

**PAGES
MISSING**

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, JUNE 21st, 1918

No. 25

Welch's GRAPELADE

A PURE Grape Jam—skins, seeds and acid crystals removed, GRAPELADE will secure a quick response from your customers. Freedom from mould and crystallization, and retention of the original grape flavor, all these have been accomplished in GRAPELADE. It concentrates and keeps for you the delicate fragrance of Ontario's choicest Concords.



WITH toast, muffins, sandwiches, cold cuts, tarts, ice cream, etc., GRAPELADE makes a delicious and satisfying spread. When it is on the table butter is superfluous.

IF you haven't on display a stock of this attractively wrapped, palatable food, write us for more information, giving the name of your distributor.

\$6.50 per case east of Fort William
\$6.75 per case west of Fort William
Pack 36 Twenty-five cent tins to the case

The Welch Co., Limited
St. Catharines, Ontario

KNOW YOUR GOODS — AND SHOW THEM

Know your most profitable lines. Find out their good points. Tell your customers about their merits.

You know O-Cedar Products are profitable. Their merits are being constantly advertised, but by calling your customers' attention to some of these merits, you can increase sales surprisingly.

O-Cedar Products lend themselves to attractive store display—put these displays where the customer can see, and handle the merchandise. People quickly buy things they can handle. Have an O-Cedar Polish Mop where your customers can handle it—thus you will sell more mops.

An O-Cedar Polish Mop is an essential to modern housekeeping. Its long 54-in. handle eliminates stooping and bending, or getting on step-ladders and chairs to dust high places.

It is treated with O-Cedar Polish and packed in a tin container which may be used later for re-treating the mop. Two styles, round and triangular in shape, price \$1.50.

O-Cedar Polish Mop and O-Cedar Polish are indispensable to Housecleaning. Since we always have dust and dirt to clean—O-Cedar Products sell all the year round. Put in Window Displays of O-Cedar Products. Worth pushing as they pay a real net profit.

Ask your jobber for O-Cedar Products.

CHANNELL CHEMICAL COMPANY, LIMITED
Toronto Ontario

O-Cedar Polish



KRAUT IS DUTCH—NOT GERMAN!

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

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

“Simcoe” and “Dominion” Brand KRAUT

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

Dominion Cannery Limited
Hamilton, Canada



“The Seal of Quality”

VACATION DAYS



--days when Borden
Milk Products are more
saleable than ever

IF there is any one time when Borden convenience has a stronger than usual selling appeal, it is during the Summer season, when all manner of holiday folk appreciate the many big advantages of Borden Products.

The first thought of the prospective camper or picknicker is of something good to drink, something that is easily carried and is easy to prepare.

Here is a big opportunity for the wide-awake grocer to suggest Borden suitability in window trims and counter displays. Borden Products are refreshing and nourishing, whether made right on the spot or previously prepared and carried in a Thermos Bottle.

Borden's "Reindeer" Coffee and "Reindeer" Cocoa are two especially good lines for your "Vacation Hints" display.

Have you a good stock on hand?

Borden's



Borden's

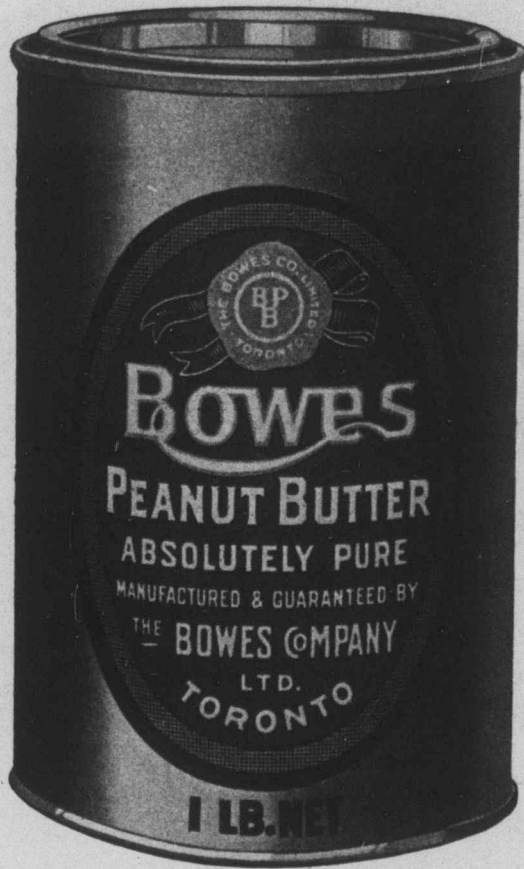


Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



A PERFECT PRODUCT

Bowes Peanut Butter measures fully up to this description. It is a product which you can sell with every assurance in its ability to create repeat business. Its pure, rich flavor, its velvety smoothness and its unquestioned value as a food make it popular with all classes of people.

The Summer is a particularly good "sales season" for this well-known food. Will you be in a position to supply the demand which will inevitably be made upon you?

ORDER FROM YOUR JOBBER, OR WRITE US DIRECT

KING GEORGE'S NAVY

CHEWING TOBACCO

A Fine Satisfying Chew

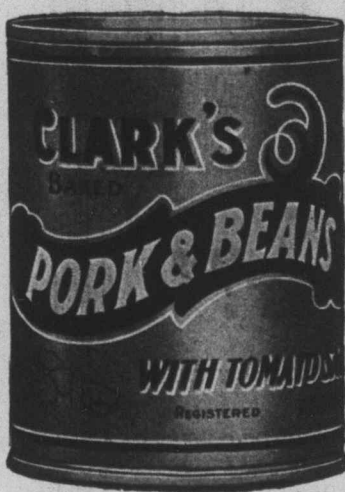
Proof that King George's Navy Chewing Tobacco meets with the approval of the men is evidenced by the regular repeats which follow first sales. You will like how King George's Navy sells and you will like the wide profit margin also.

Ask your wholesaler for a supply.



Rock City Tobacco Co., Ltd.

CLARK'S PREPARED FOODS



Your time is valuable, Mr. Grocer, and help is costly, so that it is to your interest to make your sales quickly.

Tell your Customer that you keep CLARK'S.



She knows their quality and economical value.

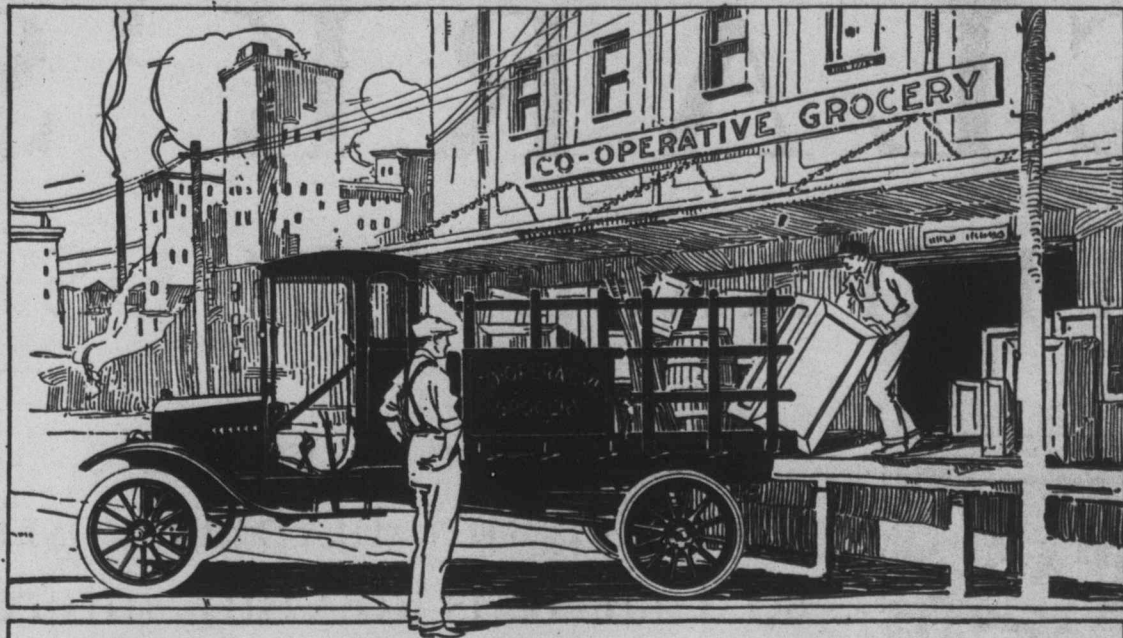
We advertise them.

You get the benefit in quicker sales.

W. CLARK LTD.

Clark's

MONTREAL



“When Can You Deliver?”

THAT'S the customer's first question, usually. How do you answer him?

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

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

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

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

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

Ford

THE UNIVERSAL CAR

One-Ton Truck \$750
 Runabout . . . 575
 Touring . . . 595
 Coupe . . . 770
 Sedan . . . 970
 Chassis . . . 535
 F. O. B. Ford, Ont.

**Ford Motor Company of Canada,
 Limited**

Ford . . . Ontario

Your Stock



is incomplete without a supply of Ever Ready Cocoa. It is a delicious, economical food beverage and sells at popular prices, giving the retailer a fair profit.

Ever Ready Cocoa is sold by leading jobbers.

LITSTER PURE FOOD CO., Limited
Toronto

We Grow - We PACK - We Sell

Arrangements are now perfected giving us our own packing plants in the heart of the prune and apricot growing districts of California. This is just one more progressive step insuring a control of adequate packing facilities and the absolute standardization of

Sunsweet

quality. Place your orders now for Sun-sweet. To both dealer and consumer it represents the dominating brand of dried prunes and apricots.

California Prune and Apricot Growers, Inc.
Main Office, San Jose, Cal.

A co-operative growing, packing and marketing association embracing more than 5,000 growers engaged in this industry in California.

Canadian Representatives
Sainsbury Bros.



Board of Trade Bldg.
Toronto, Canada

The Submarine Menace

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

SPRATT'S DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

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

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



ABOUT YOUR BRUSH TRADE

Are you content with the profits from your brush counter?
There's big money waiting for you in

KEYSTONE HOUSEHOLD BRUSHES

Quick turnovers, moderate prices, good profits and satisfied customers all combine to make the Keystone line one of the most profitable lines you can handle. Write to-day for particulars and prices on Keystone Brushes and Nugget Brooms.

STEVENS-HEPNER CO., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.)

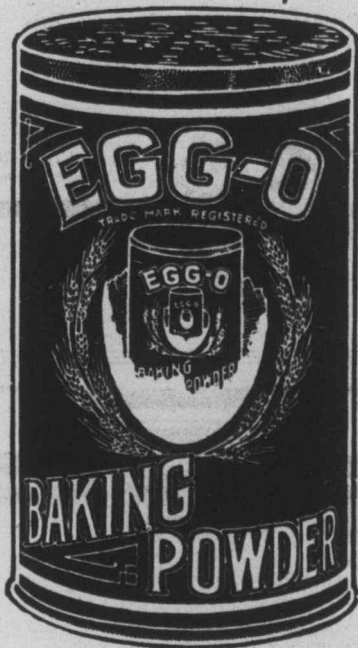
HAMILTON

Order some Nootka Pilchards 48 1-lb. tall tins. This line is cheaper than Salmon, and a new fish on the market.

BRISTOL, SOMERVILLE & CO.

Canadian Food Control License No. 6-058

WHOLESALE GROCERS



Less of EGG-O

—just a level teaspoonful

Egg-O Baking Powder is economical. Just a level teaspoonful to a cup of well-sifted flour is the correct proportion.

Egg-O Baking Powder is reliable. It always gives the housewife excellent results—the very best results—whether used with sweet milk, sour milk, buttermilk or water.

Boost Egg-O Baking Powder. Take it off your shelf and hand it to your customers with your best recommend.

It will live up to it.

Egg-O Baking Powder Co., Limited

HAMILTON, CANADA

Furnivall's

FINE
FRUIT
PURE JAM

AGENTS—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

—the jams that are recognized in every community as the standard of jam quality.

Selected sun-ripened fruits, pure cane sugar, a factory up-to-the-minute in every essential—these are reasons why Furnivall's Jams excel. Are you selling Furnivall's?

FURNIVALL-NEW, Limited

Hamilton, Canada

“E. D. S.” Strawberry Jam

*The 1918 Pack will soon
be ready for shipment*

And the quality—well,
you know the quality
back of the “E. D. S.”
label—delicious, whole-
some, customer making.



*A Canadian-made jam
that always repeats*

It is the quality that will
make the new season's
“E. D. S.” Strawberry Jam
one of your best sellers and
profit makers.

Send in your order to any of
the undermentioned agents.



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

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

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

COX'S

the people's favorite

That Cox's Instant Powdered Gelatine possesses the confidence and the appreciation of the public may be judged from the increasing sales which it is constantly producing. This popularity is due to the purity and delicate flavor which is a marked characteristic of Cox's. Good grocers everywhere sell Cox's Instant Powdered Gelatine and find it worth featuring. So will you.



BRITISH MADE

BIG PROFITS ON DAVIS CIGARS

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

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

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

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

Business nameAddress

Send by Express

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

SEND IN YOUR ORDER PROMPTLY

Sell the Milk Products that you know are right

Malcolm Milk Products are made under conditions that are an absolute guarantee of purity and deliciousness.

The vicinity of St. George, Ont., is one of the finest dairy sections in Canada. The milk used in Malcolms is produced here, selected and processed under the very strictest surveillance.

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

Make these All-Canadian Milk Products your leaders. They are good repeaters and profit-makers.

And their goodness always satisfies.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c. per 100 lbs.

THE MALCOLM CONDENSING CO., LTD.

St. George, Ontario

The All-Canadian Condensed Milk Company



Mr. George Washington of New York Says

that he has turned the entire output of the G. Washington Refined, Soluble Coffee, over to the Government for the Soldiers in the front line trenches Overseas.

He hopes shortly to be able to again supply the trade; in the meantime you and your customers' indulgence is asked.

Hand her a jar of OLIVE BUTTER



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

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

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

Order a trial supply.

E. W. Jeffress, Limited
WALKERVILLE, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN 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.

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have five 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.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

MANUFACTURERS:

Do you require first class representation?

Write us. Satisfaction guaranteed.

GEO. W. GRIFFITHS & CO., LTD.

Manufacturers' Agents and Commission
Brokers

402 Chamber of Commerce
Winnipeg - Manitoba

We will push your product in the West

Get the very best results from this prosperous field by letting us represent your interests right on the spot.

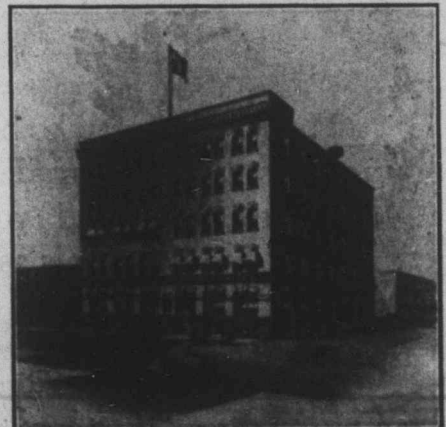
Twelve aggressive men (nine doing retail work exclusively) guarantee you rapid results.

Full particulars without any obligation from

SCOTT-BATHGATE CO., LTD.

Wholesale Grocery Brokers and Manufacturers' Agents

140 Notre Dame Ave. E., WINNIPEG



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WHOLESALE GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

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

Est. 1907. Write us.
Correspondence Solicited.

Head Office and Warehouse, 181-183 Bannatyne
Ave. E., Winnipeg, Can.

THE Robert Gillespie Co.

MALTESE CROSS BUILDING
WINNIPEG

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

C. & J. JONES

WINNIPEG - VANCOUVER

*Wholesale Commission Brokers
and Importers*

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

205 CURRY BUILDING
WINNIPEG

Williams Storage Co.

WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will
give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Warehouse Space To Rent

We have to rent in our Calgary warehouse two floors 50 x 110,
and two floors in our Edmonton warehouse 50 x 120. These
warehouses are located in the centre of the wholesale district,
are of finest mill construction, and are equipped with two
elevators. Lowest rate of insurance and good loading and
trackage facilities. If you require warehouse space in Calgary
or Edmonton, write our offices at these points.

DONALD H. BAIN Co.

Wholesale Commission Merchants and Brokers

WINNIPEG

Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton,
Lethbridge, Vancouver.

*Live sales forces at each of the above points. Fully equipped offices and warehouses. We are in an unexcelled position
to handle storage and consignments, and to look after the distribution of cars.*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

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

To Manufacturers' Agents

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

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

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

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

**Coffee, Its History
Classification and
Description**
By Joseph M. Walsh
This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:
Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.
This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of
\$2.00
It Will Pay You to Send at Once.
MacLean Publishing Co.
Technical Book Department.
143-153 University Avenue, Toronto.

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

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

Finest Sept. Parafined Cheese on Spot
W. H. Millman & Sons
Grocery Brokers
TORONTO

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

Complete Trade Connection.

JOHN E. TURTON

Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.

GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

J. R. GENEST

Wholesale Grain, Flour and Feed
SPECIAL—Pastry Flour
GROCERS SPECIALTIES
BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.

Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Do you require representation in New Brunswick?

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.

Gaetz & Mosher

MANUFACTURERS' AGENTS AND GROCERY BROKERS
P. O. BOX 145 HALIFAX, N.S.

Get stocked now with MacKay's Pearl Barley Flour

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

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

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

It's the real MacKay

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



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

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

It has a real food value

This coupled with its delightful Concord flavor has made Marsh's the favorite Grape Juice of people who know.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Lafamme, Ltd., Montreal, Que.



John Wanamaker's Dominance

JOHN WANAMAKER surpassed the merchants of the days of his beginning because he had an idea that they didn't have: namely, to multiply sales and customers. John Wanamaker has possessed this identical idea ever since, and it has made him the prince of merchants.

Smaller men among manufacturers and retailers lack this idea: they devote more thought and effort to buying right and running their business trimly. But they are not master merchants.

Now great success cannot come to any firm or any man apart from the Wanamaker idea—which is to multiply sales and customers. Given this idea, and pursue it ardently always, and fortunes and dominance are secured.

The winning and holding of customers and the enlargement of sales call for the employment of advertising. The printed solicitation gets to buyers that flesh-and-blood salesmen cannot get to, and gets to them at right times, and wears down resistance. Printed solicitations produce friendliness, and accelerate the traveller's sales efforts when he calls. Printed solicitations lower the cost of selling. The flesh-and-blood man cannot call on men for much less than \$2 a call. The printed solicitation can make calls for as low as a cent a call.

A cent a call! For this very small sum a seller can have access to a very complete list of buyers—the best of them as well as the most of them. A seller can get to this fine company of buyers no matter where they may be—in large cities, in crossroad villages, in off-the-main-line towns. He can get to foreign prospects—in Newfoundland, British West Indies, in South America. A seller can have access to a class of men who have formed the habit of reading advertisements as a necessary part of their day's work; and reading in particular the advertisements which are carried in their specialized business newspaper which they subscribe to, paying cash in advance therefor, and which they rely on for complete news relating to their business, including the news of advertisers—their proposals or statements about their goods.

All this for a cent a call!

Are you a director or official, with a voice in the selling policies of your house? And are you discouraging the use of advertising when advertising proposals come up for consideration? Think of John Wanamaker, Timothy Eaton, Marshall Field, Gordon Selfridge, Sears-Roebuck, Butler Bros., and a score of other firms making a great success. Think of the firms in Canada who have built up tremendous demand for their trade-marked, standardized and advertised product. And analyze the reasons for their great success. You will perhaps then have a new view concerning the function and value of advertising as a sales force or agent.

Then consider the cheapness of advertising to the retailer. You will get help from the table following:

	Cost per page (minimum)	Cost per year for page space	Cost per call
Dry Goods Review.....	\$35	\$420	1 2-5 cents
Men's Wear Review.....	30	360	2 cents
Canadian Grocer.....	24	1,248	5-11 cents
Hardware and Metal.....	24	1,248	8-11 cents
Bookseller and Stationer.....	25	300	1 2-3 cents
Sanitary Engineer.....	16.70	400	1 3-4 cents

PRI NTED solicitation at such low cost ought assuredly to be incorporated into the selling plans of every wholesale or manufacturing firm relying on retailers to distribute their products or merchandise. Will you discuss the matter with us?

The MacLean Publishing Co., Limited

Toronto, Canada

Also at Montreal, Winnipeg, New York, Chicago, Boston and London, Eng.

Customers are giving more thought to what is economical and what is not than ever before

Grocers and clerks who study economy and are able to advise customers as to what goods are really economical, are encouraging the marketing of good merchandise, conserving the food supply, and gaining the confidence of their customers in a way that will be appreciated.

The tea that never fails to create confidence. Truly economical.



One pound makes 250 cups, about 1/4 of a cent per cup.

T. H. Estabrooks Co., Limited

St. John,

Toronto,

Winnipeg,

Calgary

Canadian Food Control License, No. 6-276

In which class is *your* store?

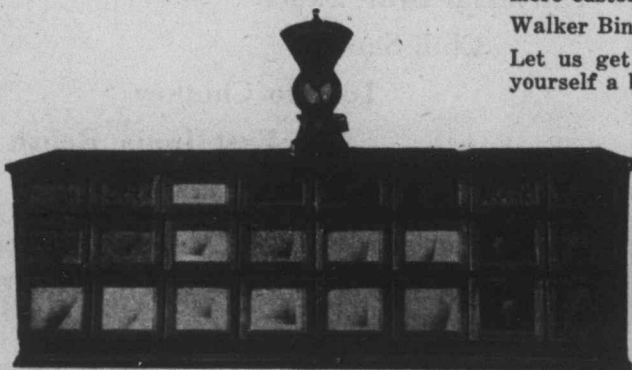
Is it in the class of 50 years ago—handicapped with obsolete, time-wasting, money-leaking equipment—or is it a Walker Bin equipped store, efficient and well managed, as only a Walker Bin store can be?

The time when any old equipment answered the purpose is past for good.

If your business is worth running at all, it deserves a chance of success—it deserves that you equip it to serve more customers with 25% less labor.

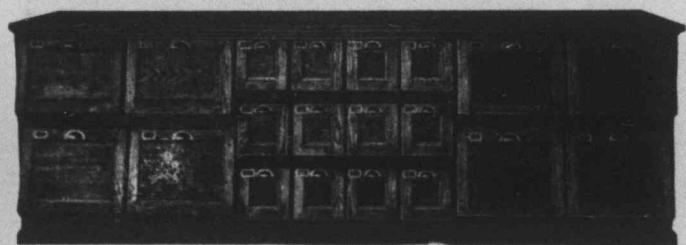
Walker Bin equipment will do this for you.

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FRONT VIEW OF OUR NO. 3 UNIVERSAL COUNTER.

Three rows of bevel displays in line of vision. The glass in top row 4" x 10"; middle row 6" x 10"; lower 8" x 10", giving assorted displays of small capacity, affording a maximum display with minimum stock.



—AND A REAR VIEW.

Shows three capacity bins. Lower row about 56-quart capacity. Upper row about 52-quart capacity, with removable division in centre. Small centre bins 10-quart capacity, with removable division. Made in stock lengths 9 ft., 12 ft. 4 in., 15 ft. 8 in. (9 ft. length shown). By adding one bin to row on either side of centre unit gives additional 3 ft. 4 in. counter length. All Patented Gravity Closing Bins—not drawers.

The Walker Bin & Store Fixture Co., Ltd.
Kitchener, Ont.

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

THE NEW APPETISER

Delicious Flavour

SAVORA



Delicate Aroma

SAVORA

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These goods are attractively packed and find a ready sale. If you do not already stock them, place a trial order with your jobber.

Manufactured by

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Limited

OWEN SOUND

CANADIAN GROCER

Vol. XXXII.

TORONTO, JUNE 21, 1918

No. 25

Prospects for Summer Fruit

Yield in Most Varieties Will be Limited—Winter Killing and Frost Has Seriously Curtailed the Production of Many Lines of Fruit—Tomatoes Will be Bumper Crop, but Peaches Will be Very Light

A REPRESENTATIVE of CANADIAN GROCER spent some time during the past week in visiting the Niagara fruit belt to get some first-hand information as to the prospects for fruit in that section.

Early reports were of a very optimistic character, and a bumper crop of almost every variety of fruit was expected. Conditions have changed somewhat of late, however, and the conditions that exist at present are hardly as favorable as were at first expected.

In the early fruits, strawberries are going to be very light. In the Jordan and Beamsville section these are just beginning to come on the market, but nowhere in the district between Toronto and Queenston is there any great supply. One reason for this is that fruit farmers fearing the difficulty of getting pickers have not planted as heavily as is customary for some years past and this, in conjunction with a light crop, has meant a very decided scarcity. Berries were being quoted at Beamsville at the end of the week at \$6.00 per 24-crate, a rather surprising figure for Canadian stock. While of course there will be a decline from this figure, there is no likelihood of there being cheap strawberries at any time during the season. There will be a fair movement by the time CANADIAN GROCER is off the press, and about the beginning of next week the shipments will be about at their height. From the Maritimes very favorable reports are received of the strawberry crop. Quebec berries have wintered well and will be a fair crop. The British Columbia crop, however, was considerably damaged by early frosts. Raspberries fortunately give every evidence of being a heavy crop, and will in a measure make up for the scarcity of strawberries. Currants are generally light, and blackberries have been badly frost killed. Tomatoes on the other hand will show a bumper crop.

Record Crop of Tomatoes

There has been a very heavy acreage of tomatoes planted and they have done well to the present. The weather, while

not warm, has fortunately been free from frost, and excessive moisture that has been so detrimental to this crop in the past, so that there is every indication of a bumper yield.

Sweet Cherries Will be Scarce

In other fruits there is again a general scarcity. Cherries, especially sweet cherries are a very light crop. With one or two exceptions they will show less than a 50 per cent. yield. This is rather surprising as the early blossom was very heavy, and gave promise of a heavy yield. The blossoms set satisfactorily too, but of late for no very well understood reason the green fruit has begun to drop and shrivel, so that the yield will only be a fraction of what was expected. Sour varieties promise a fair yield.

Peach Crop Has Been Decimated

Of all the fruits, peaches were possibly the most seriously affected. Winter killing has been general and its effect will be felt for some years to come. In some instances the severe weather of the winter has practically destroyed whole orchards, in one or two instances the grower has torn out the trees and planted new, believing that it would be easier to do this than to foster the injured trees back to health again. Every variety of peach has suffered from this winter killing. The yield in the Niagara district is not expected to reach 50 per cent. of a normal crop, while the Leamington section and other Ontario peach districts have suffered still more seriously and will probably not reach 25 per cent. of the normal. Government reports from British Columbia indicate that there also the peach and apricot crop has been seriously curtailed.

Plums Will Show Average Yield for Most Varieties

Plums which also were expected to be a bumper crop have also suffered, and there will be an average yield of approximately 75 per cent. in the Niagara district. Lombards and Reine Claude promise a fairly good crop, but unfor-

tunately owing to the very low prices that have prevailed for the Lombard variety for a good many years past many growers have not found it profitable to grow them, and have taken the trees out, so that there is not as much to be expected from this fine canning plum as might have been the case had the acreage been as large as it was a few years ago. Bradshaws are very light indeed, and other varieties about an average.

In other sections of Ontario similar conditions prevail. There has been a serious winter killing among the more tender Japanese varieties, such as Abundance, Burbank and Red June, and only an average yield in other varieties.

Frost in B.C. Has Serious Results

From British Columbia come reports of recent damage by frost. Penticton reports the loss from this cause to amount to 50 per cent. Heavy damage is also reported from the Kelowna district, and a somewhat lighter damage at Vernon. In the Nelson section the crop is reported as fair.

Bartlett Pears Light, but Otherwise Good Yield

The prospects for pears also are not too bright though there was a very fine promise at the time of blossom. In the Burlington district there is a very light yield expected in Bartletts, Clapp, Duchess and Winter Nellis. A twenty-five per cent. yield is all that is expected in this section. In the Niagara district the promise is somewhat better, though Bartletts have suffered heavily from some cause of late that has resulted in a heavy dropping. Lambton county reports a good crop, and the Huron and Georgian Bay districts will probably show a 50 to 60 per cent. yield.

B. C. Will Have Good Pear Yield

In British Columbia pears blossomed freely, and though injured somewhat by frost this injury was not as extensive as that suffered by other fruits, and a fair yield is anticipated.

As far as it is possible to tell thus

early in the season there should be a good yield of grapes. They came through the winter well and a good average crop is expected.

Apples Good in Ontario but a Failure in Nova Scotia

The reports on apples varies with the different sections. The Nova Scotia

crop will be a decided failure and is expected to be only a fraction of a normal yield. New Brunswick has suffered somewhat though not as seriously as her sister province. Ontario on the other hand will have an unusually heavy yield, while British Columbia will have about an average crop.

New Feed Standards Set

Millers Are Expected to Aid in Handling and Distributing New Stock Feeds—Some Objection Raised to the Proposals

OWING to the difficulty of getting stock feeds last winter, steps have been taken by the Organization of Resources Committee to place a standard stock food on the market.

The millers have consented to act as importers of the ingredients, manufacturers and distributors of the feeds, and to make the necessary financial arrangements. The price at which the feed is to be sold will be determined from time to time by a joint committee, composed of two representatives of the millers, two members of the committee and Mr. C. F. Bailey, assistant deputy minister of agriculture, who is to be chairman.

The Contract

Under the contract the millers agree to:

Purchase the various ingredients entering into the preparation of the feeds, according to the formulae prescribed, to the best advantage and from sources to be approved by the committee.

Assemble the same at convenient warehouses or places of storage, and there mix and prepare the feed according to the approved formulae.

Store the same pending sale and delivery.

Sell, ship and distribute the same only to such farmers' organizations or such other persons as shall be approved by the committee.

At all times maintain the standard and quality of the feeds according to the formulae supplied.

Permit representatives of the committee to have free access to the books and warehouses so as to see that the contract is being properly carried out.

Furnish to the committee monthly statements of the quantities purchased, sold or distributed by each of the millers, and the quantities on hand, whether prepared or otherwise.

Sell the feeds at a cash price not to exceed \$5 a ton over the actual delivered cost of the ingredients. An additional charge, satisfactory to the committee, may be made where credit is given or cartage service rendered.

Furnish the committee, when demanded, with samples of the feed for the purpose of analysis.

Duties of the Committee

The committee agrees to:

Approve such sources of supply of the ingredients as may seem proper to it.

Arrange that such ingredients may be exported from the United States and imported into Canada.

Recommend and guarantee to consumers the quality of the feeds and the food values thereof, according to formulae approved by the Ontario Department of Agriculture.

Recommend and assist in every reasonable way the millers in the sale of the feeds.

Ingredients Set

The approved formula for dairy cattle ration is: 54 per cent. of the total feed must be made up of three or four of the following feeding stuffs—oil-cake meal, cottonseed meal, soya-bean meal, velvet-bean meal, and gluten feed, the latter containing not less than 18 per cent. protein, provided, however, that not more than 20 per cent. of the total feed shall be made from any one of these feeds.

The balance of the feed shall contain sufficient hominy feed or corn to make 15 per cent. of the total feed, and one or more of the following: corn feed, barley feed, oat feed, beet pulp and wheat, bran, and any other feeds that may be from time to time approved by

the Feed Committee, provided also that the completed feed shall contain not less than 24 per cent. of crude protein, 4.5 per cent. of crude fat, and 4.5 per cent. of soluble carbon hydrates, and not more than 10 per cent. of crude fibre.

The formula for the swine ration is: It shall consist of at least 6 per cent. of tankage, 20 per cent. of wheat or rye shorts, 33 per cent. of corn or hominy. The balance of the feed shall be made up of one or more of the following: corn feed, barley feed, wheat, bran, or any other feed that may be from time to time approved by the Feed Committee, provided also that the completed feed shall contain not less than 16 per cent. of crude protein, 4.5 per cent. of fat, and not more than 6 per cent. of crude fibre.

Millers are warned that they must be careful to comply with the formulae. They are also advised that it would be well to secure the consent of the committee to the particular ingredients proposed before purchasing raw materials.

Some Objections

Some millers are not taking very kindly to these new feeds. They argue that most mills have popularized some standard feeds of their own and hence that it is asking a good deal to expect them to get behind the project. Also they are required to take all the risks, as they have to take out licenses for their requirements of such products as cottonseed meal for three months in advance, while they can have no possible way of judging what their demand may be.

John Ward, who conducted the Walker House, Walkerton, for a number of years, and since prohibition has conducted a grocery and butcher shop, is closing up his business and removing to London, where he proposes opening a grocery store.

U.S. Coffee Embargo Raised and Canada Gets Partial Supply

Under Arrangement Between Ottawa and Washington, Canada Has Been Apportioned Raw Coffee Equivalent to 70 Per Cent. of Her Last Year's Consumption

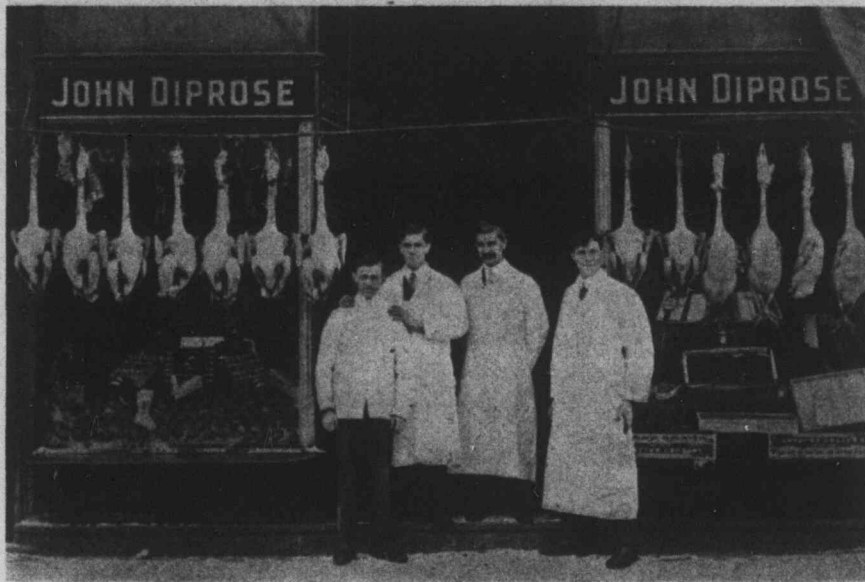
IT is understood that the embargo imposed against coffee shipments from the United States to Canada has been abrogated by an arrangement recently reached between Washington and Ottawa whereby a blanket license has been granted to cover the shipment of 42,000 bags of coffee. This is 70 per cent. of last year's consumption which last year stood at 60,000 bags. This amount will be divided pro rata among different importers.

The 42,000 bags will be the only coffee available from the United States, the blanket license dating from March 1, 1918, to March, 1919. This will not affect any direct shipments of course, but these are naturally of a very limited nature, as the great bulk of coffee used in Canada is from Brazil and other

South and Central American countries, practically all of which is handled through American ports. Moreover, at the time the government imposed its tax on coffee it was estimated that there was but 60 days' supply in Canada, and there have been practically no stocks received since then, so that this allotment comes on an almost bare market.

These new stocks will probably be available almost at once, however, as the ships in New York harbor loaded with coffee for Canada will be unloaded promptly.

Under arrangements reached between the authorities at Ottawa and Washington future imports to Canada via the United States ports will be governed entirely by licenses issued from Ottawa.



The John Diprose store, London, Ont. Mr. Diprose is the second figure from the right. The store makes a specialty of poultry and fruit.

Cash and Carry in the Maritimes

St. John, N.B., Store Adopts New Principle and Finds While Sales Somewhat Smaller That Profits Are Larger
—A Generally Successful Experiment

WHEN Lee J. Cowan bought out his partner and became the sole owner of the retail grocery and provision store which had been carried on under the name of Kirkpatrick & Cowen in St. John, N.B., he decided that the opportunity to put some other changes into effect also had arrived. The business had been conducted strictly on a cash basis; there had been some trouble at first when C.O.D. orders were not yielded up by the delivery man because the cash was not forthcoming, but this had been smoothed over and the policy of cash only had become a fixture. Mr. Cowan saw no reason for a change here, but there was an idea which had taken root in his mind and which was about ready to sprout. This was the plan of letting the customers do their own delivering, which had been described and discussed in THE CANADIAN GROCER and other trade magazines. During the previous year deliveries, including chauffeur's wages at \$14 a week, had cost \$1,400, and a saving of an amount that size looked worth while.

Thus was born the first "Cash and Carry Grocery" in St. John and under that name the business is now conducted. The customer pays cash and carries the purchases and the grocer saves book-keeping charges, bad debts, collection costs and the entire cost of delivery. With this saving in the cost of operation, it is possible to reduce prices to a figure which otherwise would be impossible and the low prices furnish an attraction which offsets the absence of the service and the accommodation given by competing stores.

Willing to Carry Parcels at Night
But it is not all smooth sailing for the

merchant. "There are a great many people who will not carry parcels," said Mr. Cowan to the CANADIAN GROCER representative, "and there are many who find it impossible to come to the store to get the goods they want when they want them. I have lost customers among both classes, but there are lots of others who are willing to carry their purchases for the sake of the saving they can effect. In order to accommodate those who cannot do their shopping in the day time, I have found it necessary to keep open in the evenings until ten o'clock. This is an advantage to some people who can get to the store during the day but who are a bit shy about lugging a market basket through the streets. It is surprising how many people will drop in and place an order and announce that they will call in the evening after dusk for their supplies.

Reduces Volume of Sales

"The majority of the purchasers take the packages along with them; some bring market baskets or shopping bags and some bring or send their small boy with his little express cart. The fact that the goods have to be carried away has a certain effect in reducing the quantities purchased. In many lines the sales are of smaller quantities than they would be if we were delivering, but the customer has to come back that much oftener. The oftener they come, the more we sell. You will notice that the price of practically everything in the store is marked plainly so it can be seen at a glance. The customer's eye is attracted by something she had not thought of purchasing and that goes into the basket with the goods she set out to buy. The display of prices helps a lot. With the cost of the article before them,

many people will decide that they want it and will buy, when they would not take the trouble to ask the price. People don't like to give any one the impression that they cannot buy an article because of the price and many times they won't ask simply because they do not want to refuse the goods if the price is too high.

"And the price is the big consideration in this store. If we are to compete successfully with the others who give credit and delivery service we must give some other stronger inducement and the obvious one is lower prices. We can do it, too, and we see to it that the customer has an actual saving on every article as a recompense for the trouble involved in carrying home the purchases."

Gross Sales Smaller But Profits Larger

In reply to a question as to the net result of his experiment, Mr. Cowan said, "After three months' experience, I find that the gross sales are somewhat smaller than they were before we did away with the delivery system, but the net profits are considerably greater. I am making more money with less work, so I have nothing to complain of. The business is growing steadily and I am convinced that the cash and carry system has come to stay. Grocery prices are so much higher in comparison with what they were a few years ago that, in spite of higher wages, the cost of food is becoming a more and more serious matter for the average family. The only way that it can be made easier for them, that I know of, is by reducing the cost of handling and giving the customer the benefit. In doing so I can feel that I am doing something to help the other fellow along, and if I can make it pay me more profits than the old methods of doing business, so much the better."

NATIVE WINES MAY BE TRANSPORTED IN ONTARIO

Amendment to Regulations Makes It Possible to Handle Native Ontario Wines Till Dec. 31st, 1918

The original order-in-Council in regard to prohibition that provided that "no person after the first day of April, 1918, shall send, take, transport into, or deliver in any prohibited area, any intoxicating liquor, or cause any intoxicating liquor to be so sent, transported or delivered," has been modified on the recommendation of the Minister of Justice by a further order that amends the order quoted above by the addition of the following words:

"Providing that this regulation shall not apply to the sending, taking, transporting or delivering of native wines in the Province of Ontario until December 31, 1918."

VINEGAR MAN IN WINNIPEG

Paul Hassack, a United States fermentation engineer, has been in Winnipeg during the past few weeks working with the Acme Vinegar Co., Ltd., Winnipeg, by whom he is employed as consulting chemist. Mr. Hassack is the editor and proprietor of *The Vinegar Bulletin*.



An attractive grocery interior. The Ferguson Store, Queen Street East, Toronto.

NEW BRUNSWICK APPLE CROP. LIMITED

A. G. Turney, provincial horticulturist, reports that the New Brunswick apple crop will not be more than medium. The Duchess or New Brunswicker is expected to be a full crop, but this is an early apple which does not bring winter prices. The Wealthy, Dudley and Alexander varieties will not be more than forty or fifty per cent. of the average. McIntosh and Bishop Pippins are expected to produce fair crops. Fameuse, Peewakee, Ben Davis, Northern Spy and Golden Russet suffered severely from winter-killing and will be a light crop. Present prospects are for a light crop of small fruits.

Alexander J. Simmons has been elected treasurer of T. H. Estabrooks Company, Limited, St. John, in succession to the late Herman Sullivan.

Christopher Richter, retail grocer, West. St. John, has assigned to Roy A. Davidson for the benefit of his creditors.

W. K. Ganong of Ganong Brothers, Limited, St. Stephen, protesting against proposals to further reduce the sugar allowance for confectionery manufacturers, says that the amount of sugar used by the candy makers is only four per cent. of the total consumption in Canada.

The Thursday half-holiday is observed in St. John only by the retail merchants on the western side of the harbor. In the city proper the retail grocers have in other years taken Saturday afternoon off during July and August; their plans have not been announced this year. The wholesale grocers of the city observe the Saturday half-holiday and this year they

are closing at five o'clock to enable their staffs to assist in food production. Some of the offices are opening earlier in the morning on this account.

Ralph F. Mitton of Riverside Farm, Salisbury, has brought to the city some exceptionally large eggs, two of them each weighing a half pound; another argument for selling eggs by weight.

SARDINE PLANT FOR NEWFOUNDLAND

The first sardine-packing plant to be erected in Newfoundland is now being erected at West Saint John's, above Navy Island, by the Booth Fisheries Company of Chicago and Toronto, who have fishery establishments at Eastport, Belfast, Lubec, Machinasport, Chamcook, N.B., and other points on the Atlantic coast.

The new plant will be wood, 234 feet by 45 feet long, and two stories in height. It will cost about \$75,000 and will be provided at the outset with an equipment capable of packing one hundred hogsheads of fish per day.

ENGLAND REQUISITIONS BERRY CROP FOR ARMY AND NAVY

The Food Controller has issued an order, which will become operative June 17, fixing wholesale prices on strawberries and raspberries and black and red currants, and virtually requisitioning the whole crop for jam-making for the army and navy, as far as practicable.

All existing contracts for berries are cancelled by the order, which is the outcome of the Board of Agriculture's re-

port that the fruit crop is considerably below the average.

WINNIPEG BRANCH R. M. A. ELECTS OFFICERS

At the annual meeting of the Winnipeg Branch of the Retail Merchants' Association, held in the Industrial Bureau recently, the following officers were elected: President, Robert Burns; First Vice-President, Lisgar L. Lang; Second Vice-President, Edgar Roberts; Treasurer, C. E. Falconer; Secretary, J. H. Curle.

The annual report of the executive committee, read by J. H. Curle, secretary of the association, reviewed the work carried on by the executive during the year, and showed the membership of the branch, throughout greater Winnipeg, to be 474.

Reports were received from the taxation committee, the educational and library committee, and the legislative committee. The latter committee reported that of amendments asked by the association to acts which were considered of importance to the retail trade a number were secured during the 1918 session of the provincial executive council, among them being: An amendment to the Shops Regulation Act; an amendment to the Municipal Act; the Act for the Regulation and Licensing of Transient Traders; the Repair Shops Act.

Delegates to attend the provincial convention which takes place on Tuesday, Wednesday and Thursday, June 18, 19 and 20, were appointed as follows: Robert Burns, Lisgar L. Lang, Edgar Roberts, C. C. Falconer and W. T. Devlin.

The True Story of Jones & Nixon

The Conversion of Jones — Admits Nixon's Ideas Are, in the Main, Right — In Estimating Cost of Doing Business in Any Line Regard Must be Had to Salesman's Time Taken up in Selling

By C. J. Morris

Continued from issue of May 3rd

"I AM very glad you brought this matter of overhead expense up again, Nixon," said Jones. "I have gone into the matter very carefully and I have come to the conclusion that, in the main, you are right.

Jones Modifies His Opinions

"I have always regarded as non-profit-makers all articles upon which the percentage of profit was less than my overhead expense percentage. I see now there are points which I have not taken into consideration which necessitate my modifying my ideas on this subject. There are other points besides the percentage of profit to be considered. These are, the amount of effort required in selling, the space taken up in the window or the store for display purposes, and the quantity of the goods sold.

Branded Articles Easy to Sell

"Take for instance some well-known brand of soap, the name of which is perhaps a household word; it is advertised by the manufacturers in order to create a consumer trade. Let us suppose for the sake of argument it costs 8½ cents a bar and sells at 10 cents, that is it brings in 15 per cent. profit. I buy 1,000 bars, and what do we have to do to sell it? Simply nothing. Nearly all of our customers use it. Practically every order for household goods we get includes a demand for two or more bars, the 1,000 bars are sold in no time and there is a profit of \$15.

"Now, on the other hand, suppose I buy an unknown brand which brings me 25 or 30 per cent. profit, what should I have to do to sell 1,000 bars of it? First of all we should have to devote our energies to bringing it to the notice of all our customers and explaining its merits, we should have to get hand bills printed and distributed, we should have to make an occasional window display which is worth money, as I see that our windows are one of our most valuable assets and their use for the exhibition of any article must be considered as an expense in the sale of that article. In fact we should have to spend time, money, and effort to push the unknown brand and after all could we create a demand for it equal to that for the well-known brand whose advertisements stare at everyone from every paper and magazine in the country? I doubt it.

Advertising Lowers Overhead Costs

"It is clear to me now that the manufacturer by his advertising of his brand has saved me a heavy expense, he has already paid a large part of my over-

head for me and therefore I can well afford to take a smaller profit. By the time we had sold 1,000 bars of the unknown brand with a profit of \$25 or \$30 it would probably have cost me as much as that in expenses. Therefore I have come to the conclusion I have been wrong in supposing I am selling a thing at a loss because I only get 15 per cent. profit on it even if my general overhead expenses are 20 per cent. In the same way it is not safe to assume that, because I make 30 per cent. gross profit on an article, it is more profitable to sell than one which only brings in 20 per cent. gross profit. It may well be that in the former case there are expenses in connection with the sale which bring the net profit down below the net profit on the latter article on which the selling expenses are less.

Increase in Sales Reduces Overhead

"Another point struck me in looking over the accounts and that is that during the past year overhead expenses have been reduced and are now only about 18 per cent. instead of 20 per cent., and this I find is mainly attributable to the extra sales of sugar. The extra round \$1,000 profit without any extra corresponding expenses has reduced overhead all round. Thus the very item I have looked upon as being sold at a loss has been instrumental in reducing my general overhead expenses.

"Of course it would be impossible to work out the exact overhead expense for every article we sell, but seeing that the pay roll is the largest item in our overhead we shall not be far wrong in considering that an article which has to be introduced to every customer and its sale pushed by the salesman thus taking up his time should undoubtedly bear a larger margin of profit than one for which the customers ask and which practically sells itself.

Value of Window Display

"With regard to the window which we might have rented for \$250 there is one point, Nixon, which I think you have overlooked. We cannot consider the amount of profit your department has made as the only benefit we have gained from the displays made. It has undoubtedly benefited the business as a whole and has increased the value of the item we call good will. It would have been shortsighted policy on my part to let the window in any case. A window is something like advertising, it is undoubtedly a benefit, but it is not always possible to put your finger on the exact result and say such and such a sum is the profit derived

from my window show or from my advertising as the case may be.

Importance of Volume of Sales

"After all, however, I think I may say that the point which has struck me most convincingly is the benefit derived from an increase in the volume of sales.

"There are two points which appear to me incontestable:

"(1) The more you buy the cheaper you can buy.

"(2) The more you sell the less are your overhead expenses in proportion to sales.

"With regard to the latter statement there comes a time, of course, when you have to increase overhead to cope with new business but on the whole I am safe in saying that the profits from an increase in business more than cover the additional overhead expenses. These two points admitted then it is clear that our aim should be to increase our volume of sales up to the capacity of our staff. As soon as we are compelled by increase of business to incur extra overhead by engaging fresh staff, larger premises, or in any other way, our efforts should be directed to still further increase our volume of sales or rate of turnover up to the capacity of our staff and premises.

Jones Points Out His Error

"My mistake in the past has been to assign the cost of doing business in different articles in proportion to the volume of sales and I have failed to consider the amount of salesman's time that may have been consumed in selling the various items.

"For instance, suppose we have sold \$2,000 of flour. I have considered overhead expenses on that to be (at 20 per cent.) \$400. If we have sold \$40 worth of sardines (I have in mind the line we were lately pushing at 20c), I have considered the overhead to be \$10, that is to say I have looked on the flour as costing us 40 times as much to sell as the 200 tins of sardines.

"But what are the facts? To sell that \$400 worth of flour we have probably never lifted a finger. Every order has come into us without our asking for it. There has been practically no sales expense in connection with it.

"The sardines, however, we have all of us spent our time in pushing to every customer, and we have devoted a considerable part of our window to making a display. This time occupied and publicity given I have not, in the past, taken into consideration at all. The probabilities are that instead of the flour costing

(Continued on page 23.)

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NEXT WEEK'S ISSUE

NEXT week's issue of CANADIAN GROCER will be devoted largely to matters of interest to the clerk, and to discussions of the relations between him and his employer. This number should be of especial interest to every grocery clerk, and it is hoped that no one will neglect the opportunity of reading this issue carefully. We would be glad also to hear from the clerks in regard to the matters discussed. If any employee of the grocery store can suggest another viewpoint we would be glad to hear from him.

POSSIBLE PRICE FIXING

THERE is a growing feeling that one of the results of the many embargoes being imposed at the present time will be a tendency toward some system of fixed prices to ensure the consumer against any attempt on the part of the Canadian manufacturer to make capital out of these embargoes.

Unquestionably owing to these embargoes many manufacturers will be placed in a peculiarly advantageous position, but there is no reason to assume at the outset that they will take advantage of these conditions to gouge the public. Should they do so, it should be possible to meet the situation without resorting to the questionable practice of price fixing.

THE SUGAR REGULATIONS STILL IN FORCE

THERE seems to be an impression among some merchants that now that the first interest in the flour and sugar regulations has subsided, that all is as before and that they can go on selling these com-

modities as heretofore. From various sources reports have been received that merchants were urging their customers to purchase sugar in excess of normal quantities. By continuing this practice they are encouraging their customers to break the law, and rendering them subject to serious consequences.

More than that they are losing sight of the all important fact that this regulation was imposed in order that, with only limited supplies of sugar available, there should be sufficient reserves to take care of the canning demand. Only by a strict adherence to the spirit of these regulations will sufficient supplies be available, and it is of double importance because every ounce of these products preserved means the saving of less perishable food for soldiers and civilians overseas.

THE POWER OF DISPLAY

"MERCHANTS and clerks could undoubtedly sell a great many more goods if they only realized the power of attractive displays and the possibilities of making sales when they can talk intelligently about the goods in stock."

The above was an observation made recently to a CANADIAN GROCER representative by a Montreal grocery traveler. The traveler cited a case to prove his contention.

"Some time ago," he said, "the R. T. Holman department store in Summerside, P.E.I., added a new salesman to their grocery department. This salesman had had good experience in selling goods and he used it to the best advantage. He brought down a number of small fancy tables from the furniture department and placed these about the grocery section. He took from the shelves some of the most attractive and dainty goods—goods that ordinarily would not sell very rapidly unless suggested to customers—and displayed them on these tables.

"Old customers of the store who had never thought of buying such goods before picked them up, looked them over, carried them over to the counter and asked the price. In most cases they bought them. Stock was by this method turned over quickly, which had always been a slow mover.

"In three months' time," added this traveler, "the store had sold sufficient quantity of these goods to pay for all the fixtures that had been employed in assisting to create the demand."

The above incident indicates the future that lies before the aggressive and enthusiastic grocery merchant. By making a study of the lines in stock, by knowing all there is to know about them, and by displaying and suggesting them to customers sales of articles are bound to be made in larger quantities than have ever been thought possible. Try it out to-morrow, Mr. Clerk!

Current Events in Photograph--No. 25



THE AMBULANCE TRAIN

Back of the fighting lines, back of the field hospitals, lie the clearing stations where the poor human wreckage of battle is sorted out. Here science steps in to alleviate suffering, and every known convenience is made available. In the photo is shown one of the long hospital trains taking the wounded back to "Blighty" and comparative peace.

SERIOUS FIRE AT DRUMMONDVILLE, QUE.

The Drummondville Match Company, Drummondville, Que., was practically destroyed by fire recently. The fire was caused, it is claimed, by a girl packing matches too tightly into a box. They burst into flame in her hands, and she threw the blazing heap away, where it fell upon another pile of matches that at once ignited. In a few minutes the fire was general.

The blaze was not under control for three hours.

The damage to the factory was placed at \$100,000, only partially covered by insurance. By the destruction of this plant 1,000 people were thrown out of employment.

THE TRUE STORY OF JONES AND NIXON

(Continued from page 21.)

40 times as much to sell as the sardines, it is the sardines which have cost 40 times as much to sell as has the flour.

"The cost of selling an article, therefore, depends to a large extent on the amount of the salesman's time necessary to sell it and also on the rate of turnover.

Frequency of Turnover Profitable

"It is, as I said before, impossible to arrive at the exact cost of sale for every article we sell, but in considering whether the sale of an article is profitable we must take into consideration not only our percentage of profit on the article but also the time and trouble involved in selling it and also the frequency of turnover, and if it is an article which will, so

to speak, sell itself, and on which there is a rapid turnover, we are probably selling it at a profit even if we only get a ten per cent. margin of profit.

"And above all we must realize that whereas in selling only \$100 worth of a commodity we may be selling at a loss yet when we sell \$1,000 worth of that same commodity we may be selling at a good profit although our margin of profit is the same in each case."

FAIL TO OBSERVE EARLY CLOSING

As a result of failure to live up to the newly framed by-law, twenty-six Vancouver merchants were reported to the police headquarters as having disobeyed the early closing by-law by keeping their stores open on Monday.

Summonses were issued for these merchants. The by-law under which the prosecutions will take place provide that all grocers, butchers, dry goods merchants and proprietors of gents' furnishing establishments must close their premises on legal holidays. Other businesses may remain open.

CALIFORNIA ORANGES AND LEMONS WILL BE LIGHT CROP

A report of the California orange and lemon situation issued by the California Fruit Growers' Exchange states that from present indications the shipment of California oranges from May 15th to November 15th will be only about one-third the quantity of last year. The latest estimate may on May 13 indicates

a reduction of approximately 21 per cent. from estimate of April 1st.

The latest figures place the total of 1918 Valencia at approximately 60 per cent. of last year's shipments. Due, however to the short crop of Navel oranges last winter the movement of Valencias started earlier in the spring so that the distribution will be over a longer period. The weekly movement is, therefore, still further reduced to about one-third that of last summer.

An estimate taken at the same time on lemons places the total movement of California lemons for the year at approximately 5,480 carloads.

The short crop in California is due entirely to the severe heat of last June which killed a large proportion of the young fruit that had just set. It may be expected that the situation will result in a continued strong market on both California Valencia oranges and California lemons for the balance of the year. Previous estimates have been somewhat high on account of the fact that when pickings began less fruit than was expected was found inside the trees.

CABRI, SASK., FIRE SWEEP

A fire which swept through Cabri, Sask., Monday, did \$100,000 damage. Among the stores destroyed were Williams & Foster's general store, where the fire started, and McVeachern's general store; a Greek cafe was also destroyed. The insurance on all the property destroyed is placed at \$50,000.

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.

LICENSE TO SELL ICE CREAM

How shall I go about procuring a license to run an ice cream parlor in connection with a grocery?

E. Virtue, Toronto.

Ans.—Apply for confectioner's license, c/o Henry Amphlett, Director of Licenses, Food Control Board, Ottawa. Or blanks may be obtained from the office of the Retail Merchants' Association of Ontario, 2 College Street, Toronto. The fee is \$2 for every \$20,000 worth of business.

DISPOSING OF WHITE FLOUR

We have a few bags of white flour left. Can I lawfully sell the same or use personally? If not, what can I do with it?

H. Goldstein.

Ans.—Unless you have a large quantity of white flour you can sell it or use it as you see fit. If you have a large quantity, return it to the mill from which it was purchased.

EARLY CLOSING IN TORONTO

Some time ago there was a traveller around asking grocers to sign their name to a petition for early closing, and charging a dollar. Is this law going to pass?

Toronto.

Ans.—A resolution has been prepared and presented to the city council for their approval. It is expected this will be obtained this week, after which an aggressive campaign will be started to get the necessary two-thirds majority to make it a law. We will probably be successful. The dollar charge was to cover the incidental costs of the canvass of the city.

ICE CREAM AT PICNIC BOOTHS

Can picnic people have booths and sell ice cream, candies, etc., without a license?

Geo. Blackwell, Holland, Manitoba.

Ans.—No. Everyone selling ice cream must obtain a confectioner's license no matter how small the sale.

PACKING HOUSE SELLING TO HOTELS AND RESTAURANTS

Do wholesalers and pork packing houses have the right to sell direct to hotels and restaurants?

Trenton, Ont.

Ans.—If properly licensed only. To do this business they must have a retailer's license. Wholesaler's license does not entitle them to this trade.

RE WINDOW LIGHTING RESTRICTIONS

In this city you can go down the main street and find it all in darkness at night as the lights in the store windows are always out. In the foreign section, however, there are lights in the store windows and outside the store. Is this right?

Wm. McQuitty, Welland, Ont.

Ans.—There has been no change in the window lighting order. Lights may not be used in the windows. The administration of this order lies with the local authorities. Lay a complaint before your police magistrate, and see that the law is obeyed by all.

TAX ON MATCHES

Please give me some information on the way the tax on matches will be imposed and as to how long grocer has to dispose of these stocks

John McKnight, Fredericton, N.B.

Ans.—On stocks in the retailer's hands the tax does not have to be paid till July 1st. After that date stamps, ordinary postage stamps, one cent for every hundred matches, must be placed on all stocks not already stamped. That relieves you of any further obligation. These stamps should, of course, be cancelled by an ink mark or something so that they may not be used again. In the event of your purchasing new stocks of matches between April 30 and July 1st these goods will have had the tax paid, and of course no stamping is required, as long as you have your invoice to prove that the tax actually has been paid.

WESTERN MACARONI FACTORY

Could you kindly give me the address of a macaroni factory in Alberta?

Model Grocery, London, Ont.

Ans.—The Marinaco Macaroni Co., Lethbridge, Alberta.

TAKING BACK SUGAR

Last winter we retailed sugar at \$10.00 per cwt. that cost us \$9.37. Sales were not solicited. Now do we have to take that sugar back and pay customers 100 per cent. when we can buy the sugar at present at \$9.24? Suppose we had 100 sacks returned that would mean an investment of \$1,000. Do we have to make this investment and retail it out again without profit?

E. B. Madden, Camden, Ont.

Ans.—If sugar was sold to farmers, under the provisions of a new order they may keep the supplies they have, by notifying

the merchant from whom these supplies were purchased as to the amount they have on hand in excess of the quantities permitted.

If the sales were made to other than farmers the sugar must be returned if it is in unbroken packages. It is to be paid for at the original selling price or at the current market price on April 20, whichever is the lower. You are compelled to receive this sugar back if the purchaser demands it, but the sugar refineries from whom it was purchased are required to receive it back from you if you so desire.

POINTS REGARDING TAXES

There are many retail merchants, myself included, who are somewhat puzzled about the way in which it applies to grocerymen throughout the country. Could you, through your valuable trade journal, enlighten us? I am at a loss to know what quantities of such as sugar, flour, tea, salt, etc., etc., we are allowed to sell any one customer. We are 42 miles from a railway and do not know whether the new act would affect us in the same way as it does those doing business at the front.

Also regarding the stamping of different articles such as matches, cards, package tobaccos, cigarettes, etc., should these goods all have stamps on before we sell them? Trusting you will give this your careful consideration and that I will see an explanation in your next issue.

E. H. Keacey, Loring, Ont.

Ans.—There is a limitation only on the amounts of sugar and flour that may be sold. The amounts permitted are to the purchaser living within 2 miles of the store, 14 days' supply; farmers living more than 2 and less than 5 miles distant, 30 days' supply; more than 5 and less than 10 miles distant, 45 days' supply, and 10 miles and upward, 120 days' supply. In regard to the stamping of the commodities referred to, they will be stamped by the manufacturer, and you will be charged in your invoice for this extra amount. Stocks you have on hand may be disposed of at the old figures with the exception that after July 1 all stocks of matches on hand that have not paid the tax must be stamped by the matches, 1 cent for every hundred matches, that is, a five-cent stamp on the regulation box of 500 matches.

Your distance from the railway would seem to render your case subject to special consideration, but there is no distinction made in any of these regulations.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

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

Name.....

Address.....

CURRENT NEWS OF THE WEEK

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

Quebec

Mongeau & Sansfacon have registered as grocers at 1209 Mary Ann Street.

Ronald Gervais has bought out L. Pelletier at 94 Forsythe Street.

Joseph Payette has opened a grocery store at 129 Eadie Street, Cote St. Paul.

Among those visiting Montreal this week was T. Baird, of T. Baird & Son, grocers, Ormstown, Quebec.

G. B. MacCallum & Co. have been appointed Quebec and Maritime representatives for the Savoy Candy Co., Toronto.

W. J. Wilson, traveller for S. H. Ewing and Sons, and who was for several months confined to his home, was able this week to resume his territory as Eastern sales representative for his firm.

Richard Gray, manager for the Whyte Packing Co., Montreal, will have the sympathy of his many friends in the death of his father, John Gray, who passed away on Sunday at his home in Stratford, Ont.

Serious loss was occasioned by a fire which started in the stables and storehouse of H. Claprod, grocer, 29 St. Paul street, St. John's, Que. The fire destroyed several horses, a cow and calf, an auto, besides a quantity of groceries stored, the loss amounting to, it is said, in the neighborhood of eight or ten thousand dollars.

Fortunately the store and dwelling were saved. It is understood that Mr. Claprod was carrying, at the time, very little insurance, consequently the loss will be heavy.

Ontario

T. J. Hamilton, general store, Erin, is dead.

Afred Oliver, Brantford, has sold to Maud M. Armes.

J. J. Cocks, Peterborough, has been succeeded by H. Deutsch.

Clara A. Brown, grocer, Toronto, has been succeeded by Thomas Lainz.

J. G. Quackenbush, Smith's Falls, has purchased the grocery business of C. H. Hitchcock, who has joined the overseas forces.

Frank E. Hibbert has purchased the stock of J. Carter & Son's general store, Fort Frances, Ont.

Ernest W. Lambert, a well known merchant of Harriston, Ont., passed away recently after five weeks of severe illness.

The Hay Brothers Company has been incorporated recently with headquarters at Listowel for the buying and selling of grain and grain products.

The Campbell Flour & Feed Company has been incorporated with head office at Toronto to sell and manufacture grain products. The company is capitalized at five hundred thousand dollars.

Ted Dodd has purchased the store formerly owned by Mr. McGurk at Mayfield.

W. H. Bean, for many years a resident of Durham, Ont., died recently in his 59th year. He was engaged in a general store business in Durham for 27 years.

The electrical storm that visited Oranville last week did considerable damage to business property. Among the buildings suffering was the general store of Hill & Co., which was partially unroofed.

Albert Edward Simpson, who for 20 years conducted a general store at Onondaga and for several years after that operated a store in Cainsville, died recently. He retired from business five years ago.

Major W. H. Corrie, St. Thomas, Ont., was recently elected president of the American Millers' Convention held at Indianapolis. He is the first Canadian to be thus honored. Major Currie and R. N. Price represented the Empire Flour Mills, St. Thomas, at the convention.

Major Corrie, in speaking of the convention, says that the general outlook in the States for a large wheat crop is good. It is particularly good in Indiana and Kansas. In Texas, however, where cutting is already in progress, the wheat was winter killed and only a 50 per cent. crop is expected.

Edward Marrin, a well known Western Ontario traveller and a life member of the Commercial Travellers' Association, died at Kitchener recently after an illness of two years. He was born in Barrie in 1861 and was on the road for Randall & Roos, wholesaler grocers, of Kitchener, Ont., for more than twenty-five years.

J. Carter & Son have been in business in the Fort for the past fourteen years and have grown up with the town. Early in May the Phair block in which they had their store was gutted by fire. Mr. E. Hibbert, who has purchased the stock, came from Goderich, Ont., five years ago, and since that time he has had charge of the gents' furnishing department of the store. He will carry on the business in the old Times building, which is undergoing repairs to make a suitable store, and will carry a full line of general merchandise. He intends to specialize in groceries.

Mr. Carter, a representative of the Chesterville Milk Condensery, was at Bloomfield Monday night consulting with the farmers as to the advisability of installing a milk condensing plant at Bloomfield. This company has a large plant at Chesterville, Dundas county, and it was claimed by the representative that the company is unable to supply the demand for its products and

more plants will be established. In order to establish a successful plant it would be necessary to get daily in the neighborhood of 75,000 pounds of milk.

Western

I. T. Stiles, Onoway, Alta., is selling out.

J. C. Gordon, Laura, Sask., has sold out.

J.-C. McFarland, Edmonton, Alta., has sold out.

R. R. McGregor, Saskatoon, Sask., has sold out.

M. J. Cain, Beverly, Alta., has sold to Albert Simpson.

Jack Nozick, New Norway, Alta., is going out of business.

Chas. S. Porter, Manor, Sask., has advertised his stock for sale.

The Home Supply Co., Calgary, Alta., have discontinued business.

D. G. McS. Kimmings, Winnipeg, has sold his stock and fixtures.

The Camrose Trading Co., Camrose, Alta., have dissolved partnership.

Odegard Bros., general merchants, Anerley, Sask., have dissolved partnership.

Geo. Christie, of the High Level Grocery Store, South Edmonton, Alta., died recently.

The W. W. Cooper Co., Swift Current, Sask., are enlarging their groceteria department.

The Ruthenian Supply Co., Sheho, Sask., has been succeeded by the Ruthenian Trading Co.

A new cannery known as the Athabasca Fish Company has been opened in North Edmonton, Alta.

M. Friedman & Sons and Goodman Bros., general storekeepers of Scotsguard, Sask., have suffered loss by fire.

Wasylyk & Derhouka, general store, Cudworth, Sask., have dissolved partnership, J. Wasylyk continuing the business.

Robt. Gillespie Co., Winnipeg, are now handling the account of Ansley, Hallberg & Lewis, Ltd., manufacturers of Redbo peanut butter and Burdick's marmalade. Mr. Lewis has joined the firm of Robt. Gillespie Co., Winnipeg.

A. W. Heath has closed out the general merchandise business he has conducted in Cartwright for the past six years, and is moving to Killarney, where he will open up a similar business, having purchased the stock of R. Rollins & Company.

CORN IN ARGENTINE

The Argentine Government estimates the present season's corn crop at 4,335,000 tons, which after domestic consumption has been met will leave an exportable margin of 2,500,000 tons.

SERIOUS FIRE AT PEMBROKE, ONT.

Damage Estimated at Nearly a Million Dollars. Much of the Business Section of the City Destroyed. Some Grocers Suffer

A disastrous fire visited Pembroke, Ont. on Tuesday evening, and before it was under control a large portion of the commercial district of the town, on Pembroke street, had been razed. Even an approximate estimate of the loss at the present time is impossible, owing to the general confusion reigning, but the fire officials state that the final figures of the damage done may reach \$1,000,000. The fire is presumed to have started in a chimney in the residence of O. L. Andriault, liveryman, whose stables were totally destroyed by the flames.

The block swept by the flames contained many of Pembroke's leading business houses and offices. In addition, there were a great number of flats and apartments occupied as residences in the devastated region.

About 11 o'clock, after nearly five hours of hard fighting, the fire was under control.

Among the many business places destroyed were those of F. W. Chambers, grocery and confectionery; W. H. Jones, grocer and provisions; Leary & Shields, departmental store and general merchants. All these buildings were completely destroyed with their contents.

PROMINENT MANUFACTURER OF TORONTO PASSES AWAY

Benjamin Fletcher, president of the Fletcher Manufacturing Company, Limited, Hayter street, died on Monday in his seventy-second year, after a short illness. He was born at North Augusta, Ont., and has been in business in Toronto for nearly half a century.

DRIED EGGS EXTENSIVELY USED IN ENGLAND

The high cost of eggs in England has led to the birth of quite a new big business in dried eggs and eggs in solution. One large firm selling dried eggs has undertaken an extensive advertising campaign to push these eggs upon the attention of retailers, who in their turn are being enabled by other advertising matter to attract their customers to the goods.

The dried eggs which they advertise are entirely soluble and take up the water like a lump of sugar and thus give the perfect creamy liquid of a beaten shell egg ready for instant use on mixing.

Dashing into a grocery, a little boy asked for a half pound of margarine. He was being served, and the grocer's man was about to wrap the margarine up in paper, when the youngster exclaimed:

"Mother wants to know if you won't stamp a cow on it, because we're having company?"



Corporal George Gamble, a member of the staff of John & Schofield, wholesale grocers, St. John, N.B., until he enlisted in a siege battery, has been reported as having died of wounds. He was twenty-nine years old and is survived by his wife and one child. His only brother is overseas.

SOME AMERICAN CANNED GOODS PRICES

Reports from canning jobbers in the United States show a fairly keen demand with limited spot stocks available. No. 1 standard tomatoes are quoted 87½c f.o.b. factory; No. 2 \$1.50, No. 3 standard Tennesseees are quoted at \$2.00 f.o.b. Chicago. Corn is quoted, No. 2 standard shoepeg \$1.75 ex warehouse, or for better grade of same variety \$1.90 f.o.b. Maryland factory. On futures tomatoes No. 1 standards are quoted at 85c.; No. 2 range from \$1.45 to \$1.55, with extra fancy hand packed stock in sanitary tins being quoted at \$1.75; No. 3 are quoted \$2.10 to \$2.15.

Corn No. 2 standard Maine Styly range in price from \$1.65 to \$1.80 f.o.b. factory, while New York state packing corn No. 2 standard is selling at \$1.75 to \$1.80, fancy at \$1.90, and fancy Crosby at \$1.95.

SERVING LUNCH AT PICNICS AND MEETINGS

There has been some uncertainty as to whether picnic parties and lodges, clubs and fraternal orders came under the regulations requiring a license before meals could be served.

As the regulations were first formulated they did require a license for any meals served by such organizations or gatherings. It was pointed out however, that these terms imposed considerable hardships without involving any appreciable benefit. The case was cited of Western farmers who held ploughing bees and brought their lunch to eat in company. Under the original regulation this practice was illegal, though the practice did not entail any increased consumption of food.

As a result of these representations the Canada Food Board has changed this clause to permit the serving of meals by any of the organizations or gatherings referred to above without requiring a license. At the same time there is a rider to this clause stating that the usual limitations imposed upon the licensed dispensers of food must be maintained.

ALBERTA FAIR DATES

For the benefit of the traveller who is confronted with a curtailed train service, and who, therefore, can ill-afford to visit towns on days when it is impossible to do business the following list of fair dates in Alberta is published. Lists of dates in other provinces will follow as soon as these are definitely settled.

Crossfield	June 20-21
Calgary	June 28-July 5
Edmonton	July 8-13
Okotoks	July 17
High River	July 18-19
Medicine Hat	July 18-20
Lethbridge	July 22-27
Benalto	July 23
Swallow	July 23-24
Lacombe	July 29-26
Red Deer	July 29-31
Camrose	Aug. 1-3
Daysland	Aug. 6-7
Sedgewick	Aug. 8
Provost	Aug. 9
Strome-Killam	Aug. 13
Irma	Aug. 14
Chauvin	Aug. 15
Edgerton	Aug. 16
Wetaskiwin	Aug. 20-21
Lamont	Aug. 22
Vegreville	Aug. 22-23
Claresholm	July 30-31
Granum	Aug. 1-2
Vulcan	Aug. 3
Carmangay	Aug. 5-6
Macleod	Aug. 7-8
Stavelly	Aug. 9
Nanton	Aug. 12-13
Langton	Aug. 14
Stoney Plain	Aug. 15-16
Youngstown	Aug. 1-2
Sibbald	Aug. 3
Oyen	Aug. 5-6
Richdale	Aug. 7-8
Chinook	Aug. 9
Della	Aug. 13
Hanna	Aug. 14
Munson	Aug. 15
Stettler	Aug. 16-17
Castor	Aug. 19-20
Coronation	Aug. 21-23
Big Valley	Aug. 24
Empress	July 30
Suffield	July 31-Aug. 1
Retlaw	Aug. 2-3
Lomond	Aug. 6-7
Winnifred	Aug. 8-9
Irvine	Aug. 9
Etaikom	Aug. 20-21
Manyberries	Aug. 21
Taber	Aug. 22-23
Fort Saskatchewan	Sept. 4-5
Innisfree	Sept. 5-6
Manville	Sept. 10
Vermilion	Sept. 11-12
Lloydminster	Sept. 13-14
Kitseoty	Sept. 17
Tofield	Sept. 18
Holden	Sept. 19
Viking	Sept. 20
Wainwright	Sept. 24-25
St. Albert	Sept. 26-27
Leduc	Sept. 17-18
Ponoka	Sept. 18-19
Alix	Sept. 20
Bashaw	Sept. 24
Hays (Lousana)	Sept. 24-25
Consort	Sept. 25-26
Gadsby	Sept. 27
Cochrane	Sept. 17-18
Innisfail	Sept. 18-19
Bowden	Sept. 21
Olds	Sept. 24-25
Didsbury	Sept. 26-27
Milnerston	Oct. 1
Trochu	Oct. 3-4
Rocky Mountain	Sept. 23-24
Priddis and Millarville	Oct. 1
St. Paul De Metis	Sept. 4
Elk Point	Sept. 6
Berry Creek	Sept. 6
Edson	Sept. 4
Entwistle	Sept. 5
Onoway	Sept. 11
Nakamun	Sept. 12
Busby	Sept. 17
Paddle River	Sept. 19
Westlock	Sept. 20-21
Colinton	Sept. 17
Athabasca	Sept. 19-20
Peace River	Sept. 6-7
Griffin River	Sept. 9-10
Waterhole	Sept. 12-13
Spirit River	Sept. 17
Grand Prairie	Sept. 18-19
Lake Saskatoon	Sept. 20-21
High Prairie	Sept. 24-25

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

MAXIMUM prices have been named by prune growers and growers of raisins on this year's crop, and it is intimated these have been approved by the Food Administration Board at Washington. Prices named are higher than last year and even higher than the trade generally expected. Trading will not begin prior to July 15, and the intervening period will enable wholesalers to determine their requirements to a large extent.

Canada's allotment of coffee to be handled through United States ports has been determined on by food boards at Washington and Ottawa, Canada being allowed for the year 70 per cent. of last year's total, which will be distributed on a pro rata basis.

MONTREAL—It may be stated that there is much confidence in the trade concerning the outlook for business. From both city and country there is better demand than there was this time last year. Some lines of nuts and dried fruits are harder to obtain, and the general tendencies are to higher prices.

Curry powder, saltpetre and rice stocks have been augmented by recent arrivals, as from time to time jobbers are in receipt of belated shipments.

The sugar situation seems to be fairly normal. It was feared at first that the U-boat activity on the American coast might curtail Canadian sugar supplies, and rumors were even current that no Cuban stocks would be available. The menace did not prove as serious as was expected, however, and refiners have heard nothing of any limitation and expect no difficulty in getting supplies.

TORONTO—A firmer undertone to the market on nuts is apparent during the week, and some arrivals during the past week or ten days show a higher range of quotations than those formerly ruling. Some shipments of Chinese peanuts are reported at the Coast, with some that have been barred entry to United States ports being offered to Canadian buyers.

To overcome shortage of mill feeds expected towards August and September, the Ontario Government has solicited the assistance of millers in preparing a balanced ration, using cotton-

seed meal, oil cake and other ingredients. Whether success will attend efforts along these lines is a matter of speculation, and the process of distribution through farmers' clubs is likely to place restrictions on the general use of this product.

The United States Government has done away with the import tariff rate on teas which has existed for years. This is causing trade some concern, and the tea trade association has been in communication with Washington. A wire received indicates that a new rate of \$1.87½ per 100 pounds for carload shipments has been fixed, as against previous rate of \$1.10.

The sugar situation is considered fairly nominal. Very good supplies continue to reach the market, and the demand is being readily taken care of. Owing to lateness of season the demand is not very heavy as yet. The United States Food Administration have advised all canners and others using sugar for preserving purposes to cover for their season's requirements now.

WINNIPEG—Millers report that domestic flour business is being curbed owing to the fact that the amount of flour offered to the Wheat Export Co. for delivery by the end of June shows a considerable balance undelivered. All mills have been instructed to get unshipped balance to seaboard by June 30, or little more than a week's time. Domestic stocks will need replenishing in July, and millers are in hopes that wheat supplies will be sufficient to keep them operating most of next month.

The feed outlook for next fall is full of uncertainty. Mills have been selling their output and with a probable shutdown during August and September there will be no opportunity to provide a surplus stock against heavy winter demands.

Sugar supplies are coming along in splendid quantities and the retail demand is very heavy. It is a little too far ahead to state whether there will be sufficient sugar available for preserving purposes, but a continuation of present rate of deliveries will assure this result. An advance of 40c per 100 pounds has been made in prices by one refiner.

QUEBEC MARKETS

MONTREAL, June 19.—The trade conditions are remaining most satisfactory with many of the jobbers. Trading is not so heavy, but when comparisons are made the volume of turnover is larger than it was this time a year ago. Some changes were made during the week, mostly advances, and reference to the market reports following will reveal these in detail.

Brooms, Clay Pipes, Clothespins Up

Montreal.
BROOMS, PIPES, CLOTHES PINS.—The price of brooms again is higher, and this is \$1.50 per dozen increase on the 4-string and \$1.25 on the 5-string. The prices now are \$8.50 and \$9.50 per dozen respectively. Woodstock clay pipes are quoted at \$2.10 a box of 200, and clothes pins, of the ordinary make, are up 20c a box of 5 gross to \$1.10.

Bath Bricks and Mushrooms Up

Montreal.
BATH BRICKS, MUSHROOMS.—There is another advance this week in the price of bath bricks. This is 15c per dozen, and the unwrapped are now 75c and the wrapped 90c per dozen. Hotel mushrooms, canned, are selling at 52c to 53c per tin, and this is an advance of 2c.

Ample Sugar for Next Two Months

Montreal.
SUGAR.—Of very considerable assurance are the reports from the refiners on the situation. CANADIAN GROCER is informed through the best sources that there will in all probability be enough sugar to meet the demand for the next two months. This anticipates the preserving needs, and the supplies granted through the sugar committee are based on the normal consumption for the past two or three years. Prices are ruling without any change; there is a good demand, and for the most part the situation is on a more settled basis than it has been for some months.

	100 lb.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 90
Acadia Sugar Refinery, extra granulated	8 80
St. Lawrence Sugar Refinery	8 80
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	8 80
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 50
Icing (50-lb. boxes)	8 90-9 30
Diamond icing	9 10
Yellow, No. 1	8 10-8 40
Yellow, No. 2 (or Golden)	8 00-8 30
Yellow, No. 3	7 90-8 30
Powdered, barrels	8 60-9 00
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 55
Crystal diamonds (boxes 100 lbs.)	9 80
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

Canned Artichokes \$3.00; New Pack Lobsters \$3.50

Montreal.
CANNED GOODS.—The demand for canned vegetables is very fair, and of these the supply in some cases is diminishing. But of fruits the supply is better. New season pack of lobsters are in and selling for \$3.50 to \$3.55 per doz. Canned artichokes also are received, and in the 3-lb. cans are selling at \$3.60 per dozen. Some report the shortage of certain lines they handled right along. It is evident that there will be little supply of peas, corn or tomatoes from the United States, and the interest, therefore, will centre largely on the Canadian supplies to be produced this year.

Salmon Sockeye—	
"Clover Leaf," ½-lb flats	2 40 2 45
1 lb. flat	4 00
1 lb. tails, cases 4 doz., per doz.	3 75
½ flats, cases 8 doz., per doz.	1 50 2 00
Chums, 1-lb. tails	1 80
Pinks, 1-lb. tails	2 40
Cohoos, 1-lb. tails	2 65
Red Springs, 1-lb. tails	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75 7 00
Norwegian sardines, per case of 100 "¼s"	20 00

CORN, PEAS, AND TOMATOES SHUT OUT?

It would seem that the chances of Canada getting supplies of corn, peas or tomatoes from the States this year in canned form, is very remote.

CANADIAN GROCER was shown a letter from the War Trade Board to a client, and in this it was clearly indicated that there would be no permission granted for the importation of these three canned vegetables.

It was pointed out, however, that there would perhaps be permission for the importation of tomato puree, and this will doubtless be of much interest to certain sections of the trade.

Canned Vegetables—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	1 25
Tomatoes, 3s	2 75
Tomatoes, U.S. pack (2s)	1 90 2 12½
Tomatoes, 2½s	2 40 2 60
Peas, standards	1 75
Peas, early June	1 90
Beans, golden wax	1 85
Beans, Refugees	1 85
Corn, 2s, doz.	2 35 2 40
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	8 50
Red raspberries, 2s	2 90
Simcoes	2 75
Red cherries, 2s	2 60 2 90
Strawberries, 2s	3 00
Blueberries, 2s, doz.	1 85
Pumpkins, 2½s	1 60 1 70
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00 2 40
Pears, 3s (heavy syrup)	2 45
Pineapples, 1½s	2 25
Greengage plums (light syrup)	1 90
Lombard plums (Heavy syrup), 2s	1 70

Carolina Rice Here; Other Supplies Light

Montreal.
RICE.—Supplies are stated by some of the jobbing interests to be fairly ample. This information indicates that, based on the usual demand, there will be enough to meet the needs of the trade for the next few months at least. Supplies of Carolina rice were received recently, and these are selling on the basis of 15c to 16c per lb. Prices are firm, and will in all probability rule strong, for some jobbers have not the quantities they had several weeks ago. A very good demand obtains, and for tapioca also there is some real good trading reported. Across the line there is a full maintenance of prices.

Snow (Japanese)	10 25
Ice Drips	11 25
Carolina	12 50 16 00
"Texas," per 100 lbs.	9 50
Patna (good)	8 90 9 40
Siam, No. 3	8 50 9 00
Siam (fancy)	10 25 11 00
Rangoon "B"	8 50 9 50
Rangoon "B," 200-lb. lpts	7 70
Rangoon CC	8 20 9 25
Mandarin	8 90 10 00
Pickling rice	7 70 8 40
Tapioca, per lb. (seed)	0 15 0 16
Tapioca (Pearl)	0 15 0 16

Marbot Walnuts go to 28c; Nuts Moving Freely

Montreal.
NUTS.—There is little question that many jobbers in various parts of Canada are protecting themselves for their likely requirements during the coming fall. This is borne out in the heavy inquiry made from all sources and each week sees a free movement of supplies to the various jobbers. As one informant said: "Nuts are vanishing." In view of the position with regard to imports prices are very firm. Walnuts have been advanced in one quarter this week 3c per pound, and this same jobber has entirely run short of Tarragona almonds, Grenoble and California walnuts. Trading is confined, of course, to the spot supplies, although in a few instances the shipments on the way to importers here when the new embargo was placed are being allowed in.

Almonds (Tara), per lb.	0 24 0 25
Almonds (shelled)	0 50 0 52
Almonds (Jordan)	0 70
Almonds, Valencia, shelled	0 45 0 46
Almonds, soft shelled Tarragonas	0 22½ 0 23½
Brazil nuts (new)	0 20 0 22
Brazil nuts (med.)	0 15 0 17
Filberts (Sicily), per lb.	0 22 0 24
Filberts, Barcelona	0 17½ 0 18½
Hickory nuts (large and small), lb.	0 10 0 15
Peanuts (roasted)—	
Jumbo, per lb.	0 25 0 26
Fancys, per lb.	0 24 0 25
Extras, per lb.	0 19 0 20
Shelled, No. 1 Spanish	0 18½ 0 19½
Shelled, No. 1 Virginia	0 19½ 0 20½
Do., No. 2	0 14
Pecans (new Jumbo), per lb.	0 28 0 30
Pecans, New Orleans, No. 2	0 21 0 24
Pecans "paper shell," extra large Jumbo	0 40
Pecans (shelled)	0 80
Walnuts (Grenoble)	0 20 0 23
Walnuts (new Naples)	0 16 0 18
Walnuts (shelled)	0 76 0 78
Walnuts (Marbots), in bags	0 25 0 28

Dried Apples Slow; Prune Prices Hold

Montreal.

DRIED FRUITS.—That prune prices will be fully maintained is likely. This, in view of the sharpness of the advances just made public by the growers in the United States, will be certain, and there may even be local advances as a result. The Government there has agreed to a schedule for the various sizes, which is higher than some thought the Government would agree to, and when the trading prices are announced in July they will be based on this arrangement. Dried apples are slow here, and there is an inclination on the part of some to sell on a reduced basis, while others are all sold out. Portuguese cooking figs are to be had in mats at 13c per lb. Some incline to the belief that there are plenty of raisins to be had on spot. From the boats and the lumber camps there has been a larger request for dried fruits, apples figuring largely in these.

Apricots—		
Choice	0 28	
Fancy	0 30	
Apples (evaporated)	0 20	
Peaches (fancy)—		
Faced	0 19	
Choice	0 17	
12 oz., per pkge.	0 16	
Pears	0 16	
Drained Peels—		
Citron		
Lemon	0 27½	0 32
Orange	0 28½	0 34
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatels, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	0 11½	
Muscatels, 4-crown, lb.	0 12	
Cal. seedless, 16 oz.	0 14	
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	0 13	
Choice seeded, 16 oz. pkgs.	0 12	
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11½	
Currants, old	0 24	
Do., new	0 32	
Dates, Excelsior, per case	6 84	
Do., Dromedary	7 92	
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	0 12	
Figs, Portuguese (mats)	0 13	
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 60	
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	0 19	
California, 40-50s	0 18	
25-lb. cases, 50-60s	0 16½	
60-70s	0 15½	
70-80s	0 13	
80-90s	0 11½	
90-100s	0 11	
Oregon, 30-40s	0 15½	
40-50s	0 15½	
50-60s	0 12½	

Ample Syrup Stock to Meet a Fair Demand

Montreal.

MOLASSES AND SYRUPS.—The position on corn and cane syrups is unchanged. There is some demand yet, and this is about seasonable all around. For what trade needs there the stocks are sufficient, and in competition with molasses the manufacturers of syrup have reported a good season. The molasses supply is fair, but mostly delivered as it comes in from the producers

at outside points. Prices are firm, without any change.

Corn Syrup—		
Barrels, about 700 lbs.	0 07	
Half bbls. or quarter bbls., ¼c per lb. over bbls.	0 07½	
Kegs	0 07½	
2-lb. tins, 2 doz. in case, case	4 65	
5-lb. tins, 1 doz. in case, case	5 20	
10-lb. tins, ½ doz. in case, case	4 95	
20-lb. tins, ¼ doz. in case, case	4 90	
2-gal. 25-lb. pails, each	2 15	
3-gal. 38½-lb. pails, each	3 25	
5-gal. 65-lb. pails, each	5 25	
Cane Syrup (Crystal Diamond)—		
2-lb. tins, 2 doz. in case, per case	5 50	
Barrels, per 100 lbs.	8 00	
Half barrels, per 100 lbs.	8 25	

Barbadoes Molasses—		Prices for
Punchons	0 97	Island of Montreal
Barrels	1 00	1 00
Half barrels	1 02	1 05
For outside territories prices range about 3c lower.		

Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Good Canadian Beans Reported Scarce

Montreal.

BEANS.—There are some large importers of beans who assert that the supply of beans on the market is confined to a smaller compass than has been reported. Of the inferior Canadian beans there are plenty, but the better grades are scarcer. Some have a good supply of imported beans, and these are available on the basis of the prices given herewith. There are no changes of price.

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

Cornmeal Easier; Rye Flour Also Down

Montreal.

CEREALS.—There is a little easier feeling in the cornmeal market, and golden was quoted as low as \$6.60 this week. The flour substitute prices are eased a little, although the only change made is that in the price of rye flour. This is selling at \$8.40 to \$8.60 to the trade. The trade for these items used by the bakers is getting down to a more normal basis, and supplies are ample for the needs of the present. Rolled oat prices are firm, and one miller has lowered his prices to conform with others on package oats.

Cornmeal, Pure Gold	7 00
Cornmeal (Gold Dust)	6 60
Barley, pearl	7 75
Barley, pot, 98 lbs.	6 50
Buckwheat flour, 98 lbs.	7 25
Corn flour, 98 lbs.	5 65
Rice Four	9 00
Hominy grits, 98 lbs.	6 75
Hominy, pearl, 98 lbs.	7 50
Oatmeal (standard-granulated and fine)	6 25
Peas, Canadian, boiling, bush.	5 00
Split peas	9 50
Roller oats, 90-lb. bags	5 35
Roller oats (family pack.), case.	5 25
Roller oats (small size), case.	2 10
Roller wheat (100-lb. bbls.)	6 75
Rye flour, small lots, 98 lbs.	8 40
Self-raising flour—	

3-lb. pkgs., doz.	2 80
6-lb. pkgs., doz.	5 50

Flour Sale Limited Owing to Restrictions

Montreal.

FEEDS AND FLOUR.—The sale of flour is very naturally narrowed down to the point where trading is confined within the limits of the Government's restrictions. The movement for regular trade requirements is small, and the mills' output is generally less as time goes on, even for export. There is a strong demand yet for feeds, prices are fully held, and the outlook is that these will rule firmly for the balance of the season.

War Standard, Graham and Whole

Wheat Flours—	
Car lots (on track)	10 95
Car lots (delivered), Bakers	11 05
Small lots (delivered)	11 15
Bran, per ton	35 00
Shorts	40 00
Crushed oats	64 00
Barley chop	73 00
Barley meal	73 00
Feed oats, per bushel	1 06

Good Tea Stocks With Tendencies Firm

Montreal.

TEA.—There is every evidence of the stocks of tea in Canada being large enough to meet all demand for some time to come. At the same time some state that there has been considerable movement of tea into the U. S. from here, and if this has been carried out to any great extent it will have made a difference. The Japan market is very firm with an upward tendency. Cables state that an increase of 8½c to 12c per pound is now ruling there as compared with prices a year ago. The market on Japans is also very firm in the States. A more active condition is looked for in the next few weeks and in the meantime many of the markets are opening.

Ceylon and Indias—

Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55

Javas—

Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

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

Future Trading Firmer; Local Coffee Steady

Montreal.

COFFEE, COCOA.—The position of future coffees is on a more settled basis as far as the New York markets are concerned. Some activity resulted during the week when trading interests went into the markets for covering lots. The local situation is steady and fair consumption of coffee is reported. It is expected by some that there will be a larger use of coffee right along. Cocoa is steady on a fully unchanged basis.

Coffee, Roasted—

Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Marsaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)		

Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)		0 25

**Sugar and Syrup Firm,
Supplies Going to U.S.**

Montreal.
SUGAR AND MAPLE SYRUP.—The fact that a great deal of demand exists across the line for our maple products is partly responsible for a strong and firm market. The quotations are unchanged as yet, but with supplies none too large and the demand healthy it will not be surprising to learn of an advance at any time. Buyers have been in the Canadian field from the United States for some weeks and shipments have been going forward there more or less freely for some little time.

Maple Product—

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

**Cassias and Peppers,
Nutmegs and Mace up**

Montreal.
SPICES.—While the local markets are firm without change those outside have registered advances the past week, the items affected being some lines of white peppers, mace, nutmegs, and cassias. All through the continued firmness is attributable largely to the shortness of certain supplies and also to the activity in trading which is quite marked in New York. Here, the supplies are sufficient for the somewhat light amount of trading that is being done.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia		0 35
Cassia (pure)		0 35
Cayenne pepper	0 28	0 35
Cloves		0 75
Cream of tartar	0 30	0 30
Ginger, pure	0 25	0 35
Ginger, Cochin		0 25
Ginger, Jamaica	0 30	0 35
Mace	0 30	1 00
Nutmegs	0 40	0 50
Pepper, black	0 40	0 42
Pepper, white	0 42	0 45
Pepper (Cayenne)	0 30	0 35
Pickling spice		0 25
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk		2 00
Caraway, Dutch, nominal		0 75
Cinnamon, China, lb.	0 25	0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk		0 25
Celery seed, bulk		0 48
Shredded cocconut, in palls	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3¼ cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Apples are Scarce:
Oranges, Berries High**

Montreal.
FRUITS.—The price of strawberries is up again and 30 to 35c per quart basket is asked. Apples are scarce, the better grades being offered only in decreasing quantities. Ontario Spys are not to be had here now. California navel oranges are scarcer and the result is an advance in the price. Fruit demand may

be stated as very good and prices are quite fully maintained with very few exceptions.

Apples—

Ben Davis	3 25	4 00
Russets	4 50	6 50
Nonpareil	5 00	5 50
Boxed apples (all sizes)	2 75	3 00
Bananas (fancy large), bunch	5 00	5 50
Cherries (California), box	3 50	3 75
Cocconuts, sack	7 25	8 50
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos)		
80, 96, 112		5 00
Grape fruit (fancy Porto Ricos)		
54, 46		4 75
Lemons (fancy new Messina)	7 50	8 00
Lemons (choice)		7 00
Lemons (California seedless)		5 00
Oranges, Valencia lates	6 50	7 25
Oranges, Porto Ricos		5 50
Oranges, California navels	7 50	8 00
Oranges, Jamaica		6 50
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)		5 50
Oranges (Sorrentoes), 200 size		5 00
Pineapples, Cuban (crate)		6 00
Pineapples, Florida		6 00
Peaches (6-basket)		3 50
Strawberries (box) (quarts)	0 30	0 35
Watermelons (each)		0 40

**Tomatoes are Easier;
Asparagus Scarce**

Montreal.
VEGETABLES.—Tomatoes are easier this week, being quoted as low as \$2.25 per case of four baskets. On the other hand, cucumbers are scarce and it is hinted that these may be shut out from the United States markets. Cabbage and beets are scarcer as is also asparagus. The cold weather is limiting production. New Baltimore cabbage is being offered

at \$6 per crate. Altogether the markets are fairly active. The imported wax and green beans are scarce and higher in price.

Asparagus (doz. bunches)	3 00	3 50
Asparagus, Western Grass (bask.)		2 50
Beans, new string (25-lb. Basket)	4 00	4 50
Beets (60-lb. bag)		0 75
Beets, new (hamper)		2 25
Cauliflower (Montreal), doz.		3 00
Cabbage (new), barrel		5 00
Cabbage (New Florida), crate		3 00
Cabbage (Baltimore), crate		6 00
Carrots (bag)		1 25
Carrots (new hamper)		2 25
Celery (Wash.) doz.		2 00
Cucumbers (Boston), doz.	2 00	2 50
Cucumbers (hamper)		5 00
Endive (Can.)		0 25
Endive (American)		0 40
Lettuce, curly (doz.)	0 40	0 50
Lettuce (Montreal), doz.	1 00	1 25
Leeks		2 50
Mint		0 60
Mushrooms, lb.		0 90
Onions, red (100-lb. bag)		2 00
Onions, spring, doz.		1 50
Onions (Texas), No. 1 yellow, etc.		2 75
Do., No. 2 white wax (crate)		2 75
Do., Silver and Red (crate)		3 50
Oyster plant		0 75
Parsnips (60-lb. bag)		0 75
Parsley (American)		1 00
Parsley (Canadian)		0 50
Peas (in hampers)		4 00
Potatoes (sweet), per hamper, as to size	2 50	4 00
Potatoes, bag		1 40
Potatoes (New Brunswick), bag.		1 65
Potatoes, new, Florida, bbl.		7 50
Romane		0 50
Radishes (doz.)		0 25
Rhubarb, doz.	0 25	0 35
Spinach, box	0 25	0 50
Turnips (Montreal), bag		2 25
Turnips (Quebec)		3 00
Tomatoes (hothouse), lb.		0 40
Tomatoes (Mississippi flats), 4-bas.		2 25
Watercress (Can.)		0 40
Watercress (Amer.)		1 00

ONTARIO MARKETS

TORONTO, June 19.—The markets show little change during the week and are pursuing the even tenor of their various ways. Prune growers have named a maximum price for their production this year which is said to have the approval of the Government in the United States and will be higher than last year's figures. Sugar supplies seem to be ample with very good deliveries reaching the market. Business is fair though tending towards quietness.

**Sugar Arriving in
Ample Quantities**

Toronto.
SUGAR.—There is no shortage of sugar reported at the present time, stocks in wholesalers' hands being more than equal to demands and very good deliveries being made by the refineries to the trade. Prices have held firm and unchanged. The past week deliveries of raws to United States show an increase over the previous week and a very heavy tonnage still remains at Cuban ports to be transported. It is reported that 12,000 tons have been sunk by German submarines operating off the coast. A very good distribution by United States refineries is reported though the demand shows some falling off. Some buyers are taking fairly large shipments into stock before the advance in freight rates of 25 per cent. becomes effective. The

United States Food Administration Board has advised all canners and others using sugar for preserving purposes to cover for their season's requirements now. Locally the market holds firm and unchanged.

Atlantic, extra granulated	9 07
St. Lawrence, extra granulated	8 97
Acadia Sugar Refinery, extra granulated ..	9 07
Can. Sugar Refinery, extra granulated ..	8 82
Dom. Sugar Refinery, extra granulated ..	8 97
Ice sugar, barrels	9 27
Powdered, barrels	9 17
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.	

**Gem Jars Advance
\$1 Gross; Other Lines**

GEM JARS, OTHER LINES.—An important change has been made in Gem jars, which advanced \$1.00 per gross during the week. An advance in Christie-Brown sodas of 2c per pound has also been made. Canary seed is higher, sell-

ing around 15-16c per pound. Higher figures have been named on MacLaren's peanut butter in bulk, the 15-pound pails selling at 27½c and the 24-pound pails selling at 26½c per pound. Putz cream, 8-oz., at \$2.00 dozen, and 3-oz. at \$1.10 per dozen are higher, while Silva Putz, 8-oz., is also up to \$2.00 dozen.

**Some Molasses Up;
Further Supplies Uncertain**

Toronto.
MOLASSES.—A stiffer market has developed in Barbadoes molasses, the fancy reaching \$1.05 and choice 95c per gallon. Present stocks are light and future supplies not being figured on owing to excessively high figures at primary points with heavy carrying charges added. Business is along fairly normal lines. Syrups are in fair demand with prices unchanged.

Corn Syrups—
Barrels, per lb. 0 07
Cases, 2-lb. tins, 2 doz. in case 5 50
Cases, 5-lb. tins, 1 doz. in case 5 20 5 70
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.

Cane Syrups—
Barrels and half barrels, lb... 0 06 0 08
Cases, 2-lb. tins, 2 doz. in case 5 05 5 25

Molasses—
Fancy, Barbadoes, barrels 1 05
Choice Barbadoes, barrels 0 95
West India, ½ bbls., gal. 0 56
West India, No. 10, kegs. 6 50
West India, No. 5, kegs. 3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes 4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes 6 75
Tins, 5-lb., 1 doz. to case, Barbadoes 5 30
Tins, 10-lb., ½ doz. to case, Barbadoes 5 20
Tins, 2-lb., baking grade, case 2 doz. 3 50
Tins, 3-lb., baking grade, case of 2 doz. 4 60
Tins, 5-lb., baking grade, case of 1 doz. 3 90
Tins, 10-lb., baking grade, case of ½ doz. 3 75
West Indies, 1½, 48s 5 00
West Indies, 2s, 36s 4 00 4 25

**Apples in Demand;
Other Lines Moving**

Toronto.
CANNED GOODS.—With barreled apples fairly well cleaned up, an improvement in the demand for canned apples has become apparent, sales in very good volume being reported. Canned vegetables are also moving out fairly well, prices holding firmly. Goodwilies' red raspberries at \$3.60 case of 1 dozen show an advance for the week. List of quotations follows:

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—
Sockeye, 1s, doz. 4 00 4 50
Sockeye, ½s, doz. 2 40 2 50
Alaska reds, 1s, doz. 3 75 3 85
Chums, 1-lb. talls 2 35 2 60
Do., ½s, doz. 1 35 1 45
Pinks, 1-lb. talls 2 25 2 60
Do., ½s, doz. 1 35 1 50
Cohoos, ½-lb. tins 1 85 1 90
Cohoos, 1-lb. tins 3 45 3 75
Red springs, 1-lb. talls 3 15 3 65
White springs, 1s, dozen 2 30 2 35
Lobsters, ½-lb., doz. 3 00 3 25

Canned Vegetables—
Beets, 3s 1 50 2 30
Tomatoes, 2½s 2 65 2 75
Peas, standard 1 95 2 00
Peas, early June 1 95 2 10
Beans, golden wax, doz. 1 85 2 10
Beans, Midget, doz. 2 25 2 45
Asparagus tips, doz. 3 25 3 65
Corn, 2s, doz. 2 45 2 60

Pumpkins, 2½s	1 80	2 00
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	2 50	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	1 80	1 75
Plums, Green Gage	1 80	1 95
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Raspberries, 2s, H.S.	3 00	3 25
Do., raspberry, 4-lb. tin.	0 85	0 85
Do., black currant, 4-lb. tin.	0 75	0 83
Do., strawberry, 4-lb. tin.	0 84	0 87
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	3 45	3 45
Red currants, doz.	3 45	3 45
Raspberries, doz.	3 40	3 60
Strawberries 3 60	4 40	

**Maximum Prices Named
on Prunes and Raisins**

Toronto.
DRIED FRUITS.—Maximum prices to prune growers and to growers of raisins for 1918 crops have been named and approved by the Food Administration Board at Washington. These prices are somewhat higher than had been expected. It is thought now that jobbers will be able to line up their requirements prior to July 15, when trading will be permitted and in this way overcome readjustment which often comes later in the season. A couple of cars of candied peel have reached the city and are being taken into stock by buyers. Prices on Canadian peel to arrive are given as follows: Lemon, 35c; orange, 38c; citron, 41c per pound. A slightly easier tone is remarked in Grecian currants, selling at 26c in some quarters.

Apples, evaporated, Ontario.	0 20	0 21
Do., da., Nova Scotia.	0 17	0 18
Apricots, unpitted 0 16%	0 16%	
Do., fancy, 25s 0 30		
Do., choice, 25s 0 25	0 27	
Do., standard, 25s 0 24	0 26	
Candied Peels, American—		
Lemon		
Orange		
Citron		
Currants—		
Grecian, per lb. 0 26	0 28	
Australians, lb. 0 30	0 35	
Dates—		
Excelsior, kgs., 3 doz. in case 6 50	6 75	
Dromedary dates, 3 doz. in case 7 50	7 75	
Figs—		
Tava, lb.		
Malagas, lb.		
Comadre figs, mats, lb. 0 13	0 14	
Cal., 8 oz. pkgs, 20s, case.	1 80	
Cal., 10 oz., 12s, case 1 40		
Prunes—		
30-40s, per lb., 25's, faced.	0 18	
40-50s, per lb., 25's, faced.	0 17	0 17½
50-60s, per lb., 25's, faced.	0 16	0 16½
60-70s, per lb., 25's, faced.	0 14	0 15½
70-80s, per lb., 25's, faced.	0 13	0 14
80-90s, per lb., 25's, unfaced.	0 12½	0 13½
90-100s, per lb., 25's, faced.	0 12	0 12
Peaches—		
Standard, 25-lb. box 0 15½	0 17	
Choice, 25-lb. boxes 0 18½	0 19	
Fancy, 25-lb. boxes 0 22		
Raisins—		
California bleached, lb. 0 14		
Valencia, Cal. 0 10½	0 10½	
Valencia, Spanish 0 11½	0 13½	
Seeded, fancy, 1-lb. packets.	0 11	0 12½
Seedless, 12-oz. packets 0 11	0 12½	
Seedless, 16-oz. packets 0 14½	0 15	
Seedless, bakers, Thompsons, 50s	0 14	0 15½

**Future Teas Look
High; Trading Fair**

Toronto.
TEAS.—Evidence seems to be accu-

mulating daily that future teas will show decidedly higher figures, prices named at primary points so far being at considerably higher levels than those prevailing last year. A fair amount of trading between wholesaler and retailer is in evidence though importers indicate their trade within rather narrow channels just at present. It is intimated that the United States Government has done away with the import tariff rate on teas, which has existed for years. This is causing the trade some concern and Tea Trade Association has been in communication with Washington. Word has been received advising that new rate of \$1.87½ per 100 pounds on carload shipments has been fixed as against previous rate of \$1.10.

Ceylon and Indias—
Pekoe Souchongs 0 46 0 48
Pekoes 0 48 0 56
Broken Pekoes 0 56 0 58
Orange Pekoes 0 58 0 60
Broken Orange Pekoes 0 60 0 62

Javas—
Broken Pekoes 0 45 0 48
Japans and Chinas—
Early pickings, Japans 0 50
Second pickings 0 40 0 48
Hyson Thirds, lb. 0 40 0 48
Do., seconds 0 50 0 55
Do., sifted 0 50 0 62
and are meant to give some indication of price movement.

These prices do not indicate the wide range in the values. They are good medium grades,

**Coffee in Good
Demand; Stocks Light**

Toronto.
COFFEE.—A very good demand is in evidence in coffee and spot stocks are reported very light. The opinion is expressed that owing to difficulty in getting shipments through from South America that Jamaica coffee may come through in greater volume to this market. Licenses for the import of coffee are to be handled through Ottawa, details of which appear elsewhere in this issue.

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

**No Change in
Spice Quotations**

Toronto.
SPICES.—There has been no change in spice quotations during the week, though a very strong undertone is reported and that higher levels may be attained in some lines seems quite possible. Business is fair with limited quantities of goods getting through to this market.

		Per lb.
Allspice 0 13	0 20	
Cassia 0 33	0 45	
Cinnamon 0 45	0 55	
Cayenne 0 30	0 35	
Cloves 0 70	0 85	
Ginger 0 25	0 35	
Herbs — sage, thyme, parsley, mint, savory 0 40	0 60	
Mace 0 90	1 10	

Firmer Tendency
Noted in Nuts

Toronto.
NUTS.—A much firmer tendency is noticeable in practically all lines of nuts and advances have been recorded in many quarters. Shelled almonds are being quoted at from 52 to 55c; Tarragona almonds from 25 to 27c, and shelled walnuts 75c to 80c per pound. These apply principally on new stocks arriving, some supplies previously on hand selling at slightly lower figures. Licenses for new orders are not being granted as yet and to what extent, if any, imports will be allowed in is still uncertain. The present range of quotations follows:

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.		
Walnuts, Manchurian, lb.		
Filberts, lb.	0 19	0 22
Peanuts, lb.	0 27	0 27
Peanuts, Jumbo, roasted	0 24	0 25
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.		0 17
Cocanuts, 100s		7 50
Shelled—		
Almonds, lb.	0 45	0 55
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 75	0 80
Peanuts, Spanish, lb.	0 18	0 19
Do., Chinese, 30-32 to oz.		0 18
Brazil nuts, lb.	0 66	0 68

Little Movement
Shown in Beans

Toronto.
BEANS.—There is very little movement reported, trading being comparatively light with heavy stocks on hand. Prices have held firm and unchanged.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 00	8 50
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.		9 00
Rangoons, per bush.	6 25	7 00
Yellow eyes, per bushel		8 00
Japanese Kotosashi, per bush.		8 00
Limas, per pound	0 18½	0 22

Rices in Good
Demand; Hold Firm

Toronto.
RICES.—Rices continue in good demand and recent arrivals from the coast have kept stocks in good condition. Prices are holding steadily on an unchanged basis.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas, per 100 lbs.	11 75	12 50
Anduras, fancy, per 100 lbs.		13 00
Siam, fancy, per 100 lbs.		9 75
Siam, second, per 100 lbs.		9 50
Japans, fancy, per 100 lbs.	10 75	11 75
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	9 00	10 00
Do., Simiu		11 50
Do., Mujin, No. 1		10 75
Do., Pakling		10 25
Tapioca, per lb.	0 14½	0 15

Firm Market In
Package Goods

Toronto.
PACKAGE GOODS.—The market generally is holding firm and sales of corn flakes, etc., are being maintained at a very fair average. Rolled oats remain quiet, which is a seasonable condition. Prices remain unchanged.

Cornflakes, per case	3 90	4 25
Rollod oats, round, family size, 20s	5 25	6 00
Rollod oats, round, regular 18s, case	2 13	2 30
Rollod oats, square, 20s		5 85

Shredded wheat, case	4 25
Cornstarch, No. 1, pound cartons	0 11½
No. 2, pound cartons	0 10½
Starch, in 1-lb. cartons	0 11½
Laundry starch, in 1-lb. cartons	0 10
Do., in 6-lb. tins	0 13
Do., in 6-lb. boxes	0 13
Do., in 100-lb. kegs	0 11

Maple Syrup Holds;
Honey Stocks Light

Toronto.
MAPLE SYRUP, HONEY.—Maple syrup has held firm without any price change for the week, and normal demand in evidence. Honey stocks are very light, stocks generally getting pretty well cleared up. Prices are given herewith:

Honey—		
Clover, 5 and 10-lb tins	0 28	
Do., 54s, case		
60-lb. tins		
Buckwheat, 60-lb. tins	0 17	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.		
Do., 10-oz., doz.		
Do., 12-oz., doz.		
Do., 16-oz.		
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	15 10	
No. 2, 5-lb. tins, 12 to case	17 10	
No. 3, 2½-lb. tins, 24 to case	18 50	
No. 3, 32-oz. bottles, 24 to case	16 70	
Gallon tins, Imperial, per gal.	2 00	2 25
5-gallon tins, Imperial, per tin		10 50
Barrels, 25 or 40 Imp. gals., gal		2 00

Canadian Strawberries
Offering; Peaches Easier

Toronto.
FRUIT.—Canadian strawberries made their appearance on the market last week and were quoted around 35 to 38c per box. In some quarters it is thought prices may decline to about 25c this week, though the crop is reported light. Peaches are arriving in better quantities and prices have eased off somewhat. Better keeping varieties are expected to start this week. Oranges seem a little easier though prices locally do not reflect this tendency yet. There is evidently a desire on the part of growers to restrict shipments so that supply which is light may spread out as long as possible. Light supplies of bananas are coming through owing to transportation difficulties. Some Florida grapefruit is coming through and prices remain high.

Apples—		
Ontario—		
Ben Davis, No. 1, bbl.	6 00	
Do., No. 3, bbl.	4 50	
Bananas, yellow, bunch	4 00	4 50
Do., per lb.		0 07½
Cherries, Cal., box	3 25	3 50
Grapefruit—		
Floridas, 46s, case	6 50	
Do., 54s, 64s, 126s, 150s.		6 50
Oranges—		
Valencias—		
96s	7 00	
100s	7 00	
126s	8 00	
150s, 176s, 200s, 216s	8 00	8 50
250s	8 00	8 50
288s	8 00	8 50
324s, 360s		7 00
Lemons, Cal., case	11 00	13 00
Do., Messinas, box	9 00	11 00
Peaches, Georgia, 6 bask. crate		4 00
Pears, Cal., box		
Pineapples—		
Do., Cuban, cs. 24-30s	5 75	6 50
Strawberries—		
quarts	0 25	0 35

Cabbage Scarce, High;
Cantaloupe Expected

Toronto.
VEGETABLES.—Cabbage is in rather scarce supply and prices have taken a decided jump. Stocks at United States points are reported light and quotations there high. Cantaloupes are expected during the week, the standard crate selling at around \$7.50-\$8.00 and flat at about \$2.50. Texas onions are cleaning up and next arrivals will be bag stock from Kentucky. New potatoes from Virginia and Carolina are arriving in very good quantities with slightly easier prices in sight for both varieties. Tomatoes have registered a decline; Mississippi still forms principal source of supply though crest of movement is over Tennessee and Texas are coming and prices it is thought will hold. All States report good quality. Cucumbers and watermelons will clean up fairly well this week and further supplies are not expected as these two lines are on embargo list.

Asparagus, Canadian, basket	2 00	2 50
Artichokes, Cal., doz.		1 25
Beans, wax, hamper	2 75	4 50
Do., green, hamper	2 50	2 75
Beets, new, hamper	1 75	2 00
Do., Canadian, doz.		0 65
Brussel sprouts, quart		
Cabbage, Canadian, barrel		
Do., Florida, crates	4 50	5 00
Do., Carolina, crate	4 50	5 00
Do., Mississippi, crate	4 50	5 00
Cantaloupes, standard crate	7 50	8 00
Do., flat crate		2 50
Carrots, bag		
Do., new, hamper		1 75
Cucumbers, hothouse, basket	3 00	3 25
Do., North Carolina, crate	4 75	5 00
Do., Florida, hampers	4 00	4 50
Lettuce, leaf, doz. bunches	0 25	0 50
Do., head, doz.	1 00	1 25
Mushrooms, basket		3 25
Onions—		
Texas, 50-lb. crate		2 25
Parsley, doz. bunches	0 85	0 90
Parsley, doz. bunches		0 85
Peas, green, new, hamper		3 75
Parsnips, bag		1 00
Peppers, green, doz.	0 75	0 90
Potatoes—		
Ontario, bag	1 50	1 60
N.B. Delawares		1 75
New Carolina, bbls.		7 50
Do., bushel basket		2 75
Spinach, Canadian, bushel	0 50	0 75
Rhubarb, dozen bunches	0 20	0 40
Tomatoes—		
Mississippi, 4 bask. crate	2 00	2 25
Hothouse, fancy, lb.	0 35	0 40
Turnips, bag		0 65
Watermelons, each	0 75	1 25

Flour Very Dull
and Uninteresting

Toronto.
FLOUR.—Conditions are unchanged, and the market may be termed dull and uninteresting. There is very little flour moving to the retailers, and the demand all around seems limited.

War Grade—		
Manitoba spring wheat		10 95
Ontario winter wheat	10 95	11 10
Blended, spring and winter		10 95

Government Feed Program
Leaves Out Dealer

Toronto.
MILL FEEDS.—The Ontario Government is endeavoring to put out a balanced ration, with the help of the millers, to tide over the period from August 1 to

October 15, when wheat is unavailable and consequently no feed is being ground. Some doubt is expressed as to the success of the scheme, and the distribution will not follow the regular channels, through the retail trade, but be undertaken through the farmers' clubs throughout the country. This at once places restrictions on the use of this product, as only members of these clubs can buy same, whereas the legitimate dealer is accessible to all. The working out of the proposed measure will be watched carefully. Further details appear elsewhere in this issue.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	\$35 40	\$37 40
Shorts	40 40	42 40

Corn Flour Slightly Easier; Other Lines Firm

Toronto. CEREALS.—A slightly easier tone is

noticeable in corn flour, prices in some quarters declining to \$5.80 for 98's. No change in any of the other lines is recorded, prices holding firm on an unchanged basis. A fair demand is in evidence, but volume of business is not too heavy.

	Single	Bag	Lots
	F.o.b. Toronto		
Barley, pearl, 98s	7 00	8 00	
Barley, pot, 98s	5 50	6 25	
Buckwheat Flour, 98s		6 50	
Cornmeal, Golden, 98s	6 00	6 75	
Do., fancy yellow, 98s		5 00	
Corn flour, 98s	5 80	6 50	
Graham flour, 98s	6 00	7 00	
Hominy grits, 98s	6 25	6 60	
Hominy, pearl, 98s	6 25	6 60	
Rolled oats, 90s	5 00	5 50	
Oatmeal, 98s	5 75	7 00	
Rolled wheat, 100-lb. bbl.	6 75	7 00	
Rice Flour, per 100 lbs	11 00	12 00	
Peas, yellow, split	10 00	10 50	
Blue peas	0 11	0 15	

Above prices give range of quotations to the retail trade.

express. The cantaloupes are not very plentiful, but there will be more in next week. The price will not be lower until carlots arrive in about a week's time. Florida pineapples are arriving at \$5.50-\$6. There is a liberal supply of Hood River strawberries. Raspberries will not be in for another week. Oranges are scarce, and are bringing \$9 a case. Lemons have jumped to \$9.50; cherries are down to \$4 a box; Mississippi tomatoes are coming in at \$4 per 4-basket crate, but should be lower.

Wax Beans, hamper	4 00	
Green Beans, hamper	4 00	
Cucumbers, doz.	3 00	
Asparagus, doz.	1 50	
Cabbage, lb., local	0 04	
Potatoes, Albertas	1 00	
Potatoes, new, lb.	0 04	
Beets, with heads on, hampers ..	2 00	
Carrots, with heads, hampers ..	2 00	
Head Lettuce, Texas	1 50	2 00
Turnips, cwt.	2 00	
Tomatoes, Mississippi, crate ..	3 00	
Onions, Valencias, lb.	0 11	
Onions, silvers and yellows	2 25	
Radishes, doz.	0 65	
Parsley, imported, doz.	0 75	
Shallots, doz.	1 00	
Fruits—		
Apples, box	4 00	5 00
Oranges		9 00
Lemons, Cal.		9 50
Bananas, lb.		0 08 1/2
Cherries, box		4 00
Grapefruit, case		6 50
Strawberries, Hood River	5 50	6 00
Pineapples, case		5 50
Cantaloupes, crate of 45		10 00

MANITOBA MARKETS

WINNIPEG, June 19.—The demand for sugar from the retail trade is very heavy, and supplies are coming along better than they were. The British Columbia Sugar Refinery Company have advanced their quotation 40 cents per cwt., which really means that they are out of this market for the present. While the situation is much better than it was, there is not enough sugar here to sell freely. It is a little too far ahead to state whether there will be sufficient sugar for preserving, but if supplies continue coming the way they are doing now, there will be plenty for that purpose. It is stated that the British Columbia Sugar Refinery Company will commence to store sugar next week at Regina, and resume shipments from that point.

Still Difficulty Getting Coffee Shipments

Winnipeg. COFFEE—Jobbers state they are experiencing difficulty getting some lines of coffee owing to shipping conditions and difficulty getting permits to allow shipments from the United States.

Expect Syrup Shipments From British Columbia

Winnipeg. SYRUPS—The trade are expecting shipments of Rogers' golden syrup to reach this market in about three weeks' time. It is not known yet whether prices will be higher than they were when the supply was cut out. Quotations then were as follows:

24 by 2 lb. tins, case	5 35
12 by 5 lb. tins, case	6 25
6 by 10 lb. tins, case	5 85
3 by 20 lb. tins, case	5 70
12 by 3 lb. seal glass jars	4 25

Rice and Tapioca Continue Very Firm

Winnipeg. RICE—The market continues very firm on this commodity, and the same applies to tapioca and sago.

Extra fancy, Japan, 100-lb. bags	0 10 1/2
Fancy Japan, 100-lb. bags	0 09 1/2
Choice Japan, 100-lb. bags	0 08 1/2
Siam, 100-lb. bags	0 09 1/4
Tapioca, lb.	0 13 1/2
Sago, lb.	0 11

Lower Prices Quoted on Evaporated Apples

Winnipeg. DRIED FRUITS—All lines of dried fruits are moving well. Lower quotations are now being made on evaporated apples, which are bringing 17 1/2 cents for 50's, best Ontario white stock.

Santa Clara Prunes—	
90-100s, 25-lb. boxes, per lb.	0 10
80-90s, 25-lb. boxes, per lb.	0 10 1/2
70-80s, 25-lb. boxes, per lb.	0 11 1/4
Apples—	
Choice, 50-lb. boxes, lb.	0 17 1/2
Pears, choice, 10-lb. bxs., faced, lb.	0 16

Salt Situation Becomes More Serious Daily

Winnipeg. SALT—The situation as regards salt is getting very serious. The trade state that certain wells are three months behind with their orders, and the situation is liable to be worse as time goes on. There is no change in quotations, however.

Expect Permits to Import Nuts

Winnipeg. NUTS—The wholesale trade draw attention to the fact that they are expecting to get nuts, as they seem to think there will no doubt be permits issued for certain quantities.

Cantaloupes Arriving; Lemons up to \$9.50

Winnipeg. FRUIT AND VEGETABLES—New lines on the market this week are new potatoes 4c a pound; Texas head lettuce \$1.50-\$2 doz; cantaloupes \$10 a crate of 45; Hood River strawberries \$5.50-\$6, and a few California apricots coming in by

Oats Tend Upwards; Predict Feed Shortage

Winnipeg. FLOUR AND FEED—Millers report that domestic business is being curbed owing to the fact that the amount of flour offered to the Wheat Export Co. by the end of June still shows a considerable balance undelivered. All mills have been instructed to get unshipped balance to seaboard by June 30. There will have to be a replenishing of domestic stocks in July, and the mills are still hoping that they will have sufficient wheat to keep them running at least the major portion of July.

Govt. Standard Flour—		
Cash carload price	10 50	
To bakers and flour and feed dealers	10 50	
To storekeepers paying cash or 30 days, ton lots	10 60	
Do., less than ton lots	10 70	
Cereals—		
Rolled oats, 80s	4 00	4 30
Rolled oats, pkgs., family size ..		5 65
Cornmeal, 98s		5 60
Oatmeal, 98's		5 50
Feeds—		
Bran, per ton	30 80	
Shorts, per ton	35 80	
Barley—		
Pearl, 98-lb. bags, per bag	7 25	
Pot, 98-lb. bags, per bag	5 15	
Beans—		
Lima, Manchurian	0 17	
Fancy white, bushel	6 50	
Peas—		
Split, 98-lb. bags, per bag	10 55	
Whole, yellow, soup, 2 bush. bags, bush.	4 50	5 00
Whole, green, lb.		0 11 1/4

ROLLED OATS—All wholesalers are pretty well filled up; there is practically no demand from the retail trade. The price for bulk is still \$4.30. The tendency for raw material is still upward.

FEEDS—Millers state there will be a scramble for feeds next fall, as there will be very little available. There will be very little laid away in stock during July, as many of the mills will be closed down.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, June 18.—Butter has taken a drop during the past week and is now quoted at 53c for the best quality. There is a plentiful supply, good grass butter now being available from Alberta. Lard is firm in price, but after several weeks of steady advance it seems to have reached a limit. There is little call for margarine. Eggs have shown some advances, fresh are now quoted at 52c, with Alberta eggs at 45c. New potatoes are plentiful and are selling at 9c a pound. There are still plentiful supplies of old, but there is no present sign of any break in price. Oranges are in better demand owing to the scarcity of other fruits. Lemons are at the unprecedented price of \$9.50 a box. There is no relief as yet in the rice situation.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton
Do., No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1 ..	1 90 1 95
Do., No. 2	1 75 1 89
Do., Japanese	2 10 2 15
Beans, Japanese, per lb.	0 09 0 15
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	30 00 45 00
Lard, pure, in 400-lb. tierces, lb.	0 33
Lard, compound	0 29½
Butter, fresh made creamery, lb.	0 49 0 53
Cheese, Canadian	0 25¾
Margarine	0 34
Eggs, new-laid, in cartons, doz.	0 52
Oranges, box	8 00
Lemons	9 50
Salmon—	
Sockeye, halves, flat case	16 50
Tail, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 18.—Rolled oats in cartons have declined 2c a case. Eggs are somewhat easier, selling from \$10 to \$11 a case. Butter is quoted at 35c. There is no Barbadoes molasses in bulk offering at present. Other price changes are as follows: Candles 16½c and 17c for 6's and 12's. Four-ply twine is now 72c a pound. Shelled walnuts, halves, are quoted at 85c. Some evaporated apples, 50's are offering at 21c. Black and white pepper in bulk is higher this week. Sealers are still on the up grade. There are a few tomatoes, 2½'s at \$4.95,

but \$5.50 is the more general price. B. C. strawberries are offering at \$4.00 a crate.

CALGARY:

Beans, small, Burmah, lb.	0 10 0 11
Flour, 98s, per bbl.	10 35
Molasses, extra fancy, gal.	1 15
Rolled oats, 80s	4 45 4 60
Rice, Siam, cwt.	9 50
Rice, Japan	10 50
Rice, China, per mat, No. 1	4 50
Do., No. 2	4 15
Tapioca, lb.	0 15
Sago, lb.	0 15
Sugar, pure cane, granulated, cwt.	10 60
Cheese, No. 1, Ontario, large	0 24½ 0 26½
Butter, creamery, lb.	0 45½ 0 47
Do., dairy, lb.	0 35
Lard, pure, 3s, per case	19 80
Eggs, new-laid, case	10 00 11 00
Candied peel, lemon, lb.	0 30
Tomatoes, 2½s, standard case ..	4 9½ 5 50
Corn, 2s, standard case	5 60 5 90
Peas, 2s, standard case	4 00
Apples, gals., Ontario, case	2 80 3 00
Strawberries, 2s, Ontario, case ..	6 50 6 80
Raspberries, 2s, Ontario, case
Apples, evaporated, 50s, lb.	0 21
Apricots, evaporated, lb.	0 26½
Peaches, evaporated, lb.	0 14½ 0 17
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 50
Salmon, Sockeye, tall, case	16 25
Do., halves	17 00 18 25
Potatoes, per ton	33 00
Oranges, Valencian, case	7 50 8 00
Lemons, case	10 00 11 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., June 18.—The government estimates place the estimate of wheat sown in the province of Saskatchewan at 9,222,000 acres, an increase of nearly a million bushels, and with seasonable weather the province will have an additional 16,000,000 bushels of wheat to bolster up the world's depleted stocks this fall. Rain is badly needed in all parts of the province. In the general market conditions all lines of candies have advanced two to three cents a pound. Rolled oats are higher and are quoted at from \$4.45 to \$4.50 for brails. Sugar is selling at \$10.25. Maple syrup is up to \$2.00 a case. Some lines of sardines have advanced about a dollar a case. Eggs are quoted at from 30c to 32c. Wash boards have advanced in price.

REGINA—

Beans, small white Japans, bu.	7 75
Beans, Lima, per lb.
Flour, standard, 98s	5 20
Molasses, extra fancy, gal.	0 70
Rolled oats, bails	4 45 4 50
Rice, Siam, cwt.	9 25
Sago and tapioca, lb.	0 15½
Sugar, pure cane, gran., cwt.	10 25
Cheese, No. 1 Ontario, large	0 25½
Butter, creamery	0 50
Lard, pure, 3s, per case	19 10
Bacon, lb.	0 47½
Eggs, new-laid	0 30 0 32
Pineapples, case	5 75

Tomatoes, 3s, standard case	5 35
Corn, 2s, standard case	4 85 4 95
Peas, 2s, standard case	4 20 4 25
Apples, gal., Ontario	2 90 3 50
Apples, evaporated, per lb.	0 22½
Strawberries, 2s, Ont., case	6 80
Raspberries, 2s, Ont., case	6 85
Peaches, 2s, Ontario, case	4 65
Piums, 2s, case	3 40
Salmon, finest sockeye, tall, case ..	15 50
Salmon, pink, tall, case	9 00
Pork, American clear, per bbl.	40 75 41 00

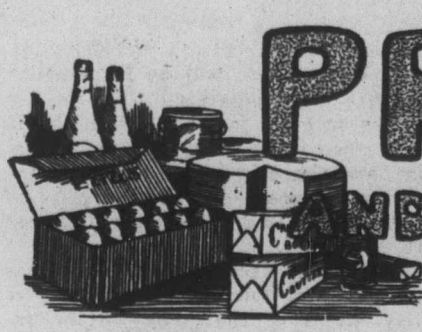
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 18.—This week the markets continue fairly steady. Business is good with a brisk demand in evidence. There is however an increasing difficulty in securing supplies in various lines. Ordinary cornmeal shows a sharp drop and is now selling at \$3.80 to \$3.90. Rolled oats are easier, being quoted at \$11.75. Eggs are slightly firmer at 35c to 37c. Butter continues to decline, creamery being quoted at 42c to 44c, and dairy at 39c to 42c, and tub 36c to 38c. American clear pork is also off and is now \$60 to \$63. Evaporated apples are easier, selling at 18c to 19c. Bermuda onions are scarcer, \$2.75 to \$3.00 being the quoted figure.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 05
Ontario	12 05
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags	3 80 3 90
Molasses, extra fancy, gal.	0 90
Rolled oats, bbl.	11 75
Beans, yellow-eyed	10 00
Beans, Canadian, white	9 50
Rice, Siam, cwt.	10 25 10 35
Sago and tapioca, lb.	0 18 0 19
Sugar—	
Standard, granulated	9 15 9 20
No. 1 yellow	8 65 8 70
Cheese, N.B., twins	0 25
Eggs, case	0 35 0 37
Breakfast bacon	0 40
Butter, creamery, per lb.	0 42 0 44
Butter, dairy, per lb.	0 39 0 42
Butter, tub	0 36 0 38
Margarine	0 32½ 0 33
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 27½
American clear pork	60 00 63 00
Beef, cleaned, 1s	4 25
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont., case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 00
Peas, standard, case	4 00
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 18 0 19
Peaches, per lb.	0 19
Potatoes—	
Native, barrel	2 80 3 00
Onions, Bermuda	2 75 3 00
Do., Texas	2 75 3 00
Lemons, Cal., Messina, case	9 00 10 00
Oranges, California, case	6 00 9 00
Grapefruit, case	6 50 7 00
Pineapples	7 00 8 00
Bananas, per lb.	0 08 0 08½



PRODUCE AND PROVISIONS

General Store Handles Produce at Loss?

An Interesting Letter From a Western General Merchant Exemplifies the Way the Produce Handling System is Operating Against the Merchants' Interest
—What Can be Done to Remedy Situation?

THE following letter was written by a Manitoba general merchant to a wholesale grocer in Winnipeg. He is voicing a complaint which has been troubling retail merchants for many years, and the wholesale trade in Winnipeg think it time that something was done in order to protect the country retail merchant from paying exorbitant prices to farmers for butter and eggs. The letter reads as follows:

"I beg you to try your best to sell these eggs for a good price because I paid for them 33 cents per dozen.

"I am writing you this special letter to explain to you the profits we have on the egg business. I beg you to be so kind just to figure up all the expenses we have before we deliver the eggs to the wholesalers' warehouse.

"This shipment eggs cost me 33c a dozen.

"The freight on empty egg cases,
"The loss on empty egg cases.

"Freight for eggs and cartage to the warehouse.

"These expenses are not less than 3c per dozen and if these eggs will be sold for 30c per dozen f.o.b. Winnipeg, I will have to lose 6c for each dozen. I figure this loss on the eggs will exceed the profit of the goods that I trade them off for.

"I consider that this is a poor way of doing business and this is nobody's fault except the local merchants paying for the produce more than it is worth in Winnipeg. Each one is trying to beat his opposition and at the same time forgets that he is beaten first, and not one of them stops for a minute to think and to figure up what he is doing. I think that this is a sickness that no doctor can cure, but each merchant could be a doctor for himself—that is not to run ahead of the other merchants and pay for the produce more than it is worth. Instead of doing so would it not be far better and nicer for them to

have an arrangement to pay for the produce just the right price that they are able to pay.

"I think it would not be a bad idea if the wholesalers would send out letters once in a while to the local merchants and to explain to them the right way to do business, because there is a lot of merchants who don't know what they are doing."

Getting Business That Shows No Profit

Speaking to the Western editor of CANADIAN GROCER, a Winnipeg wholesaler said:

"This condition has existed for many years. The reason is that a storekeeper in a country town in order to induce the customers of another dealer to patronize his store offers two or three cents more for eggs and butter than the other dealer. This means that he is offering several cents more than he can realize on that when sold in Winnipeg. Naturally, this results in most unpleasant competition. It means that the other retailer has to do the same thing, so that they are both losing several cents per dozen on the eggs they take in.

"In many cases the merchant adds something on to the price of goods which he gives to the farmer in exchange for his produce in order to make up this difference, but in the majority of cases he is not able to do this, so that the merchant suffers a dead loss. It is a bad practice and should be remedied.

"The best way would be for the Retail Merchants' Association to circularize the retailers in the country during the time when there are heavy receipts of produce, pointing out the folly of paying more for produce than their cash value. It would also help considerably if merchants in a town would get together in a case like this, not to fix prices, for this is contrary to the law, but to agree not to pay more for produce than it is worth.

"If the merchant pays 10 to 20 per cent. more for produce than it is worth, he has got to make it up by charging

more for his goods, or else lose this amount himself.

A Serious Problem

"It is a very serious matter as it is general throughout the West. It applies not to the large towns, of course, but only to places where they have to ship their produce in order to get rid of it. I know that dealers are sick to death of the practice, but are unable to help themselves."

Goods as Valuable as Cash

This letter raises the question of one of the most serious problems that faces the general store merchant. In very many cases a goodly proportion of his business is done on a basis of exchange. There is a transfer of goods with no outlay of actual cash. That possibly is one of the reasons for this state of affairs, for the merchant will on many occasions take in goods that he would never buy if he were paying actual cash. Apparently he looks on his stock as something other than cash, but there is no justification for this viewpoint and the merchant must realize this fact. There is no purpose in trade unless there is a profit thereby, and in far too many cases the merchant is merely a handler of the farmer's produce with absolutely nothing to show for his labor.

The case of the merchant who wrote the above quoted letter is by no means an isolated one. A visit to many general merchants throughout the country will bring out evidences of a similar state of affairs, of merchants who are suffering loss through failure to candle eggs, a practice which they fear will offend their customers, and of paying more than the market value of the goods. There is not much purpose to holding the good will of the customers unless that good will can be crystallized into profit, and unless the merchant can do this business of handling butter and eggs at a profit he would be well advised to cut loose from it. There is always the horror of losing a customer before the merchant's gaze to keep him playing into the farmers' hands. But this

horror is ill-founded. Unless there is a profit in the transaction there is nothing to be gained by keeping that particular customer.

A Question for General Store Keepers

This is a very live question, and one that must have faced many merchants, and probably many of them have found a solution that has proven satisfactory in their case. CANADIAN GROCER would be very glad to hear from any merchant regarding this matter, as it is of prime importance that some change should be made in these burdensome and unbusinesslike conditions.

A BLOW TO CANADA'S EGG EXPORT TRADE

The Allied Buying Commission has notified Chicago egg dealers that they will pay for good American eggs same price as for Canadian eggs. The latter have always been considered more valuable on the English market to the extent of one shilling for 10 dozen, or about 2½c per dozen.

American eggs into storage have cost around 34c-30c in country, and Canadian eggs from 37c up. This action is a very serious blow to Canada's export trade in eggs. Canadian eggs have been costing on an average of about 3c a dozen more in the country than American eggs, and therefore the eggs in storage are at a decided discount on the export market. Canadian eggs are generally

admitted to be of a better quality than American, but apparently the Allied Buying Commission does not consider that this difference is sufficient to warrant any preferential treatment.

REGULATING THE SALE OF CREAM CHEESE

No packer or wholesale distributor is permitted to accept under any circumstances any cream cheese which has been made thirty days or more. Each package is now marked with a serial number and consequently its age cannot be disguised.

MAY BE SHORTAGE OF PRESERVING JARS

A considerable variance of opinion exists as to whether or not there will be a shortage of glass preserving jars this season. Last summer was a particularly good season for glass jars and heavy stocks were bought up by retailers. It is therefore contended that there must be large numbers of jars in all homes and that the call will not be as heavy this season as last year. On the other hand some retailers are expecting an unprecedented demand for jars if the fruit and vegetable crops are good this season. Large orders for jars were placed with the manufacturers some months ago and it is fully expected that these will be delivered. It is said to be doubtful, however, if further

supplies, made necessary by heavy demands this season, will be forthcoming from the manufacturers.

Prices on glass jars have risen steadily for some years past. Present quotations are the highest recorded in the past twenty years and show a price of \$16 per gross for Imperial half-gallon jars.

Owing to the scarcity of wire it has been necessary for one manufacturer to notify the trade that they will be unable to supply the type of jar which is provided with a wire ring. This report led to the assumption that the manufacturers would be unable to meet demands for jars of any type, but this is denied. The situation is described by jobbers as precarious. It will undoubtedly depend upon the extent of the demand of the consumer this season, and this in turn will depend upon the number of jars held over from last season and the size of the season's fruit crop.

TO CAMPAIGN AGAINST RATS

Clarence H. Smith, president of the Border Cities Retail Merchants' Association of Ontario, at a recent meeting urged the formation of rat-killing clubs. He pointed out that according to figures provided by the entomological branch of the agricultural department, more than \$1,000,000 worth of foodstuffs was destroyed by rodents in Essex county alone last year. The loss in corn totalled \$500,000.



The grocery and meat store of James Smith, Welland South, Ont. showing how these two departments can be closely associated without detracting from the appearance of the store.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

THE Allied Buying Commission has notified the Chicago egg dealers that they will pay the same price for American eggs as for the Canadian. Canadian eggs in the past have been about 2½c a dozen higher on the London market than the United States product, so under the present arrangement export business for Canada looks pretty slim. American eggs have been put into storage at around 34c, while Canadian range from 37c up, and a very small percentage at 37c, so it is not impossible to figure which has the better opportunity for sale. The egg market locally shows no particular change. The current demand is fair, and supplies coming through in fair volume.

Butter has held firm and unchanged during the week. Very good offerings are being made, full pasture being the accepted run at the present time. Some storing is in progress, and this will likely be general ere long. Margarine is enjoying a general demand, though not representing a very big volume of business.

Dressed meats show some revision during the week and the tendency has been upward, although prices on hogs remain at figures established last week. Boiled hams are particularly firm, and some uncertainty as to future supplies is expressed.

Buyers' prices on poultry are up 1c on some lines. Receipts are light, and the demand quickly absorbs all offerings, even at high prices. Fish is moving very freely, fresh sea fish coming into favor and meeting with a ready consumer sale. Supplies are fairly liberal on all lines.

meet the needs and prices are quite unchanged.

Shortening—	
Tierces, 400 lbs., per lb.	0 26¼
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 28 0 28½

Still Less Sale for Margarine

Montreal.
MARGARINE.—From the jobbers' standpoint there is very little interest attending the market for this. Retailers buy in limited quantities, and depend upon the dealers' stocks for frequent replacement of his own. Retail trade is only fair and prices are without change of any kind.

Margarine—	
Prints, according to quality, lb.	0 29½ 0 31½ 0 34
Bulk, according to quality, lb.	0 28½ 0 30½ 0 31½

On Heavy Receipts Butter Advances

Montreal.
BUTTER.—Notwithstanding the very heavy receipts of butter here the market ruled strong all last week, and there was an advance of 1c over the previous week's prices in some quarters. This is assignable to the activity of trading on the part of the produce men, who have been anxious to get in on the June butter, the quality this year being reported as excellent. There have been received here during the period from May 1 to date 15,509 packages more of butter than there were in the same period last year. Last week's receipts were 20,111 packages. Of dairy butter the production is not very heavy at present, according to reports given out here. Quotations are firm as follows:

Butter—	
Creamery prints (fresh made).	0 46
Creamery solids (fresh made).	0 45
Dairy prints, choice	0 38 0 40
Dairy, in tubs, choice	0 37

Free Milk Flow Increases Cheese Make

Montreal.
CHEESE.—The free movement of cheese continues, and the last week's receipts indicate that there must be a very heavy production. This has been possible owing to the very satisfactory pasturage and the quality of cheese has naturally been very high. The free movement and the large output resulted in a more favorable price range, and this was down at some points from one-sixteenth to one-eighth of a cent. Some lesser demand for export account is reported, this being the result, doubtless, of a temporary shortage of tonnage. Prices are without change for regular trading needs.

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

Hog Receipts Light; Export Trade Active

Montreal.
PROVISIONS.—The continued shortage of live hogs is evidently due to smaller production. Receipts here continue below the usual season volume, but prices continue to decline, with a small demand for pork mainly responsible. The price here of \$19 to \$19.50 for live hogs is the lowest in about three months, and some think this is the lowest quotation that will be made. Dressed hogs are selling at \$28.50 to \$29 per cwt. The export trade for cured meats is active, and this absorbs much of the supply. The trade usually manifest at this season of the year for dressed meats has not fully developed yet, the weather being against this to an extent. Prices are unchanged and steady.

Hogs, dressed—	
Abattoir killed, small, 65-99 lbs.	28 50 29 00
Do., heavy 225-275 lbs.	27 00 27 50
Hogs, live	19 00 19 50
Hams—	
Medium, smoked, per lb.	0 37 0 38
Large, per lb.	0 35 0 36
Backs—	
Plain	0 42½ 0 43½
Boneless, per lb.	0 45½ 0 46½
Bacon—	
Breakfast, per lb.	0 43½ 0 44
Roll, per lb.	0 33½ 0 34½
Dry Salt Meats—	
Long clear bacon, ton lots.	0 27½ 0 29½
Long clear bacon, small lots.	0 29 0 30
Fat backs, lb.	0 29½ 0 28½
Cooked Meats—	
Hams, boiled, per lb.	0 51 0 52
Hams, roast, per lb.	0 50
Shoulders, boiled, per lb.	0 46

Shoulders, roast, per lb.	0 48
Barrel Pork—	
Canadian short cut (bbl.)	\$60 00
Clear fat backs (bbl.)	61 00
Short cut clear pork (bbl.)	60 00
Bean pork (bbl.)	54 00
Heavy mess pork (bbl.)	55 00

Lard Stocks are None too Plentiful

Montreal.
LARD.—There is a good seasonable demand for lard here, and this is quite well met. At the same time the supply cannot be called large, as the steadiness of trade has absorbed a great deal, and the short delivery of hogs has naturally resulted in a smaller rendering of lard than would otherwise have been possible. Prices are fully maintained on an unchanged basis.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 32
Tubs, 60 lbs.	0 32½
Pails	0 32¾
Bricks, 1 lb., per lb.	0 34

Absorption Stocks of Shortening Slow

Montreal.
SHORTENING.—The care with which those using various quantities of restricted commodities must adjust such requirements as they have had had a noticeable effect upon the output of shortening—that is to say, the use of fat has been pretty closely prescribed, and in the matter of shortening the wide use of it by large users has somewhat decreased. Supplies here are sufficient to

Eggs Hold Steady; Country Prices Firm

Montreal.

EGGS.—From various points at which there is usually a steady and heavy production at this time of the year there come reports that this is lighter now. In any case the conditions have so firm-ed that the country points are on a higher price basis and from 36 to 36½c is being asked. No actual changes are made in the quotations to the trade, but prices are quite firm and regular demand is good. Some comparisons were made in such way as to show a more favorable position in 1917 regarding the receipts but it is explained that the receipts last year included many cases of eggs coming through from the States for export through the port of Montreal. Consequently such comparisons are rather erroneous.

Eggs—	
Selects	0 45
No. 1, candled	0 40
New-laid	0 42
No. 2	0 38

Some Old Poultry Improves the Supply

Montreal.

POULTRY.—The active demand for poultry is such as to pretty fully absorb the available supplies. Improvement was noted toward the week-end and this was the result of better receipts of old poultry. Any producers are carefully kept by the farmers, but as the season advances some of the old hens whose producing days are about finished are marketed at the present high prices. Improvement also is noted in the receipts of ducklings and these command a ready market. Prices are altogether unchanged.

	Live	Dressed
Young ducks, lb.	0 45-0 50	0 45-0 50
Turkeys (old toms), lb.	0 28-0 38	0 28-0 38
Turkeys (young)	0 30-0 40	0 30-0 40
Geese	0 30-0 32	0 35-0 36
Old fowls	0 30-0 32	0 35-0 36
Chickens (milk-fed)	0 39-0 40	0 39-0 40
Roasting chicken	0 30-0 32	0 35-0 36

Haddock, Cod Coming Freely; Gaspe Salmon 25c

Montreal.

FISH.—Fresh fish are coming in more freely, haddock and cod particularly. Gaspe salmon is freer in the matter of supply and 25c per lb. is quoted on these. The markets are quite steady with demand meeting the expectations of the trade. Large lots of fresh Eastern fish are being used. Large quantities of mackerel are being consumed also and the present levels are as low, some think, as will obtain for this fish. Lake fish, with the possible exception of dore, is plentiful. Some native shad are being offered and the price for these is comparatively high. The lobster season is expected to end soon and the results of fishing operations have not nettéd more than 40 to 60 per cent. of normal catch. Price changes are fewer than usual.

SMOKED FISH.

Haddies (fresh cured)	0 12	0 13
Haddies (frozen)	0 12	0 13
Haddies, fillet	0 17	0 18
Smoked herrings (med.) per box	0 23	0 24
Smoked cod		0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 15

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	11 00
Herring (Labrador), per bbl.	12 50
Herring (Labrador), ½ bbls.	6 75
Herring, No. 1 lake (100-lb. keg)	5 25
Salmon (Labrador) per bbl.	24 00
Do., tierces	33 00
Salmon (B.C. Red)	25 00
Sea Trout, red and pale, per bbl.	18 00
Sea trout (½ bbls.)	10 00
Green Cod, No. 1, per bbl. (med.)	14 00
Green Cod (large bbl.)	15 00
Green Cod (small), lb.	0 06½
Mackerel, No. 1, per bbl.	25 00
Mackerel (½ bbls.)	15 00
Codfish (skinless), 100-lb. box.	12 50
Codfish, 2-lb. blocks (24-lb. case)	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15
Codfish, boneless, lb. (according to package)	0 14
Codfish, Shredded, 12-lb. box	2 20
Eels, salted	0 12
Pickled turbot, new, bbls.	14 00
Do., half barrels	7 00
Cod, boneless (20-lb. boxes), as to grade	0 14
Cod, strip (30-lb. boxes)	0 16
Cod, dry (bundles)	10 00

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 25
Lobsters (boiled), lb.	0 14
Prawns, lb.	0 30
Shrimps, lb.	0 26
Scallops	4 00
Oysters—	
Ordinary, gal.	2 50
Malpeque oysters, choice, bbl.	10 00
Malpeque oysters (med.) bbl.	9 00
Cape Cod shell oysters, bbl.	14 00
Cape Cod Shell Oysters—	
5 gal. (wine) cans	12 00
3 gal. (wine) cans	7 50
1 gal. (wine) cans	2 25
Oyster pails (pints), 100	1 50
Oyster pails (quarts), 100	2 10
Clams, med., bbl.	9 00
Clams (med.), per bbl.	9 00

FRESH FROZEN SEA FISH.

Herring, large sea, lb.	0 09
Herring, frozen lake, lb.	0 06
Halibut	0 19
Halibut (medium)	0 20
Haddock	0 08
Mackerel	0 12
(Cod—Toms)	3 00
Cod steak, fancy, lb.	09½
Salmon, Red	18½
Salmon, pale	14½
Salmon, Gaspe	28

FRESH FROZEN LAKE FISH

Pike, lb.	0 09½	0 10
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 13
Whitefish (small)	0 09½	0 12½
Lake trout	0 17	0 20
Eels, lb.	0 08	0 12
Doree	0 12½	0 13

FRESH FISH

Barbotte	0 14	0 15
Haddock	0 06½	0 07
Steak cod	0 10	0 11
Market cod	0 06½	0 07
Carp	0 09	0 10
Dore	0 16	0 17
Lake trout	0 17	0 20
Brook trout	0 35	0 37
Pike	0 12	0 13
B. C. Salmon	0 26	0 28
Salmon (Gaspe)	0 25	0 27
Gaspereaux, lb.	0 06	0 08
Gaspereaux, each	0 04½	0 05
Gaspereaux herring (100)	3 50	4 00
Western Halibut	0 22	0 23
Eastern Halibut (chicken)	0 18	0 19
Eastern Halibut (med.)	0 22	0 23
Flounders	0 07	0 09
Perch	0 09	0 10
Bullheads	0 15	0 16
Whitefish	0 17	0 19
Whitefish (small)	0 09	0 09½
Eels	0 14	0 14
Mackerel, lb.	0 11	0 11
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	0 18	0 19
Shad	0 12	0 13

Firmer Tone in Dressed Meats

Toronto.

PROVISIONS.—A much firmer undertone is apparent in dressed meats during the week, hams, plain and boneless backs and cooked hams showing an upward trend in prices in some quarters which has served to narrow the range considerably.

Live hogs have held firm at \$18.00 per cwt. during the past week and no change is expected in this figure for the present week. The run is by no means heavy though this is a seasonal feature. The range of quotations follows on all lines:

Hams—		
Medium	0 37	0 38½
Large, per lb.	0 30	0 34
Backs—		
Plain	0 44	0 50
Boneless, per lb.	0 48	0 50
Bacon—		
Breakfast, per lb.	0 39	0 43
Roll, per lb.	0 33	0 36
Wiltshire (smoked sides), lb.	0 36½	0 40
Dry Salt Meats—		
Log clear bacon, lb.	0 29	0 30
Fat backs		0 32
Cooked Meats—		
Hams, boiled, per lb.	0 50	0 53
Hams, roast, without dressing, per lb.	0 48	0 51
Shoulders, roast, without dressing, per lb.	0 45	0 47
Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	61 00	63 00
Pickled rolls, bbl., 200 lbs.	56 00	58 00
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 50
Live, off cars		18 25
Live, fed and watered		18 00
Live, f.o.b.		17 25

Shortening Unchanged; Demand Brighter

Toronto.

SHORTENING.—There is no remarkable change in the situation on shortening during the week, prices holding firm at figures shown herewith. The demand seems somewhat brighter though not in heavy volume.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26½
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Lard Holds In Unchanged Position

Toronto.

LARD.—Lard holds in an unchanged position with the demand rather light at present. Dealers show a tendency towards hand-to-mouth buying, which provides for a little movement all the time. Quotations range from 30c to 31c per pound.

Lard, pure, tierces, 50 lbs., lb. 0 30 0 31
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Holds Firm, Unchanged

Toronto.

MARGARINE.—This line has held firm and unchanged during the week, with a fair demand apparent and prices the same as those prevailing for some time past. Quotations are given herewith:

Margarine—

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

Butter Shows Firmer Element; Supplies Good

Toronto.
BUTTER.—Developments towards an easier market have not come to light and butter rather showed a firmer tone towards the end of last week, which was continued early this present week. Full pasture creamery is now more generally coming to hand and a little storing has commenced in some quarters. It is intimated, however, that another week or two will elapse before this is general. Prices to the trade are unchanged as follows:

Creamery prints, fresh made	0 44	0 46
Creamery solids, fresh made	0 43	0 46
Dairy prints, choice, lb.	0 38	0 40
Dairy prints, lb.	0 34	0 36

Eggs Show No New Developments

Toronto.
EGGS.—There are no new developments to record. The market is quiet with storing practically done and current demands being taken care of satisfactorily. A very quiet movement to the trade is in evidence at unchanged prices.

Eggs—

New-laid, in cartons	0 40	0 44
Do., loose, doz.	0 39	0 40

Very Good Movement Noticeable in Cheese

Toronto.
CHEESE.—A very good movement of cheese is reported during the week. Sales for export are being put through quite freely, while prices hold at unchanged figures.

Cheese—

New, large	0 23	0 24
Old, large	0 24	0 25
Stilton (new)	0 26	0 27
Twins, ¼c lb. higher than large cheese. Trip-lets ½c lb. higher than large cheese.		

Poultry Prices Show Some Change Upward

Toronto.
POULTRY.—A revision upward in prices is shown in figures being paid on some lines of poultry. Spring broilers at 50c, ducklings at 30c with hens and roosters up are the lines featured in revised quotations. Business is only fair, the list of prices now named ranging as follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	\$...-50 30	\$...-3...
Turkeys	0 25-0 28	0 30-0 35
Roosters	0 25-0 26	
Hens, over 5 lbs.	0 30-0 31	0 31-0 32
Hens, under 5 lbs.	0 27-0 28	0 27-0 31
Chickens, Spring	0 50	0 50-0 50
Squabs, dozen	4 50	

Prices quoted to retail trade:

Hens	0 28	0 37
Chickens, Spring	0 60	0 70
Ducks	0 30	0 34
Turkeys	0 36	0 40

Mackerel Register Decline; Good Demand

Toronto.
FISH.—Mackerel show a fairly substantial decline during the week and are being quoted as low as 11c per pound in some quarters. A very good demand is in evidence and dealers intimate that consumers generally are investigating the cheaper lines of sea fish. This was apparent in heavy sales of haddock on which the Canada Food Board conducted an advertising campaign last week with gratifying results. Other lines are unchanged for the week.

SMOKED FISH.

Haddies, per lb., new cured	0 12	0 13
Chicken haddies, lb.	0 11	0 12
Haddies, fillets, per lb.	0 15	0 17
Finnan haddies, lb.	0 12½	0 13
Kipperd herrings, per box	1 75	2 00
Digby herring, skinless, 10-lb.		2 25

PICKLED AND DRIED FISH.

Acadia cod, 20 1-lb. blocks	3 40	
Acadia cod, 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	0 12½	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Halifax shredded cod, 24s.		2 20
Salt Mackerel, kits, 20 lbs.		3 00
Labrador salt herring, barrels	
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs.		6 00

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 10
Cod, steak, lb.	0 09	0 10
Do., market, headless, lb.	0 09	0 09
Flounders, lb.	0 08	0 10
Flukes		0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, lb.	0 06½	0 08
Herring, lb.	0 05½	0 06
Mackerel	0 11	0 13
Plaice, dressed, lb.		0 10
Sea Bass		0 18
Shad—		
Bucks		0 20
Roes		0 25
Soles, dressed, lb.		0 10
Salmon, Red Spring, lb.		0 25

FRESH LAKE FISH

Herring, lb.	0 08	0 08½
Trout, lb.	0 14	0 16
Whitefish, lb.	0 15	0 16

Ontario Government Fish

Herring	0 08½
Mullets	0 05
Pickrel	0 11½
Pike	0 09
Sturgeon	0 20
Trout	0 11½
Whitefish	0 11½

Sales authorized only to dealers who have been appointed distributors by local town council.

Easy Feeling in All Provisions

Winnipeg.
PRODUCE AND PROVISIONS.—There is still quite an easy feeling to the hog market. Last week prices ranged from 17¼ to 17½c. This easy feeling has spread to all lines of provisions, and is attributed chiefly to an easing off in export demand. It is significant to note that cattle have also gone away down in price. If this condition continues, provisions are liable to decline also. Lard continues steady at the same figure.

BUTTER.—The creamery market is fairly steady at last week's prices, viz., No. 1 creamery, 45c; No. 2 creamery, 43½c. The dairy market is steady too,

the dealer getting 33-34c for regular receipts.

EGGS.—The market is steady. Dealers in the country are getting 32c, cases included.

Hams—

Light, lb.	0 34	0 36
Medium, per lb.		0 34
Heavy, per lb.		0 33

Bacon—

Breakfast, select, lb.		0 40
Backs	0 44	0 55

Dry Salt Meats—

Long clear bacon, light	0 29
Backs	0 38

Barrelled Pork—

Mess pork, bbl.		52 00
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Lard, Pure—

Tierces		0 30
20s		6 30
Cases, 5s		18 52
Cases, 3s		18 60

Compound—

Tierces		0 25½
Tubs, 50s, net		12 87
Pails, 20s, net		5 40

Cheese—

Ontario, large fresh	0 24	0 24½
Manitoba, large fresh		0 28½

Butter—

Fresh made creamery, No. 1 cartons		0 45
Fresh made creamery, No. 2		0 43½
Margarine	0 31	0 32

OUTLOOK FOR NUTS UNCERTAIN

The situation generally in nuts for Fall and Xmas business seems rather precarious. Efforts have been made to buy Tarragona almonds, last year's crop, the trade recognizing the impossibility of securing new crop in time for requirements, but the price including freight and exchange is considered practically prohibitive and would not permit of goods being sold over the counter at less than 40-50c pound.

With regard to filberts buyers have been acting in same way but with more success as far as purchases are concerned. However, a sudden change occurred in the situation at the end of last week when word was received by a local broker that 100 tons of filberts had been lost through the vessel conveying same being torpedoed. Unfortunately for the buyers, to renew the orders they will have to pay 15 shillings more per sack for the goods. These conditions practically apply to all kindred articles of European production.

Advices from New York summarize the situation in this manner: "Arrivals have been coming in more freely from Spain but the Spanish sellers know that the buyers have to come to them and have raised their prices. There does not seem to be much coming out of France at present."

"The situation on Brazils has not changed a great deal. The War Trade Board have issued licenses for limited quantities to a few local buyers, but the quantity for which licenses have been issued to date is not sufficient to have a material effect on the market."

Brazils for June and July shipment are offered at prices equal to local quotations which would indicate a higher market for these locally within the near future. Bordeaux walnuts show an advance of 2c during the week and almonds are also up about 4c in New York.



Food represents Life and Money

*Don't let it spoil
during the warm weather*

Food is of paramount importance in the world's present struggle. Every available means must be employed to conserve food for our Armies "Over There." To conquer the forces of despotism they must be fed—and well fed.

Our plan for co-operating with you in conserving perishable food stocks is an effective one. We invite every merchant to take full advantage of our offer to install one Refrigerator only, in every retail store in the Dominion, ON TERMS TO SUIT THE PURCHASER.

Our plant and equipment is equal to this undertaking. This special offer will last only during the early summer months. Hence quick action is advisable. The Eureka Refrigerator needs no introduction, having been in use for over 30 years from coast to coast. It has a nation-wide reputation for economy of ice, preservation of perishable food, and will keep meats longer (in an unfrozen state) than any discovery known to science.

A Eureka in every size for every purpose.

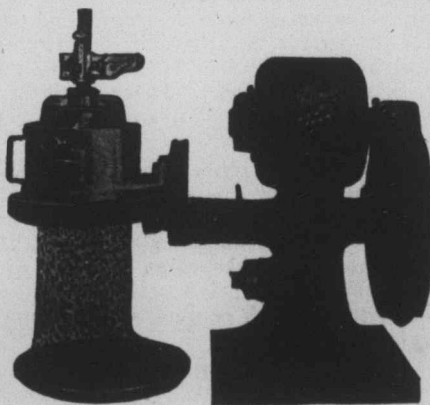
Save food now; we can help you. Write, 'phone or call

Eureka Refrigerator Company, Limited

11 Colborne Street, Toronto

WIN THE WAR BY SAVING EVERYTHING

How about your Scrap Bone?



Don't kick at the high price of eggs. It's not her fault; feed her *Ground Bone* and she's got to lay 'em.

How about a machine?

Write for catalogue and price list on these machines. All styles.

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

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547

Back Bacon

Skinned Backs

Boned Backs

Backs in Casings

Sugar Cured, Mild and Sweet.

These furnish a delightful change from Ham and Bacon.

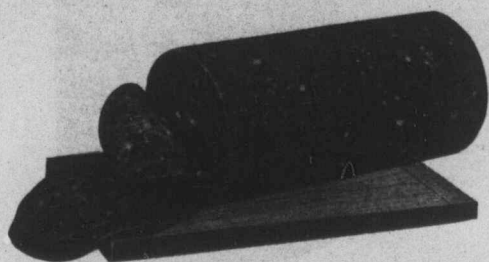
F. W. FEARMAN CO.

Limited

HAMILTON

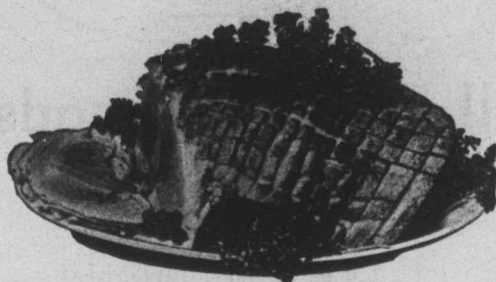
Summer days call for products like these—

HERE are delicious cold-luncheon treats for Summer days that will especially appeal to your customers just now. For the table or for the picnic basket they are equally suitable, and you will find them good sellers. No occasion to complain of dull times if you feature these trade-building lines in your store.



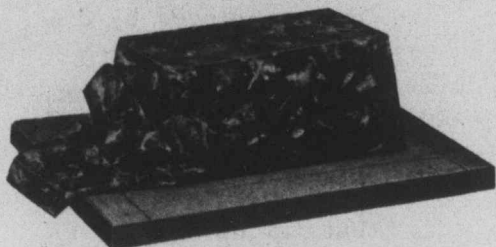
Davies Cooked Pressed Pork

Made from tender, lean trimmings (the choicest products of the hog), delicately seasoned and cooked in cylinder form. A good, steady trade-bringer to the dealer.



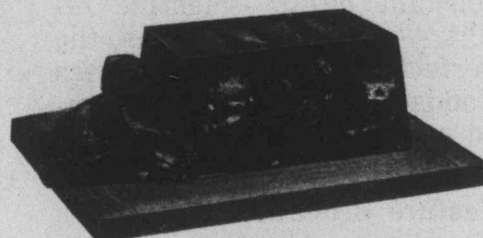
Davies Roast Pork

Savory roasts of choice pork (shoulders and hams), with or without dressing; cooked to perfection. A genuine **quality** line suitable for cold lunches or sandwiches. Very popular with the trade.



Davies Jellied Lunch Tongue

Made from tender pork tongues, mild cured and seasoned just enough to tempt the palate. Sells at a reasonable price, and shows a just profit to the dealer.



Davies Pork and Tongue

This product possesses the tastiness and appetizing qualities of tongue, while selling at the low price of other jellied meats. A splendid seller and every slice saleable.

We carry a full line of Cooked and Jellied Meats and shall be glad to quote you prices, either by mail or through our travelling representatives.

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL

TORONTO

HAMILTON

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



Sell The Sea Foods That Satisfy

Even the most particular people are captivated with the delicious flavor and goodness of the wholesome Sea Foods that are packed under the well known Brunswick Brand.

This peerless quality has only been attained through years of constant effort—scientific effort — directed towards the perfecting of a line of Sea Foods wholesome, full flavored and delicious enough to satisfy the most fastidious.

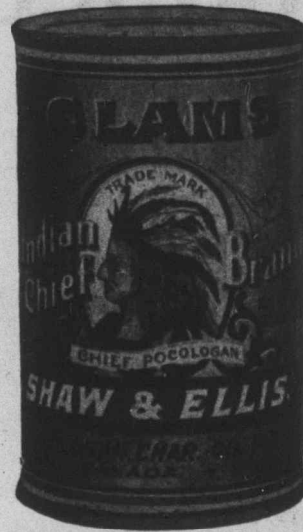
Feature Brunswick Brand Sea Foods regularly. Our list here-with:

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

Connors Bros., Ltd.
BLACK'S HARBOR, N.B.



Win new customers with this quality sea food



"INDIAN CHIEF" BRAND CLAMS

have that degree of super-excellence so much approved by discriminating people.

The rigid precautions taken in the process of packing and sealing preclude the slightest possibility of anything but tip-top quality in every can.

Indian Chief Brand Clams are sealed without solder or acid the very day they are taken from the beds.

At a time when fish foods are becoming increasingly popular, because of meat conservation, every good grocer should stock and push the sales of Indian Chief Brand Clams — the line of profit and customer satisfaction.

SHAW & ELLIS
POCOLOGAN, N.B.

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



Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax . N.S.

SMITH & PROCTOR - HALIFAX, N.S.

This is the Meat Slicer for You



WHEN you get a meat slicer get a real one. Get one you can depend upon for accuracy and reliability.

Get a slicer that will make your service more efficient and more acceptable to more people. That's

The Van Berkel

You've got the real one when you see the name "Berkel's Improved Patent."

The name is your guarantee. Avoid imitations.

The Hobart Mfg. Co.

149 Church St.
TORONTO

EGGS PAY A BIG PROFIT

When graded according to the *Star System*. It costs in time not over 5c per case and nets you approximately \$1.00. How many eggs do you handle yearly? Can you afford not to grade?

Don't say it can't be done for right now thousands of your Brother Grocers are doing it.

There are other features of the *Star System* equally interesting.

If you are in business for profit write us for our booklet No. 210. It tells all about it.

STAR EGG CARRIER & TRAY MFG. CO.
1620 JAY STREET ROCHESTER, N.Y.



Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

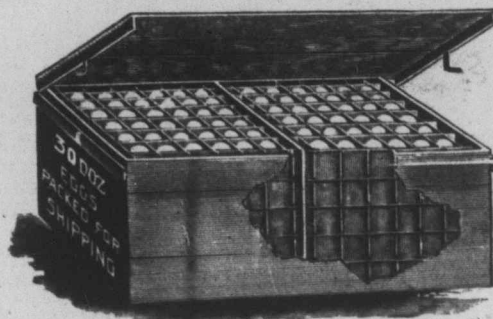
R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, MONTREAL, CANADA

You can still get Holbrook's Imported Worcestershire Sauce

at pre-war prices

Send in your order now and get the benefit of the pre-war prices still prevailing on this delicious customer-pleasing line.

Holbrook's is a repeater. And every sale puts a neat bit of profit in your cash drawer.

When ordering don't forget we supply the following: Imported English Malt Vinegar, Sardines, French Olive Oil, and Custard Powders, a ny flavor.

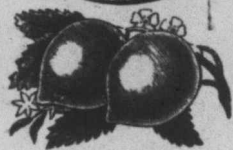


ROSE'S LIME JUICE

A seller worth showing always. A leader 50 years ago. The people's favorite today.

You can depend upon Rose's Lime Juice for good summer selling.

Order your supply now.



Holbrooks, Ltd.

Toronto and Vancouver

Canada Food Board License, No. 6-468

Drastic Moves to Keep Money in Canada

More drastic embargo measures are on the way at Ottawa, for as THE FINANCIAL POST says in a strong front page article this week:

"It is not believed that the present List under Embargo will be sufficient to right the Exchange situation."

Highly important economic points affecting the actual business in which you personally may be engaged in Canada to-day are discussed thoroughly in this leading article. Secure a copy of THE POST, and at the same time make the acquaintance of a business newspaper in which you will find real enjoyment, and many a pointer to practical advantage. Just run over this list of contents of the June 15th issue of THE POST:

Canada and U.S. Crop Outlook is Unprecedented.

Australia Open to Canadian Newsprint Mills.

Broad Spirit at Canadian Manufacturers' Convention.

Canada Badly Needs an Institute of Research.

Regulation of Salmon Profits Now Proposed. Profits of Banks Show Advance for Past Year.

Elaborate Plans for Rebuilding Halifax Homes.

How Embargoes Will Affect Our Imports.

Extensive Use of Trade Paper in This Country.

Fire Safety Starts at Home.

Conserving Natural Gas Will Affect Our Industries.

Saskatchewan Got Good Price For Its Big Issue.

Edmonton Has Scheme to Save Tax Delinquents.

Saskatchewan Municipalities are Prosperous.

Recommend That Government Develop Lignite.

Tariff Protection Necessary For Prosperity.

The last mentioned article is a verbatim report of the important address of S. Parsons, retiring President of the C.M.A., and embodies immensely important Canadian business matters. Many other articles in this number of THE POST are reported from the C.M.A. Convention at Montreal. Send for a sample copy of THE POST right now, and you will realize that as a Canadian Businessman's newspaper THE FINANCIAL POST is thoroughly fit and efficient to help your purposeful progress.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price (\$3.00 per year, or \$1.00 for four months' trial subscription) on receipt of bill.

Name

Address

C.G. 6C



ECONOMICAL Food Dessert

Junket Tablets are advertised in the leading Magazines and Journals for making economical food desserts with great possibilities for variety. And Junket is wholesome and delicious! All physicians and nurses have long known and used

Junket MADE with MILK

This great number of uses provides many sales — in almost every home. Can you afford to be without this product? Will you say you haven't it when asked to supply Junket Tablets?

Get acquainted with the 10-Tablet package that retails at 12c, with a good profit. Ask your jobber, or write.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada



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

Let them know you sell *Sani-Flush*

Any merchandising effort you devote to *Sani-Flush* will meet with quick response on account of making a direct connection with the demand created by the manufacturer's extensive advertising.

People need *Sani-Flush* for cleaning water-closets. A good many of them are simply waiting to be notified where it can be procured.

Always keep *Sani-Flush* in sight on your shelves and on your counters. Include *Sani-Flush* in your newspaper advertising and mention it when taking orders.

**Harold F. Ritchie
& Co., Limited**
10-12 McCaul Street,
Toronto, Ont.



Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

How to sell

OCEAN BLUE

is not a problem. It is merely a question of getting your customers to try the first 5 cent packet. After that, repeat orders follow as a matter of course.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.

The Gray Building, 24-26, Wellington St., W., Toronto.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta.—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon.—Creeden & Avery, Rooms 5 and 6, Jones Block, 477 Hastings Street W., Vancouver, B.C.



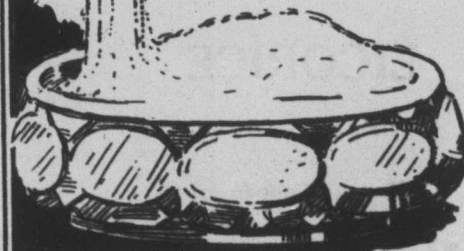
CENTURY SALT



---a salt that's
easy to sell

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

Be sure
your stock
is well
displayed.



THE DOMINION SALT CO LIMITED
SARNIA, ONT.



Every Grocer Can Have a Milk Business

Klim is pasteurized separated milk in powder form. It's genuine—the flavor proves it. Every one of your customers who will try Klim will become a permanent user, because Klim, being genuine, gives real results.

Recommend Klim for use in tea, coffee and cocoa and in all baking and cooking recipes which call for milk. Klim gives you a good profit on every sale and repeats regularly.

Your wholesaler carries Klim in 1 and 10-lb. tins.

CANADIAN MILK PRODUCTS LIMITED

10 St. Patrick St., TORONTO
10 Ste. Sophie Lane, Montreal

Also stocked by: W. H. Escott Co., Ltd., Winnipeg,
Regina, Calgary, Edmonton and Kirkland & Rose,
Vancouver

Y & S STICK LICORICE in 10c Cartons



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

Made in Canada by

National Licorice Company
MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots	Per doz.
Dime	\$ 1 15	
1-oz.	1 65	
5-oz.	2 45	
8-oz.	3 10	
12-oz.	4 65	
16-oz.	5 90	
2 1/2-lb.	14 60	
5-lb.	27 35	

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

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

	Per doz.
Screw Vae top Glass Jars, 16 oz. glass 2 doz. case.	
Blackberry	\$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant.	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.85 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 35
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 00
4's Tin, 12 pails in crate, per pail	0 65
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 10

BLUE

Keen's Oxford, per lb.
In cases 12—12 lb. boxes to case

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

	Per doz.
Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, 1/4-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	90

SWEET CHOCOLATE— Per lb.

Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 17
Diamond, 6-lb. boxes	30
Diamond, 1/4's, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS— Per doz.

Milk medallions, 5-lb. boxes	0 39
Nonpareil wafers, 5-lb. boxes	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 80
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95



The Same Perfect Milling

The same up-to-date, expensive machinery, the same careful supervision, and the same rigid baking tests are given our new Purity Flour (Government Standard) as were given the old Purity Flour milled before the present Government regulations were put into force.

PURITY FLOUR (GOVERNMENT STANDARD)

is a superior product milled from Western hard wheat—the best wheat in the world.

IMPORTANT! The recipes contained in the Purity Flour Cook Book are recommended for the successful use of the New Purity Flour (Government Standard).

Western Canada Flour Mills Co., Ltd.
Head Office - TORONTO

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

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Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

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9 Mincing Lane, London, E.C., Eng.

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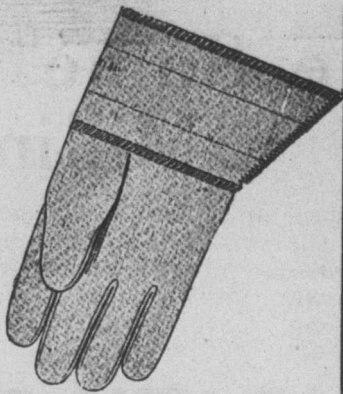
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is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



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REGISTERED BRAND TRADE MARK



Ask Your Jobber
TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

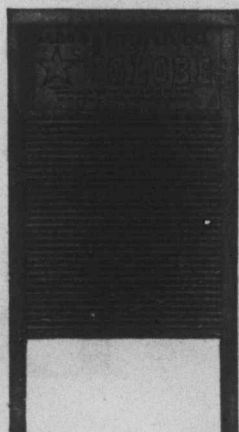
The American Pad and
Textile Company
Chatham, Ontario

Sell Cane's Zinc, Tin and Glass Washboards

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

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

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



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LIMITED
NEWMARKET, ONT.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

- Size—
2 1/4-quart Tall Cylinder Can
No. 1 Pint Cylinder Can
No. 16 Jar
No. 4 Jar
No. 10 Can

YUBA BRAND

- 2 1/4-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can ...
No. 10 Can

**BORDEN MILK CO., LTD.,
CONDENSED MILK**

- Terms, net, 30 days.
Eagle Brand, each, 48 cans. \$8 75
Reindeer Brand each 48 cans. 8 45
Silver Cow, each 48 cans. 7 90
Gold Seal, Purity, each 48 cans 7 75
Mayflower Brand, each 48 cans 7 75
Challenge Clover Brand, each 48 cans 7 25

EVAPORATED MILK

- St. Charles Brand, Hotel, each 24 cans \$6 40
Jersey Brand, Hotel, each 24 cans 6 40
Peerless Brand, Hotel, each 24 cans 6 40
St. Charles Brand, Tall, each 48 cans 6 50
Jersey Brand, Tall, each 48 cans 6 50
Peerless Brand, Tall, each 48 cans 6 50
St. Charles Brand, Family, each, 48 cans 5 50
Jersey Brand, Family, each 48 cans 5 50
Peerless Brand, Family, each 48 cans 5 50
St. Charles Brand, small, each 48 cans 2 60
Jersey Brand, small, each 48 cans 2 60
Peerless Brand, small, each 48 cans 2 60

CONDENSED COFFEE

- Reindeer Brand, Large, each 24 cans 5 75
Reindeer Brand, Small, each 48 cans 6 00
Regal Brand, each 24 cans. 5 40
Cocoa, Reindeer Brand, large, each 24 cans 5 75
Reindeer Brand, small, 48 cans 6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

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|------------------------------------------------------|----------|
| | Per Case |
| Carnation, 16-oz. talls (48 cans per case) | \$6 40 |
| Carnation, 6-oz. baby (96 cans per case) | 5 40 |
| Canada First, 16-oz. talls (48 cans per case) | 6 25 |
| Canada First, 6-oz. baby (48 cans per case) | 2 60 |
| Canada First, 12-oz. family (48 cans per case) | 5 50 |
| Canada First, 32-oz. hotel (24 cans per case) | 6 15 |

**W. CLARK, LIMITED,
MONTREAL.**

- Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.
Lunch Ham—1s, \$6.45; 2s, \$13.50.
Ready Lunch Beef—1s, \$4.45; 2s \$9.45; 2s, \$9.90.
Boneless Pig's Feet—1/2s, \$2.90; 1s, \$4.95; 1s, \$9.90.
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.45.
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.45.
Ready Lunch Asst. Loaves—1/2s, \$2.45; 1s, \$4.50.
Geneva Sausage—1s, \$4.95; 2s, \$9.45.
Roast Beef—1/2s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s, \$34.75.
Jellied Veal—1/2s, \$2.90; 1s, \$4.45; 2s, \$9.

- Cooked Tripe—1s, \$2.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.
Stewed Kidney—1s, \$4.45; 2s, \$9.95.
Mince Collops—1/2s, \$1.95; 1s, \$3.75; 2s, \$6.95.

- Sausage Meat—1s, \$4; 2s, \$7.75.
Cern Beef Hash—1/2s, \$1.95; 1s, \$3.70; 2s, \$5.45.
Beef Steak and Onion—1/2s, \$2.90; 1s, \$4.45; 2s, \$8.45.
Jellied Hocks—2s, \$9.95; 6s, \$29.80.
Irish Stew—1s, \$3.45; 2s, \$6.75.
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.
Boneless Chicken—1/2s, \$5.90; 1s, \$8.95.
Boneless Turkey—1/2s, \$5.90; 1s, \$8.95.

- Ox Tongue—1/2s, \$3.85; 1s, \$7.95; 1 1/2s, \$12.45; 2s, \$15.95; 2 1/2s, \$17.50; 3 1/2s, \$27; 6s, \$45.
Lunch Tongue—1/2s, \$3.45; 1s, \$6.75; 2s, \$15.50.

- Tongue Lunch—1s, \$6.75.
Beef Suet—1s, \$4.90; 2s, \$8.50.
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 5s, \$12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.

- Chateau Brand Concentrated Soups—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25; Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25; Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.65; Assorted, 1s, \$1.35; Soups and Bouilli, 1s, \$12.50.

- Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s, \$2.95; 3s, \$2.95; 3s, \$2.95; 6s, \$12; 12s, \$20.

- Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1 1/2s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.

- Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95.

- Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
Sliced Smoked Beef—1/2s, \$2.35; 1s, \$3.45; 4s, \$24.

- Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95.

- Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.85; 1s, \$2.50; 2s, \$4.80.

- Tongue, Ham and Veal Pates—1/2s, \$2.25.
Ham and Veal Pates—1/2s, \$2.25.

- Smoked Vienna Style Sausage—1/2s, \$2.45.
Pate DeFoie—1/4s, 75c; 1/2s, \$1.40.

- Plum Pudding—1/2s, \$2.45.
Potted Beef Ham—1/4s, 75s; 1/2s, \$1.40.

- Beef—1/4s, 75c; 1/2s, \$1.40.
Potted Tongue—1/4s, 75c; 1/2s, \$1.40
Potted Game (Venison)—1/4s, 75c
Potted Veal—1/4s, 75c; 1/2s, \$1.40.
Potted Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.

- Deville Beef Ham—1/4s, 75c; 1/2s, \$1.40.
Deville Beef—1/4s, 75c; 1/2s, \$1.40.
Deville Tongue—1/4s, 75c; 1/2s, \$1.40.
Deville Veal—1/4s, 75c; 1/2s, \$1.40.
Deville Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.

In Glass Goods

- Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.
Ox Tongue—1 1/2s, \$14.50; 2s, \$17.50.

- Lunch Tongue—1s, \$9.95.
Sliced Smoked Beef—1/4s, \$1.75; 1/2s, \$2.85; 1s, \$4.15.

- Mincemeat—1s, \$3.45.
Potted Chicken—1/4s, \$2.35.
Ham—1/4s, \$2.35.

- Tongue—1/4s, \$2.35.
Venison—1/4s, \$2.35.
Chicken Breast—1/2s, \$9.95.

- Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.
Peanut Butter—1/4s, \$1.45; 1/2s, \$1.95; 1s, \$2.45; in pails, 5s, \$3c; 12s, \$1c; 24s, \$0c; 50s, \$0c.

DON'T BLAME CENTRAL—
Consult the Telephone Directory



It often happens that when you have asked for a number and are connected, it is only to find that you have got the "wrong number."

If subscribers would only consult the Telephone Directory before calling, instead of relying on their memories, "wrong number" would not occur so frequently.

Why not adopt "Directory First?"

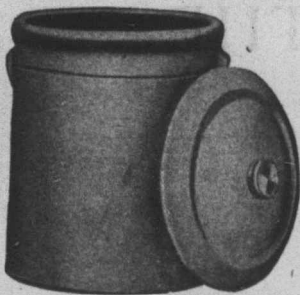
The Bell Telephone Co. of Canada

ECONOMY IS A WAR-TIME NECESSITY—PRACTISE IT!



June Butter

The best to pack for winter use



Tall Butter Jars

With or Without Covers
 1/4 gal. to 6 gal. at 15c per gal.

Show your customers how conveniently and securely they can stow away ample supplies of good June Butter in these Butter Jars.

Anything that will help reduce the high cost of living is sure to interest every good housewife.

The Butter Jars offer her a real opportunity to avoid the high winter prices of butter by putting away sufficient good June butter now.

Show these crocks in your store. Write now for folder showing complete line and prices.



French Pots

Black or White Glazed

The Toronto Pottery Co. Limited

617-618 Dominion Bank Bldg.
 KING & YONGE, TORONTO

Make BARNES

a feature of your Summer displays



This year more than ever before the demand for a real temperance drink like Barnes Grape Juice is certain to be considerably augmented. Dealers should keep an ample stock on hand and display it regularly.

The Ontario Grape Growing and Wine Mfg. Company
 ST. CATHARINES, ONTARIO

SMALL'S MAPLE SYRUP

Maple Butter



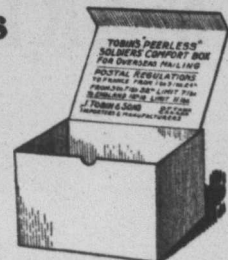
Maple Sugar

World's Standard For Nearly One Hundred Years
AT ALL JOBBERS

SMALL'S, Limited - Montreal, Que.

Tobin's "Peerless" Soldiers' Comfort Boxes

FOR OVERSEAS MAILING
 7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.



J. TOBIN & SONS (Sons on Active Service)
 Ottawa, Canada

"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.

CHICKEN HADDIES

(Registered)

"LILY" BRAND

THE NEW FISH FOOD IN THE
NEW SANITARY CAN. PACKED
IN OUR UP-TO-DATE CANNERY
ON THE SHORES OF THE
ATLANTIC OCEAN.



ASK YOUR JOBBER TO SEND YOU A CASE OF
THIS SEA FOOD—TAKE A CAN HOME FOR
LUNCH — YOU'LL LIKE IT, AND THEN YOU
WILL RECOMMEND IT TO YOUR CUSTOMERS AS
AN ECONOMICAL AND APPETIZING FOOD.

MARITIME FISH CORPORATION LIMITED

Head Office and Sales Dept.
MONTREAL

Plants at CANSO, N.S.
and DIGBY, N.S. |

WATSON & TRUESDALE, Winnipeg, Western Distributors

FRESH DAILY ARRIVALS
Mississippi Tomatoes
Georgia Peaches

Watermelons—Bananas—Oranges —
 New Verdilla Lemons expected this
 week—advise placing your order
 promptly.

Pineapple season practically over.

Get in touch with us for regular sup-
 plies—always having a good assort-
 ment arriving regularly.

ONTARIO GOVERNMENT
Fresh Water Fish

Good supplies arriving for this week.
 125,000 to 150,000 pounds from Lake Nipigon.
 Good Shipments from all other producing points.

The catch from Nipigon is running 75% Whitefish, the balance
 consisting principally of Trout, with good supplies of Sturgeon,
 Herring, Pickerel, Pike, Mulletts, etc., coming along from other
 points.

As regards getting supplies—

The Ontario Government, Department of Game and Fisheries,
 Sales Branch, have asked the different Cities, Towns and Villages
 throughout the Province to appoint dealers to act as distributors.
 The council may appoint as many dealers as they see fit, so that
 if your name is not already on the list, we would advise you to take
 the matter up with your Council and ask them to get in touch at
 once with the Department. We are only authorized to ship to
 the dealers who have been appointed as distributors.

If you have been appointed, send in your order—we are now in
 a position to take care of same.

Whitefish, Trout	Pickerel	Herring
11½c. lb.	8½c. lb.	
Pike	Mulletts	
9c. lb.	5c. lb.	
Sturgeon		20c. lb.

These prices are for goods delivered to your station. You pay
 express charges and when remitting include express voucher as
 part payment.

SELLING PRICE TO CONSUMER.

Whitefish, Trout	Pickerel	Herring
15c. lb.	11c. lb.	
Pike	Mulletts	
12c. lb.	8c. lb.	
Sturgeon		30c. lb.

If fish are delivered or cleaned, dealer has option of adding 2c. lb.

WHITE & COMPANY, LIMITED
TORONTO

Branch at Hamilton

Strawberries Big sellers. Qual-
 ity and condition
 very fine. Order
 freely. Fresh arrivals daily.

Tomatoes Mississippis now arriv-
 ing (4-basket crates).

Oranges Sunkist Golden Orange
 Brand, California Late
 Valencias, quality very
 fine.

Grape Fruit California Seedless,
 in flat half boxes.
 Sizes 32s, 40s, 48s.

Lemons California, fresh arrivals
 this week. Sizes 270s,
 300s, 360s.

And all other kinds Foreign and Domestic
 Fruits and Vegetables arriving daily.

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

Guelph, Ontario

PINEAPPLES

NOW AT THEIR BEST AND
 CHEAPEST

WATERMELONS
 FINEST CAR WE EVER HANDLED
 NOW ON TRACK FOR THIS WEEK.
 This will be last car we will have, as
 importation prohibited.

FINEST MISSISSIPPI TOMATOES
 Quality Never Better

NEW CABBAGE AND CARROTS

BANANAS

We can now give our customers steady
 supplies.


CALIFORNIA AND MESSINA
 LEMONS

FINEST CALIFORNIA VALENCIA
 ORANGES

DUNCANS LIMITED

North Bay Sudbury Cobalt Timmins

"McCASKEY"
ACCOUNT SYSTEMS
 For Every Business.
Send for booklet—
"A Credit Plan That Works."
McCASKEY SYSTEMS, LTD.
 245 Carlaw Avenue
 TORONTO



Custard that **ompels** **ustom**

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.
 Delectaland, Watford,
 England.

We always have a few carloads of
 2's and 2½'s

CANNING SHOOKS
 ON HAND

Write or wire for prices.

W.C. Edwards & Co., Limited
 OTTAWA, ONTARIO

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Jeffress, E. W., Ltd.....	9	Lemon Bros.	55
Jones, C. & J.	11	Litster Pure Food Co.	5
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Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

EXPERIENCED SALESMAN COVERING Western Provinces would handle additional staple lines on commission. Address Box 305, Canadian Grocer.

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

SALESMAN COVERING QUEBEC CITY AND District, is open to book several side lines: visiting Grocers, Butchers, Druggists, Restaurants. S. G. G., 384 Valier St., Quebec.

HEAD SALESMAN FOR FIRST-CLASS GRO-cery business at Lindsay, Ont. Apply stating terms to Box 408, Canadian Grocer.

SITUATIONS WANTED

ARE YOU LOOKING FOR ME?

FIFTEEN YEARS WITH CANADA'S BEST produce houses. From errand boy to Superintendent large plant. Three years successful business in grocery for self. Want a real responsible position with good prospects anywhere in Canada. Married, three children. Want time to settle up business. Don't answer unless reputable concern and willing to pay for right man. Box 399, Canadian Grocer, Toronto.

MISCELLANEOUS

GROCCERS—INCREASE YOUR PROFITS SELL-ing Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories; Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

When answering Advertisements please mention Canadian Grocer

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in **CANADIAN GROCER** may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. **CANADIAN GROCER** has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in **CANADIAN GROCER**. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

Navel Oranges

Nova Scotia and Georgian Bay Brand Apples

Tomatoes

Get in touch with us today

Lemon Bros.

Owen Sound Ont.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS, OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.

78 King Street, LONDON, Ontario

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes.
For Apples, green or dry; Cereals, Crackers,
Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

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.

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

60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

How many bad accounts are you carrying?

Every one of them represents a
loss of good money to you.

Isn't it about time you got after
those by putting the matter in
the hands of a capable agency
like ours.

We are well established and have
every facility for successful col-
lecting everywhere.

May we send you a sample of
our special form?

NAGLE MERCANTILE AGENCY
Westmount (Montreal), Que.
Established 1909.



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

**O
A
K
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S**

KNIFE



POLISH

JOHN OAREY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

**MAKE AND
KEEP GOOD
CUSTOMERS**

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

WALTER BAKER & CO. Limited

Montreal, Can. Dorchester, Mass.

Established 1780



PAPER BALERS

All-Steel
"Fireproof"

Made in 12 sizes.

Send for catalog.

Climax Baler Co.
Hamilton Ontario

Have you read page
63? It will interest
you.

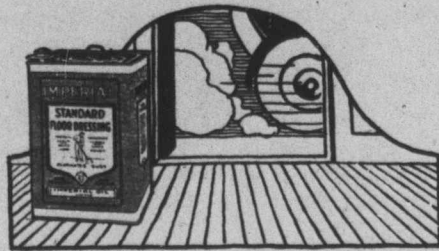


FIRST AID IN THE KITCHEN +

Tell your customers about Vol-Peek. Tell them how
easy the mending of leaky pots, pans, etc., becomes
when Vol-Peek is used. No tools necessary. And the
mended vessel is ready for use in two minutes or less.
Vol-Peek is put up in very attractive display cartons.
Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK



LAYING THE DUST

90% of the ever-present atmospheric dust in your store can be captured and held.

STANDARD Floor Dressing

does this and more in your store. It keeps the goods on the shelves cleaner and fresher looking, and adds a note of tidiness and brightness to the whole store.

It definitely lays the dust because it is a sanitary, non-evaporating, wood preserving product. A gallon will take care of 500-700 square feet of surface, and one application will last for several months if the accumulating dust and dirt are swept regularly with a stiff brush or broom. Easily and quickly applied with an ordinary sprayer.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

CANADIAN GROCER

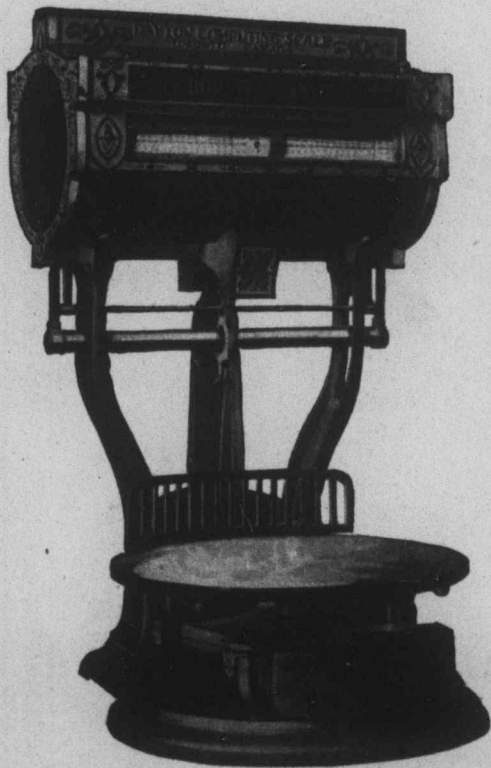
DAYTON

Automatic Scale

*The modern scale of
Justice*



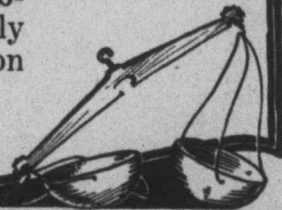
The Dayton—made in Canada.



The Square Deal Scale

Every grocer must now carry an enormously higher-value stock. Your profits, though, are not any greater. Certainly you must get every fraction of every cent that is coming to you on everything weighable in your store. Otherwise loss—maybe bankruptcy.

Here's the way to instantaneous weight and value—absolutely and infallibly correct—use a Dayton Automatic Scale.



Don't drift—the man who drifts, drowns.

Times are changing. Efficiency counts more than ever. Let machinery do your work wherever you can. Let the Dayton Scale give you absolutely, infallibly accurate, visible weight and visible value. Then you are sure of getting what's coming to you. We send our new circulars gladly on request.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

*The International Business Machines Co. Limited, Toronto, Frank E. Mutton,
Vice-President and General Manager, Manufacturers Dayton Scales, International
Time Recorders and Hollerith Electric Tabulating Machines.*