
NUGGET POLISHES
Doz.
Polish, Black, Tan, Toney Red and Dark Brown \$1.15
Card Outfits, Black and Tan... 4.15
Metal Outfits, Black and Tan... 4.85
Creams, Black and Tan 1.25
White Cleaner 1.25
IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH
Black Watch, 10s, lb. \$1.20
Bobs, 12s 1.00
Currency, 12s 1.00
Stag Bar, 9s, boxes, 6 lbs. ... 1.00
Pay Roll, thick bars 1.25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1.25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1.00
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1.12
Finnish and Stream, tins, 9s, 2-lb. cartons 1.14

ATTENTION

Exhibition visitors will be welcomed at the Fruit Market (foot of Yonge St.) Will have on display a full assortment of Local and Foreign Fruits.

White & Co., Limited

Church and Front Sts.
Toronto, Ont.

FRESH ARRIVALS EACH DAY

of all varieties of

Domestic Fruits and Vegetables

California Bartlett Pears

Finest Elberta Peaches

(Bushels)

NEW POTATOES AND ONIONS

100lb. Sacks

ORANGES LEMONS BANANAS

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH ONTARIO



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectand, Watford,
England



Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices *right*. Quality as usual.

Walter Woods & Co.

Hamilton and Winnipeg

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.



We will need the Grocers' co-operation.

DOMINION CANNERS LTD.

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your
Wholesaler

1598 Delorimier Ave.
Montreal



Do you need a good man?

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

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

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

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

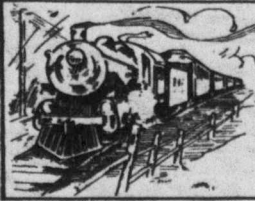
Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

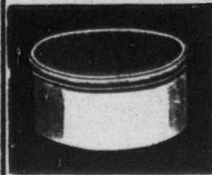
INDEX TO ADVERTISERS

A		L	
Abbey's Effervescent Salt	22	Lea & Perrins	67
Acadia Sugar Co.	57	Lemon Bros.	65
Adam & Co., Geo.	12	Little Bros., Ltd.	11
B		Lohnes, Alton	16
Baker & Co., Ltd., Walter	72	Loggie, Sons & Co.	15
Bain & Co., Donald H.	12	Lund & Co., Peter	11
Baird Ltd., Alex.	12	M	
Bendon Utility Co., S. G.	16	McCaskey Systems	59
Bodley Ltd., C. J.	20	McLay Brokerage Co.	12
Borden Milk Co.	1	Macdonald Reg., W. C.	66
Bowman Fish Co.	71	Macdonald, Adam, Co.	12
Bradstreets	72	Mackenzie, W. L.	12
British Columbia Hop Co.	10	MacKay Co., John	20
C		Macleod & Co., D. J.	14
Calgary Storage & Cartage	14	Maclure & Co., A. M.	12
Campbell Brokerage Co.	11	Maclure & Langley	15
Canada Nut Co.	11	Magor, Son & Co., Ltd.	22
Canadian Postum Cereal	61	Matn & Co., C. A.	71
Cane & Sons, W.	64	Mason & Hickey	16
Canadian Importations (P.	6	Marshall, H. D.	15
Droust)	6	Mickie, George T.	71
Cannon Canadian Co.	21	Mathieu Co., J. L.	64
Carragher, J. C.	16	Moore & Co., R. M.	71
Channell Chemical, Inside front cover		N	
Chamberlain Medicine Co.	57	Nagle Mercantile Agency	72
Church & Dwight	6	Nagle & Co., H. (Vol-Peek)	65
Clark, Ltd., W.	3	National Biscuit Co.	59
Columbia Macaroni Co.	11	National Fly Catcher Co.	70
Cockburn Co., F. D.	14	Nelson, C. T.	11
Computing Cheese Cutter	53	Nicholson & Rankin	50
Connors Bros.	54	Nootka Packing Co.	10
Cosgraves Pure Malt Vinegar	53	Nutrient Food Co.	59
D		O	
Davies Co., Wm., Inside back cover		Oakeys & Sons, Ltd., John	60
Dayton Scale Co., Back cover		Oval Wood Dish Co.	8
Des Brisay & Co., M.	11	P	
Dodwell & Co.	10	Pacific Cartage Co.	14
Dominion Canners	2	Palmolive Soap Co.	16
Dominion Canners B.C., Ltd.	70	Parke & Parke	72
Dominion Salt Co.	60	Patrick & Co., W. G.	15
E		Pennock & Co., Ltd., H. P.	13
Eekardt & Co., H. P.	63	Perry & Co., H. L.	14
Eddy Co., E. B.	5	Pullan, E.	72
El Roi Tan	15	R	
Enquiry Page	51	Regina Cold Storage	14
Escott Co., Ltd., W. H.	13	Robin Hood Mills, Ltd., Front cover	
Eureka Refrigerator Co.	20	Rock City Tobacco Co.	7
F		Rose & Laflamme	16
Fearman, F. W.	52	S	
Field & Co.	68	Salada Tea Co.	19
Ford Motor Co.	4	Sarnia Paper Box Co.	71
Freeman & Co., J. L.	16	Security Envelope Co.	65
Furnivall-New Co.	64	Scott-Bathgate Co., Ltd.	14
G		Sheely, W. J.	16
Gaetz & Co.	16	Sibbald & Co.	15
Gauvresu, Paul F.	16	Smith & Proctor	52
Gillard & Co.	71	So-Clean, Ltd.	71
Grant, C. H.	12	Star Brand Cotton	60
Gray & Co., John	56	Spratts, Ltd.	16
Gunns Limited	53	Stevens Hepner Co.	65
H		Swift Canadian Co.	55
Hanson Co., Ltd., J. H.	16	T	
Hargraves, Ltd.	15	Taylor & Son, A. E.	65
Henderson Brokerage, B. M.	14	Thompson & Co., J. C.	16
Heinz Co.	52	Toronto Pottery Works	71
Hillock & Co., John	52	Toronto Salt Works	71
Horne Co., Harry	2	Trent Mfg. Co.	71
Horton-Cato Mfg. Co.	7	Triangle Co.	65
Howe, McIntyre & Co.	16	Turton, J. E.	14
Huntley & Palmers, Ltd.	18	V	
I		Venables & Merryfield	11
Imperial Rice Milling Co.	10	W	
J		Wagstaffe, Limited	9
Jeffress & Co., E. W.	6	Walker & Son, Hugh	69
K		Walker Bin & Store Fixture Co.	82
Kelly, Clark Co.	11	Wallace Fisheries, Ltd.	11
		Wander & Sons Chem. Co., S.	59
		Washington Sales, Geo.	67
		Watford Mfg. Co.	60
		Watson & Truesdale	13
		Western Canada Flour Mills	61
		Western Salt Co.	6
		White & Co.	69
		White Cottell's	71
		White Swan Spices	17
		Williams Storage Co.	13
		Woods & Co., Walter	69



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE

Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agents:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Branch 2170
J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED
London, England

An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

TAPIOCA IS AT NEW HIGH LEVELS

The market in all rices is very firm and little hope is held for any lower prices for some months to come. The situation is very stringent. Tapioca advanced this week to new high levels, at from 14½ to 15½ cents per pound. No changes are reported in rice quotations, but high levels are prevailing and choice qualities are scarce.

Plums and Pears WANTED

We are open to buy a limited quantity of plums and pears, all first-class varieties. Will also be in the market for Fall and Winter apples. Phone or write.

DOMINION CANNERS, LTD.
Simcoe, Ont.

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

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



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment.
Write or phone.

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

Phone 1577

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

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

BEANS

Handpicked or Screened
in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

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

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

WANTED

WANTED—AN EXPERIENCED TEA TRAVELLER for Eastern Ontario and Ottawa District. Apply Box 1454, Montreal.

YOUNG MAN DESIRES POSITION AS TRAVELLING SALESMAN to cover territory in New Brunswick. For particulars apply Hector Boudreau, Beresford, N.B.

TRAVELLER—GROCERS' SUNDRIES OR bulk teas; an intelligent hard worker; can start September 10th. Box 716, Canadian Grocer, 143 University Avenue, Toronto, Ont.

SALESMEN—LONG ESTABLISHED CONNECTION with grocery trade in Montreal, is open for one or two good lines on commission. Box 706, Canadian Grocer, 143 University Avenue, Toronto, Ont.

SAUSAGE MAKER WANTED

WE HAVE AN OPENING FOR A GOOD MAN in our sausage factory, able to cure hams and bacon, and to put up all kinds of sausage; must be sober. Apply, stating salary and references, Box 563, Fredericton, N.B.

WANTED—FIRST-CLASS SALESMAN, AT once, one with good connection with wholesale grocers and jobbers; high-grade lines of brooms and whisks. One that can get results will find this to be an exceptional proposition. Apply, giving all particulars and salary expected, Box 714, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, 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.

TRANSLATIONS

ENGLISH INTO FRENCH—COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers' and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

FOR SALE

FOR SALE—GENERAL STORE AND DWEL-ling in a good locality. Annual turnover about \$30,000. Apply Box 712, Canadian Grocer, 143 University Ave., Toronto, Ont.

ANY FIRMS BUYING POTATOES IN CAR- lots will do well to communicate with Prior Bros., merchants, Portage la Prairie, Man.

AGENCIES WANTED

MONTREAL COMMISSION BROKERS ARE looking for additional agencies, grocery and candy specialties, chocolates, etc. Strong connection, wholesalers and jobbers. Address "D," care of 12 Fernwood Park Ave., Toronto.

SIDELINES IN GROCERY OR FOOD PRO- ducts wanted on commission by traveller covering the Province of Quebec. Apply Willy Provencher, 1609 Esplanade Ave., Montreal, Que.

CATSUP THAT WILL KEEP IS MADE FROM Parke's Catsup Flavor and Preserver



A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.
No Additional Spices Required
Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price: \$2.25 per doz.; \$27.00 per gross.
PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

WANTED

IN ANY SIZE QUANTITY
JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN
TORONTO

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; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

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

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION
NAME OF THIS PAPER

COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

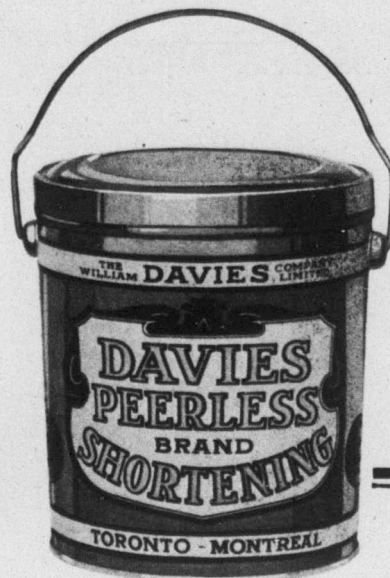
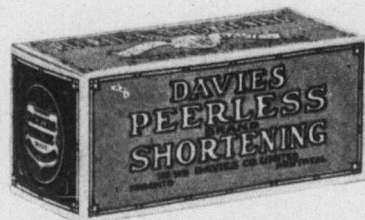
Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

CANADIAN GROCER

Judged by Results

—here is a Shortening
that WILL
and DOES
give satisfaction!



“Peerless” Shortening

IT makes an attractive exhibit on your shelves and in your window—but best of all it's a **SELLER**, and that's what counts most, isn't it?

When a customer buys a product time after time—and always insists on getting the same particular brand—that brand must have **MERIT**.

And this is what happens continually with **“PEERLESS SHORTENING.”**

*Sold in 3lb., 5lb. and 10 lb. Bright Tin Pails
and in 1 lb. Sanitary Cartons.*

THE DAVIES COMPANY LIMITED

TORONTO & MONTREAL

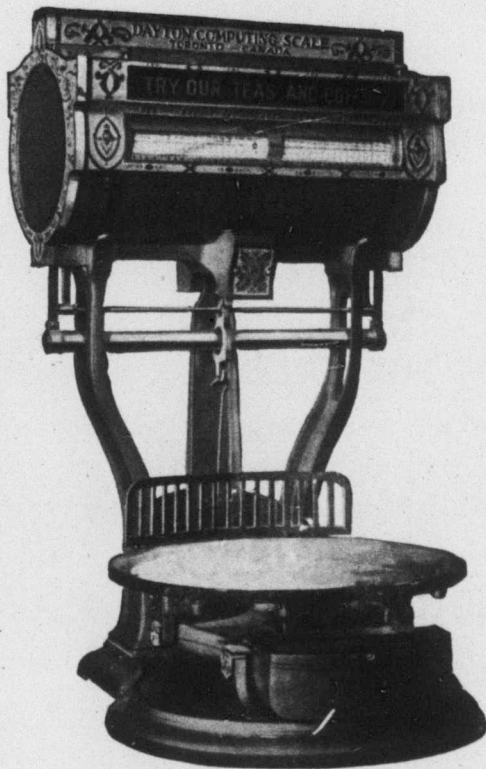
Canada Food Board Packer's License No. 13-50

VICTORY YEAR!

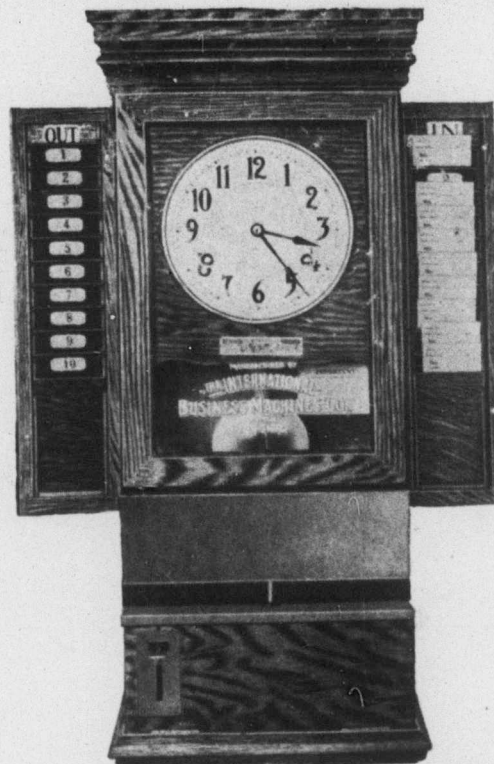
Get the feeling! Get the swing of Victory! Get it into your business. Come to the great National Exposition at Toronto this year with a mind open to new ideas—Victory Ideas—to help your business make more money. See our Exhibit of

Dayton Computing Scales and International Time Recorders—in Industrial Bldg.

They point the way to bigger profits for every retail store.



THE DAYTON SCALE
"The World's Greatest Computing Scale"



INTERNATIONAL TIME RECORDERS
"Make Every Working Hour Yours"

Our products are the highest priced in the world—yes—but they do more and better work and last longer—and they are made in Canada. They cost money—to be without!

DAYTON COMPUTING SCALES

Frank E. Mutton
Vice-Pres. and Gen'l Mgr.

Royce and Campbell Avenues, Toronto.
Also at Montreal, Winnipeg, Vancouver

Division International Business Machines Co., also makers of International Time Recorders and Hollerith Electric Tabulators