

In this Issue—ALBERTA R.M.A. CONVENTION REPORT

CANADIAN GROCER

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

Vol. XXXIII

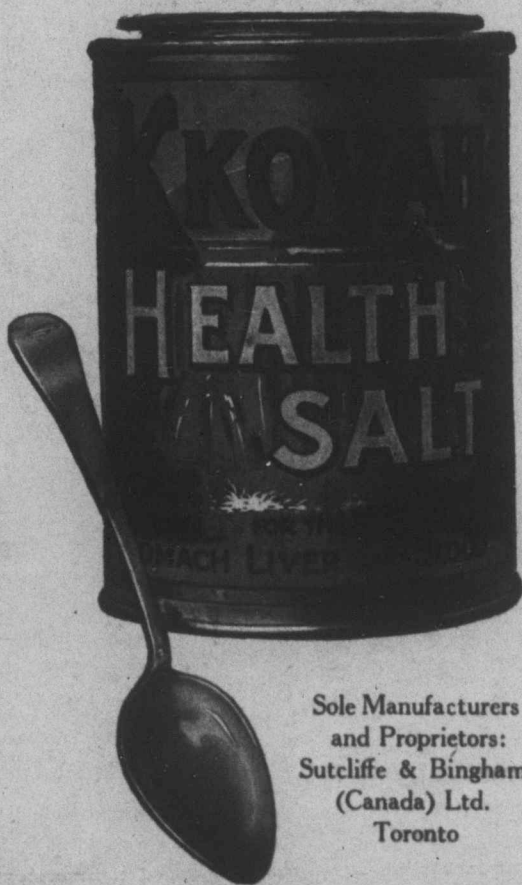
PUBLICATION OFFICE: TORONTO, JUNE 13, 1919

No. 24

Kkovah Health Salt

*A teaspoonful in the
morning makes life
worth living—*

*Makes you fit—
Keeps you fit—*



GOOD BUSINESS!

Kkovah health Salt means good business for you, because it sells at sight—there's no risk of dead stock! It's a saline of the highest quality, possessing tonic properties of unusual merit.

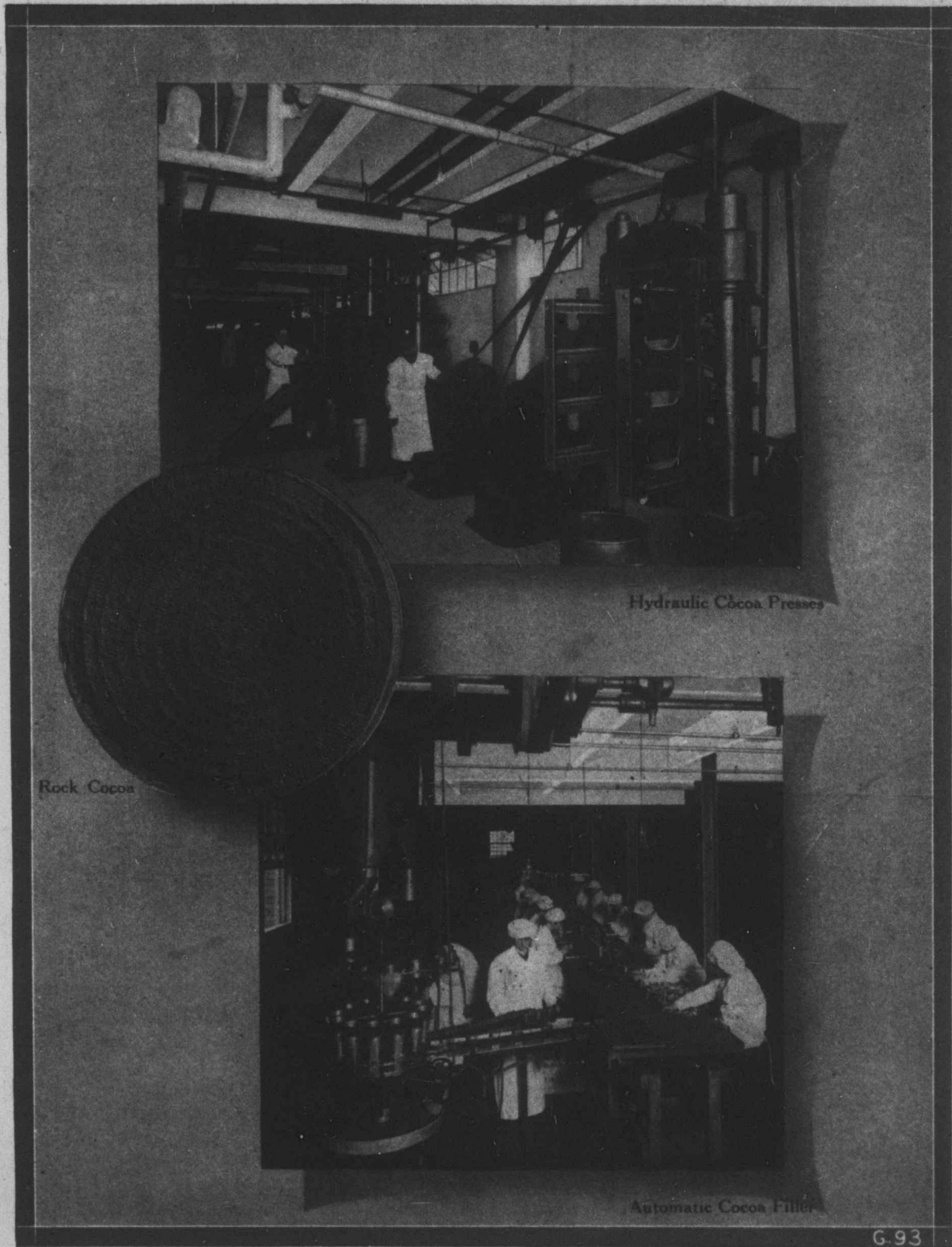
Make a display—it will sell itself. Extensive advertising creates the demand—its superior quality brings repeats.

Sole Manufacturers
and Proprietors:
Sutcliffe & Bingham
(Canada) Ltd.
Toronto

Made in Canada

*Selling Agents:
Maclure & Langley, Ltd., Front St. East,
Toronto*

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



COWAN'S COCOA

This illustration shows the immense hydraulic presses which separate the cocoa butter from the chocolate liquor. The solid cake remaining, as shown on insert, is pure rock cocoa, which when ground and sifted is ready for use in the home. The machine shown in lower part of illustration automatically weighs and fills the tins.

Made in Canada

BORDEN'S

fine for Outing Folk



Borden Milk Products are so splendidly convenient that they are everlastingly popular with campers, picnickers, summer cottagers, etc.



To such people the milk problem is not infrequently a source of worry. Dairy milk is sometimes hard to procure and when procurable is difficult to keep sweet and fresh.

These problems are entirely solved by Borden's. In the Summer Cottage, on the Camping Vacation or at the Picnic, Borden Milk Products will always be fresh, sweet and palatable.

Tell your customers about this. Emphasize Borden's in your Summer Window Trims.



Borden's

- Eagle Brand Condensed Milk.
- St. Charles Evaporated Milk.
- Reindeer Condensed Milk.
- Reindeer Coffee and Reindeer Cocoa.



Borden Milk Co. Limited

"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Bldg., Vancouver



Needed in every Home

THESE three big sellers, Imperial Parowax, Imperial Ioco Liquid Gloss, and Imperial Household Lubricant are household necessities.

Stock them and you will receive countless calls. These three Imperial products are all attractively put up in sizes to suit the trade. Considered from the quality standpoint or from the sizes of the packages, you can give in these three products better consumer values than in any others.

There is a good profit—a far more liberal margin than that afforded by similar products—in the sale of these three products. Put them in your show window and on your display counter. The profit they will bring will pay you well.

IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication
Branches in all Cities

B E A N S



We venture the opinion, Mr. Grocer, that most of your customers are more or less Bean eaters, and we are also sure that most of them show a decided preference for

CLARK'S PORK AND BEANS

WHY?

Simply because they know from experience that the CLARK label stands for quality combined with reasonable cost and that CLARK'S goods are always *what we claim them to be---the best.*

Get busy and sell

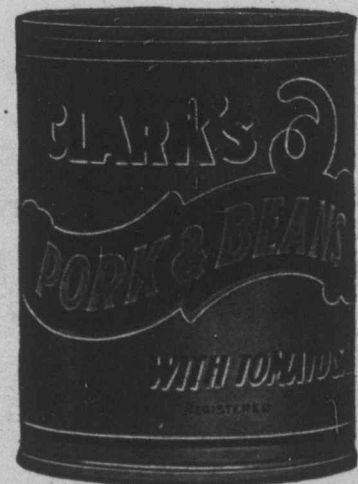
PORK AND BEANS

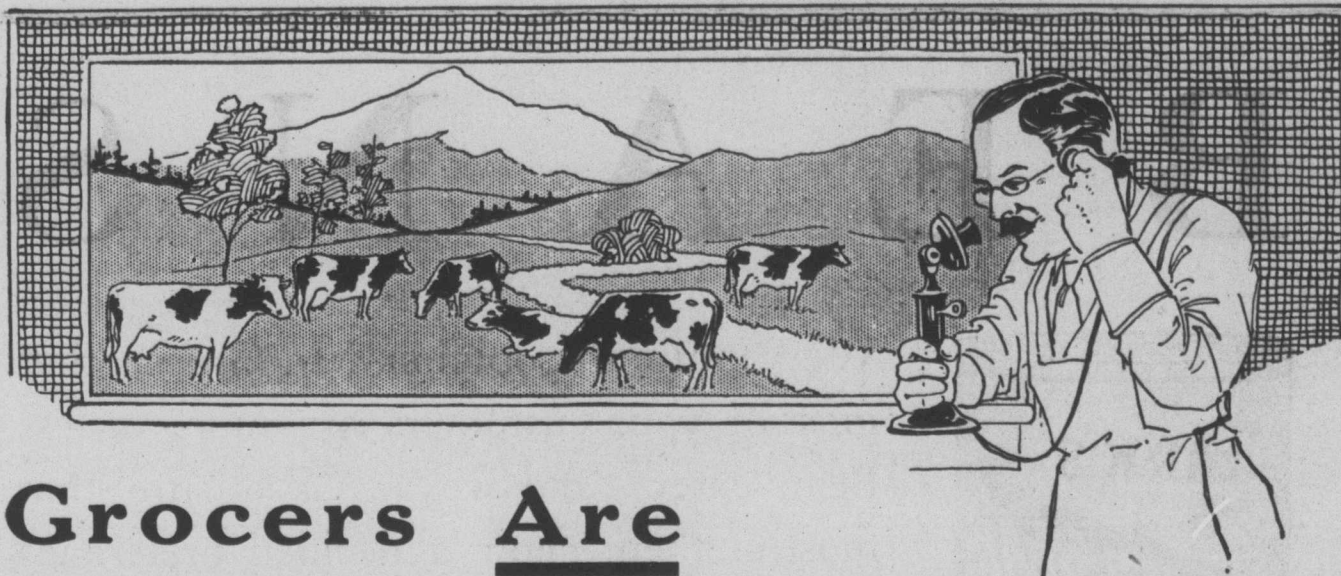
but buy them from

W. Clark, Limited



Montreal





Grocers Are Milkmen Now

It is only a few short months since we started to tell the people of Canada that they could *buy their milk from the grocer.*

Today the size of the Carnation business in Canada stands evidence of the success of our campaign.

Hundreds of grocers are now doing a *big* milk business. Before the big 1919 Carnation Milk Advertising Campaign is over this business will probably be doubled.

What of your share? A good stock of Carnation Milk is the first essential. A good window or store display is next.

Your jobber can supply you with Carnation Milk. For Carnation Milk display material, write our Aylmer office.

Send for a copy of *CARNATION NEWS*
a 12-page Educational newspaper Free.

Carnation Milk Products Co., Limited
Aylmer, Ont., Seattle and Chicago

CONDENSERIES at Aylmer
and Springfield, Ont.

Canada Food Board
Licenses 14-96 and 14-97

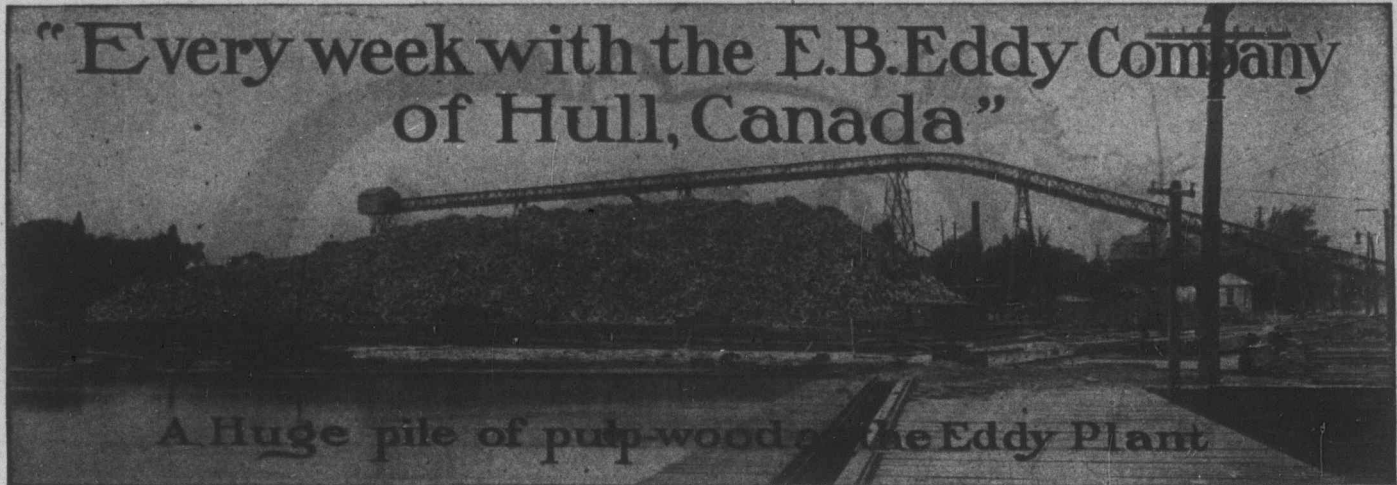
Carnation Milk

"from Contented Cows"

MADE IN CANADA

The Carnation News

ANNOUNCING THE WINNERS IN THE BIG PRIZE WINDOW CONTEST



Story for Week Dated June 13, 1919

Being No. 38 in the Series

How a Puff of Air Helps to Make an Eddy Co. Paper Bag

WHEN a little paper bag won't open its mouth to receive the goods it is to contain, the retailer blows it. Curiously enough air pressure has a good deal to do with the making of paper bags. It is perhaps not surprising, then, that they obey a puff of air also in the retail store.

When fed into the bag making machines, the paper from the specially made rolls is gummed on one side with a very pure starch paste, and then quickly caught by steel clutches and folded into the square shape of the well-known Eddy Company bag. There is now a square tube of paper in the machine, and it hurries rapidly on its way to the finishing process.

The sides of the bag as you remember are tucked neatly in. This effect is instantly produced by air suction which draws the paper tube in just as far as required. Meanwhile with lightning-like rapidity the bottom of the bag is being adroitly folded in by steel fingers, and securely fastened with paste.

Down comes the pressure of a rhythmical machine unit, and the bag flattened out neatly as you will receive it, is cut off from the tube with a serrated edge, and passes off to join the pile of those made ahead of it. The whole process takes only the fraction of a second, but it is accurately done in that time, and the bags are counted as made, the machine ringing a bell at every twenty-five. The girl in charge watches the output, and the processes of the machine, and any bag having the tiniest flaw or imperfection is discarded.



EDDY'S

**SELF-OPENING, BOX-SHAPED
GROCERY BAG**

Watch for articles in this series describing the
making of Eddy paper bags



They have the quality that
brings customers back
for more.



A Ready-Made Market

Many hundreds of merchants handle McCormick's Biscuits, for many reasons.

Chief of these are:—

FIRST—They are made of the purest and best ingredients obtainable.

SECOND—They are made under the most hygienic conditions in a factory where sunshine and cleanliness reign.

THIRD—The merchant who stocks up with McCormick's Biscuits has a ready-made market awaiting him. They are among the most widely advertised products handled by the grocery trade. *People ask for McCormick's and look for the Trade Mark.*

The McCORMICK MANUFACTURING COMPANY, Limited
LONDON, CAN.

Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N.B., Port Arthur

Canada Food Board Licenses 12-003, 14-166.

ENCOURAGE CANADIAN INDUSTRIES

THE Canadian consuming public is asked to encourage Canadian Industries by buying and using only Canadian-made products.

The Egg-O Baking Powder Co., Limited, is an out-and-out Canadian concern making a real Baking Powder.

It is financed by Canadian capital and the profits stay in Canada.

It is free from foreign control, in no way connected or associated with the Trust.

It is a real Canadian company making a high quality product for Canadians.

We are glad to say Canadians are appreciating this. Our business in 1918 in Ontario alone is 21 (Twenty-one) times what it was in 1915.

WHY? **THREE REAL REASONS**

The consumers are getting value for their money. The dealers are getting our co-operation and a good profit.

The jobbers are getting a square deal.

We are giving **REAL SERVICE**.

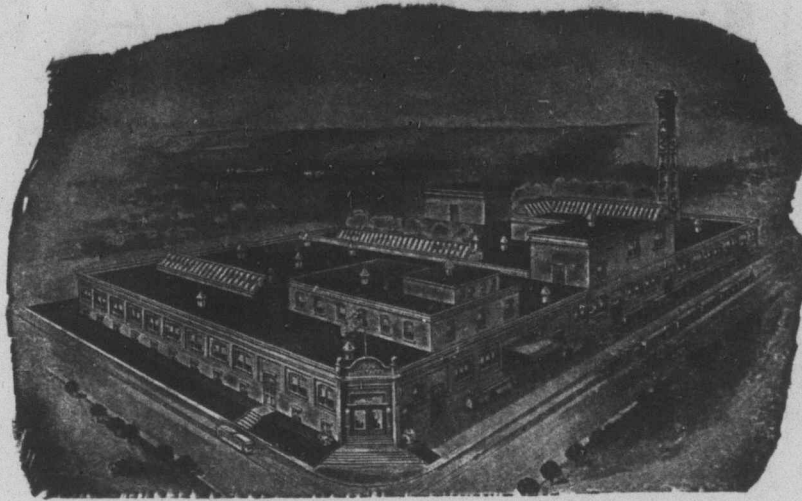


EGG-O BAKING POWDER CO., Limited

HAMILTON

CANADA

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

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

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

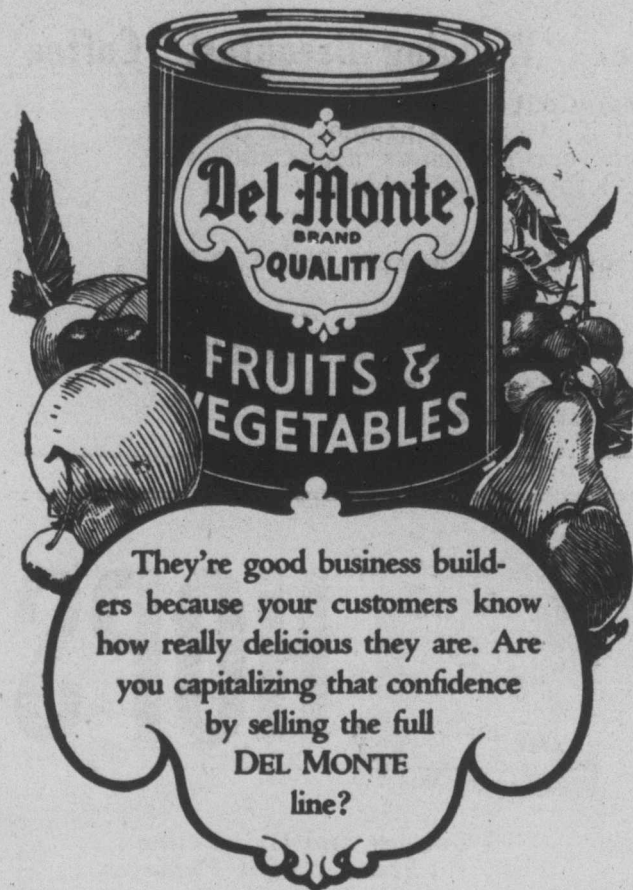
Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



Del Monte
BRAND
QUALITY
FRUITS &
VEGETABLES

They're good business builders because your customers know how really delicious they are. Are you capitalizing that confidence by selling the full DEL MONTE line?

Make Raisins Sell Freely



Women of Canada are learning to use Sun-Maid Raisins in many ways. So raisins have become a standard food in the home. Our extensive advertising reminds women continuously to keep raisins handy. By displaying Sun-Maid Raisins on shelves and in windows, you complete the series of reminders that make women buy raisins regularly.

SUN-MAID RAISINS

Three Varieties :

- Sun-Maid Seeded (seeds removed).
- Sun-Maid Seedless (grown without seeds).
- Sun-Maid Clusters (on the stem).

California Associated Raisin Co.
Membership 9,000 Growers
FRESNO, CALIFORNIA.

Imperial Rice Milling
Co., Ltd.

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed
BY

**The Nootka
Packing Co., Ltd.**
NOOTKA, B. C.

Packed in 1 lb. Talls
and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

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



She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make Arrow Brand Extracts, Spices, Baking Powder, etc.

Pioneer Coffee and Spice Mills Company
 VICTORIA AND VANCOUVER
 ESTABLISHED 1875

DESICCATED
 COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.
 Importers & Exporters
 VANCOUVER



HOPS

In Quarter and Half Pound
 Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
 Sardis, Agassiz,
 B.C.

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



Largest Hop Growers in Canada
 Write for Prices—Samples



Your Customers Will Like
**ALBATROSS
 BRAND
 PILCHARD**

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
 J. L. BECKWITH, Agent
 VICTORIA - B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

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

KELLEY-CLARKE CO. VANCOUVER, B.C.

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

B.C. Market?

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

M. DESBRISAY & CO.

Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

Little Bros. Ltd.

VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
800 CAMBIE ST. - - VANCOUVER

PETER LUND & COMPANY MANUFACTURERS AGENTS

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

SAY YOU SAW IT IN
CANADIAN GROCER

LET US QUOTE YOU ON ORIENTAL LINES

Isinglass, Electrical Goods, Brushes (all kinds), Camphor, Coconut, etc., Mirrors, Lead Pencils, etc.
Write or Wire for Prices. It means money to you.

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

IMPORTERS

Established 1905

EXPORTERS

EL ROI-TAN PERFECT CIGAR

Watson's

FISH PASTE
in 4 oz.
GLASS JARS

BLOATER
ANCHOVY
SARDINE
SALMON



Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

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

WINNIPEG, MAN.

Correspondence Solicited

Wholesale Grocery Brokers
Commission Merchants410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton**Joseph E. Huxley & Co.**

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

Macdonald, Adams Company

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

Say you saw it in Canadian

Grocer, it will identify you.

See Page 80 of this Issue,
it will interest you. It has
helped others, it may help
you.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

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

Canada Food Board License No. 6-480

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

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

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

SIX HOUSES IN WESTERN CANADA

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Commitments Solicited

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

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents 149 Notre Dame Ave. E., Winnipeg

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

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

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN
Free and Bonded Storage
5 floors—60,000 sq. feet.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

LET CANADIAN GROCER Sell It For You

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS



Furnivall's

Let Furnivall's be the dominant feature of your jam displays this season.

The Furnivall quality reputation will mean a good deal to you in bigger sales.

And the Furnivall profit margin is particularly good.

FURNIVALL-NEW,
Limited
Hamilton Canada
Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin, Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

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

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

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

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

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

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

JOHN E TURTON

Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

J. C. THOMPSON COMPANY

Brokers and Commission Agents
Montreal, P.Q.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers
ROOM 122 BOARD OF
TRADE BUILDING - Montreal

Paul F. Gauvreau

Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

MANUFACTURERS

We want Agencies for Food Stuffs
FOR QUEBEC PROVINCE
References: Royal Bank
NAP. MORRISSETTE
18 Jacques Square MONTREAL

WANTED

AGENCIES FOR
Butter, Flour, Cheese, Oats,
Beef and Dried Fish, Pork
Products.
Area: Guiana and West Indies
A. H. ROBERTS
GEORGETOWN DEMERARA

MARITIME PROVINCES

GAETZ & CO.

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

WHEN WRITING ADVERTISERS
KINDLY MENTION THIS
PAPER

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.

Mention this Paper When Writing to Advertisers

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

Make sure that your Grocer gives you

The New



The Golden Package is your Guarantee that you are getting the Golden Flakes Made by our new Process

W. K. Kellogg

MR. GROCER MAN

NOTE carefully Mr. W. K. Kellogg's signed message in the upper right hand corner of the page.

Mr. W. K. Kellogg, President of the Kellogg Toasted Corn Flake Co., Battle Creek, and the W. K. Kellogg Cereal Co., Toronto, Canada, has no connection whatever with any other company in Canada.

Mr. Kellogg is the originator of Toasted Corn Flakes and under his supervision many improvements have been made from time to time in the methods of production.

By the newest and latest process under which Corn Flakes are made today in Battle Creek, and in Toronto, Canada, greater food value, a more delicious flavor and a crispness can be imparted to the Corn Flakes which makes them in a sense an entirely different and more desirable food.

When you hand your customer the Golden Package wrapped in the Wax paper you are giving them the only Corn Flakes made in Canada that can be truthfully called "Kellogg's"

More than a million families enjoyed Corn Flakes this morning made by this New Process.

W. K. Kellogg
Cereal Company
TORONTO, CANADA

Kellogg Toasted Corn Flake Co.
Battle Creek, Michigan

Copyrighted U.S.A. and Canada, 1919



The sweetheart of the corn

To Cannery of
Fish, Fruit or Meat
U.S.A. and Canada

DO YOU WANT THE BEST
POSSIBLE NETT RETURN
FOR THE PRODUCT YOU
SHIP TO GREAT BRITAIN?

IF SO

Send full particulars of your production to Advertisers who sell direct to the Distributors throughout ENGLAND, WALES, SCOTLAND and IRELAND, and who will supply ideas and proposals.

Address, in first instance:

"ENERGY,"

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The completion of the European war means economy and system for the foundation and reconstruction of your business if same is to be carried on successfully.

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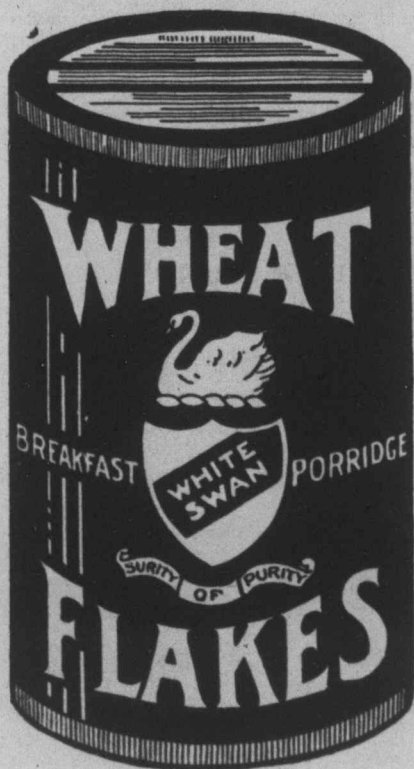
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E. NICHOLSON, General Manager

CANADIAN GROCER

Vol. XXXIII.

TORONTO, JUNE 13, 1919

No. 24

Remove $7\frac{1}{2}$ Per Cent. Duty on Foodstuffs

New Budget Wipes Out War Tax as Applied to Foodstuffs—Coffee Duty Lowered Five Cents and Tea From British Dominions Three Cents—Modification of Tax on Wheat, Flour and Potatoes—The Effect on Prices Considered

THE new Budget brought down by Sir Thomas White on Thursday last provided some items of material interest and importance to the grocery trade. The wiping out of the $7\frac{1}{2}$ per cent. war tax on all food commodities is a matter of unusual importance. This tax has been a factor in increasing costs ever since its inception and added to an already high tariff brought about in some instances almost prohibitive conditions. While this is the case, conditions at the present are such that its withdrawal will, in all probability, not be felt for some little time to come. The movement of food products to this country from foreign ports is at its lightest at the present time, and will not be at its height for some months. Present stocks were purchased while the old tariff was in force and there is of course no decline to be expected in these at present.

Fruit Will Show Effect Rapidly

The only place where the change may be expected to be felt at once is in regard to perishables. There is a constant movement of fruit and vegetables, and as these must be handled expeditiously the effect must be noticed here sooner than elsewhere.

Change in Tariff Favors British Grown Teas

There has been a notable change also in the tariff on tea and coffee. In the former instance the change only applies to the British preferential tariff, which is changed from 10 cents to 7 cents, while the intermediate and general tariffs remain at 10 cents. This means that Japan, Chinese and Java teas are placed at a disadvantage to the extent of 3 cents a pound. The Java crop has been an important factor in the Canadian situation during the past year on account of heavy shipments, many of inferior grade, which have arrived in Canada. This has been due, however, to the closing of Java's natural market through the mother country, Holland, to Central European countries. Japan and China teas will then be the chief sufferers from this discrimination. As conditions indicate advances in Indian and

Ceylon teas that will offset the declines there is a general feeling that the change will not affect that situation, though there is an impression abroad that these conditions might influence some of the package tea houses to change prices.

Sharp Decrease in Coffee Duty

In the case of coffee, stocks imported direct from the country of growth and production, and green coffee purchased in the United Kingdom is now taxed at the rate of $2\frac{1}{4}$ British preferential, and 3 cents general and intermediate tariff, in place of the former tariff, of 5 and 7 cents respectively. In the case of roast or ground coffee not imported from the country of production, this is reduced 5 cents a pound on all tariffs.

Wheat, Flour and Potatoes Also Affected

Under the new tariff, wheat is also free except from countries that impose a tariff against Canada, when the tariff charge is British preferential 8 cents a bushel, intermediate and general tariff 12 cents a bushel.

Wheat, flour and semolina, except as above, when the tariff is 30 cents a barrel British preferential, and 50 cents for general tariff.

Potatoes are also free except for the same stipulation. Countries maintaining a tariff on them being taxed $12\frac{1}{2}$ British preferential, and 20 cents a bushel general tariff.

Fruit and Vegetables Will Show Effect First

According to the opinion of prominent importers of foodstuffs, the removal of the Government war tax of $7\frac{1}{2}$ per cent. will be a factor in steadying prices, although the difference it will make in the actual quotation to the retailer, and ultimately to the consumer, will not be particularly marked. Fresh fruits and vegetables now coming on the market in good supply from the United States are about the first to benefit by the removal of the tax, for the reason that prices on stocks already in hand will of course remain unchanged, and only shipments from this time on will be benefited. As fruits and vegetables are arriving daily

they are the first to show a difference. One large dealer in fruits and vegetables stated that on a car of strawberries, for instance, the cancellation of the tax meant a saving of \$140. This, spread over an entire car, would probably mean a saving of a cent or two on a box. Shipments from the United States, other than Southern fruits and vegetables, are very small at this time, but in the Fall, with importations of raisins, currants, prunes, apricots, peaches, and all other lines of foodstuffs arriving plentifully, absence of the tax will have its effect on prices.

New Arrivals of Spice Will be Lower

An importer of spices told CANADIAN GROCER that they expected to be able to quote lower prices on new shipments of spices because of the removal of the tax, in the course of the next six weeks. Present quotations show no change.

R. B. Hayhoe, of Hayhoe & Co., Colborne street, Toronto, importers of teas, expressed the opinion that the reduction in the tariff will have very little effect on the tea market in bringing about lower prices. While it gives Indian and Ceylon teas a duty of 7 cents, as against 10 cents on all other varieties, this only applies to teas coming into the country from this time on, and the market for these teas is so much higher abroad than spot teas are being sold here. Mr. Hayhoe believes there is better value being given in the teas now on the market than will be possible in the future. The rate of exchange, he pointed out, is so high now that a tea costing 33 cents in Indian money will mean 40 cents in Canadian money. There are no Javas being shipped in here just now, as they would cost more than teas now selling on spot. During the years of the war Canada was a dumping ground for Java teas, because they could not be shipped into Holland and the United States. There are no Javas now coming on the market. Practically all the importers, Mr. Hayhoe remarked, had anticipated an extra duty on tea, rather than a reduction, and because of this belief, made haste to clear from customs all shipments of tea, before the announcement

of the budget. In fact, such a rush was made to get their shipments out of bond that extra officials had to be engaged.

No Lower Price Likely on Tea

Another large importer stated to CANADIAN GROCER that to import British teas now they would cost five and six cents higher than present market prices. Stocks among dealers at present are inclined to be small, the heavy stocks that have been carried for some time having been rapidly depleted, and the higher quotations on fresh stuff, he believed, will more than counteract any decline as a result of the tariff changes. The change in the tariff will likely have the effect of stopping Javas from coming to this market. Holland and the United States will likely be the markets for Java teas. Imports of teas to Canada in ten months in 1918 only amounted to nine million pounds, as compared with forty-six million pounds in the same period in the preceding year. This importer believed that there would be little justification for any lower quotations on teas. In fact, from the position of the primary markets, it is more likely that future prices will be higher.

W. H. Halford, managing director of the Meiji Trading Company, Montreal, in speaking of the effect the change in the tariff would have on Japan teas, stated that they would meet the situation presented by the preferential tariff, and that the cost to the consumer would not be influenced. That is the handlers will simply absorb the difference of 3 cents per pound. There is not likely to be any immediate effect noticeable, states Mr. Halford. It will be about four months before new Japan teas arrive, and this will give the handlers time to liquidate any stocks now on hand.

Mr. Lovelace, manager for Harrisons and Crossfield; Ltd., at Montreal, stated that he did not anticipate that there would be a great deal of difference from the preferential arrangement. "It will, perhaps," he states, "have the effect of diverting more Java teas to the United States, and it naturally will be of considerable consequence when Japan teas are concerned, for these, being so high now, will have to meet the situation."

Java teas, he thought, could probably be produced for less than Ceylons or Indians. Production of the latter two is already great and this is heavily taxed at times.

The change in the tariff will have little, if any, effect on tea, in the opinion of F. T. Shearns, of the Salada Tea Company, Montreal. The exchange on the Indian rupee is equal to an advance of about 12½ per cent. at the present time, which would offset any possible declines due to the reduction of 3 cents under the preferential tariff.

The Shortage Offsets Declines

J. L. Heureux, secretary-treasurer of R. H. Macey & Co. of Canada, does not think that the budget change on tea will have any effect to speak of.

"The Indians and Ceylons," he stated, "will be the same as before in the matter

of price basis, but, of course, will have the preference of 3 cents per lb." In the matter of Japan tea Mr. Heureux does not believe it will have any material effect. He looks for a general shortage of tea, owing to a shortage in production that is world-wide, while consumption is high and he believes that prices will be firm and higher than they are at this time.

Primary Advance May Offset Reduction in Tariff

Speaking of the effect of the tariff changes on possible coffee prices, W. S. Greening, of T. B. Greening and Co., Toronto, stated that with a steady primary market it would mean a decline in price equal to the difference between the old and the new tariff rate. Unfortunately, however, the coffee market was in a very excited state at the present time, with every indication still pointing to further sharp advances, so that the probabilities were that change in the tariff would merely be a means of steadying the Canadian market, the 5 cent decline in duty absorbing advances on further purchases, which must be made on the present high market, owing to the low stocks of coffee in Canada.

Mr. McGee, of Kearney Bros., Mont-

real, is of about the same opinion. The effect, he states, depends largely on the South American situation.

"If the markets keep strong, as they have been in the past," he said, "there will be no reduction. If, on the other hand, there should be reductions in the primary markets, or even if there should be a stayed condition, there may be a reduction of 4 to 5 cents per pound on coffee."

W. J. Roberts, of Grace and Co., Montreal, stated that it was hard to define the outlook on coffee with the information to hand. If the present reports received were correct it would seem that a mistake has been made in putting the tariff of 7 cents per pound on green coffee. The idea of such tariff, he stated, is to protect industry within Canada, and if the tax of 7 cents per pound as put on green coffee is correct, this would militate against the Canadian roaster, who brings practically all his stock in green. Mr. Roberts stated that the present information is rather vague from a practical point of view and seems ridiculous. He would anticipate that either a mistake has been made in sending the information out, or that subsequently this matter would be checked up.

Cost of Living Commission Begins Work Will Interrogate Retailers Who Protest Against Appearing Before Any Other Tribunal—Manufacturer and Wholesaler Will Also Appear Before Commission

By T. M. FRASER, representative of the MacLean publications at Ottawa

THE Cost of Living Commission has got to work and is holding daily sessions under the chairmanship of G. B. Nicholson, member for Algoma, who is taking a lively interest in the question. The following particulars showing the personnel of the committee are of interest:

SPECIAL COMMITTEE APPOINTED BY THE HOUSE TO CONSIDER THE QUESTION OF THE COST OF LIVING

Name	Occupation	City or Town	Province	Politics
Nicholson, G. B.	Lumberman	Chapleau	Ont.	Con.
Stevens, H. H.	Broker and Account.	Vancouver	B. C.	Con.
Reid, J. F.	Farmer	Arcadia	Sask.	Un.
Douglas, J. M.	Retail Merchant	Strathcona	Alta.	Con.
Davis, F. L.	Lawyer	Neepawa	Man.	Con.
Hocken, H. C.	Newspaper	Toronto	Ont.	Con.
Sutherland, D.	Farmer	Ingersoll	Ont.	Con.
Fielding, Hon. W. S.	Newspaper	Ottawa	Ont.	Un.
Davidson, A. L.	Lawyer	Middleton	N. S.	Con.
Nesbitt, E. W.	General Agent	Woodstock	Ont.	Un.
McCoig, A. B.	Farmer and Manufacturers' Agent	Chatham	Ont.	Lib.
Sinclair, J. E.	Lawyer	Emerald	P.E.I.	Lib.
Devlin, E. B.	Advocate	Ottawa	Ont.	Lib.
Vien, Maj. T. A.	Solicitor	Quebec	Que.	Lib.
Euler, W. D.	Commercial College.	Kitchener	Ont.	Lib.

It will be observed that there is only one representative of the retail merchants on the committee, but the interests of that body are being closely watched by E. M. Trowern, Dominion Secretary of the Retail Merchants Association.

At the first sitting of the committee, it was decided to ask the president's of the Boards of Trade, of the Labor Councils, G.W.V.A.'s, and of two women's associations in each centre, to call the retail dealers in their locality together

and take evidence and submit the same to the commission. The R.M.A. objected to having retailers appear before any body except the parliamentary commission itself. They feel that they have a good case, but they want the representatives of the people in Parliament to hear their story direct. "We asked for this

commission," they say, "and we want to appear before it, but we will not go before any other." The retailers also desire that the manufacturers and wholesalers shall also appear direct before the committee, so that all sides of the question may be fairly and properly ventilated. From a conversation which I had with the chairman, I believe that such is also his desire, and it is probable that some arrangement will be made whereby there will be direct representation.

Campers' Trade Instead of Soldiers'

Trench Box Business Disappearing, But Summer Trade is Booming Again—Everything is Going Well in This Line and Business Promises to be Brisk

"WHAT is going to take the place of the immense business that you have done in the way of sending parcels to soldiers, now that this department of your trade is fast being eliminated, with the speedy return of Canada's soldiers?" J. H. Reeve, manager of Michie & Co., Ltd., King St. W., Toronto, was asked the other day. Mr. Reeve replied that this trench business had been a big feature in the store's annual turnover in the past few years. Last year over 10,000 boxes were sent overseas. "We are still sending them, but of course nothing like we did before the armistice. It will, at its best, only last a few months more, and while some boxes are being mailed to civilians in the Old Country, as soon as the food situation there adjusts itself, this too will fall away."

This firm has received hundreds of letters from soldiers and others in commendation of the boxes that have been sent, and Mr. Reeve believes that with the return of these men to Canada, the store will have opened a vast field of new patrons, that they might otherwise not have had, were it not for the service rendered, in the way of supplying boxes for the trenches.

Campers' Needs Should Make Up Difference

But to return to the opening question, and what is going to supply the void, that is in the way of a special feature, and apart from the everyday run of a well-conducted grocery store. "We really haven't thought of anything yet," Mr. Reeve replied to the inquiry. "But the demand for campers' supplies should be better this summer," he added. "During the four summers of the war this business suffered a severe decline. Where previous to the declaration of war, we catered in a big way to the needs of the campers and summer cottagers, the war period saw very little doing in this regard. Now that conditions are returning to normal, this trade should witness a return to pre-war activity. In fact, we have already had some inquiries, and we look for good business in June, July and August."

Catering to Needs of Vacationists

"Previous to the war, we sent out lists with the articles and prices tabulated, that are mostly called for by campers and summer cottagers. This year we have not followed the usual procedure. This has been impossible because of the rapidly fluctuating market, and prices show so many changes that it would not be good business. We might not be able to guarantee the prices cited."

However, Mr. Reeve believes that

Canadian summer resorts will see a big influx of people this year. The majority of summer places were quiet during the war. There were no young men to go to them, and as young men figure largely in camping parties as a rule, and are almost essential for a pleasurable time in any summer colony, the majority of watering places were more or less forsaken. Then again, the insistence of war work, the imperative needs of the distressing times, rendered personal enjoyment even on the part of those who remained at home a secondary matter, and the call of the farm and the munition plant was more alluring than the call of the wilds.

American Visitors a Factor

"We should see a return of many of our American neighbors, who before the war made Canada the Mecca of their summer vacations," Mr. Reeve pointed out. "Before the war parties of Americans were our best customers in the summer months. Coming here on their way to some of the inland lakes, they always bought heavily of camping goods. Fishing and hunting parties bent on a two weeks' outing in the Canadian wilds were prolific purchasers of our special lines for campers. These include canned goods of all kinds, jams and marmalade, etc. In the days before the war we also completely outfitted the camper. Not alone in the way of edibles but we also provided tents, blankets, canoes, fishing tackle and other paraphernalia incidental to a successful holiday. The American tourist passed up the Canadian resorts and fishing grounds during the war. Before they became an ally, they remained away, because Canada was at war, and

when they joined forces with the Allies, they were too much engrossed in war activities on their own account to think of holidays. They were also more or less held to their own country because of the restrictions incidental to traveling from one country to the other. Their men too had largely enlisted in the country's army. Now with thoughts of war being relegated to the background, and soldiers returning to normal, healthy pursuits, there are being formulated plans for the summer vacation. With many this will mean getting back to their favorite lake or stream, where they were wont to linger in the days when war was not even thought of. Canada's sons who have been holding the lines in France and Belgium will gladly go again to these haunts, and active will be the plans and schemes in the next few weeks for this much looked for and long desired return to their favorite summer camp."

Thus in this way, with conditions generally contributing to an active summer camping season, Mr. Reeve looks for a big return in the way of business in camp supplies, and believes that with it once more established on the popular basis that characterized it before the war, it will more than take the place of the business provided by the sale of soldiers' boxes. "We are not sorry to see this trade pass, and to see it superseded by that of normal, peaceful times. It was nothing in former times to fill campers' orders entailing an outlay of anywhere from \$25 to \$100 and over, so it is evident what a profitable trade can be brought about by catering to the wants of campers and cottagers, who frequent our many watering places."

Ottawa Exchange Bureau Proves Success Enables Grocer to Keep Stocks Even, and Overcomes the Nightmare of Dead Stock—Whole Business Conducted by Committee of Grocers

OTTAWA, June 12.—The retail grocers of Ottawa have adopted a convenient and simple method of getting clear of slow selling lines. Having in view the fact that what one grocer might find a slow-selling line, owing to locality, class of trade or some other reason which will occur to any grocer, would go freely with another, it was suggested that a retailers' exchange market be established, where the retailers could exchange stocks of which, for one reason or another, they have a surplus.

This idea was suggested in Toronto some years ago, but the trade did not adopt it at that time. When proposed

in Ottawa the grocers expressed themselves as willing to give it a trial.

A blackboard is erected in the grocers' section of the retail merchants' rooms. Each member has a number assigned to him. If he has stocks on hand which he wishes to reduce, he puts a memo on the board, and his number opposite to it. If another merchant desires that class of goods he gets in touch with the advertiser through the secretary, and they deal direct.

This scheme has now been running in Ottawa for several weeks, and the grocers express great satisfaction with the results. A committee of the grocers administers the scheme.

Tea Stocks Have Been Reduced

Decreased Imports and Growing Demand Have Depleted Reserve Stocks—Increase in Prices Probable in Near Future

ACCORDING to W. G. McGee, of Kearney Bros., Ltd., Montreal, tea importers, extensive liquidation of spot stocks of tea has been going on in Canada for some time, and particularly within the last few weeks. In Mr. McGee's opinion, as expressed to CANADIAN GROCER, there will be a pretty close cleanup of teas in Canada within a reasonably short time if buying continues as at present. And then there will be a decided inclination to higher prices, for trading on the stocks in this country has been done on a favorable price basis.

Imports of Tea Show Sharp Decline

Mr. McGee pointed out that imports have so materially decreased since last September that there cannot possibly be a big surplus of good tea in the country, for there has been an even greater consumption of tea than usual, and the better grades have been among the big sellers. Imports have decreased, it is estimated, from 15,000,000 to 20,000,000 pounds within the past twelve months, and this means that much of the operations have been carried on out of stock held in Canada for some time past, some of it for several years. Wishing to liquidate their stocks, some have sold large holdings, as well as smaller ones, at prices that to-day's market conditions would indicate as very favorable from a price standpoint.

One of the reasons for Canada receiving so much tea from some foreign points is that of the availability of tonnage returning to Canada. Mr. McGee pointed out. During the war Java teas came into the country freely, and it was partly because shipping could be secured to bring supplies forward. As a consequence, holdings in the country were increased above normal, and the Government imposed the excise tax, being aware of the large excess imports. This surplus has been greatly decreased owing to the imports being far under normal consumption, and to the more active distribution of late, as retail merchants had allowed their stocks to run out before buying, in the expectation of lower prices.

Expects Higher Price

Once the present stocks of tea are disposed of, Mr. McGee is of the decided opinion that much higher prices will prevail. In fact, this is the only logical trend, for the prices at import points are very much higher. Just how long advances will be deferred is not easy to tell. It is stated that not only has trading between importers and jobbers been very active, but that country merchants are now heavy buyers as they have cleared themselves of what might be styled war stocks, which they were carrying since the beginning of the war because of the uncertain shipping and market conditions. The cost of production in the tea growing countries has in-

creased during the past few years, as elsewhere throughout the world, and transportation charges are and will be a considerable item in the laid down of tea for a long period. The Canadian market being now relieved of the excess imports and upon a more normal basis merchants will not be able to purchase at the low prices which have prevailed during the past six months.

Making a Specialty Selling Fruit

Takes Orders Ahead and so Avoids Possible Waste—Gets a Knowledge of Probable Requirements

MOST grocers make some special selling effort in the Summer season. With one it may be soft drinks, ice cream, cooked and tinned meats. Among all the Summer lines, however, fruit generally holds the highest place in the favor of the grocery trade.

J. E. Lillico, Charlotte and Park Sts., Peterborough, is one of those who has taken a special interest and devoted a good deal of attention to fruit sales.

Situated as he is, in the residential

BUILDING A TRADE IN BULK BISCUITS

McTaggart's grocery on Granville street is pushing Canadian-made biscuits to their trade. They have artistic displays of bulk biscuits near the front of the store, and to ensure every pound reaching the consumer free from the usual percentage of broken biscuits that attends the delivery of bulk biscuits, they have had a special folding carton made for the purpose. This carton bears suitable advertising matter, costs very little, and the fact that the carton does what it is aimed to do is evidenced by the increased biscuit business which is rung up on each day's sales.

part of the town, his business is largely done on the telephone. The biggest percentage of his orders are received in this way. Selling fruit in the Summer is one of his big lines, and one that has been attended with a good deal of success. He did not do so well last Summer as in former years, because berries, which usually were a big seller with him, were not so plentiful, and were rather expensive.

A Heavy Sale

"The Summer previous I sold between 1,500 and 1,800 boxes of berries," Mr. Lillico told CANADIAN GROCER. "As the strawberry and raspberry season came on I used to ask my customers, when giving me their order, on the telephone, how many boxes of berries they required for preserving purposes. In this way I increased my sales tremendously, and also had a good estimate as to how many I should order." Mr. Lillico believed such a plan was the best one to follow, as it wiped out the possibility of wastage, and was absolutely safe. He also handled, on a rather big scale, the other Canadian fruits as they came on the market, in a similar manner, and with equal success as in the case of the berries.

LICENSES NOT NOW NEEDED

There seems yet to be some uncertainty as to the question of licenses, and license fees are still being received at Ottawa.

The Canada Food Board is practically now a thing of the past, and one and only one trade remains still under license. The millers are the only ones now requiring a license of any description. There is also no further need to carry license numbers on counter check books or advertisements.

ARTIFICIAL MAPLE FLAVORS DECLARED ILLEGAL

D. R. MCGILL, chief analyst of the laboratory department of the Department of Trade and Commerce, has issued the following warning regarding the use of maple flavors:

"A considerable number of preparations are on the market, which make no claim to be maple products, but are intended to give the flavor of maple to simple syrup, thus producing a syrup which might be mistaken for maple syrup.

"Some of these articles may be made from the cambium layer of maple bark, others from birch bark, hickory and cherry bark, or mixtures of these and others from guaiac chips. Others again

may be made from coal tar products, etc. None of them furnish the true maple flavor, but they imitate it with sufficient success to find sale.

"Of course a maple syrup or sugar manufactured with such extracts must be described as adulterated under the Act. But it is not generally known that the flavor itself cannot be legally offered for sale. This note is published by way of warning to all interested, that such maple flavors as are above referred to will be held to violate section 29A of the Adulteration Act; and manufacturers and vendors will be penalized as provided by the Act."

UNQUALIFIED ADVERTISING A DANGEROUS PRACTICE

HERE is a tendency on the part of some merchants in their enthusiasm for the commodities they are selling to over-emphasize those qualities, perhaps to give them qualities that they do not really have, and in general to more or less convey a false impression in regard to these commodities. While such statements may be innocently made, they are a dangerous method of advertising, that should be condemned.

Recently a Hamilton, Ont., store advertised as follows:

Best
BLACK TEA
in Hamilton
2 Pounds for 90 cents

Now "best" is a useless kind of a word to use in advertising, for there may be many interpretations as to what constitutes the best. The intention in this case, however, was unquestionably to convey the impression that this tea selling at 45 cents a pound was of a better quality than anything else on sale in Hamilton.

There is of course room for a difference of opinion as to what constitutes a "best" tea, one dealer's idea of quality may differ from others. There are, however, certain generally accepted standards of grade, that are in a general way indicative of quality.

There is little doubt then that any advertising of this character intends to convey the impression that the tea advertised represents the generally accepted standard of quality.

No Tea Available at These Figures

Now at the time this advertisement appeared, there were no Ceylons offering at less than 45 cents at wholesale, while even Javas of very inferior quality were selling at 35 cents.

A general consensus of the opinion of

all jobbers of tea, which gives ample scope for the incidental variation due to personal opinions regarding quality, was, there was no good grade of black tea available on the market at less than from 55 to 65 cents a pound.

There is always of course the possibility, that the tea was exactly as stated. Occasionally it may be possible to pick up a job lot of tea somewhere or other, to sell at such a price—possible but not probable. The tea could not be bought in any open market for 45 cents, for any quality that could justly be called best.

There is very little doubt but that such a type of advertising does not represent more than usually acute buying, but rather a tendency to over-emphasize the value of the goods offered, and by so doing to discredit the offerings of other merchants. It is a dangerous type of advertising that fortunately is losing favor with the advertising public. If the tea was bought at an unusually attractive price, so that the advertiser could actually give an unusual value, the facts in the case would do more to stimulate the sale than a bald and unqualified claim of quality, while it would be rendering simple justice to the merchant who is dealing in the open market where such a thing as "best black tea" at 45 cents is plainly an impossibility.

Sells Fifty Cases of Drinks a Week

Mountain Store Does Fine Business in Summer Lines at Head of Incline Railway—Gets Much Passing Trade

SELLING of Summer lines is a big feature of the grocery trade carried on by M. Applebee, 297 Wentworth Street, Hamilton. Situated on the mountain, just at the head of the incline railway, this store gets a lot of business. Both in ice cream and soft drinks, Mrs. Applebee does an active trade. She does not make a point of selling soft drinks by the glass, but it is practically all by the case, and the ice cream is sold almost altogether in bricks. She does carry the cones, and sells a good deal of ice cream in this way to the children, but she has been successful in building up a very good business in sales of these lines on the regular orders of her customers. Light beer and ginger ale are big sellers, and Mrs. Applebee told CANADIAN GROCER that in the hot weather she sold as many as fifty cases in a week. In fact all through the Summer months, it was the usual thing for a customer to order some line of soft drink with her grocery order. Ice cream, of course, was sold over the

counter, people coming up the incline on their way home from business, at the lunch or dinner hour, would carry home a brick or two. "This is certainly a big department in our Summer trade," remarked Mrs. Applebee, "although we do all we can handle in general groceries too. In fact the soft drink business has been the means of stimulating our general trade.

Farmers' Trade Also

A good many farmers travel by way of the incline, and we catch a lot of their trade. Very often in purchasing soft drinks or light beer, having come into the store ostensibly for that purpose, they sometimes do not leave before buying a full line of groceries. This is one of the most encouraging features of our Summer trade. It has also made many permanent customers for us."

Fresh Fruit and Vegetables

Mrs. Applebee also makes a specialty of carrying the Summer fruits. She dis-

Continued on page 50

TABLE FOR FIGURING NET PROFITS

If your cost of doing business figured on sales is represented by one of the figures on the top line. And you mark your goods at one of the percentages on the first column above delivered cost.

	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.
25	10	9	8	7	6	5	4	3	2	1	00	1 Loss	2 Loss	3 Loss	4 Loss	5 Loss
33 1-3	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	00
40	18 4-7	17 4-7	16 4-7	15 4-7	14 4-7	13 4-7	12 4-7	11 4-7	10 4-7	9 4-7	8 4-7	7 4-7	6 4-7	5 4-7	4 4-7	3 4-7
50	23 1-3	22 1-3	21 1-3	20 1-3	19 1-3	18 1-3	17 1-3	16 1-3	15 1-3	14 1-3	13 1-3	12 1-3	11 1-3	10 1-3	9 1-3	8 1-3
60	27 1-2	26 1-2	25 1-2	24 1-2	23 1-2	22 1-2	21 1-2	20 1-2	19 1-2	18 1-2	17 1-2	16 1-2	15 1-2	14 1-2	13 1-2	12 1-2
75	32 6-7	31 6-7	30 6-7	29 6-7	28 6-7	27 6-7	26 6-7	25 6-7	24 6-7	23 6-7	22 6-7	21 6-7	20 6-7	19 6-7	18 6-7	17 6-7
100	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25

Your percentage of net profit is represented by the figures at the junction of the two columns.

EXPLANATION—If your cost of doing business is 15 p.c. of your gross sales and you mark a line at 25 p.c. above cost of goods, your net profit is 5 p.c. on sales—as shown in the diagram. If your cost of doing business is 18 p.c. and you mark a line at 60 p.c. above cost, your net profit is 19 1/2 p.c. on sales.

FIGURING PROFITS

The accompanying chart of costs has been issued by the Pure Gold Manufacturing Company, Toronto, for distribution among the trade. Far too many merchants are still working under a misapprehension in figuring their profits, that may leave them without a profit at all for their labor. This is a fruitful source of failure. With the accompanying scale the merchant is shown how to know exactly what he is making.

Dealers Choose Brand of Macaroni

Many Sell Goods That Are Considered Best Even at Higher Prices

DOES the customer, in the majority of cases, ask for any particular brand of macaroni, or does she merely ask for macaroni?

Investigations among a number of merchants give weight to the impression that macaroni is one of the products in which the merchant is more than ever the dominant factor in sales. In the majority of cases no specific name is suggested, and the merchant supplies the brand he has in stock, and he stocks the brand he is convinced in his own mind is the best. Seldom was it found he stocked more than one line, and in some cases where more than one was bought it was to make sure of sufficient stock.

It is, of course, possible that the housewife, in purchasing from her regular dealer, knows what brand she is going to receive, indeed this is more than probable for the majority of merchants do not stock many lines, judging by the evidence at hand. It is an interesting fact that different merchants lay stress on different brands, even where their places of business are largely in the same locality; and still the housewife in the majority of cases makes little or no effort to change from one brand to another. It is not a question of a merchant discriminating between brands that he stocks, but of creating a taste by his own personal preference for one line.

No Purpose Carrying Various Lines

C. Cross, Gerrard Street, Toronto, gives as his explanation of the fact that he is able to supply and satisfy his trade, while carrying only one brand of macaroni, that his customers have confidence in him to give them the best possible goods at a legitimate profit to himself. Some years ago he carried three lines of this product, but believes that he gained nothing by this policy. He could sell the one line as well as another, and consequently for some years he has stocked only the one line. He believed in this brand, and recommended it to his customers, and found that they took to it readily, and discontinued asking for any special brand, taking it for granted that the one they were sold would be the same as they had used before. "I found," he continued, "that stocking several brands necessitated the use of a fairly large display space, and entailed a larger investment so I dropped the other lines and stock only —, and I have had no complaints from my customers."

Grocer Creates Demand

H. E. McMillan, Pape Ave., Toronto, is handling two lines of macaroni, but he states that he will sell 90% more of the one than the other. He has educated

DEALER'S PREFERENCE SELLS MACARONI

The old "force the dealer to stock" policy that was believed by many in the past and some yet is happily dying a natural death, with a better understanding of the actual merchandising power of the merchant and his distribution problems. The right of the merchant to choose the line he wants to sell is his one big reason for being a merchant and not a slot-machine. The dealer who chooses wisely is the one who takes every possible point about an article into consideration. He does not jump at the conclusion that simply because one line is cheaper and allows him a better profit, that he must put that line into stock and back it up. Quality is perhaps the most important reason for stocking any line, and the merchant who adheres to quality is seldom off the right track.

his trade to take this particular brand by references to the qualities which he believes give it special quality, and now they frequently ask for it owing to his introduction of the line they have come to know and appreciate its uniform good quality.

Said Mr. McMillan, "My only reason for sending out an occasional package of the less popular brand is to get my money out of it."

Sells The More Costly Line

"I believe that I could sell my customers any brand of macaroni that I stocked," said J. Masdorp, Pape Ave., Toronto, "provided, always, of course, that I was satisfied that its quality was actually of the best. I am at present selling two brands — and —. Personally I prefer the former, and think it has a shade the advantage in quality. It cost me slightly more too, but despite that fact I sell it whenever I get the opportunity, for I am confident that it will give the best satisfaction, and that must ultimately result to my advantage."

Attractive Package Helps

The experience of H. B. Watts, of Pape Ave., Toronto, is somewhat similar to that of Mr. Masdorp. "I stock two lines of macaroni," he stated, "but I put all my selling effort behind one of these lines. It is a little higher in price and so does not show me quite the same margin, but on the other hand, it is a more attractive package, and in my opinion it is also better in quality. That makes it possible for me to lay emphasis on this line in selling. I fill all my orders with this brand, and only sell the other on some specific request. In the great majority of cases my customers do not ask for this product by name, but they ex-

Customers Expect Their Grocer to Supply Them With Quality Goods

pect to receive the brand that I have encouraged them to believe best."

W. R. McCaw, Roncesvalles Ave., Toronto, sells — macaroni almost exclusively. He handled — brand for a time, but has been unable to secure it lately. Customers sometimes ask for — macaroni, but a great many people merely ask for macaroni.

Does Not Object to Different Brands

Wm. Forster, 177 Roncesvalles Ave., Toronto, only a few doors away, also stated that he sells — brand, but had little difficulty in selling — brand when it was available. This brand sold very well, and people took it without question when — was not in stock on the statement that it was good, and they received no complaints about it. It also could be handled cheaper than the other, he found.

W. R. Macdonald, 169 Roncesvalles Ave., Toronto, sells — and — macaroni. He has found that the former is more in demand, and though he states that he has not tried to push any one brand, he has had no trouble in selling — to his customers when the line they have been accustomed to use is not in stock.

The Lyndroute store, also on Roncesvalles Ave., sells — and — macaroni and has found them both good sellers. "We used to sell a lot of another brand of macaroni which is not manufactured in Canada, but we have been unable to get it of late. We sold it largely when it was available, and got behind it almost exclusively. It could be purchased cheaper than — and we usually stocked heavily on it. We have no trouble selling any good brand."

M. Applebee, 297 Wentworth Street, Hamilton, is handling — brand macaroni with a great deal of success. She did stock —, but has not had any now for some time. She had little difficulty increasing the sale of — brand, and finds that her customers are well pleased with it. It can be stocked as profitably as any other kind, and the popularity that it has gained has been such that Mrs. Applebee carries only the one kind.

Canadian Made Goods Popular

James Osborne & Son, James Street South, Hamilton, is also finding that — brand is a big seller with them. Since he stocked it, he has found that his customers are as well pleased with it as with —, the brand he formerly handled. He experienced little difficulty in getting it before the people and had no complaints. When the foreign macaroni was unobtainable he handled it almost exclusively and has found the Canadian made goods a good seller with his trade.

P. M. Hedden, Wentworth Street,
Continued on page 55

Alberta R.M.A. Convention a Success

Retailers in Session at Medicine Hat Hold Lively Sessions—President Outlines Legislation—Resolutions Adopted Are Numerous and Entail Wide Discussion—Stockdale Was There

RETAILERS in Alberta got together at Medicine Hat for the annual meeting of the Retail Merchants' Association last week. A series of lively meetings was held and the discussion generally was very animated. This is one point wherein the sessions proved valuable—that is, in the discussion. It is this "open forum" idea which, when taken advantage of, proves of real value to those in attendance. Getting away from being just a listener can be a good thing. It opens up avenues from which knowledge is disseminated and absorbed. One comes away from such a gathering where ideas are exchanged feeling better—whether it is from helping the other fellow or being given a lift. The reports would indicate that the discussions proved a big feature of the Alberta gathering.—EDITOR'S NOTE.

President's Address

THE sixth annual convention of the Alberta branch of the Retail Merchants' Association of Canada was opened at Medicine Hat, on June 3, with an address of welcome by Acting Mayor Huckvale, on behalf of the city.

President I. G. Gaetz addressed the delegates at the opening session of the convention as follows:

Another year has passed since our convention last July in the City of Edmonton. We had thought that conditions prevailing last year commercially were very extreme, but as time progressed we came up against problems we never dreamt of.

The great conflict which has been going on for the last very near five years has been terminated, the armies of the allied powers have been successful, and right, not might, has prevailed. We do not wish to think of any particular part of the allied armies being instrumental in winning the war. They all did their duty, and have suffered very heavily since the conflict started in August, 1914. We do, however, look with pride on the accomplishment of our own civilian Canadian Army. They have covered themselves with glory and placed the name Canada among the nations of the world.

Our men are now returning to take up their life amongst us again. This will be no easy matter for them. The strain of the great war has, in lots of cases, unsettled our boys, making it hard for them to adapt themselves to the conditions prevailing here, which are so different to what they have been accustomed to for the last four years.

It behooves us, as a body of organized retail merchants, to do our part in assisting these men in every fair and legal way to become again a part of our national and commercial life. Some of these boys went away while so young in years that it is going to be difficult to re-establish them, unless something is done to help them along. I believe the Government is now planning arrangements to meet all cases possible. It is our duty to aid the Government and see that these plans are carried out successfully.

We, as retail merchants, have a great duty during the reconstruction period. It is our duty to employ all returned men possible. Many of our former clerks formed part of our Canadian Army, and all who have been spared, and returned to us, that wish to take up their former vocations in life, it is up to us to see that their positions are available.

The Great War Veterans' Association in

the different provinces of the Dominion are certainly taking a magnificent part in the reconstruction work, showing themselves in their actions to be very fair-minded and democratic in their principles. They will be a strong force in our national life, and it is up to us to give them our undivided support in every fair demand they make to our different governmental bodies, to aid in the re-establishment of their members in their different vocations, always remembering that had it not been for our volunteer army, together with our allies, that conditions might not be as favorable for us as they are today.

We are passing through a period of unrest in our Dominion to-day which most of us have never seen before, or never thought could occur. This is caused by conditions arising out of the past war and is supplemented by the high cost of living, the profiteering that has been carried on by the big interests, and other causes which I had hoped our Federal Government would have taken extreme measures to combat.

The strikes that have occurred in Western Canada during the past month have been very detrimental to our association. We, in the small cities and towns, have not been affected as in larger centres. I think it is very unfair that such a large number of our

citizens in Western Canada should be made to suffer inconveniences when concerted action of our Government could no doubt bring this situation to a satisfactory end.

Our Provincial Association to-day is in a better condition than it has been in for some time; our membership is larger to-day than it has been for some years. The conditions prevailing have impressed the retail men of the Province that organization is the only way to accomplish ends. We will in the next year or so find greater need of stronger organization, and it behooves every retail man to give his earnest effort to the success of this association.

It appears to me in order to successfully carry out our work in Alberta that we should have a Provincial Secretary in the Province. This secretary should be, I think, in the capital city of Edmonton. My reasons for this are, that he could keep in touch with the Provincial Government, secure the copies of the Bills before the Legislature that we wish to secure to better our conditions. I have felt this need very much during the present year.

I would also like to make some arrangements with the Retail Merchants' Association of Saskatchewan to remain affiliated with them, so as to derive the benefits of their very complete organization, in their different branches they have initiated for their members, making our Provincial office, as it were, a sub-office of theirs. I advocate this step because I feel it would very materially reduce our cost of expense in running our Provincial office.

I can never forget the great work the Saskatchewan Retail Merchants' Association has done in Western Canada in aiding the retail trade, especially their help in Alberta, as I know personally that we would not be in existence to-day if it had not been for their efforts. They have a very strong organization, the strongest in the Dominion. The reason for this is in the service they have given their members. They have instituted so many different branches, namely, collection of old accounts, collecting of excess charges on freight bills, fire insurance, checking fire insurance policies, and a number of other items. They have an expert in every department. These are some of the privileges we could secure by not separating from them, and I think satisfactory arrange-



Where the Convention Was Held.

ments could be made with the Saskatchewan executive along these lines.

Legislation

We met the Alberta Provincial Government and placed before them requests for the following legislation:

An amendment to the Hawkers' and Pedlars' Act, raising the Provincial fee from \$25.00 to \$100.00 per year on foreign companies operating in the Province and making it necessary to take out a Provincial license before a local license is granted; also that that section of the Foreign Companies Act prohibiting municipal councils from assessing a license be repealed.

Small Debts Act be amended as follows: 1, That the amount that can be sued under the act be raised to \$100. 2, The right of action in this district where the debt was contracted. 3, Providing for a garnishee summons. 4, Providing for a distress warrant.

An amendment to the Chattel Mortgage Act providing for preferential security on growing crops or crops to be grown covering the purchase price of such necessities of life as clothing, groceries, flour, meats, binder twine, etc. Such security to take second place only to seed grain liens.

The Factories Act was also discussed at some length.

Your executive were the means of having a course of commercial lectures given in the city of Edmonton during the last week in May; also in the city of Medicine Hat during the present month. This work has been carried on by the University of Alberta, and we hope is only the beginning of this good work.

In conclusion I wish to appeal to every retail man in the Province to assist this Association in their efforts to better the conditions of the retail trade. We wish you all to join with us, becoming members of the Association, boost for the Association whenever possible and help us to make this year the banner year for the Retail Merchants' Association in Alberta.

The epidemic of influenza which raged through this Western country last fall seriously affected our work of organization, throwing us behind some six weeks of two months, so that a large portion of Southern Alberta is behind, but two organizers are now busily engaged in bringing this up to date, and they are meeting with good success, increasing the membership to the Association at most of the points visited.

Moved by Mr. Beart, of Edmonton, seconded by A. F. LePage, Medicine Hat, that the President's address be adopted.—Carried.

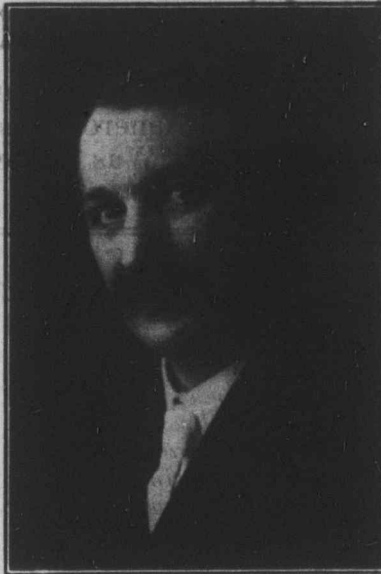
Treasurer's Report

N. J. McDermid, treasurer of the Alberta branch of the R.M.A., made his report to the convention at the Thursday morning session. The report contained the following statement of finances:

Receipts to Dec. 31, 1918, including fees		\$4,586
Disbursements	\$1,152	
Organizers' expenses	1,645	
Due Dom. Association per capita tax	382	3,180
Balance		1,635

The Alberta branch is not responsible for any part of the expenses of the Saskatchewan office from which the operations of the R.M.A. in Alberta are directed. A credit of \$500 advanced within the past few weeks from Secretary F. E. Raymond wipes out all liabilities of the Alberta branch.

The question of what Alberta members should pay for the services rendered by the Saskatchewan office was brought up. As outlined, Alberta has paid all its expenses with the exception of a pro ratio payment of office expenses.



T. A. GAETZ,

General merchant of Red Deer, Alta., elected President for the coming year.

President Gaetz explained to the 1918 convention Alberta was to pay 25 per cent. of the running expenses of the office at Saskatoon, though he added that this was not a hard and fast bargain.

W. J. Illsey, Calgary, thought 25 per cent. was too much for the service being rendered by the Saskatoon office to Alberta retailers. This proportion had been arrived at merely on the basis of comparative membership in the two associations.

The suggestion of a settlement with the Saskatchewan office was not favored by the delegates. On the other hand it was proposed to have the executive committees of the two associations meet and arrive at some working basis whereby Alberta might in future conduct its own affairs and handle its own finances.

A delegate from Edmonton suggested that the organization at Saskatoon give more service to Alberta retailers than had been done. He thought it unnecessary to talk settlement when Saskatchewan was handling the finances.

OFFICERS FOR 1919

President, T. A. Gaetz, Red Deer, General Merchant.

1st vice-president, A. F. LePage, Medicine Hat, Department.

2nd vice-president, Geo. F. Beart, Edmonton, Men's Wear.

Hon. secretary, J. W. Bawden, Lethbridge, Furniture.

Treasurer, N. J. McDermid, Calgary, Druggist.

Secretary, F. E. Raymond, Saskatoon.

The position of honorary secretary was the only one to change at the election of officers at the sixth annual convention.

Nominating committee consisted of following delegates: J. G. Robinson, Foremost; H. Hill, Taber; E. F. Purcell, Brooks; J. W. Bawden, Lethbridge; J. Kellas, Medicine Hat.

President Gaetz gave his opinion that a paid secretary should be appointed in the Province of Alberta, with office preferably at Edmonton, where legislation passing through the Provincial Government could be watched. He was of the opinion that the provincial membership could be greatly increased and better service given to Alberta retailers.

Secretary F. E. Raymond of the Saskatoon office was asked for a statement of the probable cost of maintaining an independent office in Alberta, and also for an expression of opinion as to the advisability of separating the provinces.

"I suggested that Alberta should take over its own affairs in 1917," said Mr. Raymond, going on to explain that when Saskatchewan retained the direction of affairs in Alberta at first one-half of the fees of Alberta retailers was kept in Saskatoon, where later \$7 was turned back out of the \$12 fee.

"We in Saskatoon merely wanted to put Alberta on its feet," continued Mr. Raymond, pointing to the fact that when the affairs of the province were taken over there was a deficit of some \$2,500 to be met. This deficit has been paid off now. In regard to giving greater service, Mr. Raymond pointed out that all the services of the Saskatoon office are at the disposal of Alberta members.

"During the year 1918 we received \$4,586 from Alberta," said Mr. Raymond, "but we lost half this amount by neglecting our work in Saskatchewan. We had two men with automobiles out as organizers, and before the cars worked in our province, at all they had spent several months in Alberta in the interests of organization."

Mr. Raymond explained that northern Alberta had been well worked by the organizers and that in places visited the old membership had been retained and in some places increased 100 per cent. Interest in the organization was increasing as was evident from the larger attendance at the present convention. No charge had been made by the Saskatoon office to Alberta for postage, stationery, staff expenses, depreciation on motor cars, etc.

At this point Mr. Raymond outlined the expenses of the Saskatoon office for one year which totalled approximately \$1,000 per month.

"Saskatchewan is willing to settle on the basis of the actual expense of carrying on the work in Alberta," added Mr. Raymond, who favored the idea of taking the responsibility for handling Alberta affairs out of his jurisdiction.

"A good secretary and a good organizer in the field could carry the work on successfully if we did not pay you five cents," said Mr. Raymond, pointing to the fact that the Saskatchewan organization started in 1913 in debt, while it now had \$6,000 to its credit.

A resolution to leave the settlement of the matter to the executive committees of the two provinces as soon as a joint meeting could be arranged was moved by W. J. Illsey, seconded by H. S. Ireland, Medicine Hat, and carried by the convention.

At this point President Gaetz addressed the delegates further on this subject, having in mind his long experience with the association.

"We should have a paid secretary in Edmonton," said Mr. Gaetz. "More attention should be paid to the Alberta branch of the R.M.A. Up until last February matters were very quiet regarding retail matters in the province. This is because we could not do anything else. Saskatchewan did the work. Conditions have now changed. Every day there are questions coming up in the province due to the reconstruction period being here. It is up to the retailers to be awake. Legislation affecting the retail merchants is coming up every day. The time has come when we should take some steps to combat certain legislation. We should have someone to look after our interests in the province and see that nothing more is put over

as has been done in previous years. I do not favor eliminating ourselves altogether from the Saskatoon office. They have put our association on the footing it has to-day. I have no doubt that a settlement will be arrived at between the two executives.

"I suggest that there be a good capable man secured for the position of secretary. It is better to have a man who does not need to devote all his time to the work. I suggest we open an office in Edmonton and have the secretary attend to all correspondence with retailers, etc. Freight claims should be sent for adjustment to the Saskatoon office. Some services it would not pay us to duplicate in this province.

Half Holiday and Early Closing

The question of setting aside a certain day for the half holiday each week and of securing legislation in regard to a stated hour of closing was proposed, though opposition was taken by several delegates to the discussion of this question which has so often been left with no solution.

Replying to Delegate H. Hill, Taber, President Gaetz stated that he had hoped to get some data from the retailers before the next session of the legislature. A Bill had been brought in at the last session but had been laid over. He had been informed it would come up before the next session.

"Premier Stewart told me the Retail Merchants' Association would be given notice before any Bills were put through affecting merchants of this province," said Mr. Gaetz, expressing his opinion that the only satisfactory way to settle the matter was to have a compulsory holiday declared on a specific day.

A. F. Le Page stated that the Government and Trades and Labor Council were appointing a commission to recommend which day was preferred for the holiday by the various municipalities. Merchants of Medicine Hat preferred Wednesday.

"The Government appointed a commission to sit in Calgary, Medicine Hat, and Edmonton," explained Mr. Gaetz.

"We want something that will apply to

all the people all the time," said Mr. H. S. Ireland. "This legislation will be framed on about 25 per cent. of the merchants and will not take into consideration the smaller towns where the merchants work much harder than we do."

Mr. Le Page thought it was the intention of the Government to consider the rural districts in the matter.

R. H. Anderson, Taber, thought the closing hour was a more important matter than that of a half holiday. "The retailer should not work 12 to 14 hours when other trades are working only 8 hours," said Mr. Anderson.

One delegate quoted Mr. Pingle, M.P., as stating that a Shops Act will be framed affecting every constituency, and that the Retail Merchants' Association should draft legislation providing for the taking of shops out of the Factories Act.

When meeting Premier Stewart, Mr. Gaetz stated that he did not know whether to ask for an amendment to the Factories Act or ask for shops to be taken out of that Act.

On the motion of Mr. H. S. Ireland a resolution making one of the first duties of the new executive the drafting of a Shops Act that would bring forth wise legislation for the whole province was put. The resolution further provided for the submission of such legislation to expert counsel so that no mistake will be made in placing the matter before the Government. The motion was carried unanimously.

The matter of early closing and the question of a half holiday are matters to be included in the resolution, taking into consideration the report of the commission.

Wednesday afternoon closing with a closing hour of 6 p.m. on week days, and 9.30 p.m. on Saturdays was favored by the majority of delegates present, though it was conceded that in many cases this plan would not work out to advantage.

Insurance Writing

The question of extending the services of the Retail Merchants' Mutual Fire Insurance Company of Saskatchewan to members in the Province of Alberta was a live topic at the convention, and action along this line was looked upon as one

of the important steps taken by the delegates.

President Gaetz brought the matter to the attention of the convention, expressing his opinion that he thought it advisable to have the insurance operative in Alberta.

"This is one of the services it would not pay us to duplicate" said Mr. Gaetz. "In order to operate here we must deposit with the Provincial Government a guarantee fund of \$10,000. A resolution was passed by the officials of the company in Saskatchewan that when 500 members could be secured in Alberta, each paying an application fee of \$5, that the company would deposit the \$10,000 and commence operations in Alberta. It was impossible at that time to do anything as 500 members were not in sight," added Mr. Gaetz.

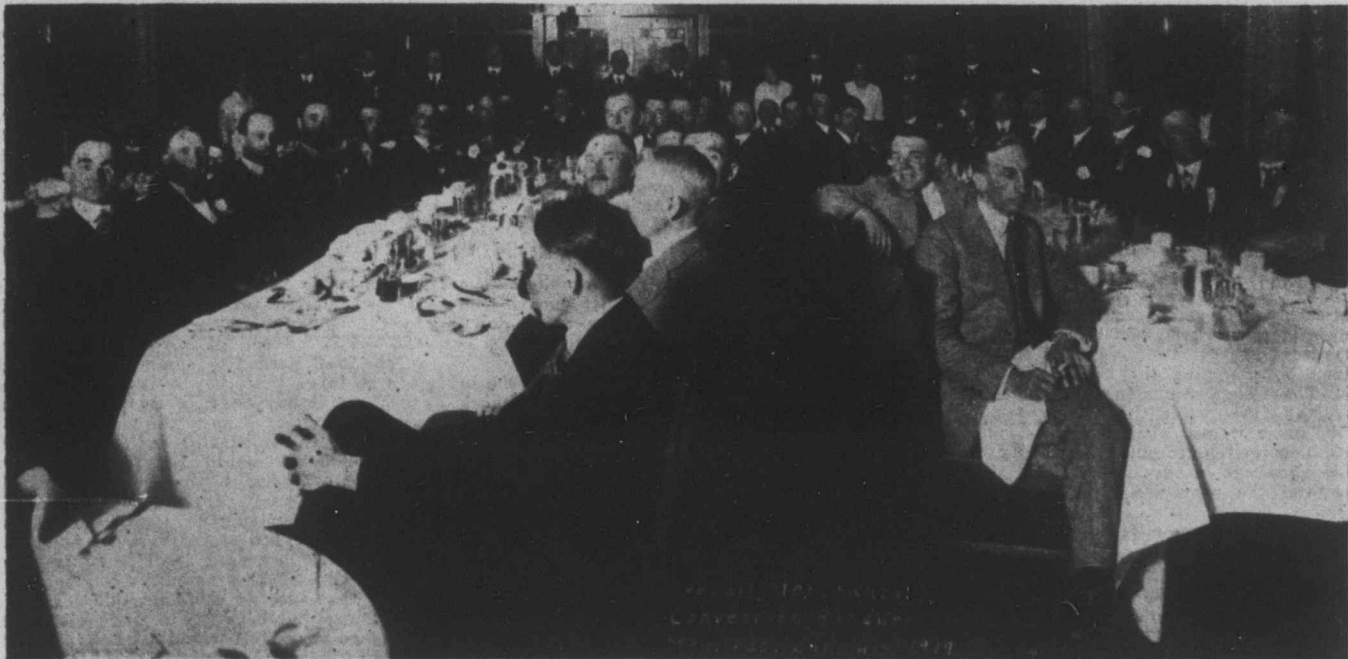
At this point Secretary Raymond took the floor to explain the matter in detail, pointing out that with the deposit of \$5 each by even 300 members he thought the matter could be arranged satisfactorily. Explaining the benefits of the organization Mr. Raymond explained that over \$1,000,000 of business is in force to-day with \$60,000 of a surplus.

As to premium payments Mr. Raymond pointed out that where the board rate is, say, \$40, this amount is deposited to the credit of the policyholder as a guarantee premium deposit. The assessment of the R. M. company has so far been equivalent to only 75 per cent. of the board rate. The guarantee premium deposit is merely a guarantee that the policyholder will pay his assessment.

The saving on a \$1,000 policy would be equal to the membership fee in the association, and this could be used as an argument for increasing the membership of the R.M.A. Last year the risk had been increased to \$2,000 in country places and to \$4,000 in cities. The doubling of the risk taken naturally doubles the saving to policyholders.

Mr. Raymond stated that the company could afford to assess at 50 per cent. of the board rate but that the assessment of 75 per cent. was made to help in building up a surplus so that the amount of risk can be increased.

The \$5 application fee is a guarantee of good faith desired by the directors of the company. The money is held in trust and



Banquet of the Alberta Retail Merchants' Association in Convention at Medicine Hat, last week

returned if no business is written. This is not an annual fee and it furthermore covers any number of business places owned by an individual merchant.

Board adjusters are employed, and the expenses of adjusting distributed pro rata. Losses of the Saskatchewan company in 1918 were about \$5,000. Only members of the association are insured.

J. B. Gillies, Edmonton, thought this matter was one of the "big things" the association had done and stated that he could speak for Edmonton merchants in saying they would be willing to avail themselves of the opportunity.

On the suggestion of President Gaetz, that each member work up his own territory, offers were forthcoming from E. F.

Purcell, Brooks; J. B. Gillies, J. W. Bawden, Lethbridge, and others.

A resolution proposed by J. B. Gillies, requesting the new executive to take active steps to have the R. M. Mutual Fire Insurance Company's advantages placed before the retail merchants of Alberta Province as soon as possible, was seconded by J. W. Bawden, and carried.

Resolutions Cause Wide Discussion

Wholesalers Aid Chinese Merchants

A RESOLUTION which brought forth much discussion during the Wednesday morning session of the convention was that dealing with Chinese engaging in the grocery, restaurant and confectionery business. Mr. Watson, Grassy Lake, called the attention of the retailers to the dire need of action, particularly in the smaller centres.

"In Grassy Lake we have four Chinese joints and a fifth one is soon coming. This class of competition is unfair," said Mr. Watson. "The Chinaman lives on very little, and unfortunately seems to have the sympathy of a large number of our white townspeople. The Chinaman never takes a holiday and in our case the Chinese stores were open even on Sundays up until a short time ago. Many farmers find it more convenient to come to town on Sunday than any other day and they buy from the Chinese and pay cash for their purchases, whereas, they expect and get credit from the white merchant. In our case sanitary inspectors advised the local health board to close the Chinese places of business, so unsanitary was their way of living and in close proximity to the food-stuffs being sold in the store.

Club Together

"The Chinese club together and are able to undersell us," continued Mr. Watson, "and when I brought the matter to the attention of the wholesale grocers they say, 'If they don't sell to the Chinaman then someone else will.'"

A resolution empowering the executive to use its influence to bring about similar legislation in Alberta to that adopted by the Province of Manitoba in regard to the Chinese question was proposed by Mr. Watson and seconded by Mr. J. H. Anderson, Taber.

"The yellow race is coming in as a thief in the night," said Mr. Anderson. "You in the larger centres do not see it as vividly as we, but we see that these people are taking away our very birthright. There is one feature of the Chinese labor question with which we cannot cope, and that is their apprenticeship system of securing labor. The Chinese merchant who has been in business here returns to the Old Country and brings out ten boys, paying the head tax in each case. These boys return in labor the equivalent of the tax, while the merchant has to pay the union wages. This is one reason why the Chinese merchant can undersell us. The yellow race can never assimilate with the white and the sooner we realize this the better."

A Serious Matter

H. S. Ireland stated that the growth of Orientalism in Canada was a very serious matter and one to which the Retail Merchants' Association could well devote much attention.

"I charge it to the wholesale grocer that the Chinaman has the support of the wholesaler," said Mr. Robinson, amid an outburst of applause, "and I could name the wholesaler," he added, speaking of his own district.

NEXT CONVENTION

The next convention is very likely to be held in the city of Calgary. The matter was left to the Executive for decision, but president Goetz expressed himself in favor of Calgary, thinking a meeting in that city would do most good for a local organization of retailers.

Calgary delegates presented a strong case for taking the next convention to that city.

Continuing, Mr. Robinson stated that in his town no white merchant was handling confectionery because there were five Chinese "dumps" selling ice cream and candy.

"The membership of the Retail Merchants' Association will be increased and its members will become more active if they know the Association is working along this line in their interests."

Mr. Fraser, Pincher Creek—"The solution of this problem is in our hands and we can lay down an ultimatum to those on whom we depend for our supplies as to whether they are going to supply the Chinaman or the white man. If we keep a stiff upper lip in our dealings with the wholesalers we will solve this difficulty."

Local Conditions

Mr. Hill, Bow Island—"Local conditions affect us first. In our town there are three Chinese employers and twenty-two Chinese employees. They are not spending a cent in the town. They buy their foodstuffs from the wholesaler and clothing from the larger centres. The Chinaman has no honor. They give their word of honor to close at a certain hour and then deliberately remain open as long as they please. Much of the sympathy with the Chinaman is because he gives a service by keeping open at all hours which no other class of merchant will do.

"We may have to resort to violent means if our legislators do not take action."

Mr. Hill stated that in a Montana town a Chinaman is so disliked that if one is seen on the street he is promptly knocked down and when taken in hand by the police is fined for disturbing the peace.

"If I am appointed Justice of the Peace in Bow Island, I will get white men to knock down all the Chinamen and we will fine the Chinks \$10 and give \$5 to the white man who started the trouble," said Mr. Hill in conclusion.

A delegate from Lethbridge stated that the Great War Veterans' Associations were in accord with this movement, but they were delaying action until the R.M.A. stated their position.

Urges Co-operation

Frank Stockdale made a passing reference to the Chinese problem before opening his address on "Opportunities in Retail Advertising."

"While you do not want to mix your civilization with the Chinese, you want to learn one thing from them," said Mr. Stockdale

"The Chinese are winning because they know how to work together, and when merchants come to this point the Chinese question will vanish. If it requires to wipe two hundred retailers out of business to accomplish this end it will be well worth while. One merchant cannot stand alone against the Chinese combined. As regards the wholesaler you will find the reason he likes the Chinese business is because when he sells one he sells the whole group, because the Chinese stick together in their buying. A programme of education among retail merchants is very much needed, and we can well start with the solution of the Chinese problem in our own cases in our own towns."

Other resolutions adopted at this session were as follows:—

Grants to Soldiers

Moved by G. F. Beart, Edmonton; seconded by J. M. Cooper, Medicine Hat. "The executive should forthwith proceed to give its support to the granting of a bonus to all returned soldiers of the Great War, varying from \$1,000 to \$2,000 each, having regard to the details of their service. That this resolution be forwarded to the Dominion Secretary to be presented to the authorities concerned."

Mr. Beart, who moved the resolution said he had talked with many returned men and acquired their viewpoint. One old soldier who had served in this war and had also sent his two sons, had told him of the Rhyl riots which he had said was the "first evidence of the stupidity of the Canadian Government."

Few of the men in big centres had homes and thousands of them were without work or homes. The street corners every night were occupied by soldiers openly preaching disloyalty and Bolshevism. The authorities left them alone because if they were roughly handled they would grow and spread into thousands.

It must be recognized that Canada only gives a summer's work and but seldom gives a working man a full year's work and this year when everyone is highly strung, hysterical and ready to fly off the handle it is well to remember that when fall comes we will have spent our money."

Land Settlements

Regarding the land settlement scheme, Mr. Beart said the terms offered to the soldier by the Government were almost as good as the C.P.R. offered to anybody and the size of the staff needed to administer the scheme was so large that they were wondering how they could pay them, creating a big overhead to be charged up to the taxpayer.

To meet the amount needed for the soldiers' bonus scheme would require \$830,000,000, about one-third more than the last war loan. Based on a very conservative estimate of four million people in Canada and disregarding the natural increase in population 2½ cents a day paid for twenty-five years would wipe off this amount.

For that sum we could provide a standing army to stand between us and evil for the next two years. It would take that time for the hysteria bred of the past four years to pass away; for everyone to become mentally normal again.

After alluding to the broken and disabled soldiers, he said: "Nothing we can do will repay them. We must get into the frame of

mind to do the just thing because it is the just thing or we are not decent citizens. We can't expect the Government to take a step like this unless the people are behind it. So that if a soldier is short of money in the fall he'll wait, because he will know the right thing will be done.

"If we don't try and help the soldier and he falls into the hands of the Red element you have no idea what it will mean."

The resolution was seconded by Mr. J. Cooper and was passed unanimously with a standing vote.

Foreign Companies Act

Moved by Mr. Gillies, Edmonton; seconded by Mr. Scott, Edmonton:

"The Dominion Executive Council and the Provincial Executive for Alberta shall take up with the Dominion and Provincial Governments the question of legislation demanding that the Foreign Companies Act be amended, making it necessary for such companies operating in the various provinces throughout Canada and selling to any person in Canada in the wholesale or retail trade, be assessed in the Provincial and Municipal license fee."

Small Debts Act

Moved by Mr. Gillier, Edmonton; seconded by Kellas, Medicine Hat:

"Whereas, the Association has been informed that several of its members have tried to put the Small Debts Act into operation and have failed to get the police magistrate or justices of peace to act, on the plea that there is no remuneration to them provided in the Act, therefore, be it resolved that a schedule of fees be published by the Government immediately and that a copy of such schedule be forwarded immediately upon publication to the secretary of each provincial branch of the R.M.A."

Endorse Coast to Coast Trip

Moved by H. S. Ireland, seconded by Mr. Black, Medicine Hat:

"That this convention endorse the proposed coast to coast excursion to be held during the coming summer."

Mr. T. A. Gaetz, past president, explained that it was planned to have the excursion follow a route from Halifax to Vancouver through Regina, Moose Jaw and Calgary, returning to Calgary and proceeding north to Edmonton, thence to Saskatoon, Winnipeg and returning east.

In reply to a request from Mr. Illsey, for information re the programme cost to merchants, etc., Mr. Gaetz explained that an impression of opinion regarding the principle of the matter was all that was required.

Commercial Education

Moved by Mr. Gillies, Edmonton; seconded by Mr. Illsey:

"The executive shall be empowered to select a committee representing the commercial interest to work in co-operation with the authorities of the University of Manitoba in connection with the courses in commercial education."

Speaking to the motion Mr. Gaetz stated that the universities wanted to take action along this line. They were paying Mr. Stockdale's expenses and were agreeable to continuing the lectures each year. The committee to be appointed was to see that this work was carried on.

Mr. Illsey asked that a tax be made on business men to defray the cost of the course as the university could not easily spare the money.

Secretary F. E. Raymond outlined the plan for commercial education during the next year. The idea was to select twenty centres

throughout the Province and to hold a more intensive course in commercial education than has been done in the past. A lecture would be held one evening with a conference in the morning and afternoon of the following day. There would be two courses, one in the spring and one in the fall. The cost would be \$160 per course, or a total of \$320 for the year. Twenty districts would cost \$6,400. There would be an allowance of \$200 made for advertising. Mr. Raymond stated that the university would be willing to set aside \$3,000 for this purpose, leaving the cost to the merchants \$3,200. A guarantee of \$4 from forty merchants would be necessary in each district. It was explained that should greater revenue be secured from districts containing a large number of merchants, this money would be used for assisting the smaller districts.

Moved by Mr. Gillis, Edmonton, and seconded by Mr. J. Kellas, Medicine Hat, the resolution was adopted.

"Resolved, that this convention request the incoming executive to continue the efforts towards obtaining legislation requiring produce dealers and collection agencies to enter into a bond with the Government as a condition before entering business."

The above resolution was adopted on motion of Mr. Illsey, Calgary, and Mr. Gillis, Edmonton.

Mr. Raymond explained that the object was to prevent produce dealers and collection agencies starting up in business and after obtaining large quantities of produce and money from collections to decamp. This had happened on numerous occasions in the past and a bond with the Government would put a stop to this practice.

"Resolved, that this convention is strongly of opinion that all premium contests are absolutely against the principles of the Retail Merchants' Association and good merchandising and should be strictly avoided by all retail merchants. Further, that the Dominion executive should be urged to continue their efforts in favoring the passing of legislation making such contests a continual offense."

On motion of Mr. A. F. LePage, Medicine Hat, and Mr. Illsey, Calgary, the above resolution was adopted after several incidents had been related of how merchants had been victimized in these contests.

Convention Briefs

There was no question of the Wednesday afternoon session of the convention starting on time. A great deal of interest was taken by the delegates in the various industries visited in Medicine Hat and Redcliffe, on the motor tour in charge of H. S. Ireland on that afternoon.

The Chinese merchants came in for a lot of hard knocks, but Mr. Stockdale saw one redeeming feature and one which white merchants can learn from the yellow race, and that is co-operation. Even though Mr. Stockdale emphasized that the best advertising possible was the knocks from competitors, several merchants continued to hammer the Chinaman. It is significant that a number of such delegates told of eating in Chinese restaurants.

Custom and advertising are poor ways to combat such a retail problem as the Chinese merchant offers.

The Resolutions Committee included the following delegates: Hill, Taber; Illsey, Calgary; Scott, Edmonton; J. Kellas, Medicine Hat; and Gillies, Edmonton.

List of Delegates

Bow Island, J. W. Hird, T. R. Blaine; Burdett, Geo. Lomas; Brooks, E. F. Purcell; Calgary, W. J. Illsey, N. I. McDermid; Cardston, W. H. Duce; Edmonton, Geo. Beart, E. H. Scott, J. B. Gillies; Foremost, J. G. Robinson; Grasse Lake, J. H. Watson; Jenner, C. J. Williamson, Thos. Wilton; Lacombe, W. N. Morrison; Lethbridge, J. W. Bawden, E. M. Ryland; Olds, A. P. Chase; Oyen, S. G. Miller; Pincher Creek, W. A. Fraser; Regina, G. W. Anderson; Red Deer, T. A. Gaetz and wife, W. E. Lord; Saskatoon, M. E. Raymond, A. Hallam, C. L. Kilburn; Suffield, J. F. Powers; Taber, E. Venneville, J. J. Horrigan, R. H. Anderson, H. Hill, A. L. Wood; Winnifred, M. H. Smith; Winnipeg, H. L. Southall, J. A. Banfield; Medicine Hat, Thos. Bell, J. P. Mitchell, H. G. W. Forster, H. Brown, J. Bullivant, S. Silver, J. M. Cooper, W. J. Fleming, H. S. Ireland, James Kellas, W. B. Kester, F. C. Taylor, S. E. Gust, D. Mitchell, C. S. Pingle, W. F. Foster, J. H. Bell; A. Macpherson, A. F. LePage, P. Yeo.

INDUSTRIAL EXPANSION IN ALBERTA

Mayor Brown outlined some of the plans of the Provincial Government for the development of the Province of Alberta at the banquet held in the Cecil Hotel on Wednesday evening. He stated that experts had been employed to report on the resources of the province. Mention was made of the forthcoming Congress to be held in Calgary to which four or five hundred manufacturers from Eastern Canada and the United States would come. Mayor Brown urged the co-operation of the retail merchants of the province.

"This is one of the most important movements in Western Canada," said the Mayor. "The merchants will benefit as much as anyone, and it must be remembered that the development of one section of the province will help every other section."

A speaker at the Anglican Synod held recently in Toronto blamed the food profiteers with being responsible for the starving to death of the wives of clergy, who had to live on \$1,000 a year. It is all very well to get into the habit of blaming everything on the food profiteers, but it seems unreasonable to lay at their door what is actually the fault of the pitiful salary given by the Church.

THANKS!

McLean Publishing Co., Ltd.,
Toronto, Ontario.

Dear Sirs:—

Allow me to congratulate you on your fine Spring Number of CANADIAN GROCER.

E. P. Hill,
Truro, N.S.

May 10, 1919.

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Vol. XXXIII. TORONTO, JUNE 13, 1919 No. 23

EDITORIAL BRIEFS

WE have had four years of war, and we as Canadians have suffered little, but we are wailing like spoiled children because a war-stricken world has to be fed.

* * *

THE much maligned packing companies did not make a 15 per cent. on their capitalization, which it is to be remembered is small, during the year 1918. We wonder how many other business organizations could say as much.

* * *

THE canners are paying 17 cents a quart, crates and boxes returned, for strawberries and about the same for raspberries, and some growers are going to become wealthy almost over night. But we hear nothing of this. But wait till the grocer tries to sell the jam made from these strawberries, and hear the clamor that will arise.

* * *

While the budget changes may not show any immediate effect, it will ultimately result in somewhat easier prices. Present foreign food importations are light, but they will be heavier later, and the removal of the 7½ per cent. tax will mean some slight measure of relief.

* * *

IT IS just a little difficult to understand why the farmer who a few years ago was satisfied with 75 cent wheat, for which he now receives \$2.26, should

be investigating the case of the grocer, who is only endeavoring to make the same 20 per cent. profit on his sales that he has been making for years past.

A FAIR EXAMINATION DEMANDED

THE Retail Merchants' Association has taken a definite stand that its members will not appear before local investigating committees composed of Boards of Trade, Housewives' Leagues, and Great War Veterans' Associations, to be examined. Every right-thinking man will commend this stand.

Even a known criminal has a right to a fair trial. The retail merchant is not a criminal. There is no shred of evidence to suggest such a thing, and if he is to be called upon to be examined, they have at least the right to demand that it must be by a duly established court, and not by a gathering in the market-place. Every merchant everywhere should be heart and soul with the Retail Merchants' Association in this matter.

LAWYERS AND FARMERS TO EXAMINE BUSINESS

IT is interesting to note that in the cost of living commission appointed to investigate present conditions, the bulk of the members are lawyers, the balance with two or three exceptions farmers, with one lonely retailer among the fifteen with any knowledge of business or business conditions.

They may be well intentioned but they do not know, and cannot understand. Incidentally they are faced by a public spurred on by the newspapers, who do not want facts, but a scapegoat.

Their ideal is a W. F. O'Connor, who made pronouncements out of the fullness of a colossal ignorance of the existing condition, and they are hounding a Dr. McFall because he has tried to give them the facts, and has not been led into misstatements by the popular clamor. The case has been pre-judged. There can be no fair trial now. The demand is not for "justice," but for "a conviction."

SOWING THE WIND

AMONG the sinister influences at work in Canada at the present time must be reckoned some members of the daily press, and among these unfortunately must be noted some of the more influential dailies. Misinformation is always dangerous, wilful misrepresentation in this regard, that is reprehensible at any time, is almost criminal at the present.

The Toronto *Globe* is one of the great offenders. By direct charge and covert innuendo, it is carrying on a definite campaign to discredit the food manufacturer and handler, and to raise a hue and cry against them.

Note these two paragraphs clipped from a recent issue:

"There could be no greater deed of treachery to a country than that of deliberately planning to prevent its people getting cheaper food."

"If there is any truth in the story that Canadian meat packers buy space on steamers to prevent the importation of foodstuffs from Australia, some of them should be lodged in jails from which it is not so easy to escape as that in Toronto."

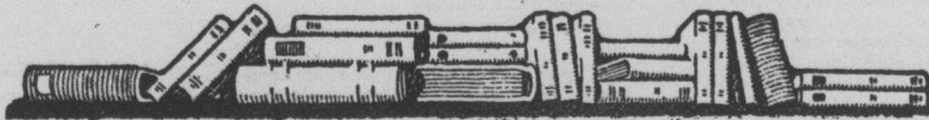
It is questionable if even the *Globe* is simple-minded enough to credit such absurd rumors. But they are not averse to passing them on to poison the public mind and to increase the wave of bitterness that is fomenting in this country. Unquestionably the cost of living difficulty is at the back of much of the present labor unrest. But this is only so because the people have been systematically fed with false statements, by men who were ignorant of the facts. In times like these such a campaign is little short of a crime. Men who should have been directing and safeguarding the public interests, have closed their eyes to the few simple facts that account for everything, and have colored the evidence

that came to hand. In the decades past there has never been an overwhelming surplus of food in the world. Oversupplies in one part of the world have been met by shortages elsewhere. In the days of peace, there has been no wide margin of safety.

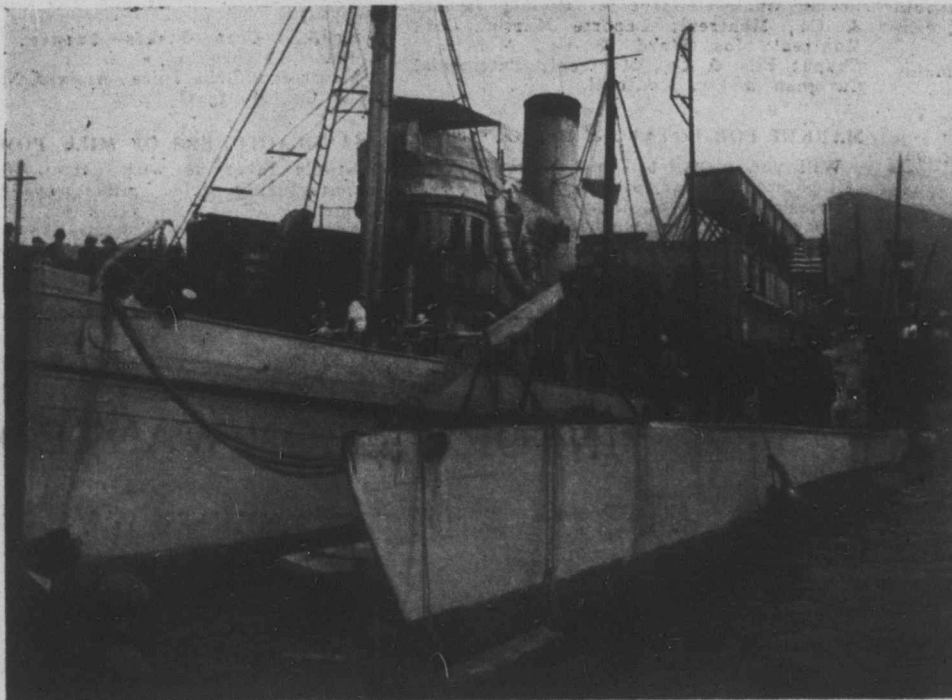
For four years past, millions of men have been taken from the peaceful pursuits of food production, and set at one another's throats. Millions of acres of the most fertile lands of the world have been harried by war and revolution. Tens of millions of men have been taken from the production of products that add to the world's happiness and wealth, to the production of commodities that mean waste and destruction.

For four years half the world has been crying for crusts to keep it in life, and the balance of the world has been on short rations. Food is high in price and will continue to be for years, because there is not enough to go round. That is the solemn fact that many influential newspapers are disregarding. Their reasons are their own, but their influence is reaching out dangerously into every walk of life.

He who sows the wind must reckon with the whirlwind.



Current Events in Photograph



A FINE WAR CAPTURE

Submarine UC-97, 1918 model, which arrived at the port of Montreal, May 27, on its way to the Great Lakes. This submarine comes from New York and was towed in by the "Iroquois" and will make way to Detroit where it will be exposed for a few days. The UC was the means of getting numerous subscribers to the last Victory Loan held in New York. On the turret is the Imperial Eagle with two heads bearing the legend "Gott mitt uns."

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.

SELLING TEMPERANCE BEERS

Can a general merchant sell soft drinks and Temperance or Frontenac Beer supposed to contain less than 2½ per cent. proof spirits on an ordinary license to sell groceries, etc.?—Wm. E. Harbour, Sandy Beach Centre, Co., Gaspé, Que.

Answer.—No license is required to sell these goods.

SECOND-HAND CASH REGISTER

Will you kindly put me in touch with somebody who has a second-hand cash register for sale?—John Haihiek, Chin, Alberta.

Answer.—National Cash Register Company, 40 Adelaide Street, West, Toronto, Ont., and J. B. Pyper, Port Arthur, Ont.

Lalonde, 13 Jacques Cartier Sq., Montreal; Mr. J. Hill, 1 Bonsecours Market, Montreal; Renard & Giroux, Bonsecours Market, Montreal; Charbonneau Freres, Bonsecours Market, Montreal.

CARD WRITING AND SIGN PAINTING COURSE BY MAIL.

Could you tell me where I could get a course in price card writing and sign painting by mail?

Answer.—Shaw Correspondence School, Yonge St., Toronto, Ont.

Where could I receive literature on the practice of show-card writing?—Oscar Schummer, Linwood, Ont.

Answer.—The Shaw Correspondence Schools, Toronto, have a course on show-card writing. "Modern Show Cards and Lettering" is a useful booklet on the subject that can be secured from the Thompson School of Lettering, Pontiac, Michigan, price \$1.00.

ICE CREAM CONES.

"Would you please furnish us with the name of a reliable manufacturer from whom we may buy ice cream cones?"—Hugh Walker & Son, Guelph, Ont.

Answer.—Consolidated Wafer Co., Toronto, Maclure & Langley, Toronto, selling agents.

NAME OF MANUFACTURERS

We found the names of manufacturers and their agents in your issue of the **CANADIAN GROCER** of April 25th, 1919. There are some manufacturers and their agents, for some lines, which we cannot locate, The York Trading Company, Ltd., 107 Front Street East, Toronto.

Kindly forward name and address of agents or manufacturers of:—

Chiclets—Answer Canadian Chewing Gum Co.

Oxo Cubes—Answer, The Oxo Co., Montreal, Que.

Krinkle Corn Flakes—Answer, Kellogg Cereal Co., Toronto.

Montserrat Lime Juice—Answer, National Drug Co., Montreal.

MANUFACTURERS OF MILK POWDER

Kindly favor us with names of firms manufacturing dried milk powder, and oblige.

Answer.—The only firm in Canada that we know of manufacturing dried milk powder is Canadian Milk Products Company, St. Patrick Street, Toronto, Ontario.

MANUFACTURERS OF SODA FOUNTAINS

Will you please supply us with names of the manufacturers or wholesalers of soda water fountains?—Exploits Valley Royal Stores, Ltd., Millertown, Newfoundland.

Answer.—The following are manufacturers of soda water fountains: Liquid Carbonic Co., King St., Chicago, Ill.; Fletcher Mfg. Co., Ltd., 41 Hayter St., Toronto; J. J. McLaughlin Ltd., 145 Sherbourne St., Toronto.

ACTION FOR RETURNED GOODS

Please advise me through columns of **CANADIAN GROCER**, if a wholesale house in Province of Quebec can sue for amount of two dozen overalls, \$50.00, which were returned to them promptly after having been received on the ground that they were unsatisfactory as compared with sample ordered from, and where suit would take place, viz.: here where contract was made or in Quebec.—H. M.

Answer.—A merchant is not required to accept goods which are not up to sample. Suit would be brought where sale took place.

CANADIAN AGENCY OF STIMPSON CO.

Kindly furnish me with the name of the Canadian agency of the Stimpson Computing Scale Co. of Elkhart, Indiana.—J. C. Kelly, Esq., Creighton Mine, Via Sudbury, Ont.

Answer.—We find that the Detroit Automatic Scale Co., Detroit, Mich., are successors to the Stimpson Computing Scale Co., of Elkhart, Indiana, and that the International Business Machines Co., Campbell and Royce Sts., Toronto, Canada, are their Canadian agents.

LISTING AS WHOLESALER

As a subscriber to your paper I would be very glad indeed if you could give me the following information:

What is the usual way to be listed as a wholesaler and jobber?

Can you put me in touch with brokers from Barbados Islands handling molasses and sugar?—J. A. Lapage, Chicoutimi, Que.

Answer.—To be listed as a jobber and wholesaler, apply to secretary of Quebec Wholesale Grocers' Association, Montreal, Que.

The name of brokers who would be likely to handle Barbados molasses and sugar are the following: West India Co., Coristine Bldg., Montreal; Robert Crooks Co., St. Sacrament St., Montreal, and the following wholesale grocers: Hudon, Hebert & Co., Montreal; Laporte Martin, Ltd., Montreal; Jos. Ward & Co., Montreal; Chaput Fils & Co., Montreal; Patenaude, Carignan & Co., Montreal.

WEIGHT OF MAPLE SYRUP AND CASE RE EGGS

What should an Imperial gallon of maple syrup weigh?

I shipped eggs to Toronto last September, one case missing at its destination. I put in my claim, have written the company several times, got no reply. What should I do in this case?—W. K. Loth, Esq., general merchant, Milverton, Ont.

Answer.—An Imperial gallon of maple syrup should weigh about 14 lbs.

Regarding the eggs you shipped to Toronto last September, we would advise you to write the company again pointing out that it is eight months since case was missing and although you notified them and put in your claim at the time, you have received no satisfaction, and that if you did not hear from them within eight days, the matter would be placed in the hands of your lawyer.

MARKET FOR POTATOES IN MONTREAL

Will you please tell me where I could sell potatoes in car lots in Montreal?—Mr. Charles Pelletier, St. Gabriel de Brandon, County of Berthier, Quebec.

Answer.—Those who would be interested in Montreal would be as follows: Jos. Ward & Co., Place Youville, Montreal; A.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....
.....
.....

Protecting the Home Town Front

The Part That "Mud" Plays in the Success of a Town—The Four Important Factors in a Town's Growth—Measuring Miles by Minutes—Getting the Right Sort of People to the Town—The 100 Per Cent. Citizen

FRANK STOCKDALE, the noted authority on merchandising subjects, is becoming better known in Canada every year. He has delivered lectures in a vast number of communities in Canada during the past year, and a multitude of merchants are looking to him to throw some light on many vexed problems of merchandising. Among the places he lectured at recently was Regina, where he delivered a course of four lectures in connection with the convention of the Retail Merchants' Association, Saskatchewan branch. That many of those who were not able to be present at that convention, and have been unable to hear him at other places, might have some of the benefit of these addresses, CANADIAN GROCER sent a special representative to this convention to take a report of these addresses. The first of these articles appeared in a recent issue of this paper. In succeeding issues we will publish the balance of this series.

The next lecture deals with the subject, "Sale-people of To-day and To-morrow." Mr. Stockdale in this lecture makes an interesting distinction between "selling" and merely "waiting on" a customer. The question of service, of viewing the sale from the other side of the counter, handling the difficult customer, are among the interesting questions that are dealt with in this lecture.

"IN my opinion the day has arrived in most places, and will arrive in all places, when the competition to which you must give your attention as a part of your business will take you outside of your own stores and hook you up in the ranks of the protectors of the home town front. Competition is no longer between individuals exclusively. In many places the main competition is not between individuals but between towns. The town problem is one you will be interested in when you know what it means.

"In the State of North Dakota is being carried on a campaign, and the object of that campaign is to promote the interests and the welfare of the communities of that state as a whole. In the United States there are at least 10,000 declining towns. In Illinois between 1900 and 1910 there were 357 incorporated cities and towns that actually went backward in that period. These centres had fewer people in 1910 than in 1900. That is an indication of an almost universal condition.

"The whole of Canada is going forward in population, but we have this problem on our hands. I like to compare the community of to-day with the family of yesterday. The family of yesterday had the spinning wheel in the home. Now we have in the community a man responsible for bringing clothing to the homes. Yesterday people raised and ground their own cereals, whereas to-day the retail grocer is responsible for supplying foodstuffs. Yesterday the man cut his wood or dug the mine, whereas to-day the coal man provides these fuels. Things that used to be done in the home are being done in the community by other people. The communities are the big families to which we belong, and the trouble is we do not recog-

nize our relationship to that family. We look upon ourselves as individuals, but we have an inter-dependence with provincial and national life. A house divided against itself cannot stand. That is historical. A community divided against itself cannot prosper.

Fewer and Bigger Towns

"There are tendencies going on towards the centralization of population. In my opinion we are going to have fewer towns and bigger towns. Community building is a real problem.

"The greatest ally of the mail order house is spelled with three letters, "MUD." In your town two things are necessary to make good towns. Good roads and good stores. Good roads make a poor town, unless it has good stores in it. Good stores don't make a good town, unless there are good roads in an agricultural community. The town with the best roads and stores will be the best town.

"Things That Make a Good Town Internally"

"A town must be a good place to live in and a good place to make a living in. One of the problems of the Canadian Northwest is to make your towns a good place in which to live. The natural advantages of that country are unsurpassed."

The following four points were emphasized by Mr. Stockdale as being the essentials of a good town:

- Production or manufacture.
- Transportation.
- Trade.
- Civic Welfare.

"People are congregated in a town for trade," continued Mr. Stockdale. "If the prosperity growing out of that trade is not directed along the lines of civic

welfare, the town is not much good. Water supply, sanitation, streets, sidewalks, schools, entertainment features are the essentials of civic welfare. In all new countries the problem is to make them good places to live in. People make values and the country wants people.

Town as Big as the Territory Served

"The single taxers say 60% of our values are social values or community values brought about by the coming together of people. There is a lot of truth in this. The average man does not realize what it means to bring people to his town, or what it means for people to go out of his town. The farmer opposes the interests of the farm, because of the imaginary Chinese wall built around the town. How big is your town? You will say 200, 300, or 1,000. Your town is as big as the trade territory that you supply. If you reach out fifty miles, that is the size of your town. You want to protect that town front. The fronts will overlap a great deal.

"One farmer thinks the town people are a nuisance and sends away for everything he wants. This farmer's land is worth \$100 an acre, compared with \$20 for better land in another section not so close to town facilities. He gave for his reason for not moving to the better and cheaper land the fact that he had had enough pioneering. This farmer's land was worth five times the price of better land, because it was near a town.

"You cannot pioneer in a crowd. The farmer's wife has social connections in town, the children attend the town schools, the son works in a store in town. These things enhance the value of the land located near the town, and the farmer owes the town something for increasing the value of his property.

"The bigger the town is, the farther

Continued on page 41

CURRENT NEWS OF THE WEEK

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

MARITIME

John F. Outhit and W. Roy Outhit, who have been doing business as John F. Outhit & Son, have retired from business, owing to the premises occupied by them being sold.

QUEBEC

J. E. England, general merchant, Dunham, is retiring from business.

R. G. Lind, merchandise broker, Toronto, spent some time in Montreal this week.

L. K. Shourds, apple evaporator, of Wellington, Ontario, was in Montreal this week.

J. H. Magor, Montreal, spent some time in Western Ontario points last week and this.

Thos. Kinney, of Kinney and Colliver Canning Co., Picton, Ont., was in Montreal this week.

J. H. Magor, Magor Son and Co., Montreal, was a business visitor in Toronto during the week.

J. A. Marshall, Montreal manager Western Canada Flour Mills Co., Ltd., has been confined to the house for a day or two.

C. Ritz, Montreal manager, Robin Hood Mills, returned from a trip to the Middle Western States. Mr. Ritz reports the crop prospects in that part of the country to be excellent.

ONTARIO

Jones and Marlor, grocer, Birch Cliff, have suffered loss by fire.

Pellow & McMeekin, general store, Hearst, has been damaged by fire.

S. Millar, grocer, 716 Somerset Street, Ottawa, has sold his business to Edgar Empey, who will operate under the trade name of Empey and Co.

J. C. Cooper, Upper James Street, Hamilton, is adding a new silent salesman to his store for the purpose of displaying standard remedies.

A. G. Bain, of A. G. Bain & Co., King Street, Hamilton, who has been very ill at his home for some time now, is showing considerable improvement.

The citizens of Bowmanville, Ont., voted on a by-law on Wednesday of last week to grant a loan to the Canada Scale & Slicer Co., which recently located there. The by-law was carried by a big majority, only a few votes being registered against it.

A. F. Choate will open on Monday next, June 16, his branch store at McCracken's Landing, Stoney Lake. The main store is at Warsaw, Ont., the branch store being opened just for the summer months. Mr. Choate is also postmaster

at McCracken's Landing Post Office. This office will also open for the summer months on Monday next.

BUSINESS CHANGES

Mary Short, grocer, Toronto, has sold to Fred Adams.

M. Kelly, grocer, has succeeded R. A. Smith, Kagawong.

Munro Wigle, grocer, Kingsville, has sold to O. E. Hillman.

The Vineland General Store, Vineland, has obtained a charter.

F. Turner, grocer, Toronto, has been succeeded by Bright and Totten.

R. D. Little, grocer and meats, Owen Sound, has sold to Bert Fielding.

McLean and Crozier, general merchant, Haley's Station, have dissolved partnership, J. Crozier continuing the business.

FURTHER EARLY CLOSING DATES

COBALT.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 7 p.m.

HAILEYBURY.—Stores close Wednesday noon, June, July and August, and early nightly except Saturday.

NEW LISKEARD.—Stores close Wednesday noon, June, July and August, and early nightly except Saturday.

ARKONA.—Stores close Wednesday noon, May to September, inclusive, open every night except Wednesday till 9.30 p.m.

CREEMORE.—Stores close Thursday 12.30 from June 12 to Aug. 28. Stores open Wednesday evenings until 10.30.

QUAKER OATS SUPERINTENDENT

R. W. Cormack has been appointed superintendent of the Quaker Oats Company's plant at Peterborough, Ont., to succeed the late Mr. Denham, who had been in charge for many years prior to his death. Before going to Peterborough Mr. Cormack was superintendent of the rolled oats and cornmeal mill of the company at Fort Dodge, Iowa. His father was one of the original rolled oats and oatmeal millers in the United States, operating a mill many years ago at Rockford, Ill.

SARNIA, ONT., TO HAVE COLD STORAGE

A new company, the Sarnia Cold Storage, Limited, is slated for this city. It is capitalized with \$50,000, consisting of 500 shares at \$10 each. Included in the incorporators are Frederic B. Reeves, W. J. Barber, Clare Judoe, Alex. S. Burham, Norman S. Gurd. The com-

pany is empowered to produce, purchase and sell butter, cheese, eggs, milk, vegetables, poultry, fish and other food, farm and dairy products and the various materials entering into the production thereof, to raise, buy, kill and sell live stock of all kinds, and to manufacture all kinds of meats, meat products and dairy products, to carry on the business of refrigerating, cold storage, warehouse, etc.

ROBERT H. DAVIES DIES IN BALTIMORE

Robert H. Davies, 45 Foxbar Road, youngest son of William Davies, of the William Davies Company, died recently in Baltimore, where he had gone for medical treatment, in his forty-eighth year.

Mr. Davies' death followed an illness of several weeks' duration. He suffered from a nervous breakdown and went to Baltimore to consult specialists in that city. He leaves a wife and one daughter, Dorothy.

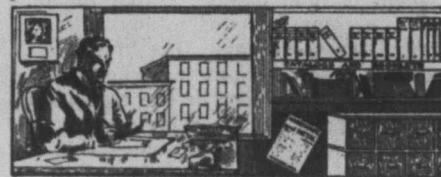
Mr. Davies was a director of the William Davies Company.

ST. THOMAS OUT TO HAVE EARLY CLOSING

An effort to have the St. Thomas, Ont., by-law, necessitating early closing, rescinded, has not been successful. There was some discussion over the relation of groceries and vegetables and as to whether the latter could be sold in fruit stores in closed times. The by-law was sustained and becomes effective June 16.

OTHER CLOSING DATES

In addition to the list already published, a half holiday is in force in the following places: Mount Forest, Ont., stores close Tuesday afternoon; Prescott, Ont., stores close Wednesday noon, June, July and August.



The International Business Machines Co. has issued recently a tastefully gotten up war souvenir showing pictures of the Allied commanders. It is in the form of a wall card, and its artistic appearance will assure it a good reception.

EARLY CLOSING BY-LAW BY JULY 15th

Toronto Grocers' Section of Retail Merchants' Association Appoint Committee Re High Cost of Living Investigation

At the regular monthly meeting of the grocers' section of the Toronto Retail Merchants' Association, at which the chairman, Robert Dowson, presided, correspondence was read from some of the milling companies in regard to the deliveries of flour short weight. The Campbell Milling Company, West Toronto, suggested that the city be asked to send a man to the mills for the purpose of weighing the flour. The company stated that in a recent test, in which 20,000 seven-pound bags of flour were weighed in the Campbell mill, there was only a total shortage of two pounds. There was a certain amount of shrinkage, it was pointed out, that was very often the result of the flour lying in the store windows, exposed to the sun.

Wm. C. Miller, secretary of the Retailers' Association, outlined the early closing by-law, informing the grocers that he believed it would be in effect by July 15th.

Special Cost of Living Committee

A special committee, consisting of Robt. Dowson, D. W. Clark, James Blood, W. J. Nichol, and J. B. Folk was appointed to represent the grocers before the Government Commission investigating the high cost of living. They will go to Ottawa when called on.

A resolution was passed approving of the action of the Canadian Manufacturers' Association in its suggestion that a Royal Commission investigate the Toronto Street Railway situation, in an effort to avert a strike.

Object to Travelers Suggesting Resale Prices

A discussion took place on the subject of suggestions by travelers of resale prices. The grocers took exception to travelers suggesting to them that they sell an article at a certain figure, and thereby creating a general quotation on an article. The grocers were of the opinion that this practice should be stopped.

ST. CATHARINES FRUIT HANDLING PLANT DESTROYED

Fire from an unknown origin caused \$30,000 damages to the property of the St. Catharines Cold Storage and Forwarding Company at the Geneva Street station of the Grand Trunk Railway, St. Catharines, Ont., on Saturday night last, the entire storehouse of the company, with complete stock of baskets, spraying material and general fruit-growers' supplies being destroyed. The fire had its origin in a small shed near the storehouse, and may have been the result of incendiarism or a careless trespasser. On the building, which was valued at \$5,000, insurance of \$3,000 was carried.

The greatest loss was upon the contents, valued at \$25,000, on which the insurance was but \$9,000.

The plant is the centre for the forwarding of fruit from the St. Catharines district during the summer season.

"PROTECTING THE HOME TOWN FRONT"

(Continued from page 39)

the influence on farm property extends. Some people vote down school improvements, but this is a serious matter. The town with good schools and churches draws people. This is the basis of community development.

Attracting the Right People

"How can you induce the greatest number of people to live in your community? There are two kinds of people that are attracted to communities; one is the old man who has made his money. The other is the young man who wants to make his money. One has fortune and the other has energy. These are the shifters. Communities of the East are losing to the communities of the West the men of this class. Old men go to California, because it is a better place to live in. The man who makes money in this country gets out of this country unless he gets good roads. There are 75,000 people from the State of Iowa in the Iowa Society of California. There are 125,000 Iowans in California. They are not there for the climate, as most people think. California has had its climate for a long time, but it is only recently that the people have got the habit of going out there in such numbers. One official of the railways, who investigated the matter, said people were going to California for good roads. One farmer in California stated that he spent most of his time motoring while in California, and that he spent \$6,200 in five years on car expenses.

"The climate makers of California are the drawing card. The spirit of the people of California makes it what it is. They are real boosters in Los Angeles—the city advertising built. They back their boosting with their money too. The booster who does not back it with his money is a four-flusher.

"Good roads are needed to hold the people, and good roads are a factor that is developing and causing this evolution in our communities.

Measuring Miles by Minutes

"The way to measure distance is not by miles, but by minutes, between towns. Thirty-five miles may be forty-five minutes, or four hours. Good roads will develop the community, and these good roads are going to eliminate a lot of the small towns. There are just two things a small town can do—either grow into a big town, or get off the map. Small-town people get busy.

"If a town has good transportation it is a good retail town. The support of the town comes from the dollars that go over the retail counter. Thirty cents of every dollar goes to pay telephone,

net profits, etc. This thirty cents drops out of every dollar and goes into circulation.

"Retailers are the backbone of the community from an economic standpoint. It is not what a man earns—that is an individual asset, but what he spends—that is a community asset."

A 100 Per Cent. Citizen

At this point Mr. Stockdale outlined the following as a 100 per cent. citizen:

Man who works in community, 10 per cent.

Man who lives in community, 40 per cent.

Man who spends for all he needs in community, 50 per cent.

"Money must go over the retail counter before you can have civic welfare," said Mr. Stockdale, continuing. "The trouble with the average community is 'smugosity' (a word coined by Mr. Stockdale to express the self-centred composure of some communities). Smug meaning self-satisfied, and ossified meaning bone.

"Ignorance is shown in modern community building. We adhere too much to individuals. The price of co-operation is sacrifice. You have to sacrifice some of the things you would have as an individual to have the things you would have by co-operation.

"What is the great improvement in city government, which we have had in the last few years? The commission form of government. You cannot wipe out a town instantaneously, but it is the slow fire of competition which does the damage. The war shows the value of unity of command, purpose and action. That is the secret of community building.

"Some towns furnish everything to make a real organization, but nobody is willing to furnish the time and energy. We have to get all the interests of the community together. If you are going to have a good community you must get individual responsibility. This co-operative work is a part of your business, not as a community duty. You help to gain by helping the other fellow to gain.

"If you want to live in the kind of a town Like the kind of a town you like,
You needn't slip your clothes in a grip
And start on a long, long hike.
You'll only find what you left behind,
For there's nothing that's really new.
It's a knock at yourself when you knock your town.
It isn't your town—it's you.

"Real towns are not made by men afraid
Lest somebody else gets ahead.
When everybody works and nobody shirks,

You can raise a town from the dead.
And if, when you make your personal stake

Your neighbor can make one, too,
Your town will be what you want to see,
It isn't your town—it's YOU."

NEWS FROM WESTERN CANADA

WESTERN PROVINCES

T. J. Rogness, grocer, Kingman, Alta., has suffered loss by fire.

W. M. Barter, grocer, Swift Current, Sask., has suffered loss by fire.

M. Bronstone, general merchant, Darnody, Sask., is discontinuing business.

M. Prosner, grocer and confectioner, Winnipeg, has been succeeded by Geo. Farmery.

The Regina Cut Rate Merchants' General Store, Holdfast, Sask., have sold to Glassman Bros.

The Chipman Cash Store, Ltd., grocers, Chipman, Alta., have sold out.

Anderson and Solie, general merchants, McGee, Sask., have dissolved partnership.

The Ralston Marshall Co., general merchants, Sylvan Lake, Alta., are discontinuing business.

Chas. H. Leathley, grocer and confectioner, Edmonton, Alta., has been succeeded by Eyrl and Warren.

Lee and Nelson, Ltd., general merchants, Sceptre, Sask., have dissolved partnership, Mr. Nelson continuing the business.

Among the stores suffering in the recent disastrous conflagration that visited Lac La Biche, Alberta, were the general stores of A. Berube, A. Hamilton, and U. Limoge.

ARE YOU A MODEL CLERK?

"What qualifications do you look for when selecting an employee for your store?" This question was recently asked of a leading Western retailer who has given the following information concerning the qualifications expected of men who will successfully fill the various positions in a retail grocery store.

Front Counter Clerk

"The clerk who is to fill the position of salesman on the front counters of the store should have good appearance, a pleasant address and an aptitude for arranging stock attractively," says A. E. White, general manager of W. H. Stone Co., Ltd., Winnipeg. "He should also be able to write a good plain price ticket, have a full knowledge of window display, and last but not least, to be absolutely honest insofar as both employer and customer are concerned."

"If this type of clerk is to be used for soliciting orders, in addition to these qualifications he must also be a salesman of merit, and have the ability to collect from the customers to whom he sells."

Packers

The qualifications of a clerk who is to be chiefly employed in packing groceries are as follows: He should have good judgment in the selection of groceries so as to give best satisfaction to

customers. He should take steps to find out what preference certain customers have and see to it that they get that variety each time an order is placed.

"Accuracy and quick despatch of orders are also valuable attributes in a packer," added Mr. White.

Drivers

No boys are used as drivers by the W. H. Stone Co. "Experience has proved that young men of at least twenty years of age are more satisfactory," says Mr. White. "Their salaries are higher, but the added cost is money well spent, for they are more conscientious and give more attention to the interests of both the customer and the employer. They also give better attention to the horses."

VANCOUVER WILL TEST LEGALITY OF GUESSING CONTESTS

The Board of Police Commissioners of Vancouver, at their recent meeting instructed Major W. M. McKay, city prosecutor, to go ahead with test cases against certain storekeepers who are

part and registering their guesses they render themselves liable to prosecution and a fine of \$20.

VANCOUVER STORE MAKES RECORD RUN

Possibility of Strike Sets Housewives Buying—Store Hundreds of Orders Behind Its Schedule

"Vancouver housewives don't intend to be caught with empty larders," says Mr. Jackson, of the Hudson's Bay store. "Friday we started business 700 orders behind our deliveries, and Saturday, 500 behind. We've been working every night till eleven, but we're getting 'out from under' now."

FEATURING SPECIAL IMPORTATIONS

One enterprising Vancouver retailer has a front window piled high with new crop Brazil nuts—the first as yet to be on this market. He ordered them direct from Frisco, where they are quoted today around eighteen cents. They are selling readily at 40 cents per pound.



The Grocery Department of the N. Maybee general store, Grandview, Man. Mr. Maybee is seen standing behind the counter. There are many general stores who confine their grocery department to the rear, but Mr. Maybee believes that it should be placed in the most convenient place for the customer at the front of the store. Because of this he has not far to carry his goods to his buggy or car. The photo gives a good idea of how display counters may be effectively used to sell the goods.

taking part in the bean-guessing competition.

Action will be taken under the Trading Stamp Act, the city prosecutor pointing out that under that act any person participating in the competition is liable. Patrons of the competition are, therefore, warned that by taking

STORE KEEPS TRAVELLER ON THE ROAD

Tarrabain's General Store Has Found This a Successful Scheme

Mr. Tarrabain, of Tarrabain's General Store, South Edmonton, has, for a number of months, made the mail order

trade a feature of his business. While a well assorted and displayed stock greets the shopper who comes to the store, and a good local business is enjoyed, Mr. Tarrabain keeps three travellers on the road all the time, calling on all the farmers within a radius of a couple of hundred miles, and any order totalling \$10 or thereabouts is delivered free.

Cash and Carry Not Always Workable

It is Mr. Tarrabain's opinion that the cash-and-carry system is only partly workable in country districts. The workable part is the cash part, and all

the business of the store is done on a cash basis. The travellers have latterly carried samples of dress goods, print, and sundry goods lines with very gratifying sales to the credit of the innovation. The quantities of all the bulkier commodities bought by the farmers are too great to permit of even taking them out in their cars in many cases. Even with delivery, Mr. Tarrabain says, he can do 5 per cent. better for his customers even on groceries than the catalogue houses. CANADIAN GROCER was lying on Mr. Tarrabain's desk, and he stated that the market news is of great service to him.

Price is Not Featured in This Store

Taylor Bros., Medicine Hat, Make a Policy of Not Emphasizing Prices—Some Interesting Ideas in Window Dressing

TAYLOR BROS. were the first grocers in the City of Medicine Hat, and they are still among the first. Old buildings have given place to new brick structures, and old methods have yielded to new, but the Taylor grocery store not only kept abreast of the times, but anticipated them. The present store is done entirely in white enamel, and gracefully finished off with a few palms. Partly on account of the stress a competitor was putting on "price," Mr. Taylor decided some time ago to not mention it—so, neither in his advertisement nor in the store is a price ticket in evidence.

Specialized Advertising

With everything seasonable that arrives, be it honey, the first maple syrup, or the season's first offering of any grocery line, Mr. Taylor makes it the whole story in the local advertising, and at the same time, dressed the windows entirely to feature that commodity.

He mentioned, in passing, that the competitor who advertised price first has since discontinued business. Mr. Taylor says that the beauty and usefulness of a few palms in a grocery store is out of all proportion to their slight cost. A few graceful green fronds seem to lend an artist's touch to an otherwise severe window, and often the answer to that awkward bare spot sometimes develops when you are dressing a window. That he supervises all accounts himself, he feels justified in doing a part credit business. However, he states, at the end of each year, the credit business has not varied for the last several years. I do not permit it to increase." The whole appearance of the store—all fixtures in white—the touches of green here and there, coupled with the constant play of the water in the green salad vegetable display rack, creates an atmosphere of cool, clean restfulness that must conduce to good summer business.

Do Travelers Suggest Too Low Selling Price?

Here is One Merchant Who Claims That Sometimes They Do—Special Case Cited Where He Would Lose Money Selling at Price Mentioned by Salesman—Merchants Lax in Studying Costs

AMERCHANT made the statement the other day that occasionally some traveling salesmen indirectly suggest occasionally to a retailer the resale price of his product, naming a price on which the retailer does not make very much profit margin.

"The only remedy for this," he added, "is a knowledge of the retailer's cost of doing business, and what margin of profit must be secured to cover cost of doing business and a certain percentage for net profit." This merchant made the claim that many retailers did not know sufficient about their cost of doing business, to be in position to say what the resale price of an article should be. They adopt the traveler's suggestion and actually sell goods at a loss, when cost of doing business is taken into consideration.

Recently a retailer in Eastern Ontario wrote CANADIAN GROCER setting forth an instance of this kind. His letter in part was as follows:

"Some manufacturers get an idea they can force a retailer to sell their special lines regardless of profit shown, and some would fix our selling price below cost of handling. Just for example, a traveler selling — came in the other day and informed us that our retail price was too high, that our 9-lb. tins should sell at \$3.00, instead of slightly over that. A \$3.00 price means \$12.00 per case on a cost of \$10.70, plus freight and cartage of, say, 15c to 18c, unless bought in 10 case lots, or a margin of 9½ per cent. on the selling cost, or over 4 per cent. less than it cost us last year to handle goods. If this trav-

eler and his firm succeed in forcing down retail profits to basis suggested, — will be one line that, instead of being displayed on our table, will be put in the background and sold only when asked for."

The Manufacturer's Answer

The matter was taken up direct with the manufacturer concerned, and the following reply was received:

"The writer will be glad to take up this matter with our representative; however, will say that there is one point in this dealer's letter which possibly may give a somewhat inaccurate impression. He states that his cost includes freight. This is true only on purchases of — in single cases, inasmuch as we have a drop shipment plan, starting at two case lots, on which we prepay all freight charges. Very few dealers who handle the largest size of —, that is the 9 lb. size referred to in the letter in question, do not also handle several of the smaller sizes. In fact, it is the writer's impression that we prepay freight on a very high percentage of the amount of — sold."

CANADIAN GROCER would be glad to hear from other merchants throughout the country with their views and experiences, on this point; also from traveling salesmen.

NAVEL ORANGES OUTLOOK FINE

According to the reports from the California orange districts, the prospects thus far are the best since 1910 for large output of navel oranges. The trees are covered with new spurs, all of them carrying heavy bloom. In former years this has always meant a large orange crop.

If I were a grocer in a residence section of a city, I would use a woman's unreasoned but reasonable version against moving a broom as a lever to bring into my store each woman who moved into the neighborhood where I was in business.

To do this, I would get from the renting agents the name and address of each family renting an apartment in my section of the city. I would mail each one a letter enclosing a card which, if filled out properly and presented at my store, would entitle the holder to a good quality broom.

The card would have a space for the old address, the new address, and the name of the family's former grocer. This information would aid me in looking up my prospective customer's credit standing.

I would urge my delivery men to be on the lookout for new families whose names I had not received from the renting agents. The impression made when the housewife came to get her broom would, I trust, make her one of my regular customers.—System.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

CHANGES in the markets are not particularly apparent this week, although prices are strong, and in most cases towards higher levels. Fresh fruits and vegetables from the Southern States are the first to show any easiness as a result of the removal of the Government war tax of $7\frac{1}{2}$ per cent., and reductions in quotations are of course very slight.

MONTREAL—Interest has centred around tea and coffee this week, naturally. At the same time it seems to be generally felt that there will not be much change of price, if any. Outside factors of a firming nature make the local situation rather awkward to define, and some do not wish to make definite forecasts. Canary seed declined 5c per pound. Olive oil is lower, while refined cottonseed oil is up. Bran has declined slightly and ripe cherries and fresh tomatoes are quoted less.

Among the lines recording advances are hand-picked beans, rolled oats and cornmeal. Raisins are also firming. Syrup and molasses, though quiet, are firm. Starches are most active and the basis is steadily high. Pepper retains its high position and the spice market is generally firm. There was a stiff advance last week for lemons, while oranges are fairly normal in price. Canned goods are quite scarce, particularly some lines and are expected to firm in price. There is a seasonably good demand.

TORONTO—The removal of the war tax on all foodstuffs entering Canada is the feature of the market this week, although with the exception of fresh fruits and vegetables from the Southern States, no immediate lower-

ing of prices is noted. In the case of strawberries, pineapples and some vegetables a small difference is noted in quotations. Just at present there is not a great deal of importation, and it will possibly be a few weeks before any change will be noted in values as a result of the removal of the tax. The general list of commodities in grocery lines remains unchanged. Rices and tapioca are advancing because of scarcity. The fact that supplies of rice are becoming very much depleted and fresh imports are practically nil, has caused a big demand for tapioca, with the result that it has advanced a cent a pound. There are no Japanese rices being offered, and owing to restrictions on the American product there is none of the latter coming forward. All indications point to higher prices. Teas and coffees are unchanged in prices, and dealers expressed the opinion that the reduction in the duties will have little effect on present prices, as all the primary markets are very strong and are advancing. Dried fruits and canned goods are for the most part unchanged in prices where available, although canned tomatoes are quoted fifteen to twenty cents higher this week.

In the produce market, the tendency is to weaker levels on cheese and eggs. Both are offered from two to three cents lower this week. The butter market is firm, and is largely influenced by the operations of American buyers. Provisions are steady, with fresh meats slightly easier. The warm weather stimulated the buying of cooked meats, and advances of from two to three cents per pound are reported on cooked hams. Lard and shortening are higher. Crisco is up 65c a case, now selling at \$12.90 per case of 36 pounds.

QUEBEC MARKETS

MONTREAL, June 11—Most markets here are still firm and there is a satisfactory movement of seasonable proportions. Actual price changes are not so numerous, but there are some. Stocks are quite short on many lines, but new goods are constantly being received.

*Canary Seed Down;
Olive Oil Less*

Montreal
CANARY SEED, OLIVE OIL.—Five cents per pound has been taken from the

price of canary seed, which is now selling at 30c. Olive oil in one gallon tins is down, too. The new price on this is \$4.25 per gallon, and smaller sizes are proportionately reduced.

Strong Local

Sugar Demand

Montreal

SUGAR.—Shipments of sugar for export account are still being made but are reported to be less. Domestic demand is increasing, and this is attributable to the coming of the preserving season. Price tendencies are unchanged but steadily firm, and in a general way refiners are able to maintain a steady and large output.

Atlantic Sugar Company, extra granulated sugars, 100 lbs. 9 95
Acadia Sugar Refinery, extra granulated 9 95

St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Benjamin Sugar Co., Ltd., crystal granulated	9 95
Ising, barrels	10 15-10 30
Ising (25-lb. boxes)	10 55-10 70
Ising (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 80
Cubes and Dice (asst tea), 100-lb. box	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	10 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	-10 55
Paris lumps (100 lbs.)	-10 65
Paris lumps (50-lb. boxes)	-10 75
Paris lumps (25-lb. boxes)	-10 85
Paris lumps (cartons, 5-lb.)	-11 70
Do., (cartons, 2-lb.)	-12 45
Crystal diamonds, barrels	-10 55
Crystal diamonds (boxes 100 lbs.)	-10 65
Crystal diamonds (50-lb. boxes)	-10 75
Crystal diamonds (25-lb. boxes)	-10 95

West Will Absorb Canned Goods

Montreal.
CANNED GOODS.—The difficulties of securing canned goods to complete contracts is one of the jobber's worries. Scarcity seems to be general on many of the staple vegetables and fruits, and prices are bound to stay high. One jobber reports the shipping of several cars of canned goods to the West and voices his belief that Winnipeg and Calgary will need heavy supplies to replenish those now being used up. The market is very firm. Export business is still being conducted.

Canned Fruits—		
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 80
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	2 00	2 25
Currants, black, 2s, doz.		4 00
Do., gallons, doz.		13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.		3 00
Do., 2s (pails)	2 77 1/2	2 80
Peaches, 20 oz., doz.		2 50
Do., No. 2	2 80	3 00
Do., 2 1/2	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2 1/2s		3 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 2s		3 60
Do., 2 1/2s		4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s		2 45
Do., (light syrup, 2s)		2 00
Raspberries, 2s	4 00	4 20
Do., 2 1/2s		2 60
Strawberry, 2s	3 97 1/2	4 20

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 25	4 75
Asparagus, imported (2 1/2s)	4 85	5 25
Beans, Golden Wax	1 95	1 97 1/2
Beans, Refugee		
Beets, new sliced, 2-lb.	1 40	1 42 1/2
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s		3 00
Spinach, California 2 1/2s		3 15
Do. (wine gals.)		10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 40
Tomatoes, 2 1/2s	1 90	2 00
Tomatoes, 3s	1 95	2 10
Tomatoes, gallons	6 00	7 02 1/2
Pumpkin, 2 1/2s (doz.)		1 10
Pumpkins, gallons, (doz.)		4 25
Peas, standards	1 45	1 50
Peas, early June	1 60	1 62 1/2
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.		1 87 1/2
Potatoes, Can. sweet, 2 1/2-lb tins		
Do., 2-lb. tins		2 75
Olives (in bla. 49 wine gals.), gal.		1 35
Specialties		Per gal.
Olive oil (pure), 1 gal. tins		7 50
Do., 1/2 gal. tins		4 80
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		22 00

Do., 200 tins (case)	23 00
Do., 12-10 lbs.	20 00
Salad oil (bbis: 50 gals.), gal.	2 50
Olives, Queen, gal.	1 45
Canned Fish—	
Salmon—	
"Clover Leaf," 1/2-lb. flats	2 45
Sovereign, 1-lb. flats	4 62 1/2
Do., 1/2-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50
1/2 flats, cases 8 doz., per doz.	1 50
Chams, 1-lb. talls	2 05
Do., 1/2s, flat	1 17 1/2
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 60
Pale, 1/2-lb. doz.	1 37 1/2
Pale, 1 lb., doz.	2 37 1/2
Pinks, 1/2-lb. doz.	1 62 1/2
Cohoos, 1-lb. talls	3 75
Cohoos, 1-lb. flats	3 25
Cohoos, 1/2 lb., flat	1 75
Herrings, kippers, ds. (4 dz. case)	2 25
Herrings (tomato sauce), doz.	2 25
Haddies (lunch) (1/2-lb.)	1 90
Haddies, chicken (canned), doz.	9 00
Red Springs, 1-lb. talls	4 00
Red Springs, 1/2 lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz.	2 25
Labrador salmon, 1-lb. flat	3 60
Pilchards, 1-lb. talls	1 90
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 (1/4s)	22 00
Oysters (Canned)—	
5 oz., doz.	2 60
10 oz., doz.	4 75
Lobsters, 1/2-lb. doz.	2 25
Do., 1/2-lb. tins, doz.	3 60
Do., 1-lb. talls	8 25
Do., 3/4-lb., doz.	6 00
Do., 1-lb. flats	8 25
Lobster paste, 1/2 lb. tins	3 25
Sardines (Amer. Norweg'n style)	14 50
Sardines (gen. Norwegian)	22 00
Sardines—Canadian brands (as to quality), case	7 00
Sardines, French	32 00
Scallops, 1-lb. doz.	3 25
Scotch Snack, No. 1, ds., Montreal	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25
Crabs, No. 1 (as 4 doz.)	6 75
Clams (river) (1 lb.), doz.	1 90

Beans Advance to 9c; Peas Also High

BEANS, PEAS.—For best Canadian beans the price is advancing and one jobber is quoting 9c per lb. this week or \$5.40 per bushel. The probability is that stiff prices will prevail while the demand is active. Peas also are on a firm basis. It is stated that seeding in Quebec has been much more limited this year on both peas and beans, with the prospect of lower prices being available for the crop.

Beans—		
Canadian, hand-picked, bush.	5 00	5 40
British Columbia		5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes		5 50
Lima, per lb. (as to quality)	0 10	0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	5 50	6 00
Peas (blue)	0 08	0 09

Good Rice Sales On Firmed Basis

Montreal.
RICE.—Sales of rice are seasonably good, with a fully maintained price basis as recently revised. Some have received supplies of various rices from time to time and these they are selling at advanced rates. The tapioca situation is unchanged.

Ice Drips—Japan (per 100 lbs.)	13 60
Carolina	14 00

Honduras	0 35
Siam, No. 2	7 65
Siam (fancy)	10 50
Rangoon "B"	2 75
Rangoon CC	8 10
Mandarin	10 75
Pakling	9 50
Tapioca, per lb. (seed)	0 11 1/2
Tapioca (pearl)	0 11 1/2
Tapioca (flake)	0 11

Summer Nut Sales On Steady Basis

Montreal.
NUTS.—Markets are in a firm position, and there is little indication of a recession of values all through the list. Heavy selling of peanuts, in a seasonable way, proceeds, and there is a fair demand for other lines. Supplies are rather broken in some varieties.

Almonds, per lb.	0 27	0 28
Almonds (shelled)	0 55	0 56
Almonds (Jordan)		0 70
Brazil nuts (new)	0 24	0 26
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15 1/2
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 35
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 32	0 40
Pecans, large, No. 2, polish	0 28	0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (New Naples)	0 23	0 25
Walnuts (shelled)	0 80	0 83
Walnuts (Spanish)	0 30	0 33

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

Suggested Prices High For Raisins

Montreal.
DRIED FRUITS.—Prices for raisins of the coming season's growth are bound to be high. Prices for bookings are high at the coast and these high quotations are not encouraging heavy bookings; it is understood. Prune and apricot prices are steadily high and evaporated apples are commanding high prices at New York. Prunes are scarce and one jobber has advanced his quotations on what broken varieties he has for sale.

Dried Fruits—		
Choice	0 24	0 25
Slabs	0 23	0 24
Fancy		0 30
Apples (evaporated)	0 19	0 21 1/2
Peaches (fancy)		0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 20	0 22 1/2
Drained Peels (old)—		
Citron		0 45
Lemon		0 36
Orange		0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6 crown cluster, \$7.00-\$7.75.		
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.		0 14
Fancy seeded, 16 oz. pkgs.	0 15 1/2	0 16
Choice seeded, 16 oz. pkgs.	0 15	0 17
Seedless, 11 oz., packages	0 13	0 15
Do., 15 oz. pkge	0 17	0 18

Do., bleached, 15 oz. (choice)	0 15
Do. (fancy)	0 18
Valencia, selected	0 11 1/2
Valencias, 4-crown layers	0 11 1/2
Sultanas (bleached), 50-lb. boxes	0 18
Do. (15 doz. boxes)	0 22
Currants, old pack., 15 oz.	0 29
Currants, Greek (bulk)	0 18
12 oz.	0 16 1/2
50-lb. boxes, loose	0 20
15 oz. pkgs.	0 20 1/2
Pkgs. 8 oz. (20 pkgs.)	3 00
Pkgs. 6 oz. (50 pkgs.)	3 00
Pkgs. 4 oz. (70 pkgs.)	3 70
80 lb. Ainslia	0 28
12 oz.	0 26
Do., new	0 32
Cal. currants (loose)	0 18
Cal. "Currants," 15 oz. pkgs.	0 20
Dates, Excelsior, per case (36-10s) ..	7 00
Do., Dromedary (36-10 oz.)	8 25
Packages only, Excelsior	0 20
Packages only	0 19
Do., Dromedary	0 22
Figs (layer), 10-lb. boxes	2 60
Figs, white (70 4-oz. bxs)	5 40
Do., (28 8-oz. bxs)	3 50
Do., (12 10-oz. bxs)	2 20
Figs (cooking), 50-lb. boxes, lb.	0 16
Prunes—	
(25-lb. boxes)—	
30-40s	0 30
60-70s	0 22
70-80s (25-lb. box)	0 19
80-90s	0 16 1/2
90-100s	0 15
100-120s	0 11 1/2

**Syrup is Slow
But Price Firm**

Montreal.
MOLASSES, SYRUPS.—Changes have not transpired on molasses and syrup in this market. In view of the strong corn prices, however, there will be no declines on corn syrup, it is stated, notwithstanding the fact that consumption is light. Molasses sale is seasonable and the basis steady.

Barrels, about 700 lbs.	0 07 3/4
Half bbls.	0 08
Kegs	0 08 1/2
2-lb. tins, 2 doz. in case, case ..	5 15
5-lb. tins, 1 doz. in case, case ..	5 75
Corn Syrup—	
10-lb. tins, 1/2 doz. in case, case ..	5 45
20-lb. tins, 1/4 doz. in case, case ..	5 40
2-gal. 25-lb. pails, each	2 45
3-gal. 38 1/2-lb. pails, each	3 65
5-gal. 65-lb. pails, each	5 90

White Corn Syrup—	
2-lb. tins, 2 doz. in case, case ..	5 65
5-lb. tins, 1 doz. in case, case ..	6 25
10-lb. tins, 1/2 doz. in case, case ..	5 95
20-lb. tins, 1/4 doz. in case, case ..	5 90

Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case ..	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Prices for Island of Montreal	
Barbadoes Molasses—	
Punchons	0 98
Barrels	1 03
Half barrels	1 01
Antigua Molasses—	
Punchons	0 95
Barrels	0 98

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

**Maple Business Dull
Some Export Selling**

Montreal.
MAPLE PRODUCTS.—Domestic consumption of syrups and sugar is confined to small lots, and, in a general sense, the market is quiet. Prices are still rather nominal, and the same will likely continue to be characteristic of the situation, especially while there is export demand from the States. Some quantities are reported as being sold to buyers from there recently. Honey sales are rather lighter than they were, and the

market is without change.

Maple Syrup—	
13 1/2-lb. tins (each) (nominal) \$2 10	\$2 35
10-lb. cans, 6 in case, per case ..	15 10
5-lb. cans, 12 in case, per case ..	17 10
2 1/2-lb. cans, 24 in case, per case ..	18 50
Maple Sugar (nominal), small lots	0 25
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb. pails	0 27
10-lb. pails	0 24
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 22

**Pepper is High;
Has Been Active**

Montreal.
SPICES.—Much buying has been done of various spices. Pepper has ruled higher and higher from week to week in some of the larger import points, and it will not be surprising if there are mark-ups in this market. As a general thing, prices are ruling firm.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 35	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 50
Cream of tartar (French pure) ..	0 75	0 80

Quotations on rice are likely to go higher. The market at present is very strong and prices this week are slightly higher on some lines. Both tapioca and sago have advanced from one to two cents this week. The scarcity of the choice rices is a matter of some concern among wholesalers and jobbers, and stocks are rather low. The tendency is towards higher quotations on all rices. There are no Japanese rices being offered, and the restrictions on the American rices renders the possibility of any big importations of these very remote.

American high test	0 80	0 85
Ginger	0 28	0 32
Ginger (Cochin or Jamaica)	0 30	0 30
Vase	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 35	0 37
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	1 30
Cardamon seed per lb., bulk	2 00	2 00
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 60	0 60
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded coconut, in pails	0 21	0 28
Pimento, whole	0 30	0 32

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Imperial Preference
May Not Lower Tea**

Montreal.
TEA.—A survey of the tea situation by CANADIAN GROCER indicates, in a general way, that little change will be probable on tea prices. As a rule there are offsetting circumstances which make up for this lowering of the tariff. For instance, the present exchange situation,

as related to the Indian rupee, is said to make an advance to the purchasers of teas there of about 12 1/2 per cent., and that the reduction of price brought in by the Canadian budget change would just about offset this. It will be some time before teas will arrive here, now bought or already in transit. Those in hand have already stood the excise tax, and changes are not looked for by the tea men interviewed. Japan teas will have to absorb the preferential difference of price, but these are bound to rule high. Latest cables confirm the fact that markets in Japan still are, and will continue to be, high.

Pekoe, Soulelons, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 50
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 75
Early picking	0 55	0 65
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

**Coffee Undefined;
Will It Lower?**

Montreal.
COFFEE, COCOA.—Whether the tariff change will have a real and definite change in store for coffee is not well defined. Those importing heavily do not interpret the new Act readily, and believe that it is perhaps subject to a different interpretation. As it stands, it is said to apply in any but a favorable sense to the Canadian roaster, and this is naturally what the change would be arranged to produce. Imports are made in a large way, and particularly in Eastern Canada, of green coffees, the roasting being done here. Just at present it is awkward to obtain a definite idea of the effect on prices to the trade. Cocoa sales are seasonable and the market has apparently rested from its recent high climbing.

Coffee—		
Bogotas, lb.	0 41	0 44
Jamaica, lb.	0 36	0 39
Maracaibo, lb.	0 38	0 40
Mocha (types)	0 40	0 43
Mexican, lb.	0 40	0 42
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 41	0 42
Santos, lb.	0 40	0 42
Cocoa—		
In 1-lb., per lb.	0 38	0 38
In 1/2-lb., per lb.	0 40	0 40
In 1-5 lb., per lb.	0 40	0 42
In 1/2-lb., per lb.	0 40	0 40

**Export Demand Has
Firmed Rolled Oats**

Montreal.
CEREALS.—Considerable export business has developed for rolled oats, and there is, in consequence, a firming of the market. Prices should be materially higher, say the mill men, for the high oat markets would justify higher prices. Cornmeal is steadily firm and tends to higher levels, sales being made to the trade at around \$5.25 in quantity lots. There is rather a quiet market condition on many of the cereals, especially those used more during the cold weather.

Self-raising Flour—	
3-lb. pkgs., doz.	2 00
6-lb. pkgs., doz.	5 70

Cornmeal, Gold Dust	5 25	5 50
Barley, pearl	6 75	6 75
Barley, pot, 98 lbs.	4 25	4 75
Barley (roasted)	5 50	5 50
Buckwheat flour, 98 lbs.	5 00	5 25
Cornflour, white	5 00	5 25
Rice flour	5 75	5 90
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	5 75	5 75
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut	5 70	5 70
Pens, Canadian, boiling, bush	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rollod oats, 90-lb. bags	4 40	4 80
Rollod oats (family pack.), case	5 60	5 60
Rollod oats (small size), case	2 00	2 00
Oat Flakes (case 20 pkgs.)	5 10	5 10
Rollod wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	6 00	6 00
Packages, 20 in case (family pack.)	5 80	5 80
Tapioca flour, lb.	9 15	9 15

Flour Men Pleased With Volume Trade

Montreal.
FLOUR.—Various sources have been furnishing satisfactory markets for the millers, and export business has been maintained. The domestic demand has also continued very satisfactory, seasonably speaking. Winter wheat flours are still high and in fairly good demand.

Standard Wheat Flours—

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

Bran is Easier; Other Feeds Held

Montreal.
FEEDS.—Lower prices are being quoted in some quarters on bran, and for which there is a lessened demand. At \$42 per ton a number of sales are reported. Shorts, on the other hand are actively selling to ready buyers. Oat feeds are maintained on a firm, steady basis.

Feeds—

Shorts—		
Mixed cars	44 25	44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	56 00	64 00
Barley chop	56 00	65 00
Special, middlings	56 00	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	54 00	54 00
F.O.B. Fort William	50 00	50 00

Oats Up Again; In Good Demand

Montreal.
HAY AND GRAIN.—Oats have again registered an advance of half a cent to one cent. Even at the high prices prevailing for this commodity and for barley the market is active, and much selling is reported. Hay is not in so great a demand as formerly, and the market continues high.

Good, No. 1, per 2,000-lb. ton	340 00	340 00
Do., No. 2	38 00	38 00
Do., No. 3	36 00	36 00
Straw	11 00	11 00
Oats—		
No. 2 C.W. (3 4lbs.)	0 92½	0 90
No. 3 C.W.	0 90	0 90
Extra feed	0 90	0 90
No. 1 feed	0 88	0 88
No. 2 feed	0 83½	0 83½
Barley—		
No. 3 extra	1 50	1 50
No. 3	1 52½	1 52½
No. 2	1 55	1 55

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

Lemons Go Higher; Cherries Are Less

Montreal.
FRUITS.—Prices have lowered on cherries, and these are selling at \$4.50 per crate. Lemons are higher, the price having advanced owing to excessive-selling, due to hot weather. Oranges are fairly steady, but there is still rather a favorable price basis. Some peaches have arrived, but, to date, these have been of a rather inferior grade. Greater variety of fruit is looked for.

Apples—

Ben Davis, No. 1	9 00	10 00
Russets	9 00	10 00
In boxes	5 50	6 25
Bananas (fancy large), bunch	5 50	6 50
Cherries (California), box	4 50	4 50
Cocconuts, sack	9 00	9 00
Grapefruit (fancy Porto Rico)	4 50	5 50
Lemons (California)	8 00	8 00
Pears, Cal., eating, small box	4 00	4 00
Pears, California (110 size)	5 50	5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Cal. navel, 126	6 00	6 00
Do., 150	6 50	6 50
Do., 176	6 50	6 50
Do., 200-216	6 50	6 50
Tangerines, half boxes	4 75	4 75
Blood oranges	4 50	4 50
Pineapples (24s to 36s)	7 00	7 00
Strawberries, large	0 40	0 45

Potatoes May Lower; Tomatoes Less

Montreal.
VEGETABLES.—With the progress of the season there should soon be a

lowering of potato prices. New are becoming more plentiful, and the price basis will gradually decline. Tomatoes are selling on a reduced price basis. Declines should manifest themselves almost right away on various vegetables grown locally, as well as on imported.

Asparagus (doz.)	4 00	4 00
Artichokes, bag	2 00	2 00
Beans, new string (American) basket	4 50	4 50
Beets, bag	1 00	1 00
Do., new, doz.	1 75	1 75
Cucumbers, Florida (basket)	4 50	6 00
Chickory, doz.	3 00	3 00
Cauliflower (imported), doz.	5 50	5 50
Cabbage, new, crate	6 00	6 00
Carrots (new), doz.	1 75	1 75
Celery (Wash.), doz.	2 50	2 50
Do., crates (3-4 doz.)	3 00	3 00
Egg plant	3 00	4 00
Horseradish, lb.	8 20	8 20
Lettuce (early), box (3 doz.)	3 00	3 00
Lettuce, Boston, box	4 50	4 50
Leeks	2 00	3 00
Mint	9 25	9 25
Mushrooms, lb.	1 75	1 75
Basket (about 3 lbs.)	4 00	4 00
Onions, Texas, crate	6 00	6 00
Red, 100 lbs. bag	9 50	10 00
Onions (Shallots), doz.	1 00	1 00
Oyster Plant	0 75	0 75
Paranips, bag	2 50	2 50
Parley (C.-nadian)	0 75	0 75
Parley (American)	1 50	1 50
Potatoes, Montreal (90-lb. bag)	2 25	2 25
Potatoes (New Brunswick), bag	2 25	2 25
Potatoes (new), Florida (per bbl.)	9 00	10 50
Radishes, doz.	0 50	0 50
Rhubarb, doz.	0 25	0 50
Spinach, box	2 00	2 00
Spinach, bbls.	6 00	6 00
Turnips, Quebec	2 50	2 50
Tomatoes (hothouse), lb.	0 40	0 40
Tomatoes, crates (fancy)	6 50	6 50
Tomatoes (choice), crate	5 00	5 00
Lemons, Cal., 270s, 300s, case	4 75	5 00

ONTARIO MARKETS

TORONTO, June 14—Easier quotations are noted on some lines of imported fruits and vegetables, as a result of the removal of the Government war tax of 7½ per cent., but the action of the Government will not likely be felt on other lines for some few weeks as stocks in hand have been brought in under the tax. In fact, the prices on some primary markets are so high just now, that on a good many lines, it is not likely to mean much lower levels, although it will be a factor in keeping prices from being as high as they otherwise might be. Rices and tapioca are very scarce and prices show advances. Apart from the stronger market in rices, commodities are generally strong and steady.

Free Movement of Sugar Stocks

Toronto.
SUGAR.—There is a very free movement of sugar at the present time, and from now until the fruit season is over, demand is expected to be very active. However, most refineries report stocks in good supply, and no shortage is anticipated. Prices, however, are very firm, and are not likely to show much change this summer. The removal of the war tax of 7½ per cent. on imported foodstuffs has nothing to do with sugar, as the raws were not taxed in this way.

St. Lawrence, extra granulated	10 16	10 16
Atlantic, extra granulated	10 16	10 16
Acadia Sugar Refinery, extra granulated	10 16	10 16
Can. Sugar Refinery, extra granulated	10 16	10 16
Dom. Sugar Refinery, extra granulated	10 16	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies,		

5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.
 Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.
 Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Syrups Are Unchanged

Toronto.
MOLASSES, CORN SYRUPS.—The demand for molasses and syrups is a little slow just now, and the market for the same is steady, with no changes in prices. Future imports of Barbadoes molasses will no doubt be affected slightly by the removal of the war tax, but stocks already in the hands of the dealers are unchanged.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	30 07½	30 07½
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Half barrels, 1/2c over bbls.; 1/4 bbls. 1/2c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	5 65	
Cases, 5-lb. tins, white, 1 doz. in case	6 25	
Cases, 10-lb. tins, white, 1/2 doz. in case	5 95	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 55	
Cases, 10-lb. tins, yellow, 1/2 ds. in case	5 45	
Cane Syrups—		
Barrels and half barrels, lb.	0 65	
Half barrels, 1/2c over bbls.; 1/4 bbls. 1/2c over bbls.		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels		1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 00
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	6 00
West Indies, 1 1/2s, 48s	4 60	6 95

Rolled Oats and Corn Flakes Firm

Toronto. PACKAGE GOODS.—No changes are reported this week in the market for package goods. The prices of both rolled oats and corn flakes are very firm. Shredded wheat in 36s is selling at \$4.50, and porridge wheat at \$6.

PACKAGE GOODS		
Rolled Oats, 20s round, case		\$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case		4 00
Do., Do., 18s, case		2 00
Corn Flakes, 36s case	3 60	4 25
Shredded Wheat, 36s, regular, case		4 50
Porridge Wheat, 36s, regular, case		6 00
Do., Do., 20s, family, case		5 80
Cooker Package Peas, 36s, case		3 60
West Indies, 1 1/2s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11	0 11 1/2
Do., No. 2, lb. cartons		0 09 1/2
Canada Laundry Starch		0 09 1/2
Laundry Starch, in 1-lb. cartons		0 11 1/2
Do., Do., in 6-lb. tin canisters		0 12 1/2
Do., Do., in 6-lb. wood boxes		0 12 1/2
Potato Flour, in 1-lb. pkgs.		0 16

Rices Are Scarce; Tapioca Higher

Toronto. RICES.—The market for rices is becoming stronger, and prices are likely to show higher levels. In fact supplies among the dealers are very scarce. There are practically no Japanese rices coming on the market, and there are also restrictions on the shipment of American rices. Because of the scarcity of rice there has been a great demand for tapioca, as a result of which the price of it has also advanced. It is now selling at from 12 to 13 cents per pound. Chinese XX rice is also quoted higher at \$11.00 per hundred. White sago is also quoted at from 12 to 13 cents per pound.

Texas, fancy, per 100 lbs.	14 50	15 00
Blue Rose Texas, per 100 lbs.	12 50	13 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	12 00
Siam, second, per 100 lbs.	10 00	11 00
Japan, fancy, per 100 lbs.	12 00	12 50

Japan, second, per 100 lbs.	11 00	12 00
Chinese XX, per 100 lbs.		11 00
Do., Simu		11 00
Do., Mutin, No. 1		10 50
Do., Pakling		10 00
White Sago	0 12	0 13
Tapioca, per lb.	0 12	0 13

Primary Markets in Nuts Strong

Toronto. NUTS.—While this is a quiet season in nuts, there is a generally upward tendency in quotations. Future importations will be affected no doubt by the removal of the war tax, but not to any very material extent. Prices will likely be high, as all indications point to strong prices at primary points. At the present time it would cost 19 cents to import Spanish peanuts, and the stocks now on hand are selling to the trade at from 18 1/2 to 19 cents per pound. Brazils are very firm at from 78 to 80 cents per pound.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocanuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 44	0 46
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.		0 19
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 78	0 80

15-oz. Packets of Raisins Higher

Toronto. DRIED NUTS.—All dried fruits are very scarce and many lines are completely cleaned out. However, there is not the same demand for them now as there was a few weeks ago. The chief change in the market this week is an advance of a cent a pound on fifteen ounce packets of seedless raisins, at 19 cents per pound. There are still some of the small sizes of prunes available. Dates and figs are unchanged. There are small quantities of evaporated apples on the market at 21 cents per pound.

Apples, evaporated, Ontario	0 21	0 16 1/2
Apricots, unpitted		0 16 1/2
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange		0 45 1/2
Citron	0 47	
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case		6 50
Dromedary, 3 doz. in case		7 50
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 25
40-50s, per lb.		0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.		0 22
70-80s, per lb.		0 15
80-90s, per lb.	0 16 1/2	0 17
90-100s, per lb.		0 14 1/2
100-120s, per lb.	0 11	0 11 1/2
Peaches—		

Standard, 25-lb. box, peeled		0 20
Choice, 25-lb. box, peeled		0 23
Fancy, 25-lb. boxes		0 24
Practically peeled, 35-lb. boxes		0 28 1/2
Extra choice, 35-lb. box, peeled		0 30
Raisins—		
California bleached, lb.	0 17	0 18
Extra Fancy sulphur bleached, 25s		0 17
Seedless, 15-oz. packets		0 19
Seeded, fancy, 1-lb. packets	0 14 1/2	0 15
Seeded, 15 oz. packets		0 15
Seedless, Thompson's, bulk	0 15	0 20
Seedless, 16-oz. packets	0 16	0 18
Do., Bakers, Thompson's, 50s	0 16	0 18
Crown Muscatels, 25s		0 17

Brisk Inquiry Now For Salmon

Toronto. CANNED GOODS.—There is a very active demand for salmon these days, the inquiry being stimulated by the hot weather. There is some Cohoes salmon and also some Alaska Reds on the market, but supplies are none too plentiful. Canned tomatoes are getting scarce, and 2 1/2s this week have advanced to 2.15. Standard peas are quoted at from 1.40 to 1.50, and early June peas at 1.68 1/2. Sweet wrinkle peas are stronger this week at 1.97 1/2. The canned fruits are pretty well cleaned up, and very few lines remain for sale. In a good many instances quotations are merely nominal.

Salmon—			
Sockeye, 1s, doz.	4 50	4 75	
Sockeye, 1/2s, doz.		2 95	
Alaska reds, 1s, doz.	4 25	4 50	
Chums, 1-lb. talls	2 25	2 60	
Do., 1/2s, doz.	1 35	1 45	
Pinks, 1-lb. talls	2 25	2 60	
Do., 1/2s, doz.	1 35	1 50	
Cohoes, 1/2-lb. tins	1 35	1 50	
Cohoes, 1-lb. tins	3 45	3 75	
Red Springs, 1-lb. talls	3 65	3 95	
White Springs, 1s, dozen	2 30	2 35	
Lobsters, 1/2-lb., doz.	3 75	4 50	
Whole Steak, 1s flat, doz.	1 75	1 90	
Filehards, 1-lb. talls, doz.	1 90	2 15	
Canned Vegetables—			
Beets, 2s.	1 90	2 00	
Tomatoes, 2 1/2s		2 15	
Peas, standard	1 40	1 50	
Peas, early June		1 68 1/2	
Sweet Wrinkle		1 97 1/2	
Beans, golden wax, doz.	2 00	2 10	
Asparagus tips, doz.	3 42 1/2	3 45	
Asparagus butts	2 00	2 02 1/2	
Canadian corn	2 25	2 45	
Corn, American, 2s, doz.		2 00	
Pumpkins, 2 1/2s	0 95	1 00	
Spinach, 2s, doz.		1 90	
Do., 2 1/2s, doz.	2 52 1/2	2 80	
Do., 10s, doz.		10 00	
Peas, early June	1 65	1 70	
Succotash, 2s, doz.	2 30	2 35	
Pineapples, sliced, 2s, doz.	3 50	4 00	
Do., shredded, 2s, doz.	3 00	3 02 1/2	
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10	
Do., preserved, 2 1/2s, doz.	2 05	2 07 1/2	
Do., standard, 10s, doz.	4 50	4 53 1/2	
Apples, gala, dozen		6 00	
Peaches, 2s		2 07 1/2	
Pears, 2s	2 35	2 07 1/2	
Plums, Lombard, 2s		1 90	
Plums, Green Gage	2 17 1/2	2 37 1/2	
Raspberries, 2s, H.S.		4 50	
Strawberries, 2s, H.S.		4 50	
Blueberries, 2s	2 10	2 35	
Preserved Fruits, Pint Sealers—			
Peaches, pint sealers, doz.	3 40	3 45	
Jams—			
Apricot, 4s, each		0 84	
Black currants, 16 oz., doz.		4 00	
Do., 4s, each		0 90	
Gooseberry, 4s, each		0 84	
Peach, 4s, each		0 82	
Red currants, 16 oz., doz.		3 45	
Raspberries, 10 oz., doz.	3 90	4 25	
Do., 4s, each	1 02	1 10	
Strawberries, 16 oz., doz.	3 90	4 25	
Do., 4s, each	1 06	1 10	

Demand For Beans is a Little Slow

Toronto. BEANS.—The movement of beans is now a little slow, although prices show

no change. The best qualities have been pretty well cleaned out. There is usually little inquiry for beans in the hot weather.

Ontario, 1-lb. to 2-lb. pickers, bu \$....	\$4 25
Do., hand-picked	4 50
Japanese Kotonashi, per bush.	4 50
Rangoons, per bushel	3 00
Limas, per lb.	0 11½ 0 12

Cereals Hold at Strong Prices

Toronto.
CEREALS.—The market for cereals in bulk is very strong, although quotations show no change from a week ago. Oatmeal in 98s is quoted at \$5.50, and number one breakfast food at \$6.15, and number two is also selling at the same figure.

	Single F.o.b.	Bag Toronto	Lots Toronto
Barley, pearl, 98s	5 50	6 00	
Barley, pot, 98s	4 25	4 50	
Barley Flour, 98s		4 50	
Buckwheat Flour, 98s	7 25	8 00	
Cornmeal, Golden, 98s	5 50	5 85	
Do., fancy yellow, 98s	5 25	5 50	
Corn Flour, white, 98s	4 60	4 85	
Do., Government standard, 98s	4 25		
Hominy grits, 98s	5 25		
Hominy, pearl, 98s	5 00	5 25	
Oatmeal, 98s	4 55		
Oat Flour	4 50		
Boiled Oats, 98s	4 40	4 50	
Rolled Wheat, 100-lb. bbl.	6 50	7 00	
Breakfast Food No.1.	6 15		
Do., No. 2	6 15		
Rice Flour, per 100 lbs.	8 00		
Linseed Meal, 98s	6 75		
Rye Flour, 98s	6 50	7 25	
Peas, split, 98s	6 20		
Blue peas, lb.	0 10		

Above prices give range of quotations to the retail trade.

Spices Show No Price Changes

Toronto.
SPICES.—Quotations on spices while not at present affected by the removal of the war tax of 7½ per cent. on all imported foodstuffs, because of the stocks on hand, will benefit on new arrivals. Prices in the course of a few weeks should be somewhat lower. Dealers report no changes in the market this week. Black pepper is now selling at from 38 to 43 cents, and white pepper at from 45 to 50 cents.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 40	0 55
Cayenne	0 32	0 35
Cloves	0 50	0 60
Ginger	0 30	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 40
Pickling spice	0 23	0 30
Mace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 45	0 50
Paprika, lb.	0 60	0 65
Nutmegs, select, whole, 100s ..	0 45	0 50
Do., 50s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole	0 75	
Coriander, whole	0 25	0 30
Caraway seed, whole	0 55	0 60
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test		
2-oz. packages, doz.	1 75	
4-oz. packages, doz.	3 00	
8 oz. tins, doz.	6 00	

Primary Prices on Tea High

Toronto.
TEAS.—In spite of the reduction in duty on British grown teas, all indica-

tions point to a very strong tea market. Stocks that have been heavy in the hands of the dealers are showing depletion, and at present time, spot teas are cheaper than those that can now be bought for future delivery. No lower quotations are announced this week, prices to the trade being strong at steady figures.

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 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 58	0 55
Second pickings	0 48	0 50
Hyson Thirds, lb.	0 45	
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Coffee Quotations Continue Strong

Toronto.
COFFEES.—With the present strength of the market for green coffees, the majority of dealers cannot see how the reduction in the duty on coffees will affect prices very materially. Quotations are not changed this week. Present prices are under what it costs now to import and roast. As for instance, Rio number seven, which is largely sold on this market, costs 20 cents laid down in Toronto. What with exchange, the fact that it loses 16 per cent. in roasting, and the cost of roasting, it would bring it up to from 30 to 35 cents per pound, and this same coffee on spot is selling at from 32 to 33 cents per pound. It is not likely that coffees will be lower than they are at present.

Java, Private Estate	\$....	\$0 50
Java, Old Government, lb.		0 50
Bogotas, lb.	0 47	0 49
Guatemala, lb.	0 47	0 49
Mexican	0 44	0 46
Maracaibo, lb.	0 41	0 43
Jamaica, lb.	0 39	0 42
Blue Mountain Jamaica		0 50
Mocha, lb.	0 46	0 48
Mocha, Arabian, lb.		0 50
Rio, lb.	0 32	0 33
Santos, lb.	0 42	0 43
Santos, Bourbon, lb.	0 41	0 42
Ceylon, Plantation, lb.		0 48
Chicory, lb.		0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Movement in Honey is Slow

Toronto.
HONEY, MAPLE SYRUP.—The market for maple syrup continues very strong, although prices show no changes as compared with a week ago. Honey is a little quiet just now, with prices holding steady.

Honey—		
Clover—		
5-lb. tins	0 24	
2½ lbs tins	0 26	
10-lb. tins	0 25	
60-lb. tins	0 24	
Buckwheat, 60-lb. tins, lb.	0 18	
Comb. No. 1, fancy, doz.	3 75	4 25
Do. No. 2, doz.	3 00	
Maple Syrup—		
8½-lb. tins, 10 to case, case	17 00	
Wine qt. tins, 24 to case, case	16 00	
Wine ½ gal. tins, 12 to case, case	15 00	
Wine 1 gal. tins, 6 to case, case	14 00	
Imperial 5 gal. cans, 1 to case, case ..	14 00	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	

Imported Fruits Are Easier

Toronto.
FRUITS.—The removal of the war tax on imported foodstuffs possibly affects fruits more than anything else at this time. For instance, strawberries are quoted at 40 cents per quart, whereas with the tax they would likely be 42 or 43 cents. One dealer stated that on a car of fruit the removal of the tax would mean a saving of as much as \$140. It is expected that Canadian strawberries will be on the market early next week. Bananas this week are quoted slightly higher at 8 cents per pound. California grapefruit are selling around \$5.00 per case. Oranges are firmer, ranging all the way from \$5.25 to \$7.00, and lemons are selling at \$7.50 per case. The first car of Florida pineapples arrived on the market this week, and they are selling in 24s and 30s at \$7.50. California canteloupes are bringing \$10.00 per case, and watermelons are selling at \$1.25 each. Georgia peaches are arriving regularly now and are quoted at from \$4.50 to \$5.00 per six basket carrier.

Bananas, per lb.	0 08
Grapefruit—	
California, seedless, 64s.	5 00
Do., 48s	6 00
Oranges—	
California navels, 100s	5 25
200s, 216s, 250s, 288s.	5 00 6 75
Valencias—	
126s, 150s, 176s, 200s, 216s.	6 50 7 00
250s, 288s	5 50 6 00
324s	5 25
Lemons, Cal., 270s, 300s, case	7 50
Pineapples—	
Floridas, 24s, 30s, case	7 50
Strawberries, quarts	0 40
Rhubarb, doz. bunches	1 50
Cherries, Cal., box	4 00
Watermelons	1 25
Georgia peaches, 6 basket crates, per crate	4 50 5 00
Canteloupes, Cal., 455 standards	10 00

New Vegetables Are in Good Supply

Toronto.
VEGETABLES.—New vegetables are arriving in plentiful supply now, and are in very active demand. A sharp decline is noted this week in the prices of new potatoes. Number one Virginia potatoes are offered at \$10.75 per barrel and number twos at \$8.50. Ontario potatoes are firm around \$2.35. Canadian asparagus, two dozen bunches are, from \$1.00 to \$1.50, and new beets and carrots are also lower at from \$2.50 to \$2.75 per hamper. Cabbage by the crate is selling at \$6.50, and Texas cucumbers by the bushel are bringing \$5.00, and Floridas in hampers are selling at \$4.50. Florida tomatoes arriving are of splendid quality, and are quick sellers at from \$7.00 to \$8.00 per crate.

Can. Asparagus, 2 doz. bunches	1 00	1 50
New beets, hamper		2 50
Cabbage, crate		6 50
Celery, Florida, 3s to 6s, 8s.	6 00	7 50
Do., 10s		4 75
New Carrots, hamper		2 75
Leamington hothouse cucumbers, 11-qt. basket	2 50	3 50
Radishes, per doz		0 25
Lettuce, head, Boston, 2 doz. case ..		4 50
Do., leaf, doz.	0 40	0 50

Onions—		
Green onions, doz.	.....	0 60
Texas onions, crate	.....	5 00
Parsley, per basket	.....	0 50
Peppers, green, doz.	1 00	.....
Potatoes, Sweet, Louisiana, hamper	.....	2 60
Wax beans, per hamper	.....	6 00
Cucumbers, Texas, bushel	.....	5 00
Do., Floridas, hampers	.....	4 50
New Potatoes, Virginia	8 50	10 75
Turnips, hamper	2 75	0 00
Potatoes, Ontario, bag	2 35	2 40
Spinach, box	.....	2 00
Tomatoes, Florida, 124s, 144s	7 50	8 00
Do., 72s, 84s and 180s	.....	7 00
Do., Hothouse, No. 1, per lb.	0 20	0 45

Flour Prices

Hold Steady

Toronto.

FLOUR.—Manitoba flour is largely supplying the trade, and in cotton bags

it is selling at \$11.15, and in jute bags at \$11.00. The Ontario winter wheat flour is selling on about the same basis.

FLOUR

Government standard, 74 per cent. extraction. Ontario winter wheat flour, in carload shipments, on track, in cotton bags

11 15
11 00

Bran and Oats

Are Easier

Toronto.

MILLFEEDS.—Both bran and shorts are quoted lower this week. There is still a very fair movement in shorts, but bran is selling a little slowly. Bran is quoted at \$42.00 and shorts at \$44.00.

Bran, per ton	.....	In carlots, track	42 00
Shorts, per ton	.....		44 00

Restrictions Have Not Yet Proved Effective

No Buying Movement in Either Salmon or Sardines Noted—Packers Not Responsible for Action Taken—Government May Be Personally Interested

THE recently promulgated order requiring an individual license for the import of all canned salmon and sardines, has aroused a good deal of comment. The Government has been faced by heavy stocks of salmon at the Pacific Coast, and a considerable accumulation of sardines at the Atlantic. The condition at the Pacific Coast was unquestionably caused by the ill-considered action of the Government last season, in requisitioning all the better grades of salmon, and leaving only the chum or poorest grades of salmon, and a small proportion of two other grades for the Canadian trade.

There is a very general impression in the trade that the reason that the Government is so interested in this question, is because it is the owner of some at least of the surplus stocks.

Measure Not Likely to be Effective

There is little hope that this measure will be effective in meeting the conditions. Canada has never been a market for these poorer grades of salmon, and there is no inclination on the part of handlers to believe that these conditions will be changed by the regulation. There has been some importation of late of Alaska Red salmon to meet the demand for a better grade article. This movement has only been noticeable in the last month. Its curtailment is not generally expected to materially improve the situation at the coast. The action does not appear to have been taken at the request of the canners in either instance.

Importers of Norwegian sardines do not view with any approval the action of the Government in making it necessary to secure a license in order to import these sardines. J. R. Gee, of W. G. Patrick & Co., Wellington Street W., Toronto, in referring to the matter, stated that it would mean considerable hardship to his firm, who are large im-

porters of Norwegian sardines. At the present time they have a very large shipment en route, and if the Government is going to control the importation, it will result in a good deal of inconvenience to them. An effort was being made at Ottawa to have this ruling rescinded, as Mr. Gee believed the importation of Norwegian sardines would have very little effect on the consumption of the Canadian product.

Fishermen, Not Packers, Responsible

As far as the Canadian packer is concerned, C. Morris, of C. Morris & Co., C.P.R. building, Toronto, representing the Booth Fisheries, of New Brunswick, stated to CANADIAN GROCER that it was not at the instigation of the packers that the regulation had been made, but at the request of the fishermen. The catch has been a small one, and if further restricted, it would result in hardship for the fishermen, who would be short of cash. If there was not a good demand on the part of the packer there would be little for the fishermen to do. As it is the pack will be a limited one this year.

Trade Holding Back

Mr. Morris states, however, that instead of stimulating the trade in the Canadian product, buyers, feeling that supplies were very heavy, were not making any purchases, believing that because the market was overloaded, prices would see considerable declines. However, he points out, that the margin of profit is only something like 25 cents a case, and further cuts in values are not likely. The Canadian industry received quite a stimulus during the years of the war, because of the inability to secure the imported sardines. Great improvement too has been made in the manner of canning them, and they are now sent to the public more attractively prepared.

PRESIDENT OF UNIVERSITY FAVORS COMMERCIAL EDUCATION

A very pleasant feature in connection with the Short Course in Merchandising held at the University of Manitoba during the week February 24-28, 1919, was the luncheon held at the "Blackstone" on Thursday, Feb. 27, at 1 p.m. J. A. Maclean, LL.D., President of the University, was in the chair. A great many of the merchants in attendance at the Short Course were present as well as many of the leading merchants of Winnipeg. The guests on this occasion were: Andrew H. Melville, of Madison, Wis.; F. C. Middleton, Community Secretary of the Social Service Council; W. J. Warters, of the Winnipeg Public Schools, and W. H. Hammell, manager of the Copeland-Chatterton Co.

Dr. Maclean referred to the work in business training already undertaken by the University under the direction of the Advisory Committee on Commercial Education and outlined some of the new features that would be introduced to make the extension work of the University serve the merchants throughout the province. A number of the merchants who had travelled long distances to attend the lectures were called upon to say a few words relative to the value of the addresses delivered.

The following gave their impressions, which in each case were highly satisfactory: A. S. Moncrieff, of Glenavon, Sask.; R. H. McLeod, of Rocanville, Sask.; F. F. McDonald, of Cayley, Alta., and J. H. More, of Souris, Man.

A. F. Higgins welcomed the visiting merchants on behalf of the Manitoba Executive of the Retail Merchants' Association of Canada. Andrew Melville complimented the Advisory Committee on the splendid showing that the University had made in its efforts to serve the retail trade. W. H. Hammell expressed the pleasure it gave him and his company to co-operate in the addresses on retail accounting, and J. H. Curle was called upon to say a few words on the larger questions which were receiving the consideration of the Manitoba Board of the Retail Merchants' Association. He referred briefly to the proposed increases in express rates, the reforms in taxation which were being sought in Manitoba, the work of the Social Service Council in the formation and development of community clubs, the co-operation of the University in practical commercial education, the prohibition situation in Canada, the prestige the organization had gained throughout Canada and the future possibilities which could be realized if the merchants would co-operate with their Association in helping to solve some of the large questions

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 11.—Large Ontario cheese are selling at from 35 to 36½ cents, with higher prices expected. New laid eggs are down to \$12.50. Further declines are probable. In lard a firm advance is likely before the end of the week. Smoked hams have advanced one cent. Pickles in bulk will probably advance this week. Chase and Sanborn's coffee advanced two cents; Baker's cocoa, four cents; and chocolate, two cents a pound. Number one creamery butter is quoted at 57 to 59 cents. A slump in dairy butter is looked for. Manchurian broken shelled walnuts are 50 cents; halves, 75 cents. Valencia oranges advanced to 54 cents. Lemons advanced two dollars.

Beans, Lima	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 60
Rice, China mat. No. 1		4 80
Do., No. 2		3 95
Tapioca, lb.	0 11	12 1/2
Sago, lb.	0 11	0 12 1/2
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 35	0 36 1/2
Butter, creamery, lb.	0 57	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		22 80
Eggs, new-laid, local		12 50
Tomatoes, 2 1/4s, stand. case	3 60	4 25
Corn 2s, case	4 80	5 00
Do., 2s standard case	3 40	3 50
Spinach, Cal., new pack		5 60
Apples, gala, Ontario, case	2 90	3 10
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	9 00
Do., red-tipped		6 40
Apples, evaporated		0 22
Do., 25s, lb.		0 23
Do., evaporated, lb.	0 26	0 30
Peaches, evaporated, lb.		0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s		0 22
Lobsters, quarters	2 75	3 00
Salmon, pin. tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, Valencias	7 00	7 50
Lemons, case	8 25	8 50
Grapefruit, California		7 00
Strawberries, Hood River, crate		7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., June 10th.—Business here is good, owing to stocking up by many householders, through fear of strike. No strike has materialized in Regina, however. Considerable quanti-

ties of eggs are being stored here. A few are being moved out. Gold Dust has advanced 35 cents for 24s, large, and 15 cents on fifties, small. Word has been received that the pea pack will be small, owing to rains. While prospects are for a big yield of California prunes, raisins, apricots, peaches and pears, prices, however, are expected to be high owing to European demand this year. Pineapples on the market are retailing at from 30 to 40 cts. each.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12 1/2
Rolled oats, brails	3 86
Rice, Siam, cwt.	8 40
Sago, lb.	0 11 1/2
Tapioca, lb.	0 11 1/2
Sugar, pure cane, gran., cwt.	10 91
Cheese, No. 1, Ontario, large	0 34 1/2
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	21 60
Eggs, new-laid	0 48
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 80
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18
Strawberries, 2s, Ont., case	8 60
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	12 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	3 00
Apples, Washington, box	7 50
Grapefruit	7 00
California oranges	8 50
Pineapples	8 50
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

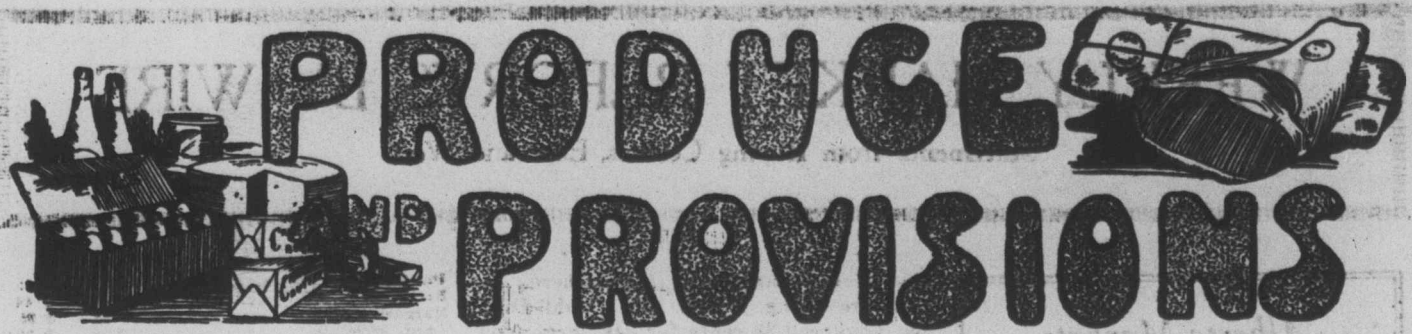
St. John, N.B., June 11.—The market displays great firmness, almost all changes showing increases. Granulated cornmeal has advanced from \$6.15 to \$6.25, and ordinary cornmeal has risen from \$4 to \$4.10. Molasses have declined from one to two cents, now selling at from 87 to 88 cents. New Brunswick cheese is selling at from 33 to 33½ cents. Fresh eggs are selling at 50 cents, and in cases at from 47 to 48 cents. Pure lard is quoted at from 38 to 38½, and compound at from 32½ to 32½. Corn beef is \$4.95.

Flour, No. 1 patents, bbls., Man.	\$12 54
Cornmeal, gran., bags	6 15
Cornmeal, ordinary, bags	4 00
Rice, Siam, per 100	9 75
Molasses	0 87
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, New Brunswick	0 33
Cheese, Ont., twins	0 32
Eggs, fresh, doz.	0 50
Eggs, case	0 47
Breakfast bacon	0 42
Butter, creamery, per lb.	0 46

Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 42	0 44
Margarine	0 33	0 35
Lard, pure, lb.	0 38	0 39 1/2
Lard, compound	0 32 1/2	0 32 1/2
American clear pork	56 00	60 00
Do., corned, lb.		4 90
Tomatoes, 3s, standard, case		4 00
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 20
Corn, 2s, standard case		4 70
Peas, standard case	3 20	3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 20 1/2	0 21
Peaches, per lb.		
Apricots, per lb.	0 24	0 25
Natives, per bbl.	4 00	4 25
Onions, Can., bag		
Do., Bermuda, per crate	5 50	6 00
Lemons, Cal.		7 50
Oranges, Cal., case	6 50	7 50
Grapefruit, Cal., case	7 00	8 00
Bananas, per lb.	0 08 1/2	0 09
Apples, box		7 00

THE GROCER'S DREAM

Last evening I was talking
 With the grocer, aged and grey,
 When he told me of a dream he had,
 I think on Xmas day.
 When snoozing in his store
 The vision came in view;
 Then he saw an angel enter,
 Dressed in garments white and new.
 Said the angel, "I'm from Heaven,
 The Lord just sent me down
 To bring you up to glory,
 And put on your golden crown.
 You've been a friend to everyone,
 And worked hard night and day;
 You've cared for many thousands,
 And from few received your pay.
 So we want you up in glory.
 For you have worked so hard;
 And the good Lord is preparing
 Your eternal, just reward."
 Then the angel and the grocer
 Started up to Glory's gate;
 But when passing close to Hades,
 The angel murmured, "Wait.
 I've a place I wish to show you,
 It's the hottest place in H—;
 Where the ones who never paid you
 In torment forever dwell."
 And, behold, the grocer saw there
 His old patrons by the score;
 And grabbing up a chair and fan,
 He wished for nothing more.
 He desired to sit and watch them,
 As they sizzle, singe and burn;
 And his eyes would rest on debtors
 Most every way he'd turn.
 Said the angel, "Come on up;
 There are Pearly Gates to see."
 But the grocer only muttered,
 "This is Heaven enough for me."
 From Alby Robinson, Woodstock, Ont.



PRODUCE AND PROVISIONS

Ontario Government Makes Fish Scheme More Secure

Restrict Handlers of Government Fish From Enlarging Their Supply From Other Sources—Municipalities Required to Guarantee the Accounts

THE Ontario Government in its fish selling campaign is adopting a different system this year. Handlers of Government fish have to guarantee not to buy trout or white fish from any other source than the Government, otherwise they will not be supplied. They claim that a large number of dealers have signed this agreement. Wholesale fish handlers, however, are apt to look somewhat skeptically on this agreement. They state that if the Government supplies are as inadequate and unsatisfactory as they have been in the past, the handler will have to buy elsewhere, despite the agreement, or see his business disappear.

Does Not Tend to Cheaper Prices

There is a very strong feeling among dealers that this pet scheme of the Ontario Government is not going to have the effect of making food cheaper for Government fish can at the best supply only a very small part of the public, while this competition is having the effect of diverting other Ontario lake fish to the American markets, and consequently diminishing the available supply. The dealers cannot see where the Government is doing the public such a favor. They are opening practically virgin waters to their own fishermen, and prohibiting them to the public. They are paying 5¢ cents, where the regular fish wholesaler is compelled to pay 10 to 11 cents for the same variety of fish, in order to compete with the American buyers, who would otherwise take the entire supply. It is urged, too, that the system is resulting in no real economy. The only saving is in the initial cost, and the Government is regulating that by law, and is not meeting open market conditions. With a cost of 5¢ cents, express and packing charges of approximately 2½ cents, and a selling price of 11½ cents there is a margin of 3½ cents, whereas several canneries have been operating on a yearly average mar-

gin of 1½, which appears to be a fair indication, that the only benefit that the Government is able to give is due to the favorable treatment that it accords itself. It does not even assume the usual commercial risks, the communities in which the retail distributors of the fish are located being required to guarantee the account of the merchant. The regulation requiring fishermen in other localities to turn over a part of their catch to the Government on demand, has not been put in force this year, owing, it is presumed, to the strenuous protests of the fishermen against any such unwarranted interference with their rights.

The wholesale fish dealers are not inclined to quarrel with the Government entering the business, but they do feel that the competition should be on an even basis, and they contend that only so can it be of any service to the public.

Meat Department a Valuable Asset

Grocery Department a Lead for Building Up a Big Meat Trade
—Two Naturally Work Together—Serve the Customer
All Her Needs

W. M. Hedden, Wentworth Street South, Hamilton, has a meat department in connection with his grocery business that is a very profitable end of his trade. Mr. Hedden has his meat department at the rear of his store, and he has it very attractively arranged, in such a manner as to directly engage the attention of everyone who enters the place. He handles both fresh and cured meats, and in the Summer months has a fine assortment of cooked meats. He finds there is not as much demand for roasts and such like in the hot weather, and makes it a point to have the cooked varieties in ample supply. In Mr. Hedden's opinion a meat department is a valuable adjunct to any well-equipped grocery store, and

CANADIAN EXPORT OF EGGS INCREASE

The following figures illustrate the growing export movement of Canadian eggs, the total for May being 18,053 cases, or more than the total export of the two preceding months:

March 1st-31st	7,620 cases
April 1st-30th	8,405 "
May 1st-10th	6,350 "
May 11th-17th	7,473 "
May 18th-24th	3,100 "
May 25th-31st	1,100 "
	34,048 "

(1,021,440 doz.)

FOUR CARDINAL PRINCIPLES

"Buy wisely; pay promptly; sell promptly; collect promptly," are the principles which a certain wholesale grocery house is recommending to its customers. Any merchant who acts upon these principles, it was declared, cannot keep success from his doors.

Valuable at any time, these principles are particularly important at this time. They are absolutely sound.

renders it possible to cater to the same buying public in both meats and groceries. He employs an automobile delivery, and is thus able to give a splendid service to his customers. His customers are much the same for both lines and his experience is that of other grocers handling fresh meats along with their regular lines, and that is that the grocery department can be a big factor in building up a good meat trade.

This store also does an extensive business in fruits and green vegetables during the Summer. Mr. Hedden always has a good fresh stock of whatever is in season. His sales of berries are very heavy, and his turnover on fruits during the Summer is one of the gratifying features of his business.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 10—Hog prices are lower this week, both live and dressed being less in accordance with the general lowering tendencies in some of the Canadian centres. Hot weather, too, has a detrimental effect upon the demand for fresh meats and the consequence is a weakening of the price basis. Some cuts of beef are readjusted downward. Cooked and roast hams and shoulders are higher and this is due to heavier demand. Cooked meats are active. Lard and shortening are very firm and in rather less demand than before, owing to the high prices. Butter is due for a decline immediately in addition to a drop of two cents recorded this week. Cheese will also be lower, if the present buying refusal is maintained by importers abroad. Already there have been substantial declines in country points. Eggs are down and will still decline. Poultry is firm and active. Fresh fish are more readily available and prices are reduced for mackerel, haddock and Gaspereaux.

Prices Score Less on Pork Products

Montreal

FRESH MEATS.—Lower prices have been reached on live hogs and dressed prices also are less. This is due to the weaker feeling in nearby markets, and in view of hot weather conditions lower prices still are looked for. There has been a fairly good delivery of hogs, and the demand, in view of hot weather prevailing, is limited. There have been some revisions in the price of various meat cuts, some prices on beef being more favorable.

Hogs, live 20 00 21 50

Hogs, Dressed—

Abattoir killed, small, 65-90 lbs. 30 50 31 00
Sows (heavy) 25 50
Hogs (country dressed) 27 00 27 50

Fresh Pork—

Leg of pork (trimmed) 0 39 1/2
Loins (trimmed) 0 43
Loins (untrimmed) 0 40
Spare ribs 0 24
Trimmed shoulders 0 27 0 28

Fresh Beef—

(Cows)
\$0 29 \$0 32 ..Hind quarters.. \$0 26 0 28
0 17 0 20 ..Front quarters.. 0 17 0 20
0 42 0 42 ..Loins 0 32 0 34
0 26 0 30 ..Ribs 0 26 0 28
0 17 0 18 ..Chucks 0 16
0 30 ..Hips 0 25 0 26
Calves (as per grade) 0 20 0 25
Lambs, 30-40 lbs. (whole carcass), lb. 0 40
No. 1 Mutton (whole carcass), lb. 0 25

Cured Meats Active; Advances Unlikely

Montreal

CURED MEATS.—Were it not for the fact that the demand has been active for cured meats, due to the hot weather, it is probably that prices would have scored a decline, in sympathy with a lowering basis for fresh killed hogs. But with this demand likely to continue strong, there may be a maintained basis.

Hams—

Medium, smoked, per lb.—
(Weights), 12-14 lbs. 0 39
14-20 lbs. 0 38 1/2
20-25 lbs. 0 38
25-35 lbs. 0 35

Bacon—

Plain 0 43 0 48
Boneless and trimmed 0 56

Roll—

Breakfast, per lb. (as to qual.) 0 44 0 50
Roll, per lb. 0 32 1/2 0 37

Dry Salt Meats—

Long clear bacon, ton lots.... 0 30 1/2 0 31 1/2
Long clear bacon, small lots.. 0 31 1/2 0 32 1/2

Bacon—

Fat backs, lb. 0 33
Canadian short cut (bbl.) 30-40 pieces 68 50
Clear fat backs (bbl.) (40-50 pieces) 67 50
Heavy mess pork (bbl.) 54 50
Bean pork (bbl.) (American) (60-80 pieces) 53 00

Cooked Meats Higher; Due to Big Demand

Montreal

COOKED MEATS.—The consuming season being on, and in view of the fact that this is real heavy, prices are firm and some have marked the basis up for cooked and roast hams. Last week recorded new records in point of selling and there is likely to be a big outturn for the next few weeks at least.

Head Cheese 0 13 0 15
Choice jellied ox tongue 0 57 0 59
Jellied pork, tongues 0 44
Ham and tongue, lb. 0 32
Veal and tongue 0 25
Hams, roast 0 61
Hams, cooked 0 58 0 61
Shoulders, roast 0 50 0 52
Shoulders, boiled 0 50 0 52
Pork pies (doz.) 0 85
Blood pudding, lb. 0 12

Stiff Prices Hurt Selling of Lard

Montreal

LARD.—Prices have reached the point where consumers stop and consider before buying. This means that the consumption of the past while has lessened and still the undertone is very firm, and immediate declines are not anticipated. If the hog market continues to rule weak, there is likelihood then of prices being shaded downward on lard.

LARD, pure—

Tierces, 400 lbs., per lb. 0 36 1/2
Tubs, 50 lbs., per lb. 0 37
Pails, 20 lbs., per lb. 0 37 1/2
Bricks, 1 lb., per lb. 0 39

Shortening Going But Price Holds

Montreal

SHORTENING.—No change of consequence is made in the shortening situation and the demand is steady. Prices remain the same as last week, with changes unlikely to come until lard is affected. The supplies are ample. Crisco has firmed again, and the jobbing price of this is now \$12.40.

SHORTENING—

Tierces, 400 lbs., per lb. 0 29 1/2
Tubs, 50 lbs. 0 29 1/2
Pails, 20 lbs., per lb. 0 30
Bricks, 1 lb., per lb. 0 32

More Margarine Sale Desired

Montreal

MARGARINE.—Even though butter prices hold so much higher, the consumer does not appear to fully appreciate the advantages of margarine for cooking, etc. There is but a limited sale here, and this may be due to the hot weather conditions. Prices are entirely unchanged.

Margarine—

Prints, according to quality, lb. 0 35 0 38 1/2
Tubs, according to quality, lb. 0 32 0 34 1/2

Trend of Butter Now Downward

Montreal

BUTTER.—Tendencies are strongly downward on butter and at producing points there have been substantial declines of 2 to 3 cents per lb. That there will be lower prices still is expected in trade circles, for the production is large and United States markets have been lowering also. As far as Canada is concerned, one large producer believes that much depends upon the British restrictions. One thing seems certain, and that is that operators are not anxious to start storing in usual quantities on the present cost basis. It is really risky work, for if present rulings in Great Britain be lifted it might mean a serious loss to any who had bought heavily. In the meantime heavy production is tending to overtake any shortage here and there and the chances are that prices will still decline.

BUTTER—

Creamery prints, fresh made 0 56
Creamery solids, fresh made 0 55
Dairy prints 0 48
Dairy, in tubs, choice 0 47

Cheese May Lower; Buyers Are Fewer

Montreal

CHEESE.—In view of the fact that buyers have called a halt, owing to the higher prices asked for Canadian cheese, the market declined very materially over the week-end and there is an accumulation of stock, owing to the action of the British buyers, as stated above. Whether there will be a continued weak-

ness in the market, depends upon the demand from buyers. Local prices have not lowered, but there is a weakening tendency, and there may be changes to lower levels at any time. Sales in the country were made as low as 28c last week on one or two Boards.

Cheese—	
New, large, per lb.	0 33
Twins, per lb.	0 33½
Triplets, per lb.	0 34
Stilton, per lb.	0 35
Fancy, old cheese, per lb.	0 34 0 35

Eggs at 47c in Country Points

Montreal.
EGGS.—Tendencies are downward still on eggs and the predictions made last week are still holding good, with prices two to three cents below the quotations then made. Storing of stock is pretty well completed at various points and some have almost stopped buying. With a general fill-up of storage capacities, there is but one probable result—that of a lower market. One Montreal produce man is said to have sold 50 cases of eggs at 47c, and this indicates pretty well what the tendency is. There are plenty of eggs and still a good demand.

EGGS—	
No. 2	0 47
No. 1	0 50 0 51
New laids	0 53 0 54

Poultry is Firm; Live Still Sells

Montreal.
POULTRY.—Changes have not been made on poultry this week, but there is a fully maintained basis. The Jewish buyers are still purchasing live birds extensively, and with such active selling prices are bound to hold firm. The receipts are very satisfactory.

POULTRY—	
Chickens, roast (3-5 lbs.)	0 40 0 41
Chickens, roast (milk fed)	0 45 0 46
Broilers (3-4 lb. pr.)	0 44 0 47
Ducks—	
Brome Lake (milk fed green)	0 46
Young Domestic	0 38 0 40
Turkeys (old toms), lb.	0 49
Turkeys (young)	0 50
Geese	0 30 0 31
Old fowls (large)	0 36
Old fowls (small)	0 32

Fresh Fish Down; Big Selling Week

Montreal.
FISH.—Mackerel and some other kinds of fish are selling on a more favorable price basis, with supplies better from week to week and the demand quite large. This week will have been an active one in Montreal, there being several fish days. Salmon from the Gaspé Coast is more plentiful, but the price still is quite high. Haddock are plentiful, and are big sellers.

FRESH FISH	
Carp, per lb.	0 09 0 10
Bullheads (dressed)	0 13
Gaspereaux, each	0 06
Haddies	0 12 0 13
Fillet Haddies	0 18
Haddock	0 07
Halibut, Eastern	0 21 0 22
Halibut (Western)	0 20 0 21

Steak, Cod	0 10
Market Cod	0 06½
Flounders	0 07
Frawns	0 40
Pike, lb.	0 12
Live lobsters	0 23 0 24
Boiled lobsters	0 18 0 20
Salmon (B.C.) per lb., Red	0 29 0 30
Salmon, Gaspé	0 33
Lake Trout	0 18
Mackerel	0 20
Shrimps	0 35 0 40
Whitefish	0 17
Trout, brook	0 35

FROZEN FISH	
Gaspereaux, per lb.	0 06½ 0 07
Halibut, large and chicken	0 19 0 20
Halibut, Western	0 20 0 21
Halibut, medium	0 21 0 22
Haddock	0 14 0 15½
Mackerel	0 14 0 15
Dore	0 14 0 15
Smelts, No. 1, per lb.	0 12 0 13
Smelts, No. 2, per lb.	0 07 0 08
Pike, Headless and Dressed	0 10 0 11
Market Cod	0 05½
Whitefish, small	0 11 0 12
Sea Herrings	0 07½ 0 08
Steak Cod	0 08
Gaspé Salmon, per lb.	0 24 0 25
Salmon Cohoes, round	0 17½ 0 18
Salmon, Qualla, Hd. and Dd.	0 13 0 14
Whitefish	0 15 0 16
Smelts, extra large	0 22
Lake Trout	0 19 0 20
Lake Herrings, bag, 100 lbs.	0 09
Alewires	0 05½ 0 06

SALTED FISH	
Codfish—	
Codfish, large bbl., 200 lbs.	\$30 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00
Codfish, No. 2, 200 lb. barrel	17 00
Pellock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20 0 23
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 19
Boneless cod (2-lb.)	0 23
Shredded codfish (12-lb. box)	2 50
Dried codfish (100-lb. bbl.)	20 00

PICKLED FISH	
Herrings (Scotch cured), barrel	11 25 12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00
Salmon, B.C. (200 lbs.)	24 50
Sea Trout (200-lb. bbl.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16 0 17

OYSTERS	
Cape Cod, per barrel	16 00
Batouche, per barrel	15 00
Scallops, gallon	4 50
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 50
Can No. 5 (Solids)	12 50
Can No. 1 (Selects)	2 50 3 00
Can No. 3 (Selects)	9 00
SUNDRIES	
Paper Oyster Pails, ¼ per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, June 14—With the exception of quotations on cooked meats, the prices in the produce lines are inclined to be slightly easier. The warm weather has stimulated demand in cooked meats, with the result that prices are several cents higher. Provisions are for the most part steady. Cheese is easier, and eggs are quoted lower. They are in plentiful supply. Butter market is firm. Fresh meats in some instances are a little lower and the demand for the same is a little quiet, because of weather conditions.

Fresh Meats Are a Little Lower

Toronto.
FRESH MEATS.—Quotations on fresh meats are slightly easier this week. The market for both hogs and cattle is lower, and these lower prices on live stuff are reflected in the meat figures. The hot weather too has lessened the demand for meats, and this is largely responsible for the easier tone. Fresh legs of pork are bringing from 37 to 40 cents, and tenderloin is selling at 46 cents.

FRESH MEATS	
Hogs—	
Dressed, 70-100 lbs., per cwt.	\$30 00
Live, off cars, per cwt.	21 50
Live, fed and watered, per cwt.	21 25
Live, f.o.b., per cwt.	20 25
Fresh Pork—	
Legs of pork, up to 18 lbs.	\$ 37 0 40
Loins of pork, lb.	0 42 0 43
Tenderloins, lb.	0 46
Spare ribs, lb.	0 22
Picnics, lb.	0 29
New York shoulders, lb.	0 28
Montreal shoulders, lb.	0 29
Boston butts, lb.	0 33
Fresh Beef—From Steers and Heifers—	
Hind quarters, lb.	0 26 0 28
Front quarters, lb.	0 16 0 18
Ribs, lb.	0 24 0 30
Chucks, lb.	0 13 0 18
Loins, whole lb.	0 33 0 36
Do., short, lb.	0 35 0 38
Hips, lb.	0 26 0 27
Cow beef quotations about 2c per lb. below above quotations.	
Calves, lb.	0 18 0 25
Lams, whole, lb.	0 28 0 30

Sheep, whole, lb. 0 20 0 22
 Above prices subject to daily fluctuations of the market.

Provisions Are Holding Firm

Butter—
PROVISIONS.—There is a very firm market in all provisions, but prices this week are unchanged as compared with last. Demand is very active for both hams and bacon. Fancy breakfast bacon is selling at from 56 to 58 cents per pound, and the rolls at from 37 to 40 cents.

Hams—	
Medium	0 46 0 48
Large, per lb.	0 39 0 42
Bacon—	
Skinned, rib in	0 48 0 51
Boneless, per lb.	0 55 0 58
Bacon—	
Breakfast, ordinary, per lb.	0 47 0 49
Breakfast, fancy, per lb.	0 56 0 58
Roll, per lb.	0 37 0 40
Wiltshire (smoked sides), lb.	0 40 0 42
Dry Salt Meats—	
Long clear bacon, av. 50-70 lbs.	0 30 0 32
Do., av. 70-100 lbs.	0 30
Fat backs, 16-20 lbs.	0 32
Out of pickle, prices range about 2c per pound below corresponding cuts above.	
Barrel Pork—	
Mess pork, 200 lbs.	55 00 58 00
Short cut backs, bbl., 100 lbs.	60 00 63 00
Pickled rolls, bbl., 200 lbs., heavy	59 00 60 00
Do., do., do., lightweight	62 00 63 00
Above prices subject to daily fluctuations of the market.	

Sharp Advance on All Cooked Meats

Toronto.

COOKED MEATS.—Sharp advances are noted in all prices on cooked meats this week. The warm weather has stimulated the buying of the same, and quotations show gains of from two to three cents per pound. Boiled hams are selling to the trade at from 60 to 62 cents, and roast hams at from 61 to 63 cents. Roast shoulders are quoted at 53 cents. Ox tongue is very high, selling at 63 cents.

Boiled hams, lb.	0 60	0 62
Hams, roast, without dressing, lb.	0 61	0 63
Shoulders, roast, without dressing, per lb.	0 53	
Head Cheese, 6s, lb.	0 15	
Meat Loaf with Macaroni and Cheese, lb.	0 25	0 00
Choice Jellied Ox Tongue, lb.	0 63	
Pork and Tongue, lb.	0 34	

Above prices subject to daily fluctuations of the market.

Lard Quotations Are Very firm

Toronto.

LARD.—Quotations on lard are very firm, the price being 36 cents per pound tierce basis. There is a big export demand for lard at the present time, as well as an active inquiry for domestic account.

Lard, tierces, 400 lbs., lb.	0 36
In 60-lb. tubs, 1/2c higher than tierces, pairs 3/4c higher than tierces, and 1-lb. prints, 2c higher than tierces.	

Shortening Has Sharp Advance

Toronto.

SHORTENING.—Shortening is quoted higher this week. There is a big demand for the same, and it is selling at from 29 1/2 to 31 1/2 cents, tierce basis.

Shortening, tierces, 400 lbs., lb.	0 30	0 31 1/2
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Butter Holds at Firm Figures

Toronto.

BUTTER.—No changes are noted in the prices of butter this week, the market remaining firm and steady. There is a feeling among the dealers that the prices are too high, but the operations of American buyers are tending to keep it so. Fresh made creamery prints are selling at 54 and 55 cents.

Creamery prints (fresh made) ..	0 54	0 55
Creamery solids (fresh made) ..	0 53	0 54
Dairy prts, fresh separator, lb.	0 50	
Dairy prints, No. 1, lb.	0 46	0 48

Margarine Steady; is Selling Well

Toronto.

MARGARINE.—No change is reported in the market for margarine this week, prices remaining steady. There is a good movement of margarine, in spite of the plentiful supply of butter, but the prices of butter are still rather high. Margarine is a good seller at present quotations.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Solids 1c per lb. less than prints.		

Marked Declines in Egg Prices

Toronto.

EGGS.—There is any amount of eggs being offered now and prices show marked recessions. Eggs are being bought in the country around 42 cents, and are selling to the trade at from 47 to 49 cents. In cartons they are bringing 49 and 50 cents per dozen. Consumption has declined, dealers state, to a very considerable extent.

Eggs—		
New laid, in cartons, doz.	0 49	0 52
New laid, doz.	0 47	0 49
Prices shown are subject to daily fluctuations of the market.		

Cheese Prices Show Weakness

Toronto.

CHEESE.—Weakness is developing in the market for cheese, and quotations this week show recessions of from one to two cents per pound. New large cheese are selling all the way from 31 to 33 cents per pound, the more general quotation being 32 cents. New Stiltons are selling at 33 cents.

Cheese—		
New, large	0 32	0 33
Stilton (new)	0 33	
Twins 1/2 lb. higher than large cheese. Triplets 1 1/4c higher than large cheese.		

Spring Chickens Quoted Lower

Toronto.

POULTRY.—There is not much doing in the market for poultry. Spring chickens are coming in a little larger supply, and prices on the same are easier. They are selling to the retail trade at from 55 to 65 cents. Heavy hens are selling at 40 cents, and light ones at 38 cents.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducklings, lb.	\$...\$0 40	\$...\$0 45
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 25	0 30
Fowl, 4 to 6 lbs., lb.	0 34	0 34
Fowl, over 6 lbs., lb.	0 35	0 35
Fowl, under 6 lbs., lb.	0 32	0 32
Chickens, over 5 lbs., milk fed, lb.	0 50	0 55
Prices quoted to retail trade:		
		Dressed
Hens, heavy	\$...\$0 40	0 40
Do., light	0 38	0 38
Chickens, spring	0 55	0 65
Ducks	0 45	0 50
Turkeys	0 40	0 50

Fresh Fish Are at Easier Levels

Toronto.

FISH.—Much lower prices are prevailing on fresh fish this week. Supplies are coming along fairly abundantly just now, and quotations are lower by several cents this week. Fresh sea haddock is selling at 9 cents. Fresh lake trout is bringing from 14 to 15 cents per pound, and white fish from 11 1/2 to 14 cents. There is a wide range of prices on pickerel, ranging all the way from 12 to 18 cents. About the only frozen sea fish now on the market is salmon, selling at from 25 to 35 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	0 09	0 12
Halibut, chicken	0 21	0 23
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10

FROZEN SEA FISH		
Salmon—		
Restigouche	0 35	
Gaspe	0 25	

FRESH LAKE FISH		
Lake herring, lb.	0 12	0 12
Trout, lb.	0 14	0 15
Whitefish, lb.	0 11 1/2	0 14
Mullets, lb.	0 05	
Fresh pickerel	0 12	0 18
Ciscoes	0 16	0 16
Pike	0 09	0 10
Fresh Mackerel	0 15	0 15

SELLS FIFTY CASES OF SUMMER DRINKS A WEEK

(Continued from page 29)

poses of a lot of berries and other Niagara fruits in season, and has found them a very profitable line to handle in the Summer. She also makes a point of keeping fresh vegetables on hand. Mrs. Applebee is a firm believer in display, and by always keeping goods well to the front she finds it pays. "Then the sale of one line helps the sale of others," added Mrs. Applebee. "It certainly has been the case, at any rate, in the matter of our soft drink business."

DEALERS CHOOSE BRAND OF MACARONI

(Continued from page 30)

Hamilton, sells — macaroni almost altogether. His experience has been, since the war, that customers rarely ask for goods by the brand name. He finds that his clientele scarcely ever ask for any particular kind of macaroni, and he always gives them what he has in stock.

The only way to get at the facts as to how any line is actually passed along from retailer to consumer is by investigating the matter in retail stores. In this series of articles the representatives of CANADIAN GROCER have always made it a point to secure the information in this way. There have been no theoretical statements made, but only actual facts given with their natural conclusions.

Probably the most important point brought out has been that the retailer does not stock and back up any particular brand of a line for any one reason. His selection, and every article shows that he does select, in the majority of instances, —, is based on many points including cost and selling price, appearance of the package and of the goods, knowledge of the reliability of the manufacturer, personality of the travelling salesman, whether the goods are nationally advertised or not, availability of the stock, freight rates, etc., etc. The articles have further shown that it would be poor business on the part of a dealer to stock every brand of every line on the market. It would be impossible business. So he discriminates, and his discrimination is based on his general knowledge of all points in his possession.

For these reasons the importance of giving the merchant all possible information about a product is self-evident.

**VEGETABLES
PROPERLY
DISPLAYED
WILL BRING
MORE TRADE**



*Illustrated
Catalogue
on Request*

DISPLAY STAND and MIST MACHINE
Keep Vegetables Always Fresh and Inviting

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

The W. A. FREEMAN COMPANY, Limited
HAMILTON - ONTARIO

Branches at Toronto, Montreal, Winnipeg

COOKED HAMS

This is Cooked Ham time. Orders are now coming in for them and will increase as hot weather continues.

Let us take care of your requirements for shipments every day of every week.

F. W. FEARMAN CO.
LIMITED
HAMILTON

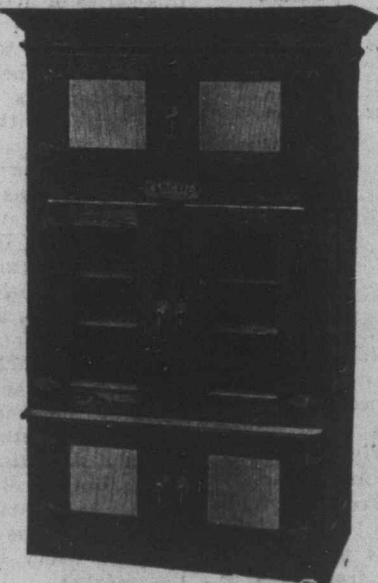
Every Detail of the

ARCTIC

A Scientific Study

Its scientifically correct system of cold, dry air circulation is not the only feature that makes the Arctic a really dependable refrigerator. Designed and improved by men who have devoted their whole lives to the perfection of refrigeration facilities, every detail of the Arctic accomplishes the utmost that perfect refrigeration can do.

Write at once for free catalogue and prices.



JOHN HILLOCK & CO., Limited

Office, Showrooms and Factory: 154 George St., Toronto
AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy



The CANADIAN Open

and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only \$18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.



Backed
by a reputation

—a reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savour. This is why

Windsor
Table
Salt
Made in Canada

is always in demand—and why Grocers like to handle it. It pleases every customer.

THE CANADIAN SALT CO., LIMITED 256

MADE IN CANADA

Taylor & Pringle Co.
Limited
OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

**TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS**



**An Entirely
Canadian Product**

Brunswick Brand Sea Foods are of a quality that Canadians are proud to own.

And everything is Canadian between your customer's table and the waters of "Old Atlantic" that yield these delicious table delicacies.

Encourage Canadian Industry and satisfy the Canadian consumer by featuring and recommending Brunswick Brand Sea Foods.

- ‡ Oil Sardines
- ‡ Mustard Sardines
- Finnan Haddies
- (Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams Scallops

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



COSGRAVE'S PURE Malt Vinegar



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

*Attractively Labeled
Bottles--2 Sizes.*

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT

SUMORE

The Perfect Peanut

PACKED IN TINS

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

LOGGIE SONS CO., Agents, TORONTO

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme NOW

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

Order from your
wholesaler or



Cie Canadien Importations

140 ST. CATHERINE ST. E.

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We want Agents in Every City and Town.

Wantmore

PEANUT BUTTER

The Finest Spread for Bread



A delicious line. Made from selected hand-picked, blanched peanuts.

Healthful, nutritious and palatable.

Physicians recommend it for children.

When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.

Its goodness will keep it repeating and you make a good profit on every sale.

Ask your jobber for it, or write direct to us.

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241



**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 be rare.

Why not adopt "Directory First?"

The Bell Telephone Co. of Canada

J. TOBIN & SONS

Representing

British Export Service Co.

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NEW MONEY MAKER FOR THE GROCERS

CELEBRATED

English Lavender

**"A
National Perfume"**

Picked when in full bloom

Handsome Silent Show Case furnished free.

Are You Interested?

J. TOBIN & SONS

OTTAWA, ONT.



The newest food for Sandwiches, Croquettes, Salads, etc., Scotch Snack

Put up in glass jars and packed carefully, 1 doz. in each box. It's delicious for picnic parties, camping trips, etc. No waste. Keeps a long time. And we guarantee the sale.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

"PRIDE OF CANADA"

PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada



VERY sale of Mathieu's Nervine Powders means a satisfied customer, a good profit and many repeats.

Because Mathieu's Nervine Powders are a simple and efficacious little remedy for Headache, Neuralgia, La Grippe, Sleeplessness, etc. — common ailments in every community.

Show Mathieu's Nervine Powders in your regular displays and get your share of the demand.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

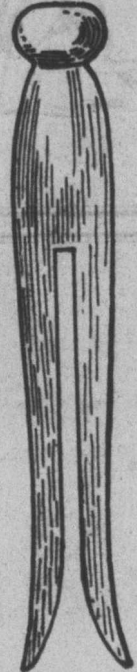
The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Freres, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada.



Sani-Flush
(TRADE MARK REGISTERED)

There is need for **Sani-Flush** in every building equipped with water-closets. **Sani-Flush** is being used regularly in millions of private homes, schools, hospitals and public buildings.

Sani-Flush is not an ordinary cleanser and therefore cannot be used for general cleaning. It is compounded solely for dissolving the stains and sediments found in closet bowls and traps. Therefore, **Sani-Flush** is in a class by itself and should not be confused with common cleaning preparations.

Display **Sani-Flush** and it will sell, because its usefulness is self-evident.

HAROLD F. RITCHIE & CO.
LIMITED

10-12 McCall Street
TORONTO, ONT.

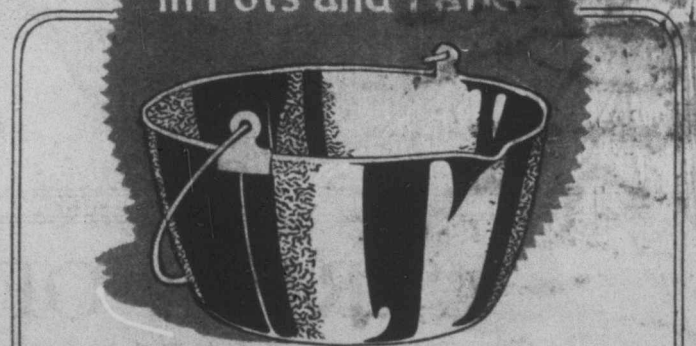


VOL-PEEK

15

Cents

Mends Holes
in Pots and Pans



60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped. Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly. Order a display stand to-day of 24 packages, \$2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
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Something New in Appetizers—
MAROMA

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

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

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

E. W. Jeffress, Ltd.
 WALKERVILLE, ONT.

Every Home needs a
GOOD broom or a whisk

Every home needs a **GOOD Broom** or a **Whisk**. Not that 15-cent store variety. **WE** don't make any. Every housewife is a good prospect for a sale of "Excelsior" Brooms and Whisks. They are serviceable lines—made in Canada at Owen Sound, Ont., and are priced in a way that will appeal to every woman.



Every repeat order will be right up to the sample. Our factory inspection guarantees this.

Send to-day for our price list. We give personal attention to every order and guarantee prompt service.

J. C. SLOANE
 Makers of Fine Brooms and Whisks
 845 5th Avenue, Owen Sound, Ontario

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

IT SATISFIES



The goodness of Marsh's Grape Juice satisfies the requirements of all lovers of quality.

Non-intoxicant and with a fine rich Concord Flavor Marsh's Grape Juice will be welcomed in every home in your community.

Recommend it to your customers as the finest soft drink and see how well it sells.

The Marsh Grape Juice Company
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Ontario Agents:
The MacLaren Imperial Cheese Co., Limited
 Toronto, Ont.

CALIFORNIA CANTELOUPES

Our first car, celebrated "Poppy" Brand in standard and small crates, due now. Will sell fast. Rush your orders.

GEORGIA PEACHES

Fine colour and eating. Arriving daily and selling very freely.

CALIFORNIA VALENCIA ORANGES

CALIFORNIA LEMONS AND GRAPEFRUIT. Try us for quality.

TEXAS TOMATOES

These are only a few of the lines we specialize. Also regular daily supplies Strawberries, Cucumbers, Beans, Peppers, New Cabbage, Carrots, Celery.

BANANAS--BANANAS

We handle the very finest at our Branches.

PETERS, DUNCAN, LIMITED

Head Office: 88 FRONT STREET, E.

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Branches: NORTH BAY

SUDBURY

COBALT

TIMMINS

\$1 FOR A MAN

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

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

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

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

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO

TEAS

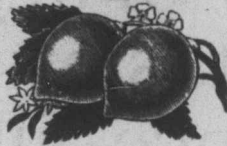
The new tariff on Teas has made some small changes, but the peculiar situation regarding the Ceylon and Indian markets is such that there is much more likelihood of an advance than a decline in our market, for while these kinds of Tea will come in at a three cent reduction in the duty, Exchange on Colombo and Calcutta is so high that the reduction of duty is more than offset by the difficulty of negotiating payments. Some reports state that it is next to impossible to finance bills there at present. How long this condition will last it is hard to tell, but in the meantime the market will likely remain very firm, with a strong tendency to advance, for anything which shows quality.

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

Make room on
your counter
for a few
bottles of

ROSE'S LIME JUICE

*The Original and Genuine
Brand*



Rose's is a good Lime
Juice—none better.

Non-intoxicant, healthful,
nourishing, this delicious
summer drink will be wel-
comed in every home in
your community.

And every bottle you sell
will win you a good, big
profit. It's easy to sell
Rose's. It looks good and
it tastes better.

Order your supplies now
in good time for the hot
weather weeks.

Holbrooks, Ltd.

Toronto and Vancouver

You Can Supply

22
Different
Colors
from
Black and
Navy
to Delicate
Pink



With Sunset Soap Dyes

Thousands of dealers are finding these dyes steady profit producers and wonderful repeaters, because with them practically every customer can be satisfied. The wide range of colors includes Black, the ever-popular Navy Blue and U.S. Olive Drab, all of which are proving Big Sellers these days.

Sunset Soap Dyes are being extensively and truthfully advertised in high-class publications to help you do more business. These clean, brilliant home dyes will permanently color any fabric from a sheer waist to a heavy overcoat without staining hands or utensils.

Order a gross now, packed in an attractive sales-stimulating container. Put it on your counter and watch the quick turnover. Sunset, selling at 15c, gives you a very attractive profit, and it's a wonderful repeater.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.

Mount Vernon, N.Y.

Toronto, Canada

Sales Representatives for U.S. and Canada:

Harold F. Ritchie & Company, Inc.

NEW YORK

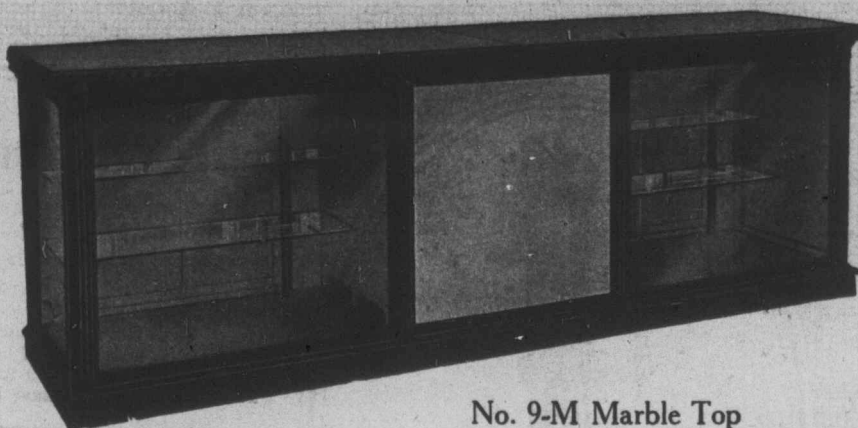
TORONTO

Equipment that helps sales

Make no mistake about it, Mr. Retailer. Good equipment is a mighty big factor in attracting new business to your store and in keeping your stocks going briskly all day and every day.

Walker Bin Store Fixtures are expressly designed to display the goods effectively. That's what you stock goods for—to sell them. And fixtures like the Refrigerator Counter pictured above will make that selling easy. Marble or glass display top, 9 ft. and 11 ft. long.

Whatever your requirements in our line may be, we can fix you up. Write for particulars.



No. 9-M Marble Top
Refrigerator Counter

The Walker Bin & Store Fixture Co., Ltd.

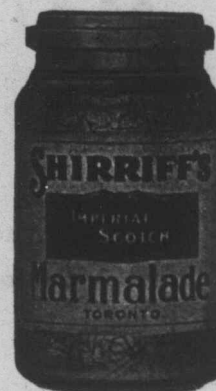
KITCHENER, ONTARIO

Popularity Means Sales

Women all over the country are finding new and delicious uses for

Shirriff's

(True Seville)
Orange
Marmalade



They are having wonderful success in many delightful dishes that they had never dreamed of attempting before. Besides being a favorite breakfast dish, Marmalade is now used in salads, puddings, etc., and is greatly relished with the afternoon cup of tea. Its uniformity of quality and delicious

characteristic flavor have won a place of supremacy for Shirriff's.

This means business for the dealers. Are you getting your share of it? If not, you are missing real live profits. Put a little effort into the selling of Shirriff's and results will be worth while. Order a case to-day.

Imperial Extract Company

TORONTO

Selling Agents: Harold F. Ritchie & Co., Limited, Toronto, Montreal.



Right Within Arm's Reach

Think what a convenience—Gasoline and Kerosene Pumps along side your finest display goods, ready for immediate delivery of these liquids in accurate quantities.

Just a step or two, the can placed on the pump nozzle, a quick turn of the handle and the sale is made. No trips to the oil room, no soiling of hands and clothes—no lost time. A pleasant operation both to you and to your customer. That's what you can have by installing

BOWSER

Gasoline and Kerosene Pumps

As clean, convenient, safe and profitable as any line of goods you carry.

BOWSER outfits will make the oil business actually attract customers to your store.

Ask us to show you more reasons "why."

S. F. Bowser & Co., Inc. :- 66-68 Frazer Avenue
Sales Offices in all Centers TORONTO, ONT.
Representatives Everywhere

MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's and ensure satisfied customers.

Plug Smoking

- "British Consols"
- "Brier"
- "Index"



Trade Mark
Registered



Plug Chewing

- "Prince of Wales"
- "Napoleon"
- "Black Rod" (Twist)
- "Crown"



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, QUE.

Incorporated.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.



ROYAL ACADIA

The name of a good, pure, dependable sweetener that wins the housewife's approval after a first trial.

The name of a Sugar that offers the retailer a better than usual profit.

Put up in 2 and 5-lb. cartons ; 10, 20 and 100-lb. bags; half-barrels and barrels.

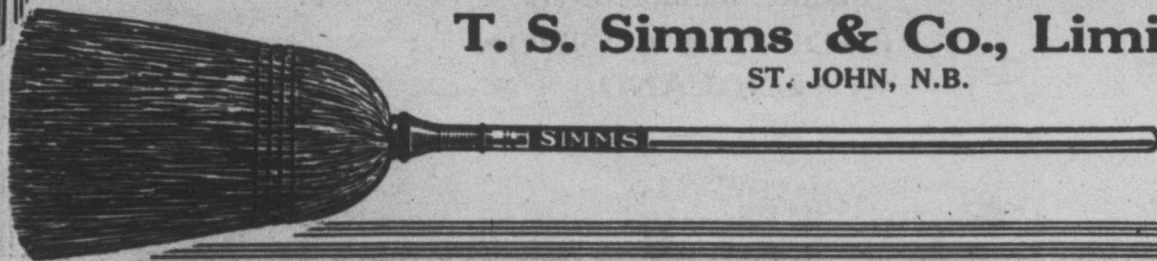
The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

Simms' "Little Beauty" Brooms Sweeps in Big Profits

This light-weight, high-quality broom—six ounces under average weight—makes staunch friends wherever it is used. The brush, full-sized as any parlour-broom, has the bigness where it ought to be, in the broad stems or over-ripe straws to scatter as the woman sweeps. All tough, springy stock, with needle-tipped fibre-ends that save countless strokes, getting right into the rugs at the first stroke, without tearing the nap. A whippy, flexible, wonderfully-balanced broom. Its firm shoulder, strengthened with extra-tension steel wire, simply can't get floppy or loosen in the slightest degree. Straight, smooth, piano-finished handle, moisture-proof, can't get sticky or blister the hands. Bound with four seams of extra quality twine—bound to stay. Six-ounces weight saved in each sweeping stroke—something like 400 lbs. every time a house is swept.

It's one of Simms' Better Brooms—yet medium prices. Get a good lot in. Write to-day. And don't let your stock of Simms' other **Better Brushes** run low.

T. S. Simms & Co., Limited
 ST. JOHN, N.B.



Branches:
 Toronto
 London
 Montreal

By Appointment to H.M. King George V.

From War to Peace

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

Huntley & Palmers Biscuits

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

Unrivalled Quality

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

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers

READING & LONDON
ENGLAND

Keep Your Merchandise Bright

SOILED commodities never appeal to your customers—they want their goods bright and clean. Dusty merchandise looks shop-worn. Keep down dust and your stock will remain as clean as the day you unpacked it.

STANDARD Floor Dressing

prevents dust from rising off the floors and shelving. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

In addition, it is a wood-preserving, non-evaporating dressing for all wood, linoleum and oil-cloth, surfaces, thoroughly cleansing in its action.

One gallon will treat 500 to 700 square feet of floor space—once dressed no further treatment is required for three or four months, save regular cleaning. Use it on your floors to clean them and save the spoiling of valuable merchandise.



Advise those responsible for the cleaning of apartment houses, churches, public buildings, etc., as well as neighboring merchants, of its qualities, and demonstrate its worth by your own store's cleanliness.

Sold in one and four-gallon cans, also half-barrels and barrels.

Ask the Imperial Oil Man.

IMPERIAL OIL LIMITED
BRANCHES IN ALL CITIES



WE SOLICIT YOUR ENQUIRIES FOR

English Castor Oil

In Barrels or Cases

Cream of Tartar

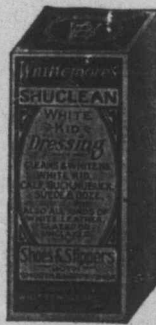
Borax, Glycerine, Blue Vitriol

Citric Acid, Tartaric Acid

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

**B. & S. H. THOMPSON
& COMPANY LIMITED
MONTREAL**

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.



Quality **Whittemore's** Variety
Shoe Polishes

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.

Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.

Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.

Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.

Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.

Albo white cake canvas and buck dressing in metal box. 2 sizes.

Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.

Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

**IMPORTERS, EXPORTERS and GENERAL
: PRODUCE MERCHANTS :**

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

*SHIPPERS, PACKERS and EXPORTERS
INVITED TO CORRESPOND*

Bankers: ROYAL BANK OF SCOTLAND


THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING Co., LIMITED
MONTREAL, QUEBEC VICTORIA, B.C.



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

FULLY GUARANTEED and Very Profitable to the Grocer.

MANUFACTURED BY THE
Columbia Macaroni Co. LIMITED
LETHBRIDGE ALTA.

QUOTATIONS FOR PROPRIETARY ARTICLES
SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

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



CATCH THE FLY
By using our
National Fly Catcher
Clean Sanitary Easy to use

Made in Canada by the
National Fly Catcher Co., Ltd.

Order from your Wholesaler 1598 Delorimier Ave. Montreal

Oranges California Lemons and Early Vegetables
We Invite Correspondence
LEMON BROS.
Owen Sound, Ont.

JAMS
DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case. Per doz.
Blackberry\$3 35
Currant, Black 3 90
Pear 3 25
Peach 3 25
Plum 2 95
Raspberry, Red 3 90
Apricot 3 35
Cherry 3 45
Gooseberry 3 35

"AYLMER" PURE ORANGE MARMALADE Per doz.
Tumblers, Vacuum Top, 2 doz. in case\$2 00
12 oz. Glass, Screw Top, 2 doz. in case 2 55
16 oz. Glass, Screw Top, 2 doz. in case 3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case 3 25
2's Tin, 2 doz. per case 5 10
4's Tins, 12 pails in crate, per pail 0 82
5's Tin, 8 pails in crate, per pail 1 01
7's Tin or Wood, 6 pails in crate 1 42
30's Tin or Wood, one pail in crate, per lb. 0 20

PORK AND BEANS "DOMINION BRAND" Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case 0 92 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case 0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case 0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case 0 97 1/2
1 1/2's (20 oz.) Plain, per doz. 1 25
Tomato or Chili Sauce ... 1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case 1 60
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case ... 1 62 1/2
2 1/2's Tall, Plain, per doz. ... 2 00
Tomato or Chili Sauce ... 2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles Per doz.
1/2 Pts., Aylmer Quality\$1 90
Pts., Aylmer Quality 2 35

Per jug.
Gallon Jugs, Aylmer Quality 1 62 1/2

Per doz.
Pints, Delhi Epicure 2 70
1/2 Pints, Red Seal 1 50
Pints, Red Seal 2 00
Qts., Red Seal 2 80
Galtons, Red Seal 7 48

BORDEN MILK CO., LTD., CONDENSED MILK
Terms, net, 30 days.
Eagle Brand, each, 48 cans. \$9 60
Reindeer Brand, each 48 cans. 9 15
Silver Cow, each 48 cans 8 40
Gold Seal, Purity, each 48 cans 8 25
Mayflower Brand, each 48 cans 8 25

Challenge Clover Brand, each 48 cans 7 75

EVAPORATED MILK
St. Charles Brand, Hotel, each 24 cans\$6 65
Jersey Brand, Hotel, each 24 cans 6 65
Peerless Brand, Hotel, each 24 cans 6 65
St. Charles Brand, Tall, each 48 cans 6 75
Jersey Brand, Tall, each 48 cans 6 75
Peerless Brand, Tall, each 48 cans 6 75
St. Charles Brand, Family, each 48 cans 5 75
Jersey Brand, Family, each 48 cans 5 75
Peerless Brand, Family, each 48 cans 5 75
St. Charles Brand, small, each 48 cans 2 90
Jersey Brand, small, each 48 cans 2 90
Peerless Brand, small, each 48 cans 2 90

CONDENSED COFFEE
Reindeer Brand, large, each 24 cans\$6 25
Reindeer Brand, small, each 48 cans 6 50
Regal Brand, each 24 cans. 5 90
Cocoa, Reindeer Brand, large, each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50

W. CLARK, LIMITED MONTREAL
Compressed Corn Beef—1/2s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.
Lunch Ham—1s, \$6.95; 2s, \$13.85.
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$9.25.
English Brawn — 1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.40.
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.40.
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.40.
Ready Lunch Asst. Loaves—1/2s, \$2.45; 1s, \$4.45.
Geneva Sausage—1s, \$4.35; 2s, \$8.75
Roast Beef—1/2s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.
Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.
Cooked Tripe—1s, \$2.90; 2s, \$4.90.
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.
Stewed Kidney—1s, \$4.40; 2s, \$8.40.
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.
Sausage Meat—1s, \$3.90; 2s, \$7.80.
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.90.
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.
Jellied Hocks—2s, \$9.90; 6s, \$30.00.
Irish Stew—1s, \$2.90; 2s, \$5.80.
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.
Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.
Boneless Turkey — 1/2s, \$5.90; 1s, \$9.00.
Ox Tongue—1/2s, \$3.90; 1s, \$8.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90.
Beef Suet—1s, \$5.40; 2s, \$12.40.

On a busy Saturday night, which would you rather hand out - an explanation or Gold Dust?



MADE IN CANADA

THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.



KING GEORGE'S NAVY

CHEWING TOBACCO

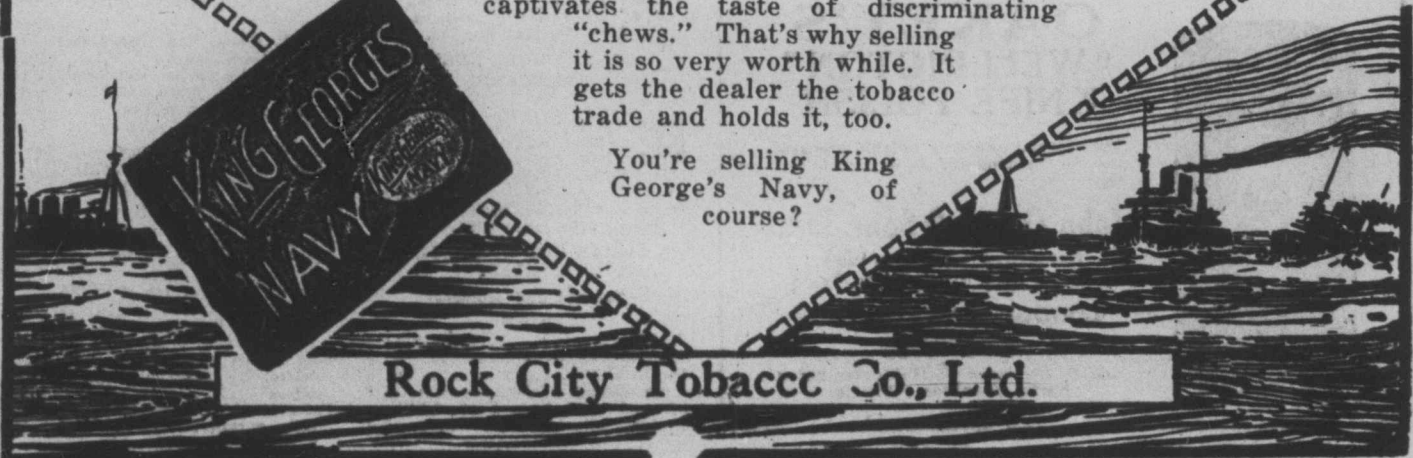
Will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King George's Navy, of course?



Rock City Tobacco Co., Ltd.

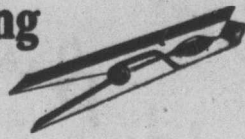


Bulk Teas of Quality

We specialize in Bulk Teas. Our forty-six years in the tea business enable us to guarantee you a perfect blend. Let us quote you.

Minto Bros.
TORONTO
Originally Established 1873

Dominion Spring Clothes Pins



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

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



RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Extirminator in the World. Made only by the Patentes.

Price—15 cents per box, \$1.00 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y.



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

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

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.85; 3s, \$3.50.
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, tall, \$2.50; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.
Tongue, Ham and Veal Pates—½s, \$2.30.
Ham and Veal Pates—½s, \$2.30.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate De Foie—¼s, 75c; ½s, \$1.40.
Plum Pudding—½s, \$1.90; 1s, \$3.85.
Potted Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.0.
Potted Tongue—¼s, 75c; ½s, \$1.40.
Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
Potted Veal—¼s, 75c; ½s, \$1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
Deville Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Deville Tongue—¼s, 75c; ½s, \$1.40.
Veal—¼s, 75c; ½s, \$1.40.
Deville Meats (Assorted)—¼s, 80c; ½s, \$1.45.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.
Ox Tongue—1½s, \$14.50; 2s, \$19.70.
Lunch Tongue (in glass)—1s, \$9.90.
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
Mince Meat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—¼s, \$2.40.
Ham (in glass)—¼s, \$2.40.
Tongue (in glass)—¼s, \$2.40.
Venison (in glass)—¼s, \$2.40.
Meats, Assorted (in glass)—\$2.45.
Chicken Breast (in glass)—¼s, \$3.90.
Tomato Ketchup—8s, \$2.30; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
Peanut Butter—¼s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 5s, \$26; 12s, 24c; 24s, 23c; 50s, 23c.
COLMAN'S OR KEEN'S MUSTARD
Per doz. tins
D.S.F., ¼-lb. \$2 80
D.S.F., ½-lb. 5 30
D.S.F., 1-lb. 10 40
F.D., ¼-lb.
Per jar
Durham, 1-lb. jar, each ... \$0 60
Durham, 4-lb. jar, each ... 2 25
CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM
Hotel \$18 50
Household size 8 25
Small size 6 75
F.o.b. Ontario jobbing points, cart of and including Fort William. Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.
THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches
Laundry Starches—
Boxes Cents
40 lbs., Canada Laundry09½
40 lbs., 1-lb. pkg., Canada White or Acme Gloss10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons10½
100-lb. kegs, No. 1 white10
200-lb. bbls., No. 1 white10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chrome pkgs.11½
48 lbs., Silver Gloss, in 6-lb. tin canisters13
36 lbs. Silver Gloss, in 6-lb. draw lid boxes13
100 lbs., kegs, Silver Gloss, large crystals11
40 lbs., Benson's Enamel, (cold water), per case... 3.25
Celluloid, 45 cartons, case... 4.50
Culinary Starch
40 lbs., W. T. Benson & Co.'s Celebrated Prepared11¼
40 lbs. Canada Pure or Challenge Corn09½
20-lb. Caseo Refined Potato Flour, 1-lb. pkgs.16
(20-lb. boxes, ¼c higher, except potato flour)
GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10
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THE CANADA STARCH CO. LTD., CROWN BRAND CORN SYRUP
Perfect Seal Jars, 8 lbs. 1 doz. in case \$4.00
2-lb. tins, 2 doz. in case... 5.15
5-lb. tins, 1 doz. in case... 5.75
10-lb. tins, 1 doz. in case... 5.45
20-lb. tins, ¼ doz. in case... 5.40
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs. \$0 07½
Half bbls., about 350 lbs... 0 08
¼ bbls., about 175 lbs... 0 08½
2-gal. wooden pails, 25 lbs. 2 45
3-gal. wooden pails, 38½ lbs. 3 65
5-gal. wooden pails, 65 lbs. 5 90
LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case... \$5 65
5-lb. tins, 1 doz. in case... 6 25
10-lb. tins, ¼ doz. in case... 5 95
20-lb. tins, ¼ doz. in case... 5 90
(8, 12, and 20-lb. tins have wire handles)
MOZOLA COOKING OIL
Toronto Montreal
Pints, 2 doz., case... 9 00 9 00
Quarts, 1 doz., case. 8 25 8 40
Gallons, ½ doz., case 15 00 15 40
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MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Doz
1 lb. \$4 00
½ lb. 2 00
Robinson's Patent Groats—
1 lb. 4 00
½ lb. 2 00
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Doz.
Polish, Black, Tan, Toney Red and Dark Brown \$1 15
Card Outfits, Black and Tan... 4 15
Metal Outfits, Black and Tan... 4 85
Creams, Black and Tan..... 1 25
White Cleaner 1 25
IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH
Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 00
Currency, 12s 1 00
Stag Bar, 9s, boxes, 6 lbs. ... 1 08
Pay Roll, thick bars 1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs 1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1 12
Forest and Stream, 9s, 2-lb. cartons 1 44



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 DERBY SAUCE—Fish & Meats
 SAUCE MELBA—For Sweets

For All Viands

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British Manufacture

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18 TORONTO ST., - TORONTO

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and 1-lb. tins 1 50
Forest and Stream, 1-lb. glass
humidors 1 75
Master Workman, bars, 7s,
2½ lbs. 1 20
Derby, 9s, 4-lb. boxes 1 08
Old Virginia, 12s 1 50
Old Kentucky (bars), 8s,
boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal
BABBITTS

Soap Powder, case 100 pkgs. \$5 65
Cleanser, case 50 pkgs. 3 10
Cleanser (Kosher), cs. 50 pkgs. 3 10
Pure Lye, case of 4 doz. 5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40
Lemons, 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight
rate second class

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weight, 11 lbs. to case. Freight
rate second class

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Keen's Oxford, per lb. \$0 24
In cases 12-12 lb. boxes to
case 0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

Cocoa

Perfection Cocoa, lbs., 1 and 2
doz. in box, per doz. \$4 60
Perfection, ½-lb. tins, doz. 2 45
Perfection, ¼-lb. tins, doz. 1 35
Perfection, 10c size, doz. 0 95
Perfection, 5-lb. tins, per lb. 0 37
Supreme Breakfast Cocoa, ½-
lb. jars, 1 and 2 doz. in box,
doz. 2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. box-
es, per lb. 0 36
Supreme Chocolate, 10c size,
2 doz. in box, per box ... 1 80
Perfection Chocolate, 10c size,
2 doz. in box, per box 1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb.
boxes 0 32
Eagle Chocolate, ½s, 6-lb.
boxes, 28 boxes in case. 0 31
Diamond Chocolate, ¼s, 6 and
12-lb. boxes, 144 lbs., in case 0 32
Diamond Chocolate, 8s, 6 and
12-lb. boxes, 144 lbs. in case 0 33
Diamond Crown Chocolate,
28 cakes in box 1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30
boxes in case, per lb. \$0 42
Milk Medallions, 5-lb. boxes
in case, per lb. 0 42
Chocolate Ginger, 5-lb. boxes,
30 boxes in case, per lb. 0 55
Crystallized Ginger, 5-lb. box-
es, 30 boxes in case, per lb. 0 55

5c LINES

Toronto Prices
Per box

Filbert Nut Bars, 24 in box,
60 boxes in case \$0 95
Almond Nut Bars, 24 in box,
50 boxes in case 0 95
Puffed Rice Bars, 24 in box,
50 boxes in case 0 95
Ginger Bars, 24 in box, 50
boxes in case 0 95
Fruit Bars, 24 in box, 50
boxes in case 0 95
Active Service Bars, 24 in
box, 50 boxes in case 0 95
Victory Bar, 24 in box, 60
boxes in case 0 95
Queen's Dessert Bar, 24 in
box, 50 boxes in case 0 95
Regal Milk Chocolate Bar,
24 in box, 50 boxes in case 0 95
Royal Milk Cakes, 24 in box,
50 boxes in case 0 95
Maple Buds, 6c display boxes,
6c pyramid packages, 6c
glassine envelopes, 4 doz. in
box 1 90

10c LINES

Maple Buds, 10c, 1 doz. in box,
50 boxes in case, per doz. \$0 95
Medallions, 10c, 1 doz. in box,
50 boxes in case, per doz. 0 95

Do you want help or have
you something to sell, if so
use the classified column in
this paper.

TOMATOES

Just received fresh car of very fine
MISSISSIPPI 4 Basket FLATS.

Include 5 of these in your next order.

Golden Orange Brand

California. Late Valencias.
Good color. Full of juice. Good eating.

Fresh arrivals each day of

Fancy Strawberries

(Gandys and Klondykes)

Bananas Lemons Grape Fruit
Cantaloupes Peaches Cherries
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Established 1861

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Peaches, Plums, Cherries,
Apricots

Our First Car of the Season
Will Arrive Wednesday

Cucumbers, Mississippi
Tomatoes, Cantaloupes
and Watermelons

Virdilli and California
Lemons

YOUR ORDER SOLICITED

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Custard that Compels Custom

It is the fresh, delicate, creamy
"home-made" flavour of Freemans
Devonshire Custard that has made
it so popular in the British Isles.

Oversea Troops from the Dominion
who have returned home are bring-
ing 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 clean-
liness under which it is
manufactured.

Write for trade terms and
particulars to the
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Delectand, Watford,
England

Freemans
FOOD PRODUCTS
Watford

189

Brooms

We are pleased to advise the
trade that we can now sup-
ply our

Standard Brooms

Prompt Shipment

and will be glad to book
your order.

Prices *right*. Quality as usual.

Walter Woods & Co.
Hamilton and Winnipeg

Field & Co.

(Fruit Merchants) Ltd.

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Turban BRAND BUSKIEH Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

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Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. 1/4-club. Nominal 10 oz., 12 oz and 18 oz. All with keys.

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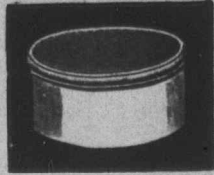
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Latest Editorial Market News



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Dominion Bank Bldg.
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GEO. J. CLIFF

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Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.
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J. E. TURTON, Board of Trade Building, Montreal

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London, England
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"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

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All Grades.—Carloads.
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA " " " " ONTARIO

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

BRITAIN TO BUY HEAVILY

There is every indication that Britain will be a more than usually good customer of Canada during the coming year. There is a growing impression in Britain that prices may be higher this coming winter. This is due to the gradual depletion of reserve stocks and the fear that German competition may curtail the stocks available. Bacon, lard, cheese, butter and eggs will unquestionably be in very sharp demand, a demand that will account for all the exportable surplus available.

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For immediate or future deliveries.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and overseas.

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BOWMAN FISH CO.
66 Jarvis Street.
Toronto

GROCERS & BUTCHERS

Buy the Best
FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"

Gasoline Lighting Systems for Country Districts
Inside and Outside Lights
Six Times the Light—One Third the Cost
Manufacturers
R.M. Moore & Co. Ltd. VANCOUVER

Ship us your
BUTTER, EGGS, POULTRY
Etc.
We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal
Phones:
Uptown 4620, Uptown 4621, After 7 p.m. Uptown 196

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."
 VANCOUVER

WANTED

EGGS AND POTATOES

We pay highest market prices.
Write us for information
NAPOLEON MORRISSETTE
18 Jacques Cartier Square, Montreal

Wanted

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

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

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

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

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WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED — SALESMEN TO REPRESENT wholesale grocery house in city and country. Those having either experience or connection preferred. Apply Box No. 648, Canadian Grocer, 143 University Ave., Toronto, Ont.

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COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

Grocery Salesman

Old established Western Wholesale Grocery House has opening for experienced grocery salesman, one who has absolutely proved his qualities of salesmanship. Territory is desirable. Firm has good connection at present time, but can be improved. Substantial salary with yearly bonus will be paid to right man. This is an excellent opportunity for first class grocery salesman to enter the Western field where opportunities for advancement are more numerous than in the East. Only first class, capable salesmen with good records behind them need apply. Correspondence strictly confidential. Apply Box 650, Canadian Grocer, University Ave., Toronto.

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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.

FOR SALE

GENERAL STORE WITH DWELLING ABOUT 30 miles from Ottawa. Yearly turnover over \$20,000. Good reasons for selling. Apply Box 642, Canadian Grocer, Toronto.

FOR SALE OR RENT — GENERAL STORE with dwelling attached in live town on Ottawa-Prescott highway. Well established business. Good reasons for selling. Box 630, Canadian Grocer, 143 University Ave., Toronto.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 185, Station B, Montreal.

An Advertisement in this paper will get you results. Try it.

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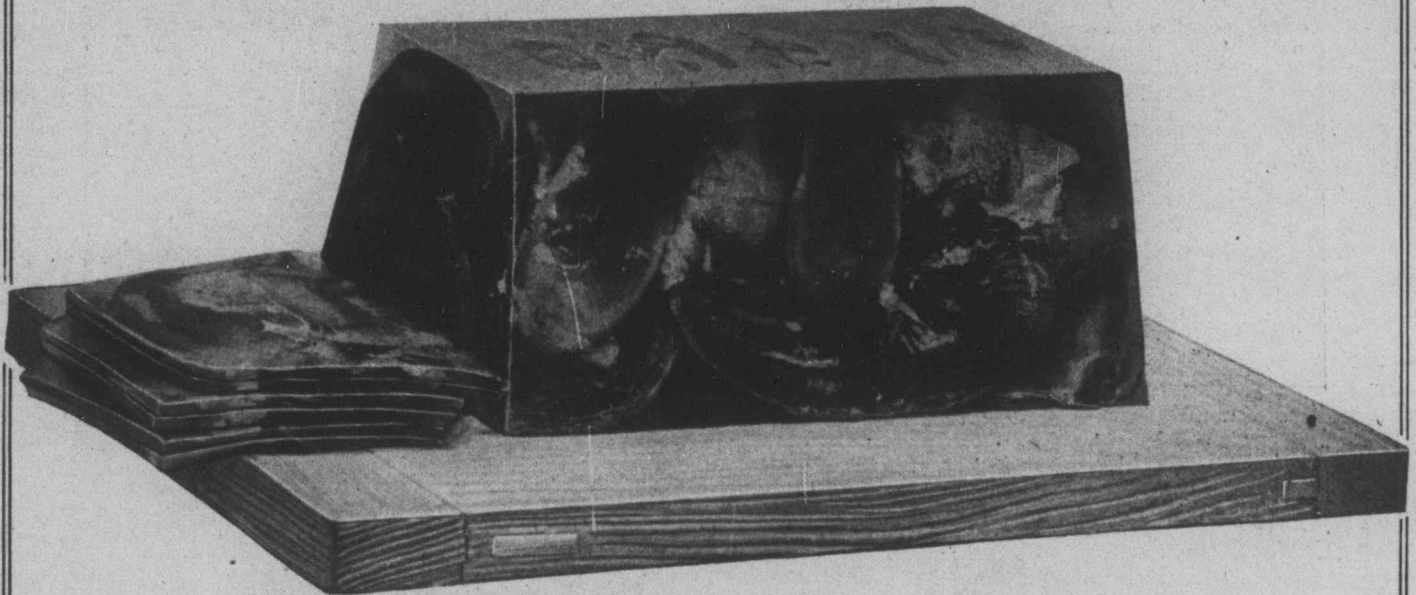
are easily prepared with
ADAMS' ROOT BEER and
ADAMS' GINGER BEER



25c bottles make 5 gallons
15c bottles make 2 gallons
25c sizes \$2.10 per dozen, \$24.00 per gross
15c sizes \$1.20 per dozen, \$14.00 per gross

Manufactured and for sale by
PARKE & PARKE, LIMITED
MacNab St. and Market Sq. HAMILTON, Ont.

Feature These Cold-Luncheon Treats For Summer Days



Davies' Jellied Pork Tongue

IF you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

Feature these popular lines in your Store.

PORK TONGUE
OX TONGUE

PORK AND TONGUE
HOCKS
ENGLISH BRAWN

PRESSED BEEF
VEAL

(Put up in Open Tins, about 6-lbs. each. Ox Tongue also in 9-lb. and 14-lb. Tins)

THE **DAVIES** **COMPANY**
WILLIAM **LIMITED**

Montreal

TORONTO

Hamilton

Canada Food Board Packers' License No. 13-50.



The Big Thing in the Store

The easiest idea in the world that the boss has to "sell" to his clerks is the use of the Dayton Automatic Scale. The biggest hit he can make with his customers is to put them in—and enough of them.

It's the up-to-date "square deal" store that gets the business. Nothing stands firmer for the square deal than the Dayton Automatic Scale. Square to the owner. Square to the customer. Stopping the ruinous down weights. Satisfying the customer because it is visibly just.

Dayton Computing Scales

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