

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

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No. 26



EVIDENCE—

may be found in thousands of Canadian homes that the sugar which housewives depend upon for absolute purity and uniform granulation is

DOMINION CRYSTAL SUGAR

Every pure sparkling crystal of Dominion Crystal Sugar is "packed" with the concentrated sweetness of the Canadian Sugar Beet. We do import the finest raw cane sugar and refine it—but our pride is in the product we make from Canadian Sugar beets.

Our process of refining extracts the abundant, rich, sweetness from the sugar beet and delivers it to particular homes in the form of sparkling snow-white crystals.

The grocer who sells Dominion Crystal Sugar—sells satisfaction with every order.

DOMINION SUGAR COMPANY, LIMITED

Head Office: Chatham, Ontario

Refineries at Wallaceburg, Kitchener and Chatham

CANADIAN GROCER

A QUICK SELLER — WELL RECOMMENDED

Aladdin Dye Soap is a pure soap made in 15 fashionable colors — all fast. Will not stain the hands or bowl. Do not need to boil, simply wash in ordinary way — anything that can be washed can be dyed with Aladdin.

Aladdin Dye Soap is offered by the makers of O-Cedar Products. Pays you a good profit, sells for 15c a cake. Costs \$14.40 per gross. Order from your wholesaler.



Aladdin Dye Soap

Cleans As It Polishes

O-Cedar
Polish

FOR ALL WOODS AND ALL FINISHES

ORDER FROM YOUR JOBBER.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO

DISTRIBUTORS FOR ALADDIN





Solving Your Customers' Summer Milk Problems

Borden's Milk Products offer a most delightful and economical solution to the warm weather sour milk problem, and your customers will appreciate your suggestion if you tell them how they absolutely prevent waste and enable housewives, picnickers, campers, and summer cot-

tagers to have a fresh supply of pure, palatable, rich creamy milk always on hand.

If you would get the most of this big profitable *Borden selling season* you should keep your Borden stocks well displayed, and suggest their convenience *to every customer*.

The Borden Co., Limited
Montreal



CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

*DELICIOUS
FLAVOR*



*COOKED
JUST RIGHT*

Tell your customers, what an excellent, light summer dish this is and that five minutes heating makes it "Ready to Serve."

*A READY SELLER---WELL WORTH PUSHING
MADE IN CANADA---BY CANADIANS*

W. CLARK LIMITED, MONTREAL

COCOA BEANS

Prompt deliveries corresponding exactly to description.

Economical and reliable service based upon recognized potentiality.

Preferential advantages due to our wide-flung organization.

Prices always on or under the market.

Exceptionally large and varied selections.

J. ARON & COMPANY, Inc. NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:

NICHOLSON-RANKIN, LTD.,
Winnipeg, Man.

NICHOLSON-RANKIN, LTD.,
Saskatoon.

NICHOLSON-RANKIN, LTD.,
Regina.

NICHOLSON-RANKIN, LTD.,
Edmonton, Alta.

NICHOLSON-RANKIN, LTD.,
Calgary, Alberta.

ALEX. F. TYTLER,
London, Ont.

J. T. PRICE & CO.,
Hamilton, Ont.

LIND BROKERAGE CO., LTD.,
Toronto, Ont.

JAMES KYD,
Ottawa, Ont.

HENRY M. WYLIE,
Halifax, N. S.

HUGHES TRADING CO
OF CANADA, LTD.,
Montreal, Que.

DASTOUS & CO., REG.,
Sherbrooke, Que.

SCHOFIELD & BEER,
St. John, N. B.

O. N. MANN,
Sydney, N. S.

A. T. CLEGHORN,
Vancouver, B.C.

Stuart's Pure Jams



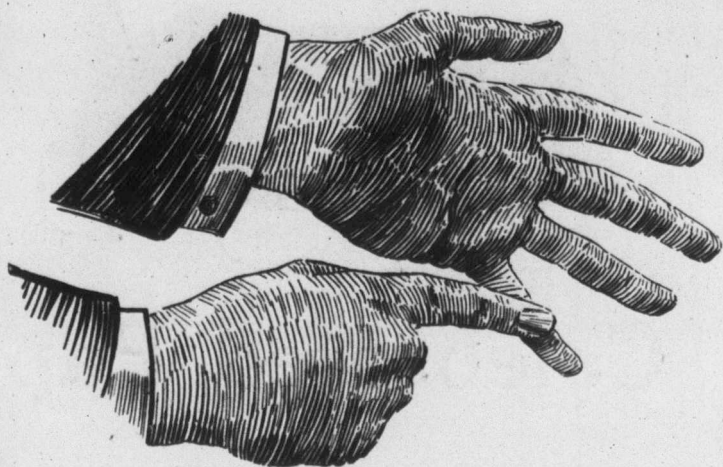
**This label stands
for good Jams
and Marmalades**

—a fact that every clerk who is anxious to please his customers, should remember. When filling a jam or marmalade order, you cannot go wrong in sending Stuart's—then you'll be *certain* of that customer-satisfaction that every clerk should strive for.

Stuart's Jams possess a most pleasing flavor and their excellent quality never changes—the big reason why the above label on jams, marmalades and jellies means so much to Canadian merchants.

STUART LIMITED

SARNIA, ONT.



Five Points every
clerk should know
about

Royal Salad Dressing

- 1st For thirty-seven years the **Royal label** has graced the tables of Canada's finest homes and has proven its leadership to thousands of Canadian Grocers.
- 2nd The Royal label stands for absolute purity and guaranteed quality.
- 3rd The big season for cold meats, salads and picnics now commencing means a great increase in Salad Dressing Sales and the way to get the most out of this big selling is by featuring your stock of **Royal Brand** in all your display.
- 4th Customers seldom make their own salad dressing after using **Royal Brand**.
- 5th Every sale you make will bring your employer a good substantial profit and steady repeats. His success is yours also.

THE HORTON-CATO MFG. CO.

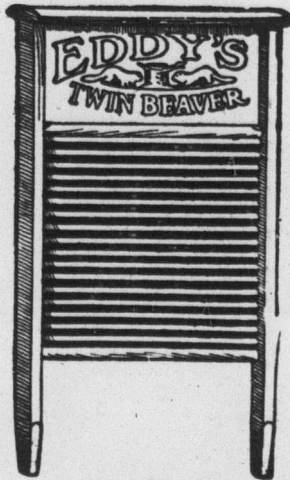
Windsor - Ontario



The Trade Mark of
The World's Finest
Wood Products

"From the Tree to the Trade"
EDDY
ESTABLISHED A.D. 1851.

Celebrated Papers, and



Washboards

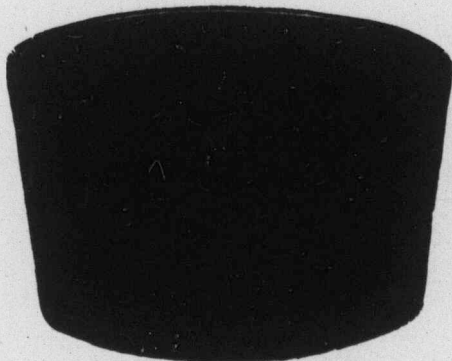


Eddy's Silent 5 Matches

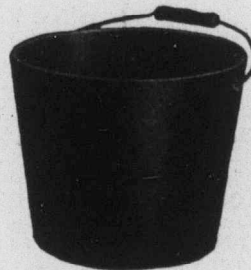
Clear, straightgrained, wax dipped, chemically self-extinguishing matches with no after glow. They ignite instantly with clear strong flame, are Government inspected and made from the finest Canadian White Pine from our own timber limits.

There are from 30 to 40 brands of Eddy Matches.

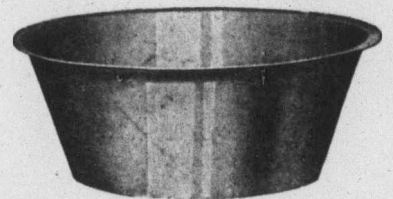
Sixty-nine Years ago E. B. Eddy began making matches in his little rented mill at Hull, Canada, travelling forth with horse and wagon to sell them. To-day in place of this little rented mill stands a mighty modern plant with a daily output that has steadily grown from 10 small cases to over 70,000,000 matches a day.



Wash-Tubs



Pails



Dish Pans



Scene on the Du Moines River, 225 miles from the Eddy plant. Note logs on their way to become pulp, paper, or matches, illustrating the Eddy motto

The E. B. Eddy Co., Limited
Hull, Canada



Lumber Jack's Log Cabins on E. B. Eddy's own Timber Limits

"From the Tree to the Trade"



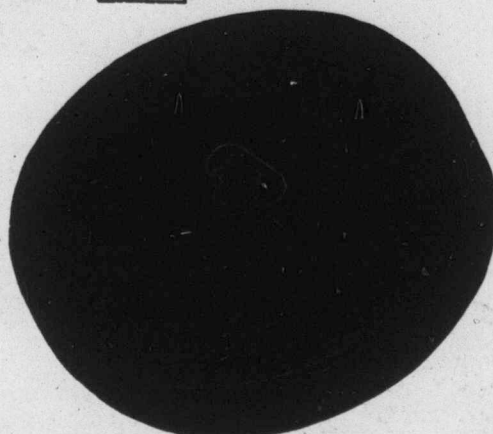
The Trade Mark of The World's Finest Wood Products

Indurated Fibreware Matches

Eddy Matches, Woodenware, Paper Products and Indurated Fibreware are acknowledged by **everyone, everywhere** as the world's highest perfection in wood products.

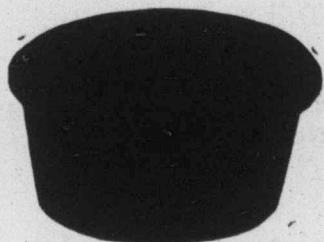
Clerks should feature **Eddy Products** often in their displays because their high quality reputation will add prestige and confidence in other lines carried.

Your employer will appreciate a suggestion from you that you make up frequent Eddy Displays.



barrel Covers

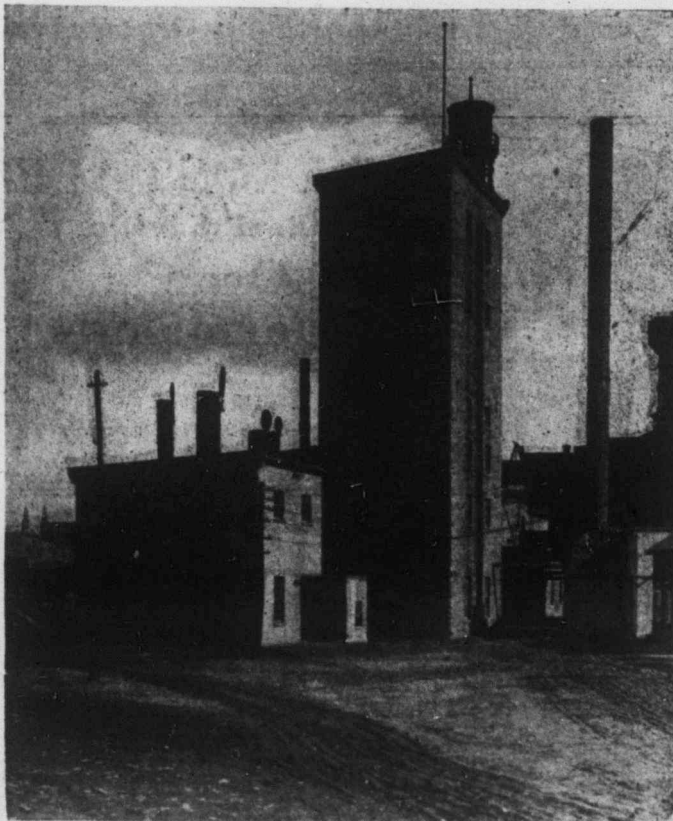
Write for illustrated catalogue fully and interestingly describing all Eddy Products.



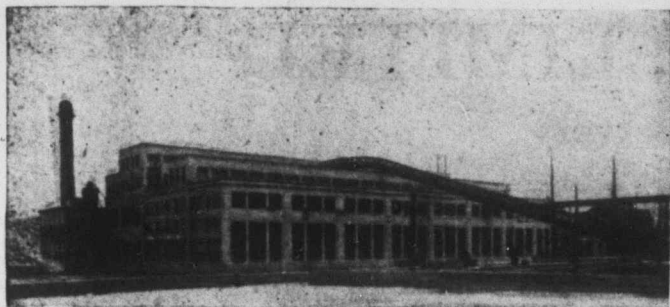
Cuspidors



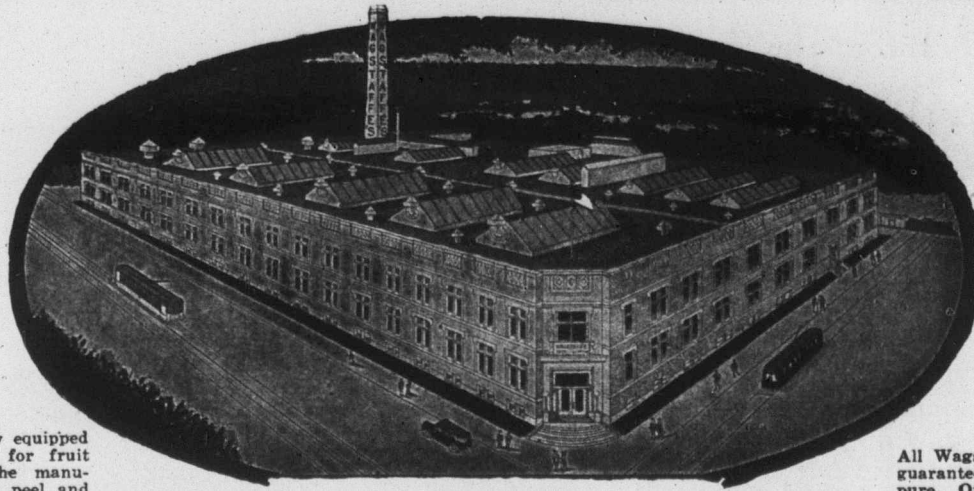
Spice Pails, etc.



THE HOME OF THE E. B. EDDY CO.'S GIANT SULPHITE PULP DIGESTER



One of the many large E. B. Eddy Plants—A Sulphite Mill.



The most modernly equipped plant in Canada, for fruit preserving and the manufacture of candied peel and crystallized fruits.

The Home of Wagstaffe's Jams

All Wagstaffe's products are guaranteed to be absolutely pure. Only the best of fruit and pure cane sugar is used.

"When you eat let it be the Best"



WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade

ARE GREAT APPETIZERS

BOILED IN SILVER PANS



Ask Your Grocer for Them



WAGSTAFFE'S

Real Seville
Orange
Marmalade

*All Orange and Sugar—
No camouflage.
Boiled with care in Silver Pans.*

ASK YOUR GROCER FOR IT.



Helping You Sell Wagstaffe's

Here are two of a series of Wagstaffe advertisements that are now running in every leading newspaper throughout Canada.

You, Mr. Grocer, if you would get the full benefit of this publicity, can best link up your store with this Wagstaffe campaign by keeping your stocks of Wagstaffe's incomparable Jams, Marmalades and Jellies well displayed.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., To-

ronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

CHARMS

The Original Fruit Tablet in Package form

The sale of CHARMS is increasing daily, so rapidly, that it is almost beyond belief. CHARMS are now recognized as the greatest success in the candy world. Need we say any more?

Dealers all over Canada have been cashing in on CHARMS. Are you among them? If not, you are robbing yourself of rapid sales, large profits and an opportunity to attract new customers.

Don't waste a minute, write to-day for prices and other details.

Lemon
Lime
Orange
Raspberry
Butter



Made By
Charms Company Ltd.,
36 St. Paul St. East
MONTREAL CANADA

Superior Brand Macaroni



THE above cut shows the fine, new factory where Superior Brand Macaroni is manufactured.

Superior Brand is all that its name implies, superior in flavor, superior in quality, superior in every way.

Now is the best time to feature macaroni, so, Mr. Grocer, glance over your stock and let us fill your requirements with Superior Brand—the macaroni that is really superior.

Selling Agents for Canada:

Sainsbury Bros.

Toronto

VANCOUVER, B.C.
134 Abbott St.

WINNIPEG, MAN.
510 Confederation Bldg.

MONTREAL
116 St. Nicholas Bldg.

HALIFAX
223 Hollis St.

The Superior Macaroni Co. Ltd.
Toronto, Ont.

ANNOUNCEMENT

of

INTEREST to the TRADE

WE have been appointed representatives for Grimble & Co., Ltd., Malt Vinegars, London, Eng., for Ontario, Quebec and Maritime Provinces.

We will be glad to quote on this quality vinegar. Let us know your wants.

MACLURE & LANGLEY, Ltd.

TORONTO AND MONTREAL

**A]Cigar Maker or Tire Manufacturer May
Market Seconds**



*But you don't want
Second Grade Fish.*

WALLACE'S is—
The Best Fish that can be caught,
in the Best Way it can be packed.
WALLACE FISHERIES LIMITED
VANCOUVER

**Imperial Grain and Milling
Co., Limited**
VANCOUVER, B.C.



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

**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 & Persse, Ltd., Winnipeg, Fort Wil-
liam, Regina, Saskatoon, Moose Jaw; Tees
& Persse of Alberta, Ltd., Calgary, Edmon-
ton; 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 and Exporters
VANCOUVER

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE
TOMATOES HEAVILY CONCENTRATED,
AND HAS EIGHT TO TEN TIMES THE
STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon re-
quest.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONSREAL, QUE.

**QUAKER BRAND
GOODS WILL PAY**

An interesting and we believe demand-
creating newspaper advertising cam-
paign is starting in the West.



**We will need the Grocer's
co-operation.**

DOMINION CANNERS B.C. LTD.
Vancouver, 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 announcements appear on this page.

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON

Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Vancouver Office of Canadian Grocer

314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams,
Cereals, Fresh Fruits and
Vegetables

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent

HEAD OFFICE: REGINA, SASK.
SALES CONNECTIONS AT: Vancouver and Nelson, B.C.; Calgary and Edmonton, Alta.; Regina and Saskatoon, Sask.; Winnipeg and Brandon, Man.; Toronto, Ont., and Montreal, Que.; Chicago and New York, U.S.A.
LET PRITTY PLACE YOUR GOODS ON THE MARKET. RESULTS 100% GUARANTEED



EVERY MORSEL EDIBLE
AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said "you have to pay the same for cases, and cans, and to the fishermen—so I guess you save a dollar's worth of labor on each case—NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:

Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.



Red Arrow Biscuits

are quite apparently the
Biggest Package for the Money

NATIONAL BISCUIT & CONFECTION CO., LIMITED, - VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.
Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers
first-class service.

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

Why Not Build Up Your Trade in the
West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Pushing your product to the front

We have every facility essential to the successful marketing of your product in the Western field—i. e., a chain of six large warehouses from Winnipeg to Vancouver, energetic, experienced staffs of salesmen, financial stability and the experience and knowledge required to place your goods to the front.

Let us show you

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E. C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

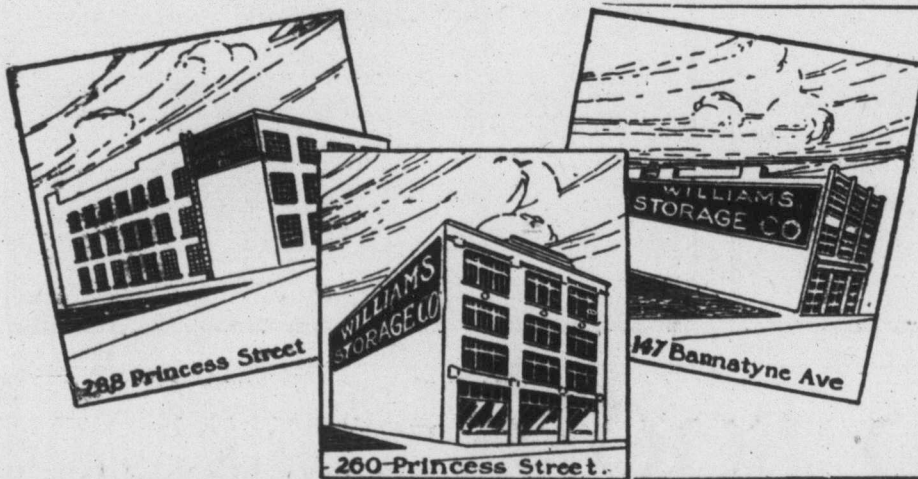
Wholesale Grocery Commission
Brokers

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.

C. DUNCAN & SON

Manufs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG

Estab. 1899

G.W. EAST

Broker and Manufacturers' Agent
404 Chamber of Commerce Bldg., Winnipeg, Canada

Sole Agents in Canada for Bri-Cal Adding Machines, Phonopore Construction Co.

Also representing Comptoir Franco-Anglais d'Exportation, Paris and London.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and Manufacturers' Agents.

We give you the best of service.

617 McIntyre Bldg. | 16 Board of Trade Bldg.
Winnipeg, Man. | Calgary, Alberta

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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W. H. ESCOTT CO. LIMITED

*Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants*

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are **Business Builders**.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The BRI-CAL ADDING MACHINE

Canadian
Model \$55

Packed in
Velvet Case



Absolutely accurate in performance and made to last.

So simple it can be mastered in a few minutes.

BRI-CAL ADDING MACHINES are designed to add Coins, Weights and Measures of every kind. They do their work thoroughly and well. With them it is easy to arrive at correct results more quickly than by mental effort. They do not get out of order, being accurately but simply made. They cost little—you can afford to provide one for each of your clerks.

Sole Agent For Canada

G. A. WEST

404 Chamber of Commerce Building, Winnipeg.

CANNED FOODS---HOW TO BUY ---HOW TO SELL

Statistical and practical information about the Canning Industry. A practical book written by a practical man, for the use of other practical men.

Price \$2.15

CANADIAN GROCER

THE MacLEAN PUBLISHING COMPANY, LIMITED 153 University Ave.
TORONTO, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY -
COMMISSION BROKERS
34 DUKE ST.
TORONTO

CAN
CREATE
A DEMAND
FOR YOUR GOODS
THROUGH EFFICIENT
METHODS OF REPRESENTATION

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

J. K. McLAUHLAN
Manufacturers Agent and
Grocery Broker
Kellogg's Toasted Corn Flakes (London, Ont.)
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples and prices to:—

Spratt's Patent Limited
24-5 Fenchurch Street
E.C. 3, England

DOG MEAT FIBRINE CAKES

Sell the Best

"BETTER be sure than sorry."
OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

HARGREAVES (CANADA) Limited

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

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

When Writing to Advertisers Kindly
Mention this Paper

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.

QUEBEC

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

**MANUFACTURERS
O. M. SOLMON**
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the European market
Write or wire immediately.
7 McGill College Ave. Montreal

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Coconuts, Coffee, Rice, Cocoa.

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

AGENCIES WANTED
For Food Products, Confectionery, etc.
For the Dominion. Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Belgo. Canadian Trading Co. "Regd."
Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
103 St. Francois Xavier St., MONTREAL

SYDNEY and CAPE BRETON
business is worth your special consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection. All references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker,
Sydney, N. S.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires
Importers & Exporters
Peas and Beans
Food Products
ST. NICHOLAS BUILDING, MONTREAL

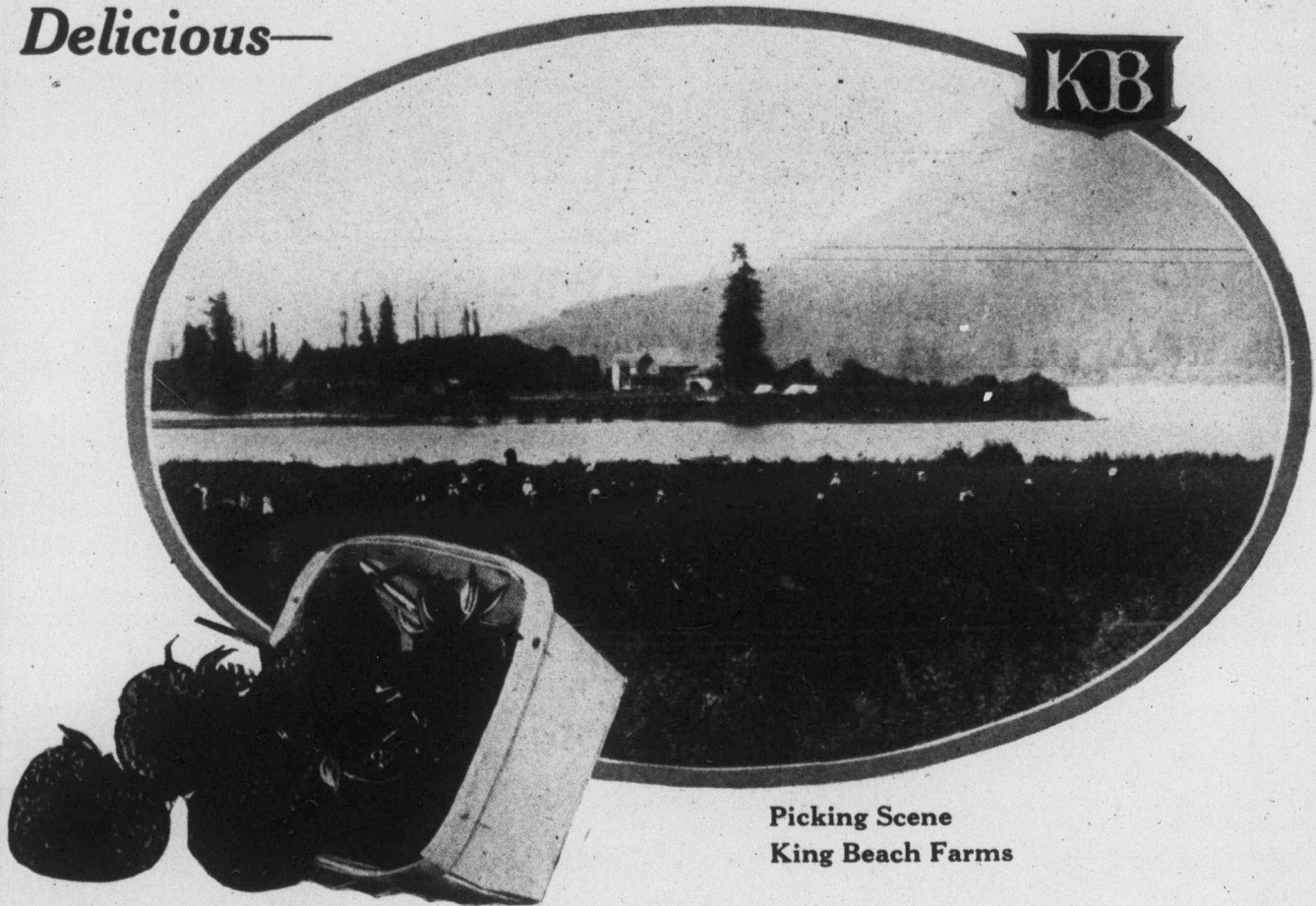
Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
98 St. PETER ST.
QUEBEC

CANADIAN PRODUCTS EXCHANGE, LTD.
Grocery, Confectionery and Drug Specialties
702 Robie Street, Halifax, N.S.

<p>RICE</p> <hr/> <p>RICE FLOUR</p> <hr/> <p>RICE MIDDLING</p> <hr/>	<p>Mount Royal Milling and Mfg. Coy., Limited MILLS AT MONTREAL, QUE. VICTORIA, B.C. D. W. ROSS COMPANY <i>Agents</i> MONTREAL</p>
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Mention This Paper When Writing Advertisers

Delicious—



Picking Scene
King Beach Farms

*But Not Expensive
In Comparison with Butter*

Mr. Clerk

With sugar and fruit both high there will be a tendency on the part of the housewife to "put up" less preserve.

Be ready with a good stock of

KING-BEACH JAM

For it is most reasonable in comparison with present and probable butter prices, and undoubtedly more tasty and wholesome than any other substitute spread.

The King-Beach Mfg. Co., Ltd.

MISSION CITY, B.C.

SELLING AGENTS

MASON & HICKEY

Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, Vancouver, Dauphin

IMPERIAL

FLOOR DRESSING
(Standard)

- sanitary
- non-evaporating
- economical
- easily applied
- floor preservative**
- attracts trade
- inspires confidence
- PREVENTS DUST**

“Truly the Dealer’s Friend”

Your stock will always be clean and bright, your store spick and span, if your floors are treated with Imperial Floor Dressing—the modern dust preventative.

One gallon treats 500 to 700 square feet of floor surface—
one application lasts for months.

Ask the Imperial Oil Salesman for prices.

“Made in Canada”

IMPERIAL OIL LIMITED
Power - Heat - Light - Lubrication
Branches in all Cities

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY MARZIPAN CHOCOLATE



Agents:

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

Lind Brokerage Co., Ltd., Toronto



Tin Can Situation Serious

You must realize how the shortage of tin plate will affect the output of all Baking Powder. We are doing everything possible to anticipate our requirements so that your orders can be taken care of promptly.

Yet we need your co-operation.

Let us have it by ordering the Egg-O Baking Powder you will require during the next few months.

The demand for Egg-O Baking Powder is growing steadily and will be permanent.

It is the Baking Powder that satisfies the boss of the Egg-O.

It is the baking powder that satisfies the boss of the kitchen—and her trade is the steady profit-building kind.

Egg-O is kept in stock by all jobbers.

The Egg-O Baking Powder Co., Ltd.

Hamilton

Canada

MONTHLY RESULTS

VERY EASILY KEPT

SANDERSON-YORKE SYSTEM OF BOOKKEEPING

26 MANCHESTER AVENUE,
TORONTO,

June 25th.

Open Letter.

Dear Sirs:-

Manufacturers and wholesalers are reducing their stocks to pre-war proportions, the retail merchant may be the "goat" when the precipitate fall in prices arrives.

The above warning was recently given by a leading banker and it appears to us many merchants are unheeding the grave situation confronting them.

Mr. Retailer, do you know how very large your stocks are?

Do you realize how heavy your expenses are?

Have you a check on your outstanding retail credit?

Are you keeping close tab on your buying compared with your sales?

Are you working systematically? If not, spend \$12.50 on a Sanderson-Yorke System. Its completeness in checking up these important items may save you from serious loss.

Write to-day.

We are,

Yours faithfully,
SANDERSON-YORKE SYSTEM.



A Good Summer Seller

Mathieu's Nervine Powders are entirely free from injurious drugs and contain no morphine, cocaine, etc. Composed of excellent curative properties such as will be appreciated and in fact demanded by all customers.

For Headaches, Nervousness, etc.

This is a profitable line to have in stock particularly at this time of year.

Order at once to ensure Prompt Delivery.

J. L. MATHIEU CO.

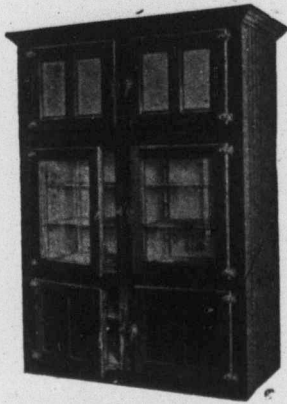
PROPRIETORS

SHERBROOKE - QUEBEC

EUREKA

NAME REGISTERED
PATENTS—1886—1900—1910—1914—1917

GROCCERS, ATTENTION!



You want more business; a snappy looking shop that will attract customers, and a real efficient means of preserving your perishable merchandise—articles which you cannot afford to let spoil, in these days of high prices.

And the real answer to all these needs is the Eureka Refrigerator—the best and most reliable refrigerator on the market. It will supply these three essentials in your business, and you cannot afford to wait.

We have in stock all styles of grocers' refrigerators, ready for immediate shipment. Order now and get quick delivery.

Eureka Refrigerator Co., Limited

Head Office: OWEN SOUND

Branches: Toronto, Hamilton, Montreal

Wholesale Grocery Limited

Wholesale Grocers, Importers, Exporters, Distributors

Telephone Adelaide 5895

55 Bay Street, Toronto

We invite you to visit our warehouse and inspect our high-class stock. In this new wholesale house your interest and requirements receive first consideration. We specialize in mail order and telephone business.

**HIGH QUALITY
MODERATE PRICE**

ARE FEATURES OF



They will prove a real treat for your customers and the great variety of dainty "easily prepared" dishes they make possible will win steady repeats from busy housewives.

Canadian Agents:

John W. Bickle & Greening
Hamilton Ontario

APROL

SELLING IDEA NO. 7

Pick Out 25 of Your Best Customers



Tell them the good things that can be made with

APROL

See how many you can sell. It pays you.

Give them one of our receipt books.

If you have not got them write us for some.

Be sure you keep all sizes.

Order from Your Wholesaler

W. J. BUSH & CO.,
(CANADA), LIMITED

NATIONAL CITY, CALIFORNIA
MONTREAL TORONTO



Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE CANADIENNE D'IMPORTATIONS

P. DAoust, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL



Always a welcome spread for the sandwich—a wholesome relish for every Summer outing. Dealers—this is the season to push the sale of

ELKHORN CHEESE IN TINS keeps without ice, no matter how hot or how cold the weather. You can display it in your windows and on counters and shelves without fear of loss from shrinking and molding.

Stock this line NOW! Write in to any of the following for samples and full information:

Sales Representatives

Wm. H. Dunn, Ltd.	-	Montreal
Dun-Hortop, Ltd.	-	Toronto
J. A. Tilton	-	St. John
Pyke Bros.	-	Halifax
Richardson, Green, Ltd.	-	Winnipeg
Oppenheimer Bros.	-	Vancouver

ELKHORN CHEESE

IN TINS - 8 VARIETIES

Manufactured by
J. L. KRAFT & BROS. CO.

"Our Friends" and Enemies Alike

WE HOPE WE HAVEN'T MANY OF THE LATTER

But, in any event, all need "SALADA" to win and hold a successful trade. There is nothing theoretical about this statement.

"IT IS A PROVEN LIVING FACT"

No doubt you can hold off a little longer, if so disposed, but, believe us, it's not wisdom, as many alive competitors are simply getting away with sales that might be yours.

Public appreciation finds its best expression in the enormously increased output for 1920.



Do You Sell Mellow



Looms Large
in the Housewife's Estimation
for Lemon Pies



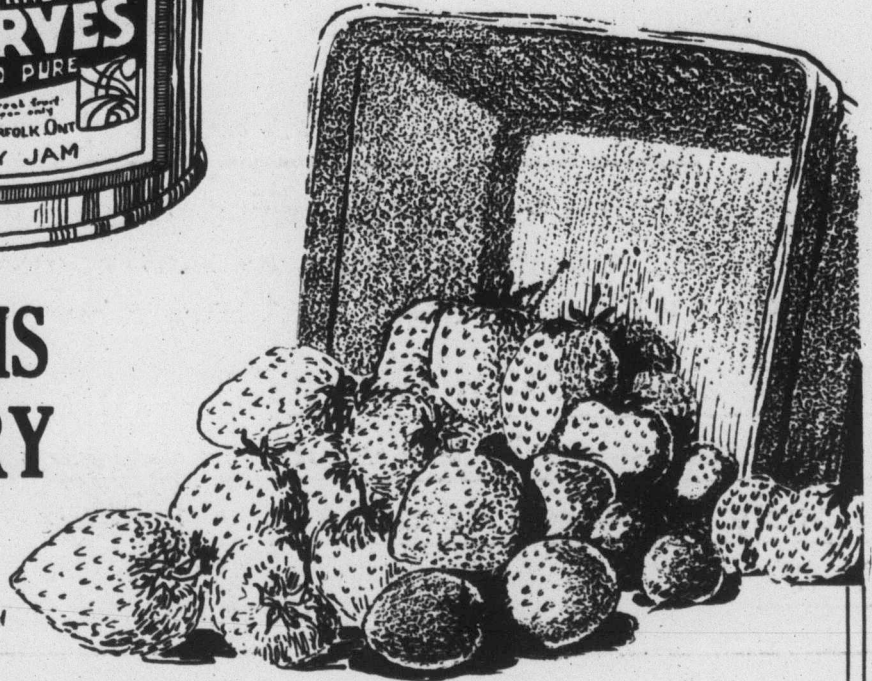
Makes Delicious
Lemon Pies

*Order Now
From Any Wholesaler*

Mellow Food Products
146 Garnier Street
MONTREAL

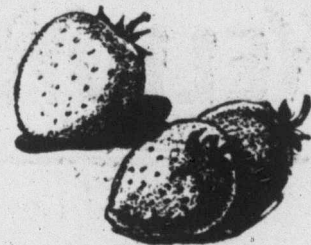


ST. WILLIAMS STRAWBERRY JAM



*The New Pack
is Now Ready*

*It will pay every merchant
to urge the clerks to push
sales of fruit products with
the ST. WILLIAMS label*



**The Quality Is Guaranteed
Send In Your Order Today**

St. Williams Fruit Preservers, Ltd.

Simcoe and St. Williams, Ont.

MACLURE AND LANGLEY, LIMITED

MONTREAL

TORONTO

WINNIPEG

Iced Tea Boosts Sale of Red Rose

Remind your customers that Iced Tea, the most refreshing of hot weather drinks, should be made a little stronger than ordinary tea to get the proper flavor when cold. Red Rose



Tea is ideal for the purpose, because it is blended largely from selected Assam teas, the richest and strongest grown.

T. H. Estabrooks Company, Limited

ST. JOHN, MONTREAL, TORONTO, WINNIPEG, CALGARY, EDMONTON
ST. JOHN'S, Nfld., and PORTLAND, Maine

New Japan Teas

Prices are very high—from 15c to 25c lb. advance over last year.

Make your purchase on prices of stocks now on hand and you will be able to sell on a very profitable basis.

Samples and quotations mailed promptly upon request.

KEARNEY BROS.

Tea and Coffee Importers

33 ST. PETER

MONTREAL



Colman-Keen Products

Larger stocks of all these are now arriving in Canada and the war time difficulties are disappearing.

All Grocers will bear in mind that **Colman's & Keen's Mustard** are absolutely pure and the quality can be counted upon as always—**THE BEST.**

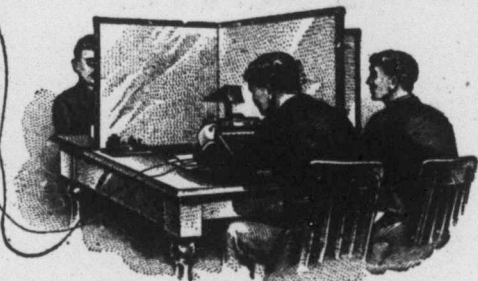
When mustard is asked for give your customers Colman's or Keen's D. S. F.

MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL
TORONTO BRANCH: 30 CHURCH STREET

NICHOLSON - RANKIN LTD.

WHOLESALE GROCERY BROKERS

IMPORTERS EXPORTERS



"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 8801

OFFICES-707-708 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA



CODES
A.B.C. 4176 STREEDITION
ARMSTRONG'S LATEST
PRIVATE CODES

We are pleased to announce to the trade that we have completed our organization in the Prairie Provinces of Western Canada by establishing our own branch offices; under capable and experienced managers, as follows:

- REGINA, Saskatchewan—under management of Mr. J. C. Ryan.
- SASKATOON, Saskatchewan—under management of Mr. Ross L. Forbes.
- CALGARY, Alberta—under management of Mr. William H. Dingle.
- EDMONTON, Alberta—under management of Mr. Harry M. Judge.

NICHOLSON-RANKIN LIMITED
WINNIPEG THE SERVICE BROKERS CANADA

CANADIAN GROCER

VOL. XXXIV

TORONTO, JUNE 25, 1920

No. 26

Board of Commerce Again Restricts Margin on Sugar to 2 Cents per Lb

Latest Ruling of the Board is Not Viewed with Favor by the Wholesale and Retail Trade—Dissatisfaction is Heard on Every Side—Retailers Will Present Memorial of Protest.

THE NEW SUGAR ORDER

OTTAWA, June 19.—The Board of Commerce has issued an order, declaring the handling of sugar by any other middleman than the wholesaler or retailer unlawful. A spread of five per cent. between refiners' and retailers' prices is ordered as the maximum. No increase in prices is permitted without the authority of the Board of Commerce. Retailers, according to the new dictum, are restrained from increasing prices on their stocks to conform to increases in market prices.

Refiners are restrained from selling to other than wholesalers, manufacturers or retailers, wholesalers from selling sugar to other than manufacturers and consumers, and that in quantities greater than normal requirements in trade or household, all other persons from selling sugar in excess of the reasonable requirements of the buyer's household. Profits are restricted to two cents per pound or 5 per cent. The practice of advancing prices on stocks when refiners' prices advance is prohibited, and the system is ordered of fixing the price of sugar at a profit of five per cent., based on the average invoice cost of all sugar in stock at the time of sale.

With the refiners' price now standing at 21 cents at Montreal, a retail price of more than 23 cents per pound is declared to be unfair profit-taking on general sales, and in cases where the sale of one-pound lots may involve a loss for the dealer, a special price of 23 3/4 cents per pound may be charged or the dealer may refuse to sell less than four pounds at a time, and may charge not more than 93 cents for the four pounds, or may require the purchase of two pounds, charging 47 cents therefor. In special cases, where a spread on refiners' prices may necessitate higher prices, a maximum price of 95 cents for four pounds is fixed.

THE new ruling of the Board of Commerce, as is to be expected, is meeting with considerable opposition on the part of both retail and wholesale grocers throughout the Dominion. Putting the control on the sale of sugar again, and restricting the retailers' price to 23 cents per pound, renders the possibility of the average grocer making any profit on sugar very uncertain. The situation, as far as the retailer is concerned, reverts to that prevailing prior to the removal of the control. Both the wholesale and retail trade are of one voice, in declaring the new order unfair, and such as to make the handling of sugar not at all to be desired.

E. M. Trowern, secretary of the Retail Merchants' Association of Canada, on behalf of the grocers, has expressed entire dissatisfaction with the order, and a memorial is being presented to the

board in opposition to the same.

Just Following the Market

"When sugar or any other article advances we have a perfect right to increase the price of the stock on hand," stated J. C. Knowles, of the Wholesale Grocers' Limited, Toronto. "It is not profiteering. It is just a matter of following the market. If one article drops in price, then we also drop the price of the supply on hand, and therefore we must also advance with the market. If we do not advance, who is going to reimburse us for any losses sustained when the market falls? This also applies to the retailer, but fortunately not many articles have decreased in value these last few years. On the other hand, the cost of doing business has increased and the merchant needs all the profit to conduct his business successfully. The wholesaler gets his five per cent. on sugar which is as much as we ever got,

but the retailer simply cannot sell sugar at the present prices on a profit of two cents per pound. It is my opinion that if this ruling is allowed to stand there will be a large number of retail grocers who will refuse to handle sugar."

Complicates Business

This new ruling on sugar makes business very complicated," said Percy Eby, of Eby-Blain Co., Ltd., wholesale grocers, Toronto, "for instance if we have 100 bags of yellow sugar invoiced at \$18.00 and our travellers sell more than this number of bags, we then have to explain the reason to our customers why they are charged more than the price quoted by the traveller. Then supposing that our neighbor has sugar bought at a low figure, and we have nothing except the high priced, then our customers would buy it where they could get it the cheapest. Then again, we had 200 bags of sugar at one price in the morning, and in the afternoon we received 100 bags more, the difference in price would have to be spread and prices readjusted. Later in the afternoon we received another 100 bags, then the prices would again have to be adjusted, and so "it would have been far better for the board to have taken the refineries price as a basis."

"In my opinion," continued Mr. Eby, it goes. There is no standard price. It is all in a muddle."

Many Merchants Protest

W. C. Miller, provincial secretary of the Retail Merchants' Association, stated that he has received hundreds of letters and telegrams from merchants and Retail Grocers' Association in all parts of the province, registering compliments about the ruling of the Board of Commerce on sugar. He further stated that merchants complain that they cannot sell sugar on a basis of two cents a pound profit as the cost of doing business is greater than that amount.

Unfair Competition

"I cannot understand the Govern-

ment's idea in permitting the Board of Commerce to make such a ruling as this one on sugar," stated D. W. Clark, retail grocer, Avenue Road, Toronto, to Canadian Grocer. "It places every retail grocer on an unfair competitive basis. Some grocers may have stocks of sugar purchased at below the present price while others will have a supply at a higher cost. The merchant who has the supply at a lower cost must sell his sugar at two cents above the actual invoice price and is not even allowed to add insurance or carrying charges. In fact, he is compelled to undersell his neighbor. Then again, departmental stores are on the jobbers' lists and buys at five per cent. discount, which at today's cost is \$1.05 per hundred. This then means, that if the retailer is to compete with the departmental store, he must sell his sugar at a profit of a trifle less than one cent a pound."

"Sugar, butter, eggs and flour constitute fully one-third or more of the average grocer's turnover," continued Mr. Clark. "The profits on these lines do not bear one-half of the cost of doing business, and yet it is always one of these lines that the Board of Commerce picks on to control the price. It simply means that the profit on other lines will have to be increasing."

Only Chance for Profit

"The only time a grocer has a chance to make a few cents on sugar is on the advance," remarked R. C. Braund, retail grocer, at Peterboro, Ont., in reply to a query from Canadian Grocer as to what he thought of the new order of the Board of Commerce. "Practically all other times, the grocer loses on sugar, and in most instances he has handled it without profit." Mr. Braund did not look with favor on the new order, and thought it just another evidence of unfairness on the part of the Board of Commerce, towards the retail grocer. "The new order will result in more or less confusion," he believed. "The merchants who had bought sugar at the lower prices, possibly at two or three different quotations, will have difficulty in determining just what figure he is to charge for his sugar. It seems to me the Board of Commerce allows the wholesaler and everybody but the retailer to make a profit. I have tried to buy a little sugar here and there, and like in other lines endeavored to buy it as low as I could, and I have always given the customer the benefit of careful buying. The new order will result in more or less unfair competition in sugar."

No Opportunity to Profiteer

"Why did they take the control of the sale of sugar, if they are going to put it on again?" remarked Mr. Gereghy, of Gereghy and Fitzpatrick, Parks and Charlotte Streets, Peterboro, Ont. "The profit on sugar has always been at the minimum, and the retail grocer has certainly had not opportunity to profiteer in sugar, no matter how keen he might have been to do so. The present price of

granulated sugar in Peterboro' is \$21.27 per cwt., and figuring two cents plus freight, the grocer cannot sell at 23 cents per pound, without disposing of it at a loss."

Merchants Astonished at Board of Commerce Ruling Against All Business Fundamentals, Says One, in Referring to Gross Margin on Sugar—Decision in the H. P. Eckardt Case.

OTTAWA, June 21.—The Board of Commerce claims that H. P. Eckardt & Company, Toronto, have been keeping in stock an unreasonable amount of granulated and yellow sugar "beyond what is reasonable for the purposes of business, and also in selling the sugar at gross profits of approximately 13.3 per cent. in the case of granulated sugar and 23.6 per cent. on sales of yellow sugar."

The board states it has taken note of the firm's claim that it was compelled to buy yellow sugar in order to get granulated, and was then unable to dispose of this yellow sugar at a reasonable profit. The board's opinion is that the quantities on hand in the company's possession in the week ending February 28 last, namely, 243,520 pounds of granulated, approximately sufficient for six weeks' sales, and 1,056,710 pounds of yellow sugar.

The board has decided to remit the proceedings to the Attorney-General of Ontario for further action, and the ruling states that the board will refrain from making any formal adjudication of

Mr. Gereghy believed that a great many people had bought up sugar, getting a bag or two at a time, and he did not think there would be the heavy buying later on, that is anticipated.

guilt, and no order will be issued in this case.

The retail and wholesale grocery trade is very much interested in the above ruling. Many of those who heard the evidence in the case state they are surprised at such a decision and while the board, they stated, says it took into consideration the fact that yellow sugar had to be taken to get granulated, their ruling would not indicate that they had "What would have happened," they ask, "if the sugar market had gone down as it threatened to do in January? The company would have lost a lot of money and nothing would ever have been heard of it."

The consensus of opinion among both retailers and wholesalers is that the Board's decision—that when changes only a specified gross margin on actual cost, not present cost, may be charged—is a most extraordinary and unbusiness-like one. "It is contrary to all the fundamentals in business ever since trading began," remarked one merchant.

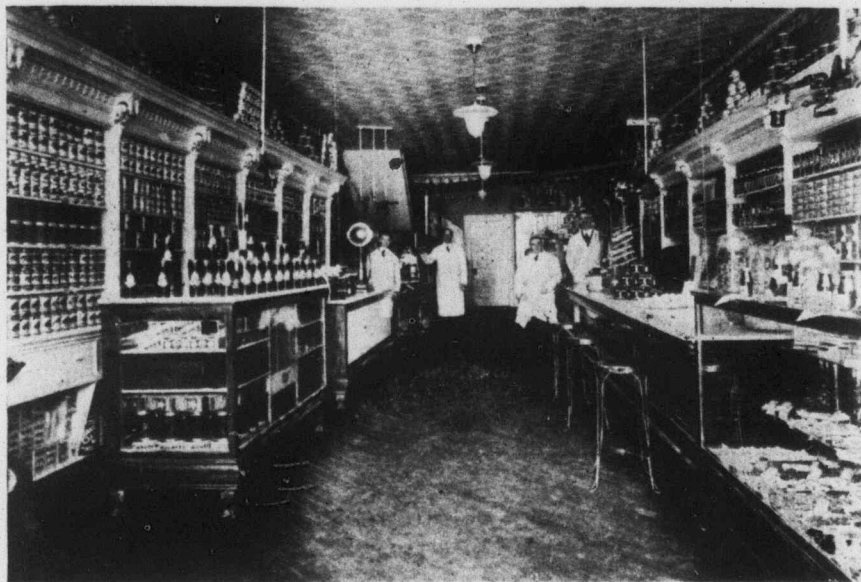
Foodstuffs Escape Sales Tax

Amendments Approved of by Parliament, Exempt Practically All Foodstuffs from New Sales Tax—"Gross Goods" in Candy Carry No Luxury Tax.

IN THE amendments to the new taxation laws of Sir Henry Drayton, Minister of Finance, and approved by Parliament last week, the following foodstuffs are exempt from the sales tax of one per cent., viz., animals living, poultry, fresh, salted, pickled, smoked or canned meats, canned poultry, soups of all kinds, milk, cream, butter, cheese, buttermilk, condensed milk, condensed coffee with milk, milk foods, milk powder, and similar products of milk, oleomargarine, margarine, butterine, or any other substitutes for butter, lard, lard compounds, and similar substances, cottage, eggs, chicory, raw or green, kiln dried, roasted or ground coffee, green, roasted or ground tea, hops, rice (cleaned or uncleaned), rice flour, rice meal, corn starch, potato starch, potato flour, vegetables, fruits, grains and seeds in their natural state, buckwheat, meal or

flour, pot, pearl, rolled, roasted or ground barley, corn meal, corn flour, oatmeal or rolled oats, rye flour, wheat flour, sago and tapioca, macaroni and vermicelli, cattle foods, hay and straw, nursery stock, vegetables canned, dried or desiccated, fruits canned, dried, desiccated or evaporated, honey, fish and products thereof, and ice.

A tax of three per cent. is levied on chewing gum or substitutes therefore, instead of 10 per cent. as heretofore. The 10 per cent. tax is still imposed on confectionery, which may be classed as candy, or a substitute for candy (this item not to include goods packed ready for sale in cartons or their packages bearing thereon the name of the manufacturer selling by retail at 10 cents or less per carton, or to candy known as "gross goods," selling by retail at 1 cent each.)



Illustrating the interior of the grocery store of Boyle & Darby, St. Paul Street, St. Catharines, Ont. This firm has only recently started business, having opened up attractive quarters last February. Mr. Boyle was for many years a clerk, and has now embarked in a business of his own. For a long time previous he had been employed in Sherwood & Co.'s store.

“A Valuable Clerk Develops Sales”

H. S. Higgins of A. F. Higgins & Co., Ltd., Winnipeg, Man., Believes in Stimulating Clerks to Increasing Business—A System of Bonuses is a Great Venture.

By Staff Correspondent

THE clerk who can sell goods over and above what customers ask for, is undoubtedly worth more money to his employer than one who simply fills demands,” stated H. S. Higgins, of A. F. Higgins & Co., Ltd., retail grocer of Winnipeg, to a Canadian Grocer representative. The Higgins Co. have five stores altogether, two grocery stores in Winnipeg and three general stores in the Provinces.

Monthly Bonuses

Mr. Higgins stated that clerks in his stores received bonuses monthly based on increase in the turnover over the corresponding month of the previous year. “It means that if the business increases the clerks benefit accordingly,” he said. He felt that this acted as a stimulant in getting the salesmen behind the counter to sell more goods for the firm. During the first three months of this year the trade in the Main Street stores has increased by \$10,000 over the corresponding three months a year ago. There has been aggressive work done on the part of the sales staff and credit for this increase is, at least in part, due to the fact that bonuses are paid for efficient services.

“Not only do the salesmen benefit,” added Mr. Higgins, “but the delivery man as well. Of course, we allow for an increase in the selling price of goods

over last year in figuring the percentages.

Price Five Per Cent. Higher

“About what do you figure prices have advanced in cost over a year ago?” asked the Canadian Grocer representative.

“We figure on an advance of five per cent,” he said. “After deducting that we allow a certain bonus for each salesman.”

A. F. Higgins Co., Ltd., know exactly what each clerk in their various stores can produce. Their sales are kept separate so that the work of each clerk is known from month to month. Of one who has equal opportunities with another is down in sales the matter is discussed with him and he is shown what the other clerk has been doing. This adds stimulus to his work and the following month usually shows the advantage of such system.

Developing Sales

One sees in the result of such a system the possibilities of the aggressive retailer in developing sales. Many retailers make the statement, “Oh, we do not bother about trying to sell the customer something else. We believe in giving her what she asks for, treating her courteously and endeavoring to fill her every want as satisfactorily as possible.” But these merchants miss the

point that the average customer is continually looking for something new and tasty that will be a pleasant change for the family. It is on this principle that the Higgins Stores operate. They very frequently get behind some particular line by getting every clerk enthusiastic about it and introducing it to as many of their customers as possible. For instance, some time ago they got in a new line of pork and beans—a line that they had sold little of previously in their store—and from Friday noon until Saturday night sold no less than twenty-eight cases of two dozen each. Some of the pork and beans were sold in cases, some by the dozen, some by the half dozen and individual tins.

This again demonstrates what merchants and his sales staff can do, when they put their shoulder to the wheel. Whenever a customer called over the phone to give an order, the clerk endeavored to introduce the pork and beans and the same thing was done whenever a customer care in to purchase. This brand of pork and beans was also advertised in the company's newspaper space. There was a window display of it and a demonstration of it in the store on Saturday. Other lines are treated in the same way and this method in itself has been an important factor towards developing sales in this store as well as in other stores of the Higgins Co.

Let the Clerk Share Responsibility

"A Well-Paid Clerk is the Only Clerk Worth While," Says
 Manager of Grocery Department of Goodwins, Ltd., Montreal—
 "A Good Clerk Does Not Want to Be Just a Machine."

By Staff Correspondent

IN these days in inflated wages as well as prices, it is sometimes difficult for a grocer to derive the full worth of the salary paid his clerks. A clerk, to be of value to his employer, must be a real salesman. In a fairly large store, to a great extent, the profits of the business depend upon the clerks. A clerk can very quickly destroy the profits on many lines by careless handling or by inaccurate weighing. Each employee must have a vital interest in the business in order that he may conscientiously fulfill his duties. The most careful watching and checking on the part of the manager may be of no avail if the clerk has not the interest of the firm at heart.

The question therefore arises: "How can the clerk's interest in the business be developed?" It may be by paying very good salaries and getting the best of men, but this is rather a difficult matter, as a man who has been well trained in the grocery business is able to command a salary from the man who trained him which will almost prohibit another merchant enticing him to his employ. If a clerk is well trained into the business he will make his services well worth a salary that will retain him.

The Only Worth-While Clerk

Canadian Grocer discussed this matter with J. Bailey, manager of Goodwin's grocery department, Montreal, with a desire to find out the practicability of this idea.

"A well-paid clerk," said Mr. Bailey, "is the only clerk worth while. If he is not worth a good salary then he is not competent for the position. The secret is to pay good salaries and then devise plans so that each clerk will be well worth the salary paid. A man does not relish the thought that he is only a machine in the hands of another man. He likes to feel some responsibility in connection with the business. With the responsibility comes an increased interest in the business, and as a result the maximum service. In our store the business warrants a large enough staff to divide into distinct departments. Each department has its own books so that it will show its own profits. At the end of the month the department is anxious to know how each line has been paying. A keen interest is taken in the financial side of the business. The men are concerned with more than simply selling the goods. At the end of the year the employees share in the profits made in their department.

Makes for Accuracy

"This practice develops accuracy and economy in the handling of goods. The

weighing and cutting is done with a view to giving the customers everything that they are paying for and yet protecting the interests of the firm. In the cooked meat department there is a great danger of all profits being lost by wasteful cutting. When the clerk has an interest in showing a profit, all waste is quickly eliminated. The same applies to cheese and butter. Even in the fruit branch there is need of care and economy and we find the clerks carefully watching that the ripest fruit is sold first and that there is the least possible loss by spoiled fruit. Every man is keen to make his department pay.

"There is another benefit derived from this system. When everyone has a vital interest in his work and there is something more than simply so many hours to put in each day, the clerks are more contented. They are happy, and work becomes a pleasure. The men are more efficient and a new atmosphere is evi-

dent in the store that is quickly apparent to the customers.

"In the grocery business there are many duties that may be shared by the clerks and thus create a real interest. One man will have charge of the buying for several departments, another looks after the advertising, another the accounts, and another watches for special prices on the part of a competitor, so that they may be met.

"As a result of adopting this system we find that each employee is keenly interested in the welfare of the business. The man in charge of the coffee department will come to the clerk who handles the telephone orders and say: 'I have a special in coffee to-day at 50 cents. Will you push it for me?' In this case it becomes a personal favor among the staff and maximum sales result.

"There is no doubt," concluded Mr. Bailey, "that when the clerks are given an interest in the business they very soon prove themselves well worth a salary that will retain their services."

Why Merchants Should Keep Books

Bankruptcy Act Makes It Necessary for Every Merchant to Keep Books—How One Merchant Lost Because He Didn't Have a Record of His Business.

A MERCHANT in Ontario, who carried a stock valued at \$9,000, sustained a fire loss; the insurance company allowed him \$3,000.

Why?

This merchant did not keep books which gave him particulars of his business. He did not even have a safe. He had a couple of files, one showing accounts that were unpaid, and as soon as these were paid they were taken off that file and stuck on another. The fire came along and wiped out everything including his stock, which he felt sure was valued at at least \$9,000. There were no records to show that this was the case and the insurance company settled with him at \$3,000.

More Goods Than He Sold

A general store in another Ontario town changed hands some years ago. The new merchant had \$2,000 to pay for stock valued at \$8,000. It took considerable nerve to go into the business, but he figured that the store had been making money and that he could very soon sell sufficient goods to meet the balance of his payment.

At the time the first payment came due he found he did not have the money to meet it. He discussed the matter with

a traveller, who had a pretty good knowledge of how facts could be secured about the business. He was asked for lists of his purchases since he had taken over the business, amount of stock on hand, and expenses and amount of sales. It required considerable time to get all this information, and when it was secured, it was found that he had bought more goods than he had sold.

Must Keep Books

"I'll never let that occur again," he said, and several years have passed since, and that situation has never since happened in his business. To-day he keeps a simple set of books, but one that gives him the details of his business, quickly and accurately.

The new Canadian Bankruptcy Act makes it necessary for every merchant to keep books. Apart from any compulsion it is only good business for a retailer to know where he is at. One retailer who has the facts at his finger tips, made up his income tax report in twenty minutes. Another retailer committed suicide in the act of getting at his figures. Every man in the retail business owes it to himself, his family and the firms from whom he buys to see where he is at.

Sells 200 Pounds of Maple Sugar on a Saturday

Chas. Shields, Queen W., Toronto, Makes a
Profit of \$30 in One Day by Window Display
—800 Pounds Are Sold in Ten Days.

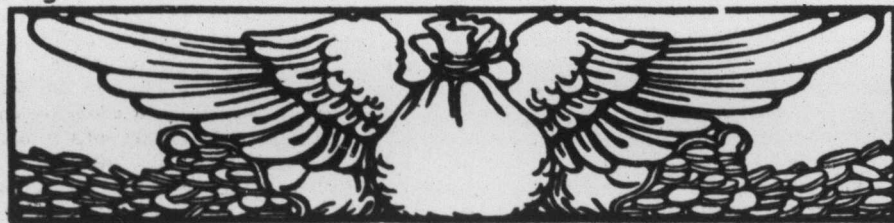
EIGHT hundred pounds of maple sugar piled up in the window made quite an imposing sight and one that very few persons passing could resist the temptation to enter and make a purchase.

The full 800 pounds were sold in ten days and showed the merchant a nice profit of fifteen cents per pound. On Saturday an even 200 pounds were sold, which gave the firm a handsome profit of \$30.00 for the day's selling on this one article.

Such was the experience of Chas. Shields, Queen Street West, Toronto, which shows that a little concentration on a special article will bring satisfactory results.

Mr. Shields makes a specialty of featuring one line in his windows and states that his experience has taught him that displays of this kind always bring the greatest results.

At another time this store trimmed one window with a high-grade imported sauce, which was the means of selling \$40.00 worth during the week that the goods were on display.



How to Retain a Valuable Clerk

Difficulties and Dangers of Partnership—A Minor Interest in a Corporation Obviates This—A Satisfactory Method of Bonusing.

By Henry Johnson, Jr.

Reproduced from former issue of "Canadian Grocer" by request.

A MERCHANT has an exceptionally valuable effective clerk. The man is industrious, earnest, a good salesman, skilful at display work. The time comes when such a man gets beyond the wage line. He cannot be paid more wage than he is getting because, no matter how it might be kept "confidential," the fact would become known and dissatisfaction would result with the others. Yet ways must be devised whereby that clerk can progress to higher earnings or he will be lost to the store.

The end can be reached through giving the man some kind of interest in the business or paying him a percentage. Let us work it out both ways.

Time was when the custom of taking the senior clerk into partnership was common. In fact, the man began as a boy with that plan in mind and everything shaped itself to that end. But many disasters warned merchants to go slow on that experiment. For partnership is like marriage—easy to get into but hard to get out of—and plain purgatory if not congenial, while the opportunity for legalized robbery is wide open.

Dangers of Partnership

The fundamental danger of partnership is that partners are not only equal owners, but in the eyes of the law each is the sole owner of the business so far as the outside world is concerned. Thus, the merchant who takes into partnership a favorite clerk to reward him and retain his services may agree with the clerk that he gives him only a quarter interest in the business; but the minute the papers are signed the clerk may exercise all the functions of sole owner. He may order goods to the limit of the responsibility of the business; he may tap the till, the safe and the bank account with utter immunity from danger of legal process, because the law says it is all his. The idea seems to be that, inasmuch as outsiders cannot tell anything about the inside agreements between partners, each partner is vested with full authority. Thus all who make contracts with the firm may have full protection and can evoke the law against all the assets of the firm to protect their contracts.

Aside from plain dishonesty and fraud, there is the great element of human nature. Plenty of men make agreements in entire good faith, who later on come to misunderstand each other, grow apart, are estranged, become suspicious of each other, get to fighting and dissipate all their substance in quarrelling and the costs thereof. We hear every day of cases wherein one partner puts it up to

the other to "buy out or sell out—an' I don't give a continental damn which you do." Often when the decision is finally made, there is nothing left either to buy or to sell.

Contrast the Corporation

The corporation is another matter. There the assets are taken by the courts and formed into "an artificial person." Fred Hanson may be a clothier in his own individual right. He has absolute control over his possessions and can do with them practically what he likes. But when he incorporates into Fred Hanson, a corporation, he can do with his own as he wills only through sundry well-defined courses of action, all subject to legal restriction. Moreover, Fred Hanson, a corporation, may consist of any number of natural persons over two.

If, then, the merchant desires to take into limited control his favorite clerk and give him an eighth of the business, he can accomplish this not only definitely but with comparative safety through incorporating and allotting an eighth of the capital stock to his clerk. Furthermore, since he himself is still sole owner of seven-eighths of the business, he controls every particle of it as fully and exclusively after he has incorporated as while he owned it all; for his is the majority interest.

The beauty of the corporation is that it provides for a square deal to all. Each party in interest gets what is his—no more, no less—and it is safe-guarded to him. Thus the clerk who is given an interest will have the interest secure from any "renewing" or change of mind of the boss; but he can get no more than is provided for him through the action of the boss. There are other points but these are all we need for our present purpose.

If the Boss Wants No Dividend Interest

But let us consider the case of the man who has this kind of clerk whom he desires to retain and whom he wishes to treat equitably, but whom he does not want to take into the business in any capacity. Let us suppose that the clerk manages a department and also sells on the floor about as much as any one man can be expected to sell. Let us agree that he is being paid so liberally that any further advance in mere wages would lead to embarrassment with the rest of the help. How shall he be paid more without having an interest in the business?

Of course, there is always the commission plan. One always can pay a man a definite percentage for work done. The difficulty about one who has grown to importance on a salary basis is that it is hard to arrive at a basis of percent-

age which will satisfy him without entailing overbalancing difficulties.

Let us suppose the man is selling \$600 a week and drawing \$25 wages. That may be \$10 more than you are paying the next man, yet it is far within the average allowable wages expense simply figured on his sales alone. But again, he has attained to such sales ratio and been satisfied up to now, while doing all the rest of the work indicated. The man is so cheap that you cannot afford to let him go.

If you took 8 per cent. as the basis of wages expense on sales, you would have to pay this man \$48 a week—and that, obviously, would never do.

You might take \$600 weekly sales as your basic figure and pay him as much as 10 per cent. on all sales in excess thereof. But if you did that you would have him so eager to make sales in excess of \$600 that undoubtedly he would neglect his other work and you would merely spoil a good clerk.

Really, there seems to be only one way to meet the difficulty; to give him a definite share in the net earnings of the business, either in addition to or in lieu of a salary. Of course, such a matter must be handled with great care and foresight. It will have the great advantage that if there are no net earnings, no bonus will be due the clerk, while every incentive will impel him to watch and work to the end that the business be made more profitable.

Suppose your records over a series of years shows that your average net profits—I mean absolutely net with all shrinkages, losses and reasonable depreciation of all kinds out—is \$2,400 a year. It might be good to arrange to give the man 1-8 or 3-16 of the net profit in addition to his salary as now fixed. This is safe, for the net profits accrue over and above your expenses, and those expenses now include his salary. Yet this would give him \$300 to \$450 additional a year.

That figure would be well inside the \$48 a week to which 8 per cent. on sales would entitle him, while the chances are that, with such incentive to work, he would so exert himself and be so greatly additionally helpful to you that he would more than earn his extra pay. Suppose, for example, that together you could make \$3,000 net and your agreement was to pay him 3-16 of the net. His extra would be \$462.50, and that deducted from \$3,000 would leave you \$2,537.50 or \$137.50 more than your former total.

My excuse for discussing this matter is that I was asked a time since to write it in confidence to one who was faced with the problem. I hope, therefore, that it may be of some use to others.

“Board of Commerce Reports Useless Labor”

Retail Merchants Generally Throughout the Dominion Are of One Mind in Regard to the Order of the Board of Commerce Requesting Statements in Detail of Articles Purchased and Sold—
Would Require Extra Help.

THE order of the Board of Commerce requesting that all retail grocers make a monthly report to the Board is meeting with a great deal of opposition. In interviews with retailers in every province in the Dominion, Canadian Grocer has learned that to make out the statements in detail is an impossible feat. Some eighty or more articles have to be accounted for, from whom they were purchased, the quantity and price paid, and the amount of profit on each sale. Merchants state that to get this information would entail an immense amount of useless labor and would need the services of an experienced accountant. Merchants are doubtful as the reason why the Board of Commerce wants this information and can see no justice in it. They state that if the board is after profiteers, they had better look elsewhere. There are no excess profits made in the retail grocery business and this opinion is held generally by the public. Competition in the retail grocery business is so keen that to make more than a fair profit is impossible even though the merchant is ever so desirous.

Wheat Board Profiteering

In a recent allusion to the Board of Commerce, in the course of the debate on the budget, A. B. McCoig, Kent, Ont., said:

“The Board of Commerce has been referred to as being appointed to check profiteering, and Mr. Lloyd Harris has stated that while it was at this duty, the Wheat Board was profiteering to “beat the band.” If he were allowed to control the entire steel output of Canada he could make all kinds of money, and the situation regarding wheat was like this. The board made wheat prices that were a crime.

“Now, Sir, if the trade representative of the Government to England says that the Wheat Board is profiteering to beat the band, and that the prices they made for wheat are a crime, then am I not justified in appealing to the Government to give the matter a great deal more serious consideration than they have evidenced up to the present time? The statement is also made that the Board of Commerce is at present investigating the operations of the profiteers of the country. In this connection I would recall to the House the day the Board of Commerce was created. You will remember, Sir, that hon. members on this side of the house protested against the creation of the Board of Commerce, advancing the argument that we had too many commissions at the expense of the people of Canada.

A Public Prosecutor

“We protested against the Board of Commerce on the ground that we ought

to have a public prosecutor in the country whose duty it would be to investigate all cases of profiteering and to bring before the county judges all persons against whom charges could be made. We contended that profiteers could be prosecuted in that manner with less expense to the people of Canada. That was our stand then. So far as I am concerned, I can say that it is my attitude yet in regard to this subject. The Department of Finance now have offenders in connection with the Income Tax or the Business Profits Tax brought before the county courts through the medium of their officers, thus obviating a great deal of unnecessary expenditure, and there is no reason why a similar procedure should not be followed in the case of profiteers. The Board of Commerce, Mr. Speaker, has issued a new circular which it would take too long a time for me to read.

A Ridiculous Letter

“This circular is issued to every grocer of the country, and in warm weather like this I am afraid it will prove too laborious a task for the already hard-worked man behind the counter to read what is contained in it. There is a long list of requirements as to what these people shall and shall not do, what they pay for their goods, what they sell them for, what profits they receive, and all information as to whether they are profiteering or not. It is quite a voluminous document. Could you imagine a more ridiculous letter sent out to the trade, Sir? Here is a list of articles, eighty in number, which has to be made out every month. Why, Sir, is the Government going to let this board run wild? Are they going to allow the board to inconvenience beyond all reason people who are transacting business honestly, requiring them to have special clerks to keep track of every article taken in and sold and every cent of profit which is made? If so, the expense of additional clerks which will have to be borne by the consumer will greatly enhance the price of goods. This body has been in existence for nearly a year investigating profiteering, but it has not yet succeeded in putting one profiteer in jail; it has not extracted one dollar of unjust profit from anyone in Canada. Yet the commissioners are going on upsetting the business and trade of the country and interfering to an undue extent with men who are trying to conduct a straight and honorable business.”

Questionnaire Answered

1. Have you received the blank form to fill in from the Board of

Commerce in connection with your cost and selling prices?

2. Do you think this will be of any benefit to the grocery trade?

3. Will it encourage retailers to know more about their business, so that they will pay more attention to their cost and selling price?

4. Will the information of the Board of Commerce receive help to explain to the general public that the retail grocery trade is not profiteering?

5. What are your general impressions of the order?

6. Do you think it will serve any useful purpose?

The above are some of the questions put to a number of retail grocers in all provinces in the Dominion by Canadian Grocer and it is interesting to note that out of a large number of answers received that 44 per cent. of the merchants in answering question one did not receive any notification or forms to fill from the Board of Commerce, thus showing that the board has apparently been very lax in its method of procuring information.

The opinions as expressed by merchants throughout Canada are practically all of one mind in stating that this order will serve no useful purpose and that to get information will be expensive in that extra help will be needed. Let us now see what some of these merchants say:

DAVID CLARKE, HERSCHEL, SASK.

—“For a large business this order would be a good thing in assisting them to know more about the business, but for a small business it is impractical because a book-keeper would have to be engaged and that will cost a lot of money. Most small businesses are not in a position to pay. The salary of a book-keeper would eat up the profits to such an extent that we will have to get more for our goods or else go out of business and work for a larger store. If all the country were compelled to close up their stores, the farming community would be hard hit, because without country stores the farmers would have to send to the cities for their supplies. Board of Commerce and trade commissions may be good things, but in my opinion they only help to increase the cost of living.”

D. T. MILLARD, NORTH BAY, ONT.

—“The keen competition in the grocery business forces the merchants to keep close watch upon their business, and I cannot see that this order will be of any benefit whatever, and as for profiteering, that is absurd. Furthermore, the cost of getting this information will add two per cent. to the cost of doing business.”

Continued on page 54

Must Register Colors in Trade Marks

Manufacturer Cannot Have Trade-Mark Registered in Black and White and be Protected if Later He Uses Colors—The Importance of Color in Designing Trade-Marks

Written for CANADIAN GROCER by A. B. KERR

IN a recent issue of "Printers' Ink" (New York), there was an article by C. P. Carter on the "Registration of Color in Trade Marks," in which he said that there was a popular notion in the minds of trade-mark owners, patent attorneys, advertising agents and even among the judiciary that a trade-mark used or registered in black and white is protected against trade-marks of a similar or of the same design in any colors. Conversely, the notion existed that to use or register a trade-mark in certain specified colors is to limit one's rights. Hence, it was customary to register trade-marks that are always used in certain colors without any statement as to color. This lack of indication of color and the inability of the Patent Office to reproduce the trade-mark in its colors resulted in the publication of the trade-mark without reference to the colors in which it is used and was popularly understood to be a means of enlarging the scope of one's trade-mark and of making it an infringement to use the same or a similar mark in any colors whatsoever.

As far as Canada is concerned, I doubt very much whether the popular notion exists in the minds of the judiciary patent attorneys or advertising agents that a trade-mark used or registered in black and white is protected against trade-marks of a similar or of the same design in colors. Whatever the notion may be, which exists in the minds of those who have to do with these matters in the United States, it certainly does not exist in the minds of people who have to do with these matters in Canada.

The converse notion which exists in the minds of those in the United States that to use or register a trade-mark in certain specified colors is to limit one's rights is not only a notion which exists in the minds of Canadians, but the practice which prevails in Canada when registering trade-marks in Canada. If the department for registration of trade-marks registered a trade-mark without any reference to colors, it would be assumed that the trade-mark would be in black and white. It is the custom to send to the Department an exact copy of the trade-mark to be registered; in this way the rights of the person or persons who registers are fully protected. If they send a trade-mark without color, then they cannot be protected if they use a trade-mark with color. The color scheme of any trade-mark lends the distinctiveness to the name or design of which immediately distinguishes the trade-mark among all other marks. If color is used in a trade-mark it is as important, if not more important, than the name or design.

Color, or combinations of color are the essential elements of a trademark when color is used. It is just as important to get the proper color and see that it is properly registered as to see that the name is properly spelled and the design the correct proportions.

The object of using color is to attract attention. National advertisers pay huge sums of money to develop and accustom the trade and general public in the use of trade names. They advertise to get merchants and the people generally accustomed to the habit of asking for the product by the trade name or accepting it when offered by the merchant or clerk. They spend money freely to impress this habit upon merchants and the consumer in all walks of life so that asking for and accepting this particular product becomes second nature, and the buyer becomes influenced sometimes conscious of the fact, but many times unconscious of the fact that he has been influenced. In many cases if you were to ask the merchant or clerk why he purchased and recommended a certain product, never having sold it before, he might say it was a good product; he might not be able to give a reason why it was a good product beyond the fact that he had seen it advertised in his business paper which he read closely for his business information.

This is the effect advertisers strive for, and those advertisers who use colored trademarks spend huge sums of money developing a mark with colors pleasing to the eye, easy to remember, and of distinctive design.

The Firemen's Trade Mark

In a great many Canadian cities our firemen wear red helmets. This immediately associates the firemen with the fire department. People who see the red helmet know without making enquiries that the man who wears it belongs to the fire department. That is the reason firemen wear red helmets. It distinguishes them from all others. For the same reason policemen wear blue helmets, and when you see a blue uniform topped by a blue helmet you do not have to be told the man who wears it is a policeman. These are distinguishing marks which distinguish the wearer from all the rest of mankind and are as essential to their departments as the men who wear them.

The average person has an eye for coloring in a suitable design. Some freak advertisers employ colors which are displeasing to the eye and jarring on the nerves. These are usually designed to command attention, but react as a rule on the advertiser. The person who sees them feels sorry for the artistic tempera-

ment of the designer who designed them. Such signs antagonize people and make them ill-natured and hard to deal with. Shrewd, calculating, advertisers do not use them. They employ something which pleases the eye and soothes the nerves; something that reaches the artistic sense of every one and puts them in a receptive mood. When they think of the design they think of it with pleasant feelings and not with any sense of jarring on their nerves.

Big executives have made a study of colors, not only for trademarks but for use where a large number of employees are engaged. In some of the largest telephone exchanges in Canada and the U.S. the color scheme has been worked out in great detail. A color pleasing to the eye is scientifically blended and put on the walls in a scientific manner by experts. Actual tests in different rooms with unsuitable colors has justified the wisdom of the trouble and expense involved in producing proper colors. In the telephone exchanges tests proved that the employees could work longer hours, were more courteous, and the percentage of attendance was higher in rooms properly colored than in rooms where no attention was paid to the coloring arrangements.

McCASKEY SYSTEMS MOVING TO GALT

McCaskey Systems Limited, manufacturers of counter check books and credit register systems, recently purchased a munition plant at Galt, Ont., where their head office and factory will be located after the middle of July. The change is being made because their present plant in Toronto has not been large enough to take care of their output. The new factory at Galt is a modern one. Several new high-speed machines are being added which the company expect will practically double the present equipment of their plant.

McCaskey Systems Limited, while their business is confined principally to the retail trade, also make industrial systems for manufacturers and systems for physicians and surgeons.

KELLOGG CASE POSTPONED

The Kellogg corn flake case between the Battle Creek Toasted Corn Flake Co. of London, Ont., and the W. K. Kellogg Cereal Co. of Toronto and Battle Creek, Mich., which was to have been resumed on Monday, has been postponed for a time. Mr. Tilley, K.C., counsel for the former, is on a case in Halifax which was not concluded in time for him to continue the Kellogg case this week. No date has yet been set by Justice Middleton.

Interesting Facts About Trade-Marks

Manufacturers Recognize the Assistance Trade-Marks Render the Sale of Their Products—Some Simple Name, Device, Symbol or Picture, Often Makes for Distribution.

THE use of a trade-mark or brand name has long been recognized by manufacturers as a means of assisting merchants and consumers to recognize an article from time to time in their buying. The name of the company itself might be sufficient for the purpose, but in many instances it is easy for one to forget the name, especially if it happens to be a long one. Some simple name, device, symbol or picture is used to distinguish one manufacturer's commodities from those of another of a similar nature. The origin of some trade-marks contain interesting stories, and that the salesman may become more familiar with the brands he is selling, some of these derivations are given herewith:

A Combination of Two Words

The accompanying illustration shows the Aromint package. How this name and trade-mark originated is simple and



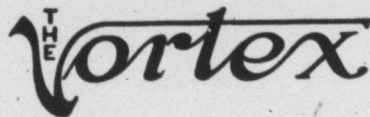
perhaps obvious enough—from a combination of letters. From the words "aromatic mints" comes Aro-mints, or Aromints—a happy selection. Aromints, as the trade knows, is a confection.

"Nutro," From "Nutritious"

The trade-mark "Nutro," used by the Kelly Confection Co., Ltd., Vancouver, B.C., is made up from the word "nutritious," which was thought to describe their brand of peanut butter. It is easily remembered, and the idea of the firm is to educate the trade to buy and sell "Nutro" and the public to ask for "Nutro" instead of asking for some particular brand of peanut butter.

An Ice Cream and Soda Cup

A paper cup used for serving ice cream and sodas at soda fountains has been placed on the market by Canadian Wm. A. Rogers, Ltd., Toronto. These cups, being wide at the top and tapering to



a point, expressed the thought to the manufacturer of using the word "vortex" figuratively as a trade-mark, applying it to their service when it was first introduced. "Vortex," according to dictionary interpretation, means "coming to a point."

Sani-Flush

The trade-mark "Sani-Flush" was coined by the Hygienic Products Co.,

Canton, Ohio, U.S.A., in 1909, but the article was not placed on the market until 1911. This trade-mark was decided upon as one that was easy to remember,

Sani-Flush

not necessarily descriptive, but yet very acceptable in its association to the product. "Sani-flush" infers a sanitary article for the flushing of closets.

"The Tobacco With a Heart"

The accompanying cut illustrates the trade-mark of the W. C. Macdonald Reg'd Inc., manufacturers of Macdonald's tobacco which has been on the market for over half a century. It is interesting to note that when this busi-



ness was founded in 1858, that the plugs had a circular-shaped piece of tin attached to each one. This was later fixed up and altered so that it could be registered as a heart-shaped trade-mark—the one that is used to-day. The late Sir William Macdonald chose this heart as a symbol.

The Why of the "White Swan"

Twenty-three years ago there appeared on the market a baking powder branded "White Swan." This brand was decided upon for the reason that the



firm considered it an emblem of purity. It was gradually added to other articles and finally registered as a trade-mark. The original mill, by process of amalgamation and purchases, finally merged into the White Swan Spices and Cereals Limited.

The "K-B" Mark

The trade-mark, "K-B," of the King-

Beach Manufacturing Co., Mission City, B.C., is derived from the names of two directors of the company. R. P. King and H. Beach are the joint managing directors. Mr. Beach belongs to an Old Country firm of jam manufacturers, T. W. Beach & Sons, Ltd., London and



Eversham, England. The trade-mark is therefore simple to understand—K for King, and B for Beach.

"Lanka" Ancient Name for Ceylon

In the ancient days Ceylon was known to the natives of India as "The Isle of Lanka." There is an interesting mythological story connected with this isle. It states that Lanka had fallen under the dominion of a prince named "Ravana," who was a demon of such power that by dint of penance he had exhorted from the god Brahma a promise that no mortal should destroy him. Once the promise was given Ravana gave up asceticism and tyrannized over the whole of Southern India, until the gods, distressed at the destruction of holiness and oppression of virtue, called a council in the mansion of Brahma to consider how the



demon of Lanka's Isle could be destroyed. It was decided that the God Vishnu should be born on earth to accomplish the end of the terrific Ravana.

He is born as Rama, son and heir of Dasaratha, King of Ayodhya, and as such, with few exceptions, acts as any other mortal being. He assists the Brahmas in defeating the evil spirits and in doing away with the arch-demon Ravana. His mission on earth accomplished, he returns to Heaven, leaving the island of sea-bright hills rid of the demon, and at last a land of the gods perfumed with incense.

The rich land is still blest by the gods and abounds in great natural gifts. The soil is most productive, its chief product being tea. The island is one of the chief centres of the tea industry of the British Empire. Its admirers say it is the nearest place on earth to heaven. William Braid & Company, of Vancouver, B.C., packers of Lanka tea, when choosing a name for the new blend, decided that none could be more suitable than the ancient name of the island.

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THE LATEST SUGAR RULING

THE Board of Commerce has perhaps never made a more ridiculous order than its latest one on sugar. It stamps itself as scarcely having the least idea of the fundamentals of business.

Retailers are not allowed to make more than two cents a pound gross margin plus freight. The present price in Montreal for granulated is 21 cents. Montreal retailers must sell for 23 cents. This allows them a gross margin, out of which net profit and overhead expenses must be deducted, of between eight and nine per cent. Total expenses easily average 17 per cent. on sales.

And yet Canada's Board of Commerce, a body supposed to deal fairly with business and public alike, makes it an offence for a merchant to charge more than two cents gross margin!

Neither does the Board take into consideration the old-established business rule that prices are based on present costs. If one retailer happens to hold twenty bags of sugar when the price goes up, and his competitor has none, the latter is at a distinct disadvantage. He must buy at the new price and either meet the competition of the other or advance his price the two cents per pound and lose not only the sugar business but other business as well.

The Board of Commerce's attempt to grind

down the fair profits of the retailer who works a long day in giving a real service to the general public, is to say the least "small potatoes" and deserves universal condemnation on the part of the retail trade.

SELLING ADULTERATED BUTTER

A MERCHANT in Toronto was recently fined \$50.00 and costs for selling a mixture of butter and oleomargarine as butter in contravention of the Adulteration Act and also of the Oleomargarine Act. The merchant in putting up a defence stated that he had purchased the article as dairy butter from a peddler and that he had paid 50 cents per pound for it. A similar case to this occurred with a merchant in Eastern Ontario.

Merchants buying butter from dealers should be very careful to get invoices with the name of the seller, so that the matter can be traced up later, if necessary. These butter dealers go around to the stores and offer butter at a low price, and the merchant buys it without securing any invoice or name of the seller. This makes the merchant entirely liable, if the butter is found to be mixed with margarine or any other foreign substance. To protect themselves against fines, the merchants should really secure a legal warranty from the seller to the effect that the butter is exactly as represented.

THE BANKRUPTCY ACT

THE Bankruptcy Act which was passed at the 1919 spring session comes into force on July first this year. This bill was not allowed to go into effect at once, as it was desired to give the business community a year to adjust itself to the new situation.

This new Bankruptcy Act provides that all assignees must be appointed by the various Provincial Governments, and that they must be capable men, who will be bonded for the work they perform. Another provision is that the benefits of the act are open to men in business, or private citizens, if the latter so desire to make an assignment. They may be declared insolvent if it is found that the circumstances warrant such action. When a merchant has filed a statement showing his financial condition, his creditors can take action to have him declared insolvent, if his statement justifies this being done. Another important feature of the new act is that all persons carrying on business must keep books showing the records of all their transactions.

Omit All Thought of Futures

Grocer-Butcher Seeks Advice re Business that is Not Paying as It Should—"Must Curtail Buying" is the First Observation.

By Henry Johnson, Jr.

HOW much some men need to come up with a round turn, rub their eyes, wake up and face the sinister facts staring them in the face seems to be shown as well by what I print below as anything I ever have seen. Here's the first cry from Macedonia:

April 7, 1920.

Dear Sir:—I am up against it. What is the trouble with this business? Do not mention my name. These figures are for March. I am handling meat and just about break-even. Would you suggest my discontinuing the meats? I need it to keep up my other business. Be frank and tell me where my trouble is.

Meat Sales	\$1,101.69
Cash Sales	4,442.73
Credit Sales	3,793.84
	\$9,338.26
Allowances and returns	27.83
Net Sales	\$2,310.43
Purchases at Billed Cost	\$3,851.32
Freight	2.27
	\$3,853.59
Hired delivery	\$ 10.07
Gasoline	34.17
Oil	4.80
Repairs on car	1.10
Two Tires	37.75
Salaries	312.00
Office Supplies	1.18
Int. on Borrowed Capital	7.85
Rent	125.00
Heat, Light, Power	6.70
Ice	9.05
Insurance	10.82
Garage rent	12.00
Fees for Collection	10.19
Phone	10.50
	\$ 593.18

As they stand, what could anybody make out of those figures? Let's take the sales of \$9,310.43 and from those deduct purchases of \$3,853.59 and the expenses as given of \$593.18, and we have a net apparent earnings for the month of \$4,863.66. Yet this man is kicking! What more does he want?

Of course, I am joking; but you can see how impossible it is for me to tell anything about a business from a partial statement like this. Surely, it is plain that one must know what was there to start with, or at some stated period, and what is there now. That is the only way to make comparisons and tell whether the business is winning or losing.

On the face of these figures, I can see nothing unhealthy in the business. It is running on an expense of 6% per cent. If my friend will tell me what stock and other properties he had at last inventory and just what he has now, getting everything into the account, I shall be glad to help him as much as I can. But I think he should have some accountant come in and show him the rudiments of bookkeeping. That would be a good investment for him.

I have another story which consists of many sheets closely covered with

figures. My correspondent has put in lots of time writing them. But much of the work is superfluous and I shall condense, getting as nearly as I can to the essentials. The story, curtailed, is told in his letter:

_____, Canada,
May 10, 1920.

Dear Sir:—With interest we read your dealers' statements and are prompted to send you ours for good or bad report. We run a general store and hotel. You will find statements for 1919, also assets and liabilities at beginning of year. Don't know what remarks we might make but re asset sheet, you will note it is stock, book debts and fixtures only; re liabilities, that is the total; re interest charges, perhaps that should be in the expense account; re sales to hotel, you will note that we are counting hotel total debit as credit sales; re expense account, there is no rent charged, which should be, I guess.

(Follows a lot of personal and family history which is not essential and description of bookkeeping system which seems to me to have one fault—it is far too intricate and cumbersome. There are too many books. The manager seems lost in the intricacies thereof.)

You may note we borrow from bank instead of discount customers' notes, with the exception of two or three times, but we take some customers' notes and hold them to near maturity, then give to bank for collection, making interest for ourselves. A few years ago we had our share of customers' dishonored notes and this way do not have to worry about come-backs, but there are times when I think we should have more cash capital; don't feel quite satisfied to be sort of running along from hand to mouth.

Hotel is run by mother and widowed sister and three children, one servant. Re loss on hotel, it is just a matter of feeding too well and not charging enough at beginning of this year. Have taken steps to do beter, simply charging more.

Yours very truly,

The figures show the hotel lost just short of \$800 last year. That need not be fatal, of course, and the determination "to do better" may remedy that trouble. It is not easy to run a hotel profitably these times unless one has the facts on which to base correct charges and the character and determination to get adequate prices. But as there are more successful hotels to-day than ever before and in practically every town there is inadequate hotel accommodation, there must be ample opportunity to make money in that business provided one knows how and has the nerve to charge enough. No longer is it a business in which one can afford to be liberal or generous.

Business Alone Not in Sound Condition
But when we cut out the hotel figures altogether, as nearly as I can interpret the segregation, the business itself does not appear to be making ends meet.

Assets are given as of January 1st, 1919, \$7,505.64 less liabilities of \$2,697.73, leaving a net of \$4,807.81. Assets as of December 31, 1919, show \$7,652.06, less liabilities of \$3,349.09, leaving a net of \$4,302.97. Here is a loss of \$54.84 in the business alone.

Such loss is not surprising when we look at sales and expenses. Total sales are given as \$15,300.17, including \$3,669.78 for the hotel. Deducting that item, we have \$11,630.39 sales for the store alone. The expenses are given as \$3,455.69, including \$787.94 loss in hotel. Omitting the hotel loss item, we have left \$2,667.75 expense to \$11,630.39 of merchandise—and it is admitted that no rent has been charged against the business. Here, then, we have an expense ratio of just short of 23 per cent!

Why, there's just no chance for a business on such a basis. No wonder it is going distinctly and unmistakably wrong. It could go no other way.

Too Many Books

That there are too many books for a business of this size is indicated by two statements furnished. One is "made up from Bought Ledger No. 4" and shows purchases in 1919 of \$10,883.26. Another is a list of which the source is not indicated which shows "goods bought from wholesale firms year 1919—no feeds and only \$314.50 flour in this," with total of \$10,785.86. On the lesser list, therefore, the one without flour or feeds, there is only a spread of \$845.53 between cost of merchandise and total sales—with an expense of \$2,667.75. No wonder he feels cramped and thinks he needs "more cash capital!"

Again, with stocks which average close to \$5,500 and sales of \$11,630.39, question is what turnover is shown? This is difficult to arrive at, for it seems plain that he cannot be making, gross, the equivalent of his expense account. But let us assume a spread of 25 per cent. average margin, we should get cost of goods sold at \$8,722.79 which, assuming \$5,500 stock, would show a turnover of 1.58 times plus. He is turning stock faster than that, apparently. But he is turning it out at a ruinous loss, so he'd better keep it.

It is a case of "accounting which does not account." It is also a case of going it blind despite many books. There is need of mighty short turns here.

This man needs, as I see it, not more cash capital—except what he can get in just one way. He can use all the cash capital he can get right out of his busi-

Continued on page 50

CURRENT NEWS OF THE WEEK

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

MARITIME

Frederick Eld, Original Veterans' Store, North Creighton Street, Halifax, N. S., has taken his son, Clarence V. Eld, into the business as a partner. Mr. Frederick Eld started in business in a small way a year ago. To-day he has another larger store, making him two stores, No. 1 for meats and groceries, and No. 2 for confectionery and ice cream. He is contemplating a third store in a few months. Both father and son are veterans of the Great War.

QUEBEC

Ross Richardson of Richardson, Greene Company, Limited, Winnipeg, was in Montreal this week, calling on his local customers.

E. B. Nettlefield, wholesale grocery broker of Toronto, was in Montreal this week on business.

A. W. Richardson, of Torbitt & Castleman Company, Limited, Lewisville, Ky., U. S. A., was in Montreal this week making his annual Canadian calls on their customers.

J. L. Freeman & Company, wholesale brokers of Montreal, have taken the eastern agency for the Red Cross Pickles, manufactured by the Reynolds, Moore and Bentz Company, of Winnipeg, Canada.

A. E. Bettesworth, formerly of London, England, died Monday night, June 21, at his residence, 11 Grey Ave., Montreal, after an illness of three weeks. Mr. Bettesworth had been for the past ten years manager of W. J. Bush and Co. having been previously connected with their London and New York branches. His widow and two daughters survive him.

ONTARIO

The A. I. Root Company, of Medina, Ohio, have located a small plant in Ingersoll, Ont., where they expect to manufacture beekeepers' supplies and bottle honey under their brand name "Airline."

Donald Menzies, of Stewart Menzies and Company, Toronto, has gone to New York on a business trip. He will be absent about a week or ten days.

The general store of Albert Gallagher, at Portland, Ont., was entered by burglars recently, and goods to the value of from \$600 to \$700 removed. The thieves entered through a window off the street, and did not appear to be in search of money as two or three unlocked drawers containing several hundred dollars were untouched.

McLarens, Limited, Hamilton, Ont., held their annual picnic to Centre Island, Toronto, on Saturday last. All officers

and employees, with their families, took in the event, which was declared the most successful ever held. The employees were on this occasion the guests of the company. An interesting program of sports was run off, and the day was thoroughly enjoyed by everyone.

OCEAN SERVICE FROM CANADA TO WEST INDIES

First Time a Direct Line Has Been Inaugurated with Montreal as Port of Entry

The Canadian Government has inaugurated an oceanic service between Canada and the West Indies, the port of entry being Montreal. This is the first time that there has been a direct line between Canada and the West Indies. The first steamer of the Canadian Merchants Marine to make this trip will be the Canadian Spinner which has already obtained her cargo in the West Indies and from Brazil. Mr. Coffey, of Chase & Sanborn, Montreal, informed Canadian Grocer that in that cargo there is a supply of coffee consigned to them in Montreal. This is an experiment in this line as the comparison of expense in this connection and the old system of importation has not been determined. Formerly coffee brought to Montreal was transhipped from New York via railway to this city. It may be that the new system will be less expensive and mean considerable in the importation of such lines as coffee. There is, however, a certain sentiment in connection with this venture in that Canada will have own line of trade direct with these tropical countries. It may affect other lines such as spices, molasses, sugar and fruits, but it is too early to make any statement.

PIONEER GROCER IS REMOVED BY DEATH

Passing of Peter Macdonald Occurred Last Week—Nearly 50 Years in Business

The death of Peter Macdonald, at his home in Toronto last week, removes a pioneer in the grocery trade in that city. Coming to Canada in 1850, he remained only a brief period but later entered business for a short time with his uncle in Detroit, but for almost half a century was actively engaged in the grocery business in Toronto, from which he only retired fifteen years ago. The late Mr. Macdonald was 85 years of age. He took a prominent part in the public life of Toronto, serving on City Council, as well as on the School Board. He is survived by his wife, three daughters and one son.

CATALOGUES AND BOOKLETS

The Overseas Export and Import Co., Ltd., of Christiana, Norway, through their agents in Canada, Stewart Menzies and Company, have issued an attractive booklet in connection with the sardine fisheries in Norway, the canning of cardines and a number of recipes on how to use them. There are several half-tone illustrations showing fishing scenes, fishing villages, and factories of the Overseas Export and Import Company. "The Story of the Sardine" as given in this booklet is a very interesting one. It points out for instance that many years ago this fish was very abundant off the coast of Sardinia and that no doubt the word sardine was derived from the island, where they were originally taken. Stewart Menzies and Company, 2 Front Street West, Toronto, will be glad to send a copy of the booklet to anyone interested.

Wholesale Grocers Are Not a Detrimental Combine

OTTAWA, June 22.—In the case of the wholesale grocers of Hamilton and elsewhere, a final decision handed down by the Board of Commerce finds that the charge of being a detrimental combine for the fixing of resale prices was not proved in the evidence adduced before the board.

In an interim report of the board recently, a similar finding was made, and the board announced its intention of pursuing its investigations of the operations of wholesale grocers from coast to coast.

The board states, however, that since

the hearing in Hamilton and Toronto, in March, it has pursued its inquiries into the methods of the firms concerned, and has failed to obtain proof that the grocers operate a combine to the detriment of the public, or that the Grocers' Association had ever refused to admit to its membership a bona fide wholesale grocer. The board points out that differences of opinion on the wisdom of its conclusions in this matter may be referred to the Supreme Court of Canada, and expresses its willingness to expedite any such appeal which may be brought.

NEWS FROM WESTERN CANADA

E. L. Hadley, formerly a grocer at Vermilion, Alta., has opened a store in Vancouver, B. C.

M. Shore, Yorkton, Sask., has purchased the stock of the Gurlitz general store from J. R. Welk.

W. A. MacKay, of the Gold Standard Mfg. Co., Winnipeg, has gone with a party of Shriners for a visit to Portland.

George J. Cameron, of the W. L. MacKenzie Co., Ltd., of Winnipeg, has left for an extended business trip to Montreal.

The new early closing by-law of the municipality of Assiniboia is now effective, the stores closing every evening at six o'clock, and on Wednesday afternoons.

Shwartz, Niman & Co., Yorkton, Sask., have opened a factory for the manufacture of soft drinks. The capacity will be 1,800 bottles per day.

H. L. Tupper and Son, Heisler, Alta., have purchased the building they now occupy and several lots adjoining. It is the intention to improve and enlarge the store in the near future.

J. A. Grant, British Columbia Fruit Commissioner, states that owing to frosts in the Gordon Head district in British Columbia, part of the strawberry crop has been damaged.

An "At Home" was tendered by the management of the Royal Meat Market, Wetaskiwin, Alta., recently when a large number of people availed themselves of the opportunity to view a splendid meat display.

A. O. W. Doherty, general traffic manager of the Canada Steamship Lines, Ltd., accompanied by S. J. Warren, division freight agent, has returned to Winnipeg from an extended business trip to Vancouver.

John Dunlop, manager of country elevators for the Ogilvie Milling Co., died at his home in Winnipeg recently, at the age of 56 years. He had been in the employ of the Ogilvie Milling Co. for the past seventeen years.

The cannery plant at Walhachin, B. C., has been sold. It has been taken over by a syndicate of business men. The plant has a capacity of 3,500 tins per day, on shift, and it is the intention to pack 100,000 tins this season if the products can be obtained.

The meeting in Calgary was presided over by W. Logan (The Lymington Grocery Co.), Calgary, while F. J. C. Fox, general secretary; W. Minhinnick, president, and O. H. Dingman, director, all

of Winnipeg, and S. S. Savage and A. Morat, of Calgary, were in attendance.

The annual meeting of the North-West Commercial Travellers' Association of Canada will in future be held alternately in Calgary and Edmonton. This was decided upon at a meeting held in Calgary recently. The general meeting for 1920 will take place in Edmonton on November 6.



A. E. TUTTE

Secretary of the newly organized Kerrobert district branch of the Saskatchewan R. M. A., photographed while attending the recent convention.

W. E. Chappelle, secretary of the United Farmers of British Columbia, states that the fruit farmers in British Columbia are opposed to the removal of the tariff on fruit as suggested by Hon. T. A. Crerar. Mr. Chappelle thinks such a thing would be injurious to the fruit industry in British Columbia.

V. E. Junius, vice-president of the Carter-Macey Co. of Canada, Ltd., paid a visit to the Winnipeg manager, J. T. Cox. He was very favorably impressed with the tea situation here and he reports that prospects for the West are booming. There is not the least doubt but the West will get its full quota of tea.

George J. Cameron, of the W. L. MacKenzie Co., Ltd., Winnipeg, has just returned from an extended business trip to Vancouver, where he has just opened up an office, taking over the agency of Macdonald's tobacco for British Colum-

bia. The Vancouver office will be under the management of F. A. Jones. It is the intention of this firm to place a number of detail salesmen to handle this line.

Hudson Bay Co. Grocery Manager Burned to Death

Vancouver (Special), June 22.—The Balmoral apartment house was burned here Sunday night. Pierce Watson, of F. R. Stewart and Co., and Bob Hood, of Okanagan United Growers, had their furniture damaged but escaped injury.

J. R. Jackson, manager of grocer section, Hudson Bay store, jumped from the fifth storey but missed the net, and died in the hospital from broken spine. This was a great shock to the trade. Mr. Jackson was with the company for twelve and a half years, working up from clerk. He was born at Lancaster, Ont., in 1874, and was employed previously with Duke's grocery and Woodward's department store.

KAMSACK MERCHANTS FORM ORGANIZATION

Merchants of Kamsack, Sask., met together recently and reorganized the Kamsack branch of the Retail Merchants' Association.

This organization is in existence for the purpose of promoting better business relations between the merchant and the consumer, for by co-operation it is felt that they can give better service.

Officers were elected as follows: President, H. Harvey; vice-president, F. Adelman; secretary-treasurer, J. W. Perkins; executive, C. Blankstein, Dr. C. E. Tran, E. A. Feldman, and Gordon Setter.

KAMCHATKA SALMON OUTPUT 740,000 CASES

Mr. Bryan, Trade Commissioner to Japan, stated recently, speaking of Japanese canned fish:

"During 1919 the output of tinned salmon in Kamchatka amounted to 740,000 cases, which was much larger than usual. This salmon is exported all over the world—but by far the greatest portion goes to London—where in August, 1918, it was selling at 105 shillings a case delivered." The pack is not sufficiently large to be a factor in the world market, though no survey of the possibilities has been made.



Delegates to the seventh annual convention of the Saskatchewan Retail Merchants' Association in Moose Jaw. Seated in front is the executive for the coming year, consisting of George Matheson of Craik, 2nd vice-president; Garfield Wray of Regina, hon. secretary; J. A. Banfield, of Winnipeg, Dominion president of the R. M. A.; S. D. McMicken, Moose Jaw, president; W. P. Ball, Assiniboia, first vice-president; S. E. Fawcett, Saskatoon, treasurer.

Dom. Board R.M.A. Will Meet in Vancouver

Annual Convention is Called for July 22 and 23—An Important Gathering of Retail Merchants

The fifteenth annual convention of the Dominion Board of the Retail Merchants' Association of Canada will be held in Vancouver, B. C., on Thursday and Friday, July 22nd and 23rd, 1920. This will be one of the most important conventions for retail merchants that has ever been held in Canada, and every Province will be represented. In order to unite business with pleasure, the executive officers have arranged for an excursion over the Canadian Pacific Railway, to run from Halifax to Vancouver, taking on at the various points those who wish to attend. The excursion train will commence at Halifax, leaving on the following days: Halifax, July 12; St. John, July 12; Quebec, July 13; Montreal, July 13; Ottawa, July 13; Toronto, July 14; Port McNicoll, July 14; and will pass through all the leading cities and towns.

The excursion is open for any members who wish to invite their friends or to take any member of their family. Full particulars as to cost and other particulars can be secured by applying to the secretary of any provincial board, or to Mr. E. M. Trowern, secretary of the Dominion Executive Council, Room 49, La Banque Nationale Building, Ottawa.

THE GOOD OLD DAYS (From the Calgary Albertan).

All the thrill of historical romance may be found these days in your boy's arithmetic book. In its pages flourish farmers who still sell potatoes for 56 cents a bushel, and grocers who offer eggs in any quantity for 24 cents a dozen. And as for sugar—why, just listen to this from the arithmetic book:

"A grocer has 10 barrels of sugar, each containing 140 pounds. If he sells

the sugar for 6 cents a pound, how much money will he have?"

In this good book dwell prosperous grocers who have bargain sales of butter at 24 cents a pound and lovable milkmen who stick to the old price of 8 cents a quart, regardless of what milkmen outside the book have done.

No wonder, therefore, that within its pages reside happy families of six, who can live on \$39 a month, as in this problem:

"The grocery and meat bill of a family of six amounts to \$39 a month. At that rate, what would a family of four pay for meat and groceries per month?"

There is talk of revising school arithmetics so that their problems, written in good old days when sugar was 6 cents a pound, shall be more realistic. But no! no! Let there be no change! Never were arithmetic books such pleasant reading as now. They not only teach arithmetic, but also history, touching as they do upon those happy days when a market basket could be filled for a dollar.

Kerrobert, Sask., Retailers Organize

Kerrobert, Sask.—The first annual convention of Kerrobert branch of the

HALF-HOLIDAY BOOKLET FOR TRAVELERS

Canadian Grocer has a supply of "Half-Holiday Guide" booklets for traveling salesmen. Any number of these will be sent on request with our compliments to any firm connected with the grocery business. Regular price is 10 cents per copy.

This booklet contains list of half-holidays observed by merchants in towns and cities in each province of Canada, and, we believe, will be of considerable help to traveling salesmen.

Saskatchewan Retail Merchants' Association was held during the first week of June and was attended by over thirty members of the branch, which covers a large district in this part of the province.

F. E. Raymond, of Saskatoon, provincial secretary of the association; Professor Kyle, of Department of Agriculture, and Fred. W. Bates, director of Rural Education Associations under the Department of Education, were present and addressed the gathering on important subjects. A. E. Tutte, field secretary of the branch, up to the present time, has been conducting field work and a great percentage of the 300 merchants in the district have joined up.

The officers for Kerrobert Branch No. 2 of the Retail Merchants' Association were appointed as follows: Chairman, H. E. Sample, Kerrobert; first vice-chairman, Geo. Taite, Superb; second vice-chairman, D. G. Ross, Druid; hon. sec., E. E. Wahls, Tramping Lake; hon. treas., R. M. Patterson, Luseland.

Such matters were discussed as cartage being charged on freight shipments to country points, the sale of oleomargarine, the authority of the Board of Commerce to enforce merchants to comply with their requests regarding monthly reports, the purchase of certain lines of goods from wholesale houses which are advertised as bargains by the mail order concerns, etc.

CANADIAN GOODS WANTED

R. P. Young, of the Bakers Supply Co., Limited, Birmingham, England, is coming to Canada on a business trip. He expects to be in Toronto about the end of June. J. E. Ray, Canadian Government Trade Commissioner at Manchester, Eng., writes Canadian Grocer that Mr. Young is interested in Canadian canned fruits, canned salmon and general produce. Any mail directed to Mr. Young, care of Canadian Grocer, 153 University Avenue, Toronto, will be given to him.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery markets is the advance in the price of sugar. The ruling of the Board of Commerce in regards to sugar is bringing complaints from both retailers and wholesalers. Business on most lines is reported good. Collections are also in a healthy condition.

MONTREAL—The market this week has gained considerable strength. The prices are either very firm or higher. The bad weather and freight troubles have caused a shortage of fresh fish with higher prices. Butter is two cents per pound higher. There is a big demand for cooked meats. Eggs are a little easier. The higher value of sterling has increased the cost of imported goods and if it continues it will be soon felt on the market. Rolled oats and oatmeal have advanced, and as farina and rolled wheat are dearer the values on flour are very strong and an adjustment may be expected. Oranges are dearer and the vegetable market has strengthened up to even higher prices on some lines. Canned goods are dearer and jams are more expensive. The feature of the market this week is the advance in the price of sugar, which was not unexpected.

TORONTO—There are few price changes in the markets this week but all are firm with the tendency upward rather than downward. All refineries have advanced sugar \$2.00 per hundred; supplies are still light but refineries are booking orders for the balance of June and July delivery at prices in effect on date of shipment. The raw sugar market is slightly easier but the cost of raws laid down in Montreal is still below that quoted for refined. New crop molasses is just commencing to arrive at the seaboard and the market is steady to firm. The situation in the cereal market, especially corn and oat products, continues with a firm undertone and manufacturers state that higher prices are inevitable. The spice market generally is steady with an easier tone noted on peppers. A small shipment of early pickings Japan tea has arrived, but quotations are extremely high: seconds have not appeared on the market, but it is expected that these will also be high. Young Hysons are in scant supply and a real scarcity noted. No improvement has been manifest on Ceylons and Indians. The finer grades are hard

to obtain while there is an over supply of the lower grades. The coffee market is ruling firm under a quiet demand. Norse Crown Norwegian sardines are higher, also Keen's mustard, prepared icings and catsup. Indications point toward a scarcity of raisins before the new crop arrives, due to the fact that the U.S. is buying up all stocks that are offered. Shelled nuts continue in an unsettled condition. Importers are of the opinion that when spot stocks are reduced, prices will strengthen. New potatoes are cheaper. Large quantities of local strawberries are due next week and prices are expected to be lower. Oranges, lemons and other Southern fruits are holding firm.

Fresh meats are steady. Cured and cooked meats are higher. Butter is firm. Eggs are steady.

WINNIPEG—Excellent crop reports from the Prairie Provinces are arriving daily and all signs of pessimism have been thrown to the winds. Optimism reigns. Right on top of this comes the report that the sugar refiners have advanced their prices \$2.00 per cwt., while canned food products, as well as all lines of dried fruits, are being offered to the buyers at prices much higher for opening prices than ever asked in previous years. This, of course, means that the tendencies of the markets are upward and not downward as some expected. Business has been very active this week and merchants are apparently realizing the fact that prices quoted to-day are lower than they will be later. The corn, starch and molasses market is very firm. The primary bean market is very strong, and while rain-damaged Japanese beans are being offered very freely they must not be confused with the better quality. A scarcity of barley is noted. Package cereals remain unchanged. Nutmegs and red chillies are high and very hard to obtain. Dried fruits are very high, as are also canned products and prices quoted to-day are much lower than the opening prices. No new prices have been named on jams as yet. Spot shelled almonds are good property, owing to the advancing sterling exchange affecting the price of new arriving goods. Good quality teas and coffees remain firm. New canteloupes and watermelons, as well as some lines of new vegetables, are arriving.

QUEBEC MARKETS

MONTREAL, June 25.—The grocery market is stronger this week in the staple lines. Sugar has advanced this week two dollars a cwt. Rolled oats and oatmeal have advanced in price. The price of farina is slightly higher to-day than the price of flour and this makes the quotations given on flour very strong indeed. The cost of milling flour is greater than making the cereal and an adjustment is almost sure. Canned goods are higher this week. Tomatoes, corn and peas are dearer, as are also canned fruits and jams. The advance in the sterling exchange has created a very strong market for nuts, imported dried fruits and in fact most imported lines. Japan tea is very high in price. Wrapping paper is still higher in price this week. Small lines such as candles, fly paper, and lemonade powder are quoted higher this week.

Sugar Prices Advance

Montreal.
SUGAR.—Last Wednesday, June 16, the price of sugar broke and advanced 2c a pound. For some time the sugar market has been in a peculiar situation, as pointed out by Canadian Grocer, and the price quoted has only been nominal. The new price is 2c a pound higher on granulated and on yellow sugar. The quotations given below are the latest prices quoted by the different refineries:

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	21 00
Acadia Sugar Refinery, extra granulated.	21 00
Canada Sugar Refinery 21 00	
Domnion Sugar Co., Ltd., crystal granu.	21 00
St. Lawrence Sugar Refineries 21 00	
Icing, barrels 21 40	
Do., 25-lb. boxes 21 60	
Do., 50-lb. boxes 21 40	
Do., 50 1-lb. boxes 22 70	
Yellow, No. 1 20 60	
Do., No. 2 (Golden) 20 50	
Do., No. 3 20 40	
Do., No. 4 20 20	
Powdered, barrels 21 10	
Do., 50s 21 30	
Do., 25s 21 30	
Cubes and Dice (asst. tea), 100-lb. boxes.	21 60
Do., 50-lb. boxes 21 70	
Do., 25-lb. boxes 21 90	
Do., 2-lb. package 23 00	
Paris lumps, barrels 21 60	
Do., 100 lbs. 21 80	
Do., 50-lb. boxes 21 80	
Do., 25-lb. boxes 23 00	
Do., cartons, 2 lbs. 23 00	
Do., cartons, 5 lbs. 23 50	
Crystal diamonds, barrels 21 70	
Do., 100-lb. boxes 21 70	
Do., 50-lb. boxes 21 80	
Do., 25-lb. boxes 23 00	
Do., cases, 20 cartons 22 75	

Molasses Very Strong

Montreal.
MOLASSES.—Although there has been a change in the price of sugar this week, the molasses market is unchanged. The price of molasses may be expected to change during the week as a result of the change in the price of sugar. At any rate, the price of molasses, at the present time, is very strong, and an advance is expected at any time. Clark's canned molasses has advanced one dollar a doz. on the 16 oz. tins, and \$2.50 per doz. on the 44 oz. tins. There is no change in the price of corn syrup this week.

Corn Syrup—	
Barrels, about 700 lbs., per lb.	0 09½
Half barrels 0 09½	
Keys 0 10¼	
2-lb. tins, 2 doz. in case, case 6 70	
5-lb. tins, 1 doz. in case, case 7 75	
10-lb. tins, ½ doz. in case, case 7 25	
2-gal. 25-lb. pails, each 3 00	

3-gal. 38¼-lb. pails, each 4 45	
5-gal. 65-lb. pails, each 7 15	
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case 7 30	
5-lb. tins, 1 doz. in case, case 8 35	
10-lb. tins, ½ doz. in case, case 8 05	
Cane Sprup (Crystal) Diamond—	
case (2-lb. cans) 8 50	
Barrels, per 100 lbs. 12 25	
Half barrels, per 100 lbs. 12 50	
Glucose, 5-lb. cans (case) 6 85	

Prices for	
Island of Montreal	
Barbaoces Molasses—	
Punchoons 1 75	
Barrels 1 78	
Half barrels 1 80	
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case 6 00	
3-lb. tins, 2 doz. in case, case 8 25	
5-lb. tins, 1 doz. in case, case 6 80	
10-lb. tins, ½ doz. in case, case 6 65	

Rolled Oats Advanced

Montreal.
CEREALS.—There has been a sharp advance this week in the price of rolled oats and oatmeal. Rolled oats is up 70c per barrel and also in the bags, cotton and jute. The standard oatmeal has advanced 50c on the 90 lb. bags, as has also granulated and fine. The advance on rolled oats is a very sharp one, the price quoted now being 50c and 75c higher than those quoted last week.

CEREALS—	
Cornmeal, golden granulated.	5 60
Barley, pearl (bag of 98 lbs.) 8 00	
Barley, pot (98 lbs.) 7 25	
Barley (roasted) 6 00	
Buckwheat flour, 98 lbs. (new) 6 00	
Hominy grits, 98 lbs. 6 50	
Hominy, pearl (98 lbs.) 6 50	
Graham flour 6 00	
Do., barrel 13 25	
Oatmeal (standard granulated) 7 25	
Rolled Oats (bulk), 90s 6 60	

Package Goods Quiet

Montreal.
PACKAGE GOODS.—There is no change in the price of package goods this week. The market is reported rather quiet on cereals during the holiday season. The only change that has been noted is on lemonade powders, done up in small packages. There has been an advance of 80c per dozen on some lines.

PACKAGE GOODS	
Breakfast food, case 18 3 50	
Cocunut, 2 oz. pkgs., doz. 0 78½	
Do., 20-lb. cartons, lb. 0 36	
Corn Flakes, 3-doz. case 3 50 3 65 3 50 4 25	
Corn Flakes, 36s 4 15	
Oat Flakes, 20s 5 40	
Rolled oats, 20s 6 50	
Do., 18s 2 42½	
Do., large, doz. 3 00	
Oatmeal, fine cut, pkgs., case 6 75	
Puffed rice 5 70	
Puffed wheat 4 25	
Farina, case 2 35	
Hominy, pearl or granu., 3 doz. 3 65	

Health bran (20 pkgs.), case.	2 50
Scotch Pearl Barley, case.	2 60
Pancake Flour, case.	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1½s 3 25	
Buckwheat Flour, case 3 60	
Wheat flakes, case of 2 doz. 2 95	
Oatmeal, fine cut, 20 pkgs. 6 75	
Porridge wheat, 36s, case. 7 30	
Do., 20s, case 7 60	
Self-raising Flour (3-lb. pack.) doz. 3 15	
Do. (6-lb. pack.), doz. 6 20	
Corn Starch (prepared) 0 14	
potato flour 0 16	
Starch (laundry) 0 12½	
Flour, Tapioca 0 15	
Shredded Krumbles, 36s 4 35	
Cooked bran, 12s 2 25	
Enamel Laundry Starch, 40 pks. case 4 30	
Celluloid Starch, 45 pkgs. case. 5 50	
Chinese Starch 7 00	
Package Cornmeal 4 25	

Imported Nuts Stronger

Montreal.
NUTS.—The price of nuts this week is stronger on the large market, as a result of the advance in sterling. As pointed out in connection with dried fruits this will mean an advance of probably 30 per cent. on values of stock supplies coming from French countries. This will mean considerable when the nuts are marketed in this country. Walnuts continue to be offered at sacrificed prices, while the peanut market is much stronger with higher prices in some localities.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled 0 60	0 68	
Do., Jordan 0 75		
Brazil nuts (new) 0 28		
Chestnuts (Canadian) 0 27		
Filberts (Sicily), per lb. 0 20	0 22	
Do., Barcelona 0 25	0 26	
Hickory nuts (large and small), lb. 0 10	0 15	
Pecans, No. 4, Jumbo 0 35		
Peanuts, Jumbo 0 23	0 24	
Do., extra 0 20	0 21	
Do., shelled, No. 1 Spanish 0 24	0 25	
Do., Java No. 1 0 19½		
Do., salted, Java, per lb. 0 29	0 30	
Do., shelled, No. 1 Virginia. 0 16½	0 18	
Do., No. 1 Virginia. 0 14		
Peanuts (salted)—		
Fancy, wholes, per lb. 0 45		
Fancy splits, per lb. 0 40		
Pecans, new Jumbo, per lb. 0 32	0 36	
Do., large, No. 2, polished. 0 32	0 35	
Do., Orleans, No. 2 0 21	0 24	
Do., Jumbo 0 60		
Pecans, shelled 1 00	1 50	
Walnuts 0 29	0 35	
Do., new Naples 0 28		
Do., shelled 0 50		
Do., Chilean, bags, per lb. 0 33		

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

Canned Goods Higher

Montreal.
CANNED GOODS.—There has been a decided advance in the price of canned fruits and jam this week. Jams have all advanced 7 or 8 per cent. Canned molasses is up a \$1.00 per doz. on the 16 oz. tins, and \$2.50 a doz. on the 44 oz. tins. Canned tomatoes, in the 2½ lb. tins, are up 2½c per doz. There is also an advance of 2½c per dozen on canned corn. Canned peaches are up 25c per doz., and the 20 oz. cans of pears are up 10c per doz., now being quoted at \$2.00. Pink salmon has declined 20c per doz., and is now quoted at \$2.40.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips 4 50	4 85
Asparagus, imported (2½s) 5 50	5 55
Beans, golden wax 2 00	
Beans, Refugee 2 00	
Corn (2s) 1 75	1 80
Carrots (sliced), 2s 1 45	1 75
Corn (on cob), gallons 7 00	7 50
Spinach, 3s 2 85	2 90

Squash, 2½-lb., doz.	1 50
Succotash, 2 lb., doz.	1 80
Do., Can. (2s)	1 80
Do., California, 2s	3 15
Do. (wine gals.)	8 00
Sauerkraut, 2½-lb. tins	1 60
Tomatoes, 1s	1 45
Do., 2s	1 50
Do., 2½s	1 82½
Do., 3s	1 90
Do., gallons	6 50
Pumpkins, 2½s (doz.)	1 50
Do., gallons (doz.)	4 00
Peas, standards	1 95
Do., Early June	1 92½
Do., extra fine, 2s	3 00
Do., Sweet Wrinkle	2 00
Do., fancy, 20 oz.	1 57½
Do., 2-lb. tins	2 75
Peas, imported—	
Fine, case of 100, case	27 50
Ex. Fine	30 00
No. 1	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	2 20	
Do., 3s, doz.	1 80	1 95
Do., new pack		6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. tins, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2		20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.		9 50
Do., gal., table		10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)		1 90
Do., 2½s		5 25
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90

Japan Tea Values High

Montreal.

TEA.—The first of the early pickings of Japan tea are on sale this week at prices quoted. The market is very strong at the advanced prices and reports are lacking on the second picking. Indian and Ceylon teas remain quiet and the market is somewhat easier.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 66	0 64
Broken Orange Pekoes	0 53	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japan and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 85	
Early picking	0 90	
Finest grades	1 00	
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Coffee and Cocoa Unchanged

Montreal.

COFFEE AND COCOA.—The market for coffee and cocoa is unchanged this week. The prices are very strong and the demand continues very good. Although there have been some little changes in price of imported cocoa during the last few weeks, the Canadian lines have remained unchanged.

COFFEE—

Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52

Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	6 25	
In ½-lbs., per doz.	3 25	
In ¼-lbs., per doz.	1 70	
In small size, per doz.	1 25	

Wrapping Paper Higher

Montreal.

MISCELLANEOUS.—Another advance is announced this week in the price of craft wrapping paper. The new price is 15½c per pound. H. P. sauce is 25c higher, quoted at \$3.75. Lemonade powder is 80c per doz. higher. On account of the high cost of paper fly paper has advanced 50c per box. Paraffine candles have advanced 2c per pound. Coarse salt has advanced five cents on 100 lb. bags, and ten cents on 140 lb. bags.

Dried Fruits Strong

Montreal.

DRIED FRUITS.—There has been a considerable strengthening to the dried fruit market this week. The advanced exchange on sterling has caused an increase of one-third to the cost of all goods imported from French countries or the French colonies. This means higher prices on currants and dates. An advance of 5c is expected very shortly on dates according to advice received from importers by Canadian Grocer.

Apricots, fancy	0 38	
Do., choice	0 34	
Do., slabs	0 30	
Apples (evaporated)	0 19	
Peaches (fancy)	0 28	0 30
Do., choice, lb.	0 28	0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice	0 26	
Ex. fancy	0 30	
Lemon	0 45	
Orange	0 46	
Citron	0 68	
Choice, bulk, 25-lb. boxes, lb.	0 22	
Peels (cut mixed), doz.	3 25	
Raisins (seeded)—		
Muscadels, 2 Crown	0 23	
Do., 1 Crown	0 25	
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	0 25	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 22
Do., 16 ounces	0 26	0 27
Currants, loose	0 20	
Do., Greek (16 oz.)	0 24	
Dates, Excelsior (36-10s), pkg.	0 15½	
Fard, 12-lb. boxes	3 25	
Packages only	0 19	0 20
Dromedary (36-10 oz.)	0 19	
Packages only, Excelsior	0 20	
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	
Do., 2½s, lb.	0 45	
Do., 2½s, lb.	0 48	
Do., 2½s, lb.	0 50	
Figs, white (70 4-oz. boxes)	5 40	
Do., Spanish (cooking), 22-lb. boxes, each	0 12	
Do., Turkish, 3 crown, lb.	0 44	
Do., 5 Crown, lb.	0 46	
Do., 10-lb. box	2 75	
Do., mats	4 75	
Do., 22-lb. box	1 90	
Do. (12 10-oz. boxes)	2 20	
Prunes (25-lb. boxes)—		
20-30s	0 33	
30-40s	0 30	
40-50s	0 27	
50-60s	0 23	
60-70s	0 22	
70-80s	0 20	
80-90s	0 19	
90-100s	0 17½	
100-120s	0 16	0 17

Rice Market Quiet

Montreal.

RICE.—There is no change in the price of rice this week. The market is quiet

and shows a tendency to be a little easier in price.

RICE—

Carolina, ex. fancy	19 00	21 00
Do. (fancy)		18 00
Rangoon "B"		14 00
Rangoon "CC"		13 75
Broken rice, fine		10 00
Bell rice, fine		17 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy		0 20
Siam		0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Spices Unchanged

Montreal.

SPICES.—There is no change in the price of spices this week. The market is very firm. The sterling exchange, if it continues high, will likely affect the price of spices as it will effect all imported goods. Hhis, however, will not be noticeable on the retail market for some little time.

Allspice	0 22	
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 30
Cinnamon—		
Rolls		0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)		0 40
Ginger (Cochin)		0 35
Mace, pure, 1-lb. tins		0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 16
Nutmegs, whole—		
Do., 64, lb.		0 45
Do., 80, lb.		0 43
Do., 100, lb.		0 40
Do., ground, 1-lb. tins		0 65
Pepper, black		0 39
Do., white		0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.		0 40
Do., package, 4 oz., doz.		0 75
Paprika		0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 60	1 10
Cardamon seed, per lb., bulk, nominal		2 00
Caraway (nominal)	0 30	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

Cabbages Are Higher

Montreal.

VEGETABLES.—The only change in the price of vegetables this week is the advance in the price of cabbages and cucumbers. Cabbages are two dollars a crate higher and cucumbers are up fifty cents. There is a new line of tomatoes on the market, which are offered at a lower price than quoted last week. Mississippi flat tomatoes are offered at \$3 per crate.

Beans, wax, per hamper		7 00
Beans, new string (imported) hamper		7 00
Cucumbers, hamper		6 50
Chicory, doz.		0 50
Cabbage, crate		8 50
Carrots, bag		2 50
Garlic, lb.		0 50
Horseradish, lb.		0 60
Lettuce (Montreal), head, per doz.		1 50
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Onions, Yellow, 75-lb. sack		8 00
Do., Texas, crate		3 00
Parsley (Canadian)		0 75
Peppers, green, doz.		0 50
Parsnips, bag		1 75
Potatoes, Montreal (90-lb. bag)		6 50
Do., New Brunswick		6 50
Do., sweet, hamper	8 50	3 75
Canadian Radishes, doz.		0 40

Spinach, box	0 75
Turnips, Quebec, bag	2 50
Do., Montreal	2 00
Tomatoes, hothouse, lb.	0 40
American parsley, doz.	1 50
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	3 00
Tomatoes (Florida), crate	10 00
New Carrots, hamper	4 50
Shallots, doz.	1 00
Wash. Celery	2 50
New Potatoes, per barrel	15 00

Oranges Higher

Montreal.
FRUIT.—The fruit market has been rather quiet through the week with a few changes. Watermelons are sold this week at a lower figure, namely \$1.25 each. Oranges are dearer this week, being sold at fifty and a dollar a case higher than quoted last week.

Apples—	
Russet	8 00
Ben Davis, No. 1	6 00
Apples in boxes	5 00
Bananas (as to grade), bunch	6 00
Grapefruit, Jamaican, 64, 80, 96	5 00
Do., Florida, 54, 64, 80, 96	6 00
Lemons, Messina	8 00
Oranges, Cal., Valencias	9 50
Do., 100s and 150s	8 50
Do., 176s and 200s	10 00
Cal. Navels—	
80s, 100s	7 50
126s	7 00
150s	7 50
176s, 250s	8 50
Florida, case	6 00
Cocoanuts	9 75
Pineapples, crate	8 50
Cocoanuts	9 75
Pineapples, crate	8 50
Watermelons, each	1 25

Hay and Grain Unchanged

Montreal.
HAY AND GRAIN.—After the decline in the price of hay last week, the market

has remained firm this week. The weather is such as to predict a very good crop which will tend to lower the price of hay in the near future. The price of gain remains unchanged.

Hay—	
Good, No. 1, per 2,000-lb. ton	30 00
Do., No. 2	27 00
Do., No. 3	25 00
Straw	12 00
Oats (bulk)—	
No. 2 C.W. (34 lbs.)	1 47
No. 3 C.W.	1 46
Extra feed	1 46
No. 1 feed	1 45
No. 2 feed	1 43
Tough 3 C.W.	1 44
Barley—	
No. 3 C.W.	1 60
No. 3	1 60
No. 4 C.W.	1 60
Feed barley	1 60
Prices are at elevator.	
Crushed Oats, per ton	83 00
Ground Feed	74 25
Hog Feed	83 00
Cracked Corn	88 00
Crushed Oyster Shell	35 00

No Change on Flour

Montreal.
FLOUR.—There is no change in the price of flour this week as might be expected; the price is very firm and the market active. There is a rather peculiar situation at the present time as pointed out to Canadian Grocer. Some wheat products such as farina, are quoted higher at the present time than flour. This cannot last, and an adjustment in prices is sure to come.

Spring Wheat Flour	14 85
Winter Wheat Flour	14 00
Blended Flour	14 20
Graham Flour	14 85
Whole Wheat Flour	14 85
Corn Meal Flour	12 20

ONTARIO MARKETS

TORONTO, June 25.—The markets generally are ruling with a firm undertone. All refineries have advanced sugar \$2.00 per hundred; supplies still light but refiners are booking orders for the balance of June and July delivery at prices in effect on date of shipment. Syrups and molasses are firm. The situation in oat and corn products continue in a firm to higher tone and manufacturers state that higher prices are inevitable. The primary markets for spices are steady with an easier tone noted on peppers. Japan teas are higher. Young Hysons are reported scarce. The coffee market is ruling firm under a quiet demand. Norwegian sardines are higher, also Keen's mustard, prepared icings and catsup. Indications point toward a scarcity of raisins before the new crop arrives. Shelled nuts are still in an unsettled condition, but importers are of the opinion that when spot stocks are reduced that the market will strengthen. New potatoes are cheaper. Southern fruits are firm.

Syrup and Molasses Firm

Toronto.
SYRUPS.—There is no change in the market for syrups. Corn syrups are firm to higher, due to the higher cost of American corn from which this product is made.

MOLASSES.—The molasses market is steady to firm. New crop molasses is just commencing to arrive at the seaboard. Aunt Dinah molasses in tins is quoted at \$4.90 per case.

Corn Syrups—	
Barrels about 700 lbs., yellow	0 10 1/2

Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	7 30
Cases, 5-lb. tins, white, 1 doz. in case	8 35
Cases, 10-lb. tins, white, 1/2 doz. in case	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	7 75
Cases, 10-lb. tins, yellow, 1/2 doz. in case	7 45
Cane Syrups—	
Barrels and half barrels, lb.	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over	
Cases, 2-lb. tins, 2 doz. in case	7 00

Molasses—	
Fancy, Barbadoes, barrels, gal.	1 55
Choice Barbadoes, barrels	
West India, bbls., gal.	0 56
West India, No. 10, kegs.	6 50
West India, No. 5, kegs.	3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25
West Indies, 1 1/2s, 48s	4 60 6 95

Sugar Advances \$2.00

Toronto.
SUGAR.—All refineries have advanced sugar \$2 per hundred. Supplies are still light but refineries are booking orders for June and July delivery at prices in effect on date of shipment. The raw sugar market is slightly easier but the cost of raws laid down in Montreal is still below that quoted for refined.

St. Lawrence, extra granulated, cwt.	21 21
Atlantic, extra granulated	21 21
Acadia Sugar Refinery, extra granulated	21 21
Dom. Sugar Refinery, extra granulated	21 21
Canada Sugar Refinery, granulated	21 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

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, cartons, 50/2s, 70c. Yellows same as above.

Package Cereals Firm

Toronto.
PACKAGE GOODS.—The situation in package cereals, especially corn and oat products, continues in a firm tone, and that prices will be higher in view of the strong and higher market for grains is inevitable. The fact that jobbers are carrying large stocks, which they are anxious to clear up, is a factor that is keeping down prices, manufacturers claim.

PACKAGE GOODS	
Rolled Oats, 20s, round, case	6 50
Do., 20s, square, case	6 50
Do., 36s, case	1 25
Do., 18s, case	2 42 1/2
Corn Flakes, 36s, case	3 90
Porridge Wheat, 36s, regular, case	4 15
Do., 20s, family, case	6 00
Cooker Package Peas, 36s, case	4 35
Cornstarch, No. 1, lb. cartons	0 14
Do., No. 2, lb. cartons	0 12 1/2
Laundry starch	0 12 1/2
Do., in 1-lb. cartons	0 12 1/2
Do., in 6-lb. tin canisters	0 16 1/2
Do., in 6-lb. wood boxes	0 15 1/2
Celluloid Starch, case	5 50
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	4 25
Farina, 24s	3 50
Barley, 24s	3 50
Wheat flakes, 24s	6 50
Wheat kernels, 24s	5 40
Self-rising pancake flour, 24s	4 10
Buckwheat flour, 24s	4 10
Two-minute Oat Food, 24s	
Puffed Wheat, case	4 60
Puffed Rice, case	5 70
Health Bran, case	2 60
F.S. Hominy, gran., case	4 25
Do., pearl, case	4 25
Scotch Pearl Barley, case	3 50
Self-rising Pancake Flour, 30 to case	3 40
Do., Buckwheat Flour, 30 to case	3 60

Cereals Firm to Higher

Toronto.

CEREALS.—This market is unchanged with a firm to higher undertone. Manufacturers' quotations on rolled oats are higher but jobbers are still quoting at the old prices.

	Single	Bag	Lots
	F.o.b.	Toronto	
Barley, pearl, 98s	9 00		
Barley, pot, 98s	7 50		
Barley Flour, 98s	6 25		
Buckwheat Flour, 98s	6 25		
Cornmeal, Golden, 98s	5 50	6 00	
Do., fancy yellow, 98s	6 75		
Oatmeal, 98s	6 25	6 50	
Oat Flour			
Corn Flour, 98s	6 75		
Rye Flour, 98s	6 25		
Roller Oats, 90s	5 60	6 00	
Roller Wheat, 100-lb. bbl.	8 80		
Cracked wheat, bag	6 75		
Breakfast food, No. 1	9 00		
Do., No. 2	9 00		
Rice flour, 100 lbs.	10 00		
Linseed meal, 98s	6 75		
Peas, split, 98s	0 08 1/2		
Blue peas, lb.	0 10		
Marrowfat green peas	0 11 1/2		
Graham Flour, 98s	7 65		
Farina, 98s	6 20		

Spices Fairly Steady

Toronto.

SPICES.—The primary market for peppers is easier but quotations to the trade have not yet been changed. Other spices are firm with quotations steady.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon		0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 50
Mustard, pure		0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s.		0 65
Do., 80s		0 75
Do., 64s		0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 75
Boriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric		0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	9 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	1 75	
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

Young Hysons Scarce

Toronto.

TEAS.—A small shipment of early pickings, Japans, has arrived but quotations are so high that some importers are inclined to leave them alone. Seconds have not yet appeared on this market. Young Hysons are in scant supply and a scarcity is noted. No improvement has been manifest on Ceylons and Indians, the finer grades are hard to obtain while there is an over-supply of the lower grades.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 66
Broken Pekoes		0 50
Japan and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 51	0 55
Hyson thirds	0 45	0 50

Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Market Firm

Toronto.

COFFEE.—The demand for coffee is somewhat dropping off. The market, however, is quite firm. Quotations are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37

Keens Mustard Higher

Toronto.

MISCELLANEOUS.—Keen's mustard has advanced; 2-ounce tins are now \$1.10 per pound; 8-ounce tins are \$1 per pound. Lytle's green label catsup has advanced to \$2.75 per dozen. Cowan's prepared icings are \$1.35 per dozen. elch's grape juice, large size, is \$6.25 per dozen, and medium size is \$6.25 per case of two dozen.

Norwegian Sardines Higher

Toronto.

CANNED GOODS.—There is an active demand for all varieties of canned goods and stocks are well represented. Norse Crown sardines have advanced \$4 per case; the price is now \$23.50 per case.

Salmon—		
Sockeye, 1s, doz.	4 75	
Sockeye, 1/2s, doz.	2 75	
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s		2 50
Lobsters, 1/2-lb. doz.	6 50	
Do., 1/4-lb. tins	3 90	
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.		2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.		1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.		2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.		2 50
Canadian corn	1 75	2 00
Pumpkins, 2 1/2s, doz.		1 85
Spinach, 2s, doz.		2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard, 10s, doz.		5 00
Apples, gal, doz.		6 25
Peaches, 2s, doz.		4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Strawberries, 2s	2 25	2 40
Blueberries, 2s, H. S.		5 25

"ONE AND FIVE BAG LOTS"

In the report of the sugar investigation case in last week's issue it was stated that Mr. Eckardt said wholesalers could not sell sugar on a five per cent. margin in "one and five-pound bags" and make any profit. The word "pound" should not have appeared. It should have read "one and five bag lots."

Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each		1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each		1 03
Do., 16 oz., doz.		4 25
Peach, 4s, each		1 02
Do., 16 oz., doz.		4 15
Red Currants, 16 oz., doz.		4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Rice Market Unchanged

RICE.—There are no new developments in the market for rice. Stocks are light and the market firm to higher.

Honduras, fancy, per 100 lbs.		
Blue Rose, lb.	0 20	0 20 1/2
Siam, fancy, per 100 lbs.		
Siam, second, per 100 lbs.		15 00
Japans, fancy, per 100 lbs.		0 18 1/2
Fancy Patna		17 00
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 12	0 12 1/2
White Sago	0 12	0 12 1/2
Do., Pakling		14 00

Raisins Likely to Be Scarce

Toronto.

DRIED FRUITS.—Indications point toward a scarcity of raisins before the new crop arrives, due to the fact that the U. S. will take all raisins offered. Evaporated apples are steady at 23 cents per pound. Grecian currants are arriving freely and good quality is offered at 22 to 24 cents per pound.

Evaporated apples		0 23
Apricots, cartons, 11 oz., 48s.		4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case		5 70
Dromedary, 9 doz. in case		7 25
Fard, per box, 12 to 13 lbs.		3 50
New Hallowee dates, per lb.	\$ 18	0 23
Figs—		
Taps-Comarde, lb.		
Layer, lb.		
Comarde figs, mats, lb.		
Smyrna figs, in bags		
Cal., 6 oz., 50s, case		
Cal., 8 oz., 20s, case		
Cal., 10 oz., 12s, case		
Prunes—		
30-40s, 25s		0 31
40-50s, 25s	0 25	0 28
50-60s, 25s		0 22 1/2
60-70s, 25s		0 20
70-80s, 25s		0 18
80-90s, 25s		0 20
90-100s, 25s		
Sunset prunes in 5-lb. cartons, each		1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.		0 27 1/2
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets		0 26
Crown Muscatels, No. 1, 25s.		0 26
Turkish Sultanas		0 26
Thompsons, Seedless		0 27 1/2
Valencias		0 24 1/2

Nuts Are Unsettled

Toronto.

NUTS.—The shelled nut market is still in an unsettled condition caused by the surplus stocks carried by importers which is causing a lot of competition and consequently quotations are varied. Importers are of the opinion, however, that when spot stocks are reduced that prices will stiffen.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.		0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45

Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	0 30	0 34
Do., Marbot	0 30	0 30
Filberts, lb.	0 25	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.		0 40
Peanuts, Spanish, lb.		0 26 1/2
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.		0 60
Do., Manchurian		0 60
Peanuts, Spanish, lb.		0 25
Do., Chinese, 30-32 to oz.		0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.		1 10

New Potatoes Cheaper

Toronto.
VEGETABLES.—Carolina potatoes are now arriving freely and quotations are lower. No. 1 are \$13.50 per barrel and No. 2 at \$10 per barrel. The demand for old potatoes is falling off and quotations are \$5 to \$6 per bag. Mississippi tomatoes are on the market in four basket crates at \$3.15. Local cabbage from Niagara is quoted at \$7 to \$7.50 per large crate. Other vegetables are quoted as listed below:

Potatoes, old, bag	5 00	6 00
Mushrooms, 4-lb. basket		4 00
Lettuce, Can., head, 2 doz. to box	3 00	3 50
Do., leaf, doz.	0 30	0 40
Cabbage, large crate		6 50
Green Onions, doz. bunches	0 25	0 35
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	1 50	2 00
Florida Tomatoes, case		9 00
Cucumbers, Carolina, hamper		6 50
Do., per 11-qt. basket		3 50
New Carrots, hampers		3 50
Asparagus, per basket	2 50	3 25
New Beets, dozen bunches		1 00
Wax Beans, hampers		4 00
Spinach, bush, box		0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crates		2 75
New Potatoes, Carolina—		
No. 1, per barrel		13 50
No. 2, per barrel		10 00
Tomatoes, 4-bkt. crate		3 15
Do., hothouse, per lb.	0 40	0 45

Strawberries Plentiful

Toronto.
FRUIT.—There is a good supply of fruit arriving. Quotations are holding firm with the exception of strawberries. The quotations on strawberries this week is 25 to 30 cents per box, but large quantities are expected next week and quotations will be lower:

Oranges, Valencias—		
80s, 96s	6 50	
126s	7 50	
150s	7 75	
176s, 200s, 216s, 250s	7 75	8 00
Bananas, Port Limons		0 10
Lemons, Cal., 300s, 360s		6 00
Do., Messinas, 300s		6 00
Do., Verdillias		6 00
Grapefruit, Cuban—		
64s, 80s, 96s	4 25	5 50
Grapefruit, California Seedless—		
48s	4 00	
64s, 70s, 80s, 96s, 126s	4 25	4 75
Boxed apples, all sizes	5 00	
Strawberries, quarts	0 25	0 30
California cherries, box of 8 lbs.		1 50
Watermelons, 26-lb. aver., each		4 50
Cal. Canteloupes, case, 45s		8 25
Georgia Peaches, 6-bkt. crates		6 00
Apricots, California, box	4 00	4 25
Plums, California, box	4 50	4 75

Flour Market Unchanged

Toronto.
FLOUR.—The flour market is firm under a quiet demand. Quotations are unchanged:
 Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags 13 70
 Manitoba, spring wheat flour, in jute bags, per barrel 15 15

WINNIPEG MARKETS

WINNIPEG, June 25.—The sugar market is firm under the recent advance of \$2.00 per hundred. Syrups and molasses are very strong with indications for higher prices. There is a strong undertone in the market for starches due to the steadily increasing cost of corn. Barley is scarce. Package cereals are unchanged. Nutmegs are high and scarce. Black pepper is lower. Canned peas are practically off the market. Sago and tapioca are easier. The rice market is firm. Shelled almonds are good buying at present prices. Fresh fruits are in scant supply.

Sugar Market Firm

Winnipeg.
SUGAR.—The sugar market is decidedly firm. All refineries recently advanced their prices \$2 per hundredweight. This advance is undoubtedly due to the high cost of raws, labor and transportation difficulties. Present Canadian prices for refined sugar are, however, considerably below raw sugar quotations in New York to-day, and further advances are considered likely very soon.

Redpath, granulated, 100-lb. bag	22 05
St. Lawrence granulated, 100-lb. bag	22 05
Atlantic, granulated, 100-lb. bag	22 05
Dominion, granulated, 100-lb. bag	22 05
Acadia, granulated, 100-lb. bag	22 15
Yellow Sugar, No. 2, 100-lb. bag	21 55
Powdered Sugar, 50-lb. boxes, per cwt.	22 60
Icing Sugar, 50-lb. boxes, per cwt.	22 70
Lump Sugar, soft, 100-lb. boxes	22 80
Do., hard, 100-lb. boxes, per box	23 00
Cubes, 100-lb. boxes, per box	22 70

Syrups and Molasses Strong

Winnipeg.
SYRUPS AND MOLASSES.—These markets are very strong with indications for higher prices.

CORN SYRUP—	
Cases, 2 lb. tins, white, 2 doz. in case	7 60
Cases, 5 lb. tins, white, 1 doz. in case	8 70
Cases, 10 lb. tins, white, 1/2 doz. in case	8 45
Cases, 20 lb. tins, white, 1/4 doz. in case	8 45
Cases, 2 lb. tins, yellow, 2 doz. in case	7 00
Cases, 5 lb. tins, yellow, 1 doz. in case	8 10
Cases, 10 lb. tins, yellow, 1/2 doz. in case	7 85
Cases, 20 lb. tins, yellow, 1/4 doz. in case	7 85
MAPLE SYRUP—	
Pure, 2 1/2 tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of 1/2 doz.	23 25
TABLE SYRUP—	
Maple flavor, 2 1/2 tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of 1/2 doz.	11 50
Above subject to a discount of 10 per cent.	
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70
MOLASSES, BLACKSTRAP—	
1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starches Are Firm

Winnipeg.
STARCHES.—There is a strong undertone in the market for starches due to the steadily increasing cost of corn. An increase is not unlikely in the near future.

STARACHES	
Cornstarch, 1-lb. pkgs., per lb.	0 12 1/2

Do., No. 1 quality, 1-lb. pkgs.	0 14
Gloss, 1-lb. pkg., per lb.	0 14 1/2
Celluloid, 1-lb. pkg., per case	5 65

Scarcity of Barley

Winnipeg.
CEREALS.—The primary bean market is very strong, and while rain damaged Japanese beans they are offered very freely and at lower prices. Good quality beans remain firm. The oat market is also strong, while a scarcity of barley is noted. Package cereals remain unchanged.

PACKAGE CEREALS

Rolled oats, 20s, round cartons	6 00	6 50
Do., 36s, case, square pkts.		4 85
Do., 18s, case		2 40
Corn Flakes, 36s, case	3 60	4 00
Cornmeal, 2 doz. case, per case		4 00
Puffed Wheat, 3 doz. case, case		4 60
Puffed Rice, 3 doz. case, 3 doz.		5 70
Cream of Wheat, 3 doz. case, case		9 00
Grape Nuts, 2 doz. case, per case		3 83
Package Peas, 3 doz. case, case		3 75

BULK CEREALS

Rolled Oats, 80s, per bag	5 85
Do., 40s, per bag	3 01
Do., 20s, per bag	1 56
Do., 10-8s, per bale	6 85
Do., 15-6s, per bale	7 70
Oatmeal, 98s, gran. or stand, bag	6 60
Wheat Granules, 98s, per bag	8 60
Do., 16-6s, per bale	9 50
Peas, whole, green, 100-lb. bag, bush.	6 00
Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	5 30
Do., Lima, 100-lb. bag, per lb.	0 15 1/2
Barley Pot 98s, per bag	6 60
Do., pearl, 98s, per bag	8 60
Cornmeal, 98s, per bag	6 25
Do., 24s, per bag	1 62
Do., 10-10s, per bale	6 95
Buckwheat grits, whole, 98-lb. bags, per bag	11 00

Nutmegs Are Scarce

Winnipeg.
SPICES.—Nutmegs are very high and scarce. Black peppers are slightly lower in price while white pepper remains firm, with an upward tendency. Red chillies are high and are very hard to obtain.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 85
Ginger, washed, Jamaica, No. 1	0 55
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 60
Pickling, 1/4-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 25
Do., No. 2, per lb.	0 22

GROUND SPICE.	
Allspice, bulk, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 85
Do., No. 2, bulk, per lb.	0 80
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 90
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 10
Do., No. 1, 4 oz. cartons	1 65
Ginger, No. 1, bulk, per lb.	0 58
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 95
Do., No. 2, bulk, per lb.	0 40
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2 oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 60
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb.	0 47
Black pepper, No. 1, bulk, per lb.	0 35
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 95
Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60

Prunes Are Active

Winnipeg.
DRIED FRUIT.—High opening prices of prunes stimulated a demand for prunes and peaches. Merchants are apparently realizing that prices quoted today are much lower than the opening prices will be on the new crop.

DRIED FRUIT	
Evaporated Apples, per lb.	0 20
Currants, 90-lb., per lb.	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	0 17
Dates, Hallowee, bulk, lb.	0 23
Do., Tunis, bulk, lb.	0 26
Do., Package, 3 doz. case, lb.	0 17
Figs, Spanish, per lb.	0 16 1/2
Do., Smyrna, per lb.	0 23
Do., black, cartons, per carton	0 80
Loganberries, 4 doz. case, pkt.	0 85
Peaches, standard, per lb.	0 29
Do., choice, per lb.	0 27 1/2
Do., fancy, per lb.	0 33
Do., Cal., in cartons, per carton	1 56
Do., unpitted, per lb.	0 24
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton.	1 75
Prunes—	
30-40s, 25s, per lb.	0 32
40-50s, 25s, per lb.	0 27
50-60s, 25s, per lb.	0 21
60-70s, 25s, per lb.	0 18 1/2
70-80s, 25s, per lb.	0 17
80-90s, 25s, per lb.	0 17
90-100s, 25s, per lb.	0 16 1/2
In 5-lb. cartons, per carton	1 30
Raisins—	
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 25 1/2
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	0 28

Canned Goods to Be Higher

Winnipeg.
CANNED GOODS.—There is very little change in canned products. Canned peas are practically off the market. The demand is very good for all canned lines, caused no doubt by the retailers who thought prices would decline, but who are now realizing that the prices quoted today are much lower than the opening prices will be on the new pack.

CANNED FISH	
Shrimps, 1s, 4 doz. case, doz.	2 70
Finnan Haddie, 1s, 4 doz. case.	9 35

Do., 1/2s, 8 doz. case, case	10 50
Herring (Can.), 1s, 4 doz. case, cs	7 25
Do., imported, 1/2s, 100 doz. case	30 00
Lobsters, 1/4s, 8 doz. case, doz.	4 00
Do., 1/2s, 4 doz. case, doz.	7 60
Oyster, 1s, 4 doz., 4 doz. case, cs.	8 60
Do., 2s, 8 oz., 2 doz. case, case	7 60
Pilehards, 1s, tall, 4 doz. case, case	7 50
Do., 1/2s, flat, 8 doz. case, case	10 00
Salmon—	
per case	
Sockeye, 1s, tall, 4 doz. case.	18 50
Do., 1/2s, flat, 8 doz. case.	20 75
Red Spring, 1s, tall, 4 doz. case	15 75
Do., 1/2s, flat, 8 doz. case.	17 75
Cohoe, 1s, tall, 4 doz. case.	14 50
Do., 1/2s, flat, 8 doz. case.	16 50
Pink, 1s, tall, 4 doz. case.	10 40
Do., 1/2s, flat, 8 doz. case.	12 25
Humpback, 1s, tall, 4 doz. case	8 60

CANNED FRUIT (Canadian)	
per case	
Apples, 6 tins in case, per case.	3 40
Blueberries, 2s, 2 doz. case.	3 85
Cherries, 1s, 4 doz. case.	11 00
Gooseberries, 2s, 2 doz. case.	9 50
Lawtonberries, 2s, 2 doz. case.	9 50
Peaches, 2s, 2 doz. case.	8 50
Pears, 2s, 2 doz. case.	6 50
Plums, Green Gage, 2s, 2 doz. case	8 30
Light Syrup—	
Plums, Lombard, 2s, 2 doz. case	5 75
Raspberries, 2s, 2 doz. case.	9 50
Strawberries, 2s, 2 doz. case.	10 50

CANNED FRUITS (American)	
Apricots, 1s, 4 doz. case	13 00
Peaches, 2 1/2s, 2 doz. case	13 20
Peaches, sliced, 1s, 4 doz. case.	14 00
Do., halved, 1s, 4 doz. case.	13 85
Pears, 1s, 4 doz. case.	16 00
Pineapple, sliced, 2s, 2 doz. case.

CANNED VEGETABLES	
per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75
Pears, Garden Wax, 2s, 2 doz. case	4 75
Beans, Refugee, 2s, 2 doz. case.	4 50
Corn, 2s, 2 doz. case.	4 20
Peas, Standard, 2s, 2 doz. case.	4 25
Peas, Early June, 2s, 2 doz. case	4 85
Sweet Potatoes, 2 1/2s, 2 doz. case	6 40
Pumpkin, 2 1/2s, 2 doz. case.	3 00
Sauer Kraut, 2 1/2s, 2 doz. case.	4 90
Spaghetti, 2 1/2s, 3 doz. case	5 40
Spinach, 2 1/2s, 2 doz. case	5 70
Tomatoes, 2 1/2s, 2 doz. case.	4 20
Do., 2s, 2 doz. case	3 50

Jams to Be Higher

Winnipeg.
JAMS.—No new prices on jams have been named as yet, but without doubt prices will be much higher. Recently Scotch marmalade arrived on this market and is being sold on a competitive basis with Canadian lines.

Jams, Pure—	
per tin	
Strawberry, 4s, 12 tins to case	1 20
Raspberry, 4s, 12 tins to case	1 12
Black Currant, 4s, 12 tins to case	1 12
Blended—	1 20
per tin	
Strawberries, 4s, 12 tins to case	0 85
Raspberries, 4s, 12 tins to case	0 85

Sago and Tapioca Easier

Winnipeg.
RICE.—The tapioca and sago primary market have been easier this week, Canadian prices remain unchanged. The rice market is very firm

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 18
Do., 50-lb. sacks, lb.	0 18 1/2
Siam, Elephant, 100-lb. bags.	0 15 1/2
Do., 50-lb. bags, lb.	0 15 1/2
Sago, sack lots, 130 to 150 lbs., per lb.	0 12
Do., in less quantities, lb.	0 12 1/2
Tapioca, pearl, per lb.	0 12 1/2

Shelled Almonds Firm

Winnipeg.
NUTS.—Spot shelled almonds are good property owing to advancing sterling exchange affecting the price of newly arriving goods. Reports from growing countries state that the new crop should be a bumper one. This of course will not affect the almond situation as far as Western Canada is concerned this

fall as new goods will not reach this market in time for the Christmas trade.

NUTS, Shelled—	
Almonds, per lb.	0 63
Spanish Peanuts, No. 1, per lb.	0 24 1/2
Pecans, per lb.	1 15
Walnuts, per lb.	0 64
Nuts in shell—	
Peanuts, roasted, Jumbo, per lb.	0 25
Almonds, per lb.	0 35
Fijberts, per lb.	0 30
Walnuts, per lb.	0 25
Pecans, per lb.	0 32

Good Quality-Teas Firm

Winnipeg.
TEAS.—The values for good and fine teas are fully maintained and are likely to continue because the supply of such grades is not equal to the demand. The outstanding fact is, however, that good and fine teas continue to command full prices, and as the proportion of such teas available is small everything points out to the demand being fully equal to the supply. There may be renewed activity in the tea market sooner than appears at present.

INDIA AND CEYLON—	
Pekoe Souchongs, best quality.	0 48
Do., common quality	0 44
Pekoes, best quality	0 49
Do., common quality	0 45
Broken Pekoe, best quality.	0 52
Broken Orange Pekoe, best qty.	0 58
Japan, best quality	0 52
JAVAS—	
Pekoe Souchongs	0 45
Pekoe	0 46
Broken Pekoe	0 47
Broken Orange Pekoe	0 50
Broken Orange Pekoe	0 48
Broken Orange Pekoe	0 51

Coffee Remain Steady

Winnipeg.
COFFEE.—The new crop of Santos coffees are expected to arrive around the month of November or December. Prices are quoted about 1/2 to 3/4 cent below the price asked for present crop. This is not so long as expected and has a tendency to firm up price on all stocks.

COFFEES—	
Santos, roasted, best grade	0 45
Bourbon, roasted, best grade	0 46
Jamaica, roasted, best grade	0 52
Mexican, roasted, best grade.	0 54
Maracaibo, roasted, best grade	0 52
Bogotas, roasted, best grade.	0 56

Fruit in Scant Supply

Winnipeg.
FRUIT.—The fruit supply is very light and not sufficient to meet the demand. The first shipment of cantalopes and watermelons arrived this week and are quoted at \$10 a case for standard 45s, while watermelons are being offered to the trade at 10 cents per pound. Native rhubarb is arriving, as well as California peaches and plums. Bananas increased one cent per pound and are now selling at 14 cents per pound. Gordonhead strawberries are expected to arrive the first of the week.

FRUITS—	
Valencia Oranges, 100s	7 25
Do., 126s to 150s	8 00
Do., 176s to 200s	9 00
Do., 216s to 250s	9 00
Lemons, Cal. per case.	7 50
Bananas, per lb.	0 14
Washington apples, Winesaps, box	5 00
Cherries, 10-lb. boxes, Royal Ann	4 50
Do., Bingos	5 00
Strawberries, 24 pts.	9 50
Peaches, Cal. case	4 00
Plums, per case	5 00
Cantaloupe, Stand., 45s, per case	10 00
Do., flats, 12s to 15s, per case.	4 00
Watermelon, per lb.	0 10
Cocoanuts, per doz.	1 75
Dates, 36 pkgs. to case	7 25
Figs, per case	4 00
Do., 10-lb. boxes.	3 50

Weekly Market Reports by Wire

Statements from Buying Centres, East and West

Nova Scotia Markets FROM HALIFAX, BY WIRE

Halifax, N.S., June 24.—Markets kept fairly steady during the week. Sugar advanced \$2.00 per hundred; granulated is now quoted at \$21.10, and yellow at \$20.60. Bananas have increased ½ cent per pound. Flour has advanced 2½ cents per barrel. Fresh eggs have decreased, now quoted at 48 cents. Creamery butter is up one cent per pound. Oats have advanced from \$1.58½ to \$1.64½ per bushel. American clear pork has declined \$2.00 per barrel.

Flour, No. 1 patents, bbl., Man.	16 50
Cornmeal, bags	5 25
Rolled Oats, per bag	6 75
Rice, Siam, per 100 lbs.	15 75
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 75
Sugar, standard, granulated	21 10
Do., No. 1, yellow	20 60
Cheese, Ont., twins	0 33
Eggs, fresh, doz.	0 48
Lard, pure, lb.	0 31
Lard, compound	0 30
American clear pork, per bbl.	50 00
Tomatoes, 2½s, standard, doz.	2 20
Breakfast bacon	0 48
Hams, aver. 9-12 lbs.	0 42
Do., aver. 12-18 lbs.	0 42
Do., aver. 18-25 lbs.	0 40
Roll bacon	0 34
Butter, creamery, per lb.	0 57
Do., dairy, per lb.	0 52
Do., tubs	0 50
Raspberries, 2s, Ont., doz.	4 90
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 15
Apples, gal., N.S., doz.	4 80
Strawberries, 2s, Ont., doz.	4 90
Salmon, Red Spring, flats, cases	
Do., Pinks	11 00
Do., Cohoes	16 00
Do., Chums	8 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 29
Potatoes, Natives, per 90-lb. bag	6 50
Beans, white	5 00
Do., Yellow Eye	7 00
Lemons, Cal., case	6 50
Grapefruit, Cal., case	5 00
Bananas, per lb.	0 10½
Oats, per bush.	1 64½

New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, N.B., June 24.—Business is keeping fairly good and collections are up to the average. Sugar advanced \$2.00 per hundred, and supplies are coming much better. There is a big demand for condensed milk and cream owing to strike of farmers in neighboring counties against daylight time deliveries. Strike has caused butter to slump. Creamery butter is quoted at 58 cents, dairy at 53 cts., and expected to be lower. Granulated cornmeal is 50 cents per bag higher. Rolled oats are up to \$14.00 per bag. Canned peaches and apples are also higher. Salmon, pinks and chums, are

easier. Potatoes are holding firm at \$9.50 to \$10.00 per bag.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	4 95
Rolled oats	14 00
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	13 50
Molasses	1 75
Sugar—	
Standard, granulated	21 10
No. 1 yellow	20 60
Cheese, N.B.	0 32½
Eggs, fresh, doz.	0 48
Lard, pure, lb.	0 30
Lard, compound	0 28½
American, clear pork	52 00
Tomatoes, 2½s, standard, case	4 25
Beef, corned, 1s	4 00
Breakfast bacon	0 45
Butter, creamery, per lb.	0 58
Do., dairy, per lb.	0 53
Do., tub	0 50
Raspberries, 2s, Ont., case	4 00
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75
Strawberries, 2s, Ont., case	
Salmon, Red Spring, flats, cases	
Do., Pinks	9 50
Do., Cohoes	15 00
Do., Chums	8 00
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27½
Potatoes, Natives, per bbl.	9 50
Lemons, Cal., case	7 00
Grapefruit, Cal., case	5 00
Do., Florida	8 00
Apples, Western, box	6 50
Bananas, per lb.	0 10

Alberta Markets FROM CALGARY, BY WIRE.

Calgary, Alta., June 24.—B. C. sugar advanced \$2.00 per hundred, but jobbers are selling at open prices until more information is received regarding profit allowed. H. P. sauce advanced 25 cents per dozen. New citron peel is quoted at 70 cents per pound. Ceylon cocoanut has declined, now quoted at 30 cents per pound, case lots. Roasted peanuts are easier, selling at 19 to 21 cents. Eggs are easier and lower figures are expected. One Eastern pack strawberry jam, 4s, quoted at \$18.12 per case. B. C. strawberries are \$6.50 per crate. Oranges are 25 cents per case higher.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00
Rolled oats, 80s	5 80
Rice, Siam	14 00
Japan, No. 1	15 50
Tapioca, lb.	0 10½
Sago, lb.	0 11
Sugar, pure cane, granulated, cwt	21 97
Cheese, No. 1, Ont., large	0 32
Butter, creamery, lb.	0 59
Do., dairy, lb.	0 38
Lard, pure, 3s	17 60
Eggs, new laid, local, case	12 50
Tomatoes, 2½s, standard, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 20
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 60
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 21½
Do., 25s, lb.	0 21
Peaches, evaporated, lb.	0 28
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19

Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 29
Do., package, 11 oz.	0 21
Oranges	7 75 8 25

VANCOUVER

Vancouver, B. C., June 24.—Sugar advanced \$2.00 per hundred. Local strawberries are \$6.00 to \$6.50 per case. Gordon Head berries are on the market. Cucumbers are weaker, now quoted at \$2.00. Fresh eggs are selling at 54 cents per dozen. An advance is expected on sweet biscuits, confectionery, etc., owing to advance on sugar.

OMIT ALL THOUGHT OF FUTURES Continued from page 39

ness by way of net earnings. Any other kind would be dangerous and detrimental to him.

What he needs first is to stop buying. That is literally what I mean. He should right now cut out all purchasing except the barest little fill-ins. The situation is desperate. If he is not to come a cropper into bankruptcy, he must take to desperate measures. But these measures which may seem drastic to him now, will look not only sensible but mild as time goes on and he gets the right angle on his present troubles. Cut out buying. Omit all thought of "futures" in any line. Forget that there ever was such a thing as unearned increment on "fortunate purchases."

Next, revise prices radically upward. Study this end of the business as never before, and remember that because a thing has always been a certain way is often the very best reason why it should be changed.

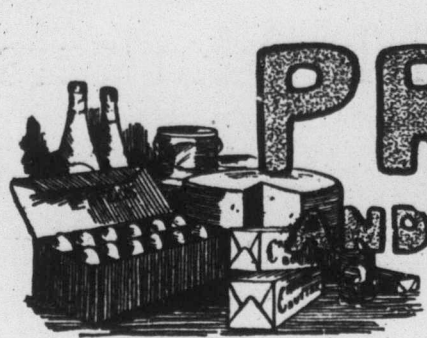
Work and Save

Let him set himself to work more diligently than ever. This not to keep more books, but to handle merchandise. Wait on trade yourself. Watch it. Get close to it. Learn its every preference and reaction to values and prices. Cut out every item of expense that can be done away with. If certain lines or departments seem to demand certain expenses, dig into them to see if, after all, they are profitable. Maybe you can cut out lots of things that to-day are not paying their way.

Collect rigidly. Mainly, begin collecting at the right end of the transaction—before the goods leave your store. That means, quit being "easy" with customers. Demand cash from all who are not most exactly prompt in their payments, and scrutinize all of them to see, coldly, detachedly, whether they could be forced to pay if need be. Cur-tail book accounts and have none—not one—that does not turn once monthly.

Do lots of things you never have thought possible or something will happen to you which you do not want to be possible. Get down to brass tacks.

Remember, lastly, that this is written with thought only for your own good.



PRODUCE AND PROVISIONS

Sales of Cheese and Bacon to Tourists Are Heavy

James Juby, Charlotte Street, Peterboro, Ont., Sells Approximately 2,000 Pounds of Cheese in the Summer Months—Sales of Sides of Bacon Whole Are Also a Feature in the Summer.

WITH his store on Charlotte Street, Peterboro, Ont., so situated as to make it convenient for tourists in the summer months, waiting from one train to another, James Juby has built up sales in cheese, bacon and canned goods that constitutes a feature in his year's turnover. Summer sales of cheese total approximately 2,000 pounds, Mr. Juby told Canadian Grocer on the occasion of a recent interview. This business has developed from the fact that Mr. Juby's store is in close proximity to the Grand Trunk station, where the train is taken for the Kawartha lakes. Mr. Juby has done considerable business with trainmen, and he attributes the development of this summer trade primarily to them, who first recommended his store to tourists. He has been in business six years, and this trade has grown steadily in that time, one tourist telling another, and a reputation for reliable goods, all helping in its growth. Cheese sales are made, both with tourists going to the lakes, and also on their return, many Americans taking home a supply with them.

Mr. Juby makes it a point of always having a stock of old cheese, and in the summer months, when other merchants have only the freshly ade, he can supply the lovers of old cheese. Attention to this particular feature of a cheese trade has meant much for increased sales. He keeps cheese from one to two years, buying in the summer for the next year, and very often for the year after.

Selling Bacon Whole

"We sell a lot of bacon to people passing through Peterboro to the lakes in the summer months," Mr. Juby added. "It is not unusual for us to sell sides of bacon to these summer resorters. They buy the whole side rather than take just a few

pounds. Last summer we sold as many as ten sides weekly in this way." Mr. Juby also does a considerable trade in bacon with townspeople, in addition to this transient business. He has a meat slicer that he declares he could not get along without. "Customers will go blocks

in order to get their bacon sliced with a meat slicer, rather than with an ordinary knife," he added. "There is no doubt but a meat slicer helps business in bacon, and it is not long before it pays for itself. It certainly is a piece of equipment that I would not be without."

..Cooked Meats Good Sellers

Cooked meats are also a big sale in the Juby store. The transient trade in cooked meats in this store is large in the summer season. Not only does Mr. Juby sell a lot of cooked meat to tourists, but the location of his store is such that it catches a lot of people in the western and southern parts of the city who, in the afternoons, are shopping downtown, and also people who every day pass his store, going to and from their business. Getting the catch trade is an important feature in the business of Mr. Juby.

Increased Exports Remedy for English Exchange

Sir Herbert E. Morgan, Director of Lord Leverhulme's Companies, and J. W. Dunwoody of Winnipeg, Address Gathering in London, England.

London, Eng.—(Special to Canadian Grocer.)—At the 83rd meeting and dinner of the above association held at the Holborn Restaurant, Kingsway, London, on Thursday, May 20th, a most interesting address was delivered by Sir Herbert E. Morgan (director in Lord Leverhulme's companies), on subject of "The Organization of New Territory."

Stating that the only way out of the present exchange situation lay through increased production combined with increased exports, Sir Herbert emphasized the tremendous opportunities in the newer fields of commerce which awaited the British manufacturer.

Commenting humorously on his early experiences in selling, the speaker referred to the time when he sold cigars in the Province of Manitoba.

Upon the conclusion of Sir Herbert Morgan's address, J. M. Dunwoody, of the Stroyan-Dunwoody Co., wholesale grocery brokers, Winnipeg, Man., who was present as the guest of the association, was called upon to present the Canadian view on the subject under discussion.

Mr. Dunwoody received an enthusias-

tic reception. He dwelt upon the strong sentiment in favor of British goods which was now evident in Canada.

Pointing out that of Canada's imports, almost 80 per cent. came from the United States, the speaker said that, while certain products had to be obtained from the United States on account of climatic conditions, etc., there was no doubt that American manufacturers were securing a large amount of business through their aggressive selling and publicity methods, combined with their readiness to adapt themselves to meet Canadian requirements.

The present exchange situation was a further incentive to Canadian buyers to purchase British goods and although manufacturers in many lines were booked up with orders for months ahead and were further handicapped by the difficulty of obtaining raw materials, Mr. Dunwoody urged them to allocate a proportion of their output to Canada in order that the market might be held until conditions became easier.

A general discussion followed, after which a hearty vote of thanks to the speakers was passed.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 25.—The product market this week is very firm with a good demand. The price of butter has advanced 2c a pound while the price of cheese remains firm, although the market on a large scale appears to be weaker. This is only on the new cheese which is not being marketed at the present time. Eggs are a cent a dozen cheaper this week on account of a very good supply being offered. There is a shortage of fresh halibut this week on account of transportation troubles, but frozen fish is in good supply at slightly easier prices. There is no change in the price of meats or shortening. The market is active and prices quoted are very firm.

No Change on Fresh Meats

Montreal.
FRESH MEAT.—There is no change in the price of fresh meat. The market remains firm and is very active. The demand is good and lower prices cannot be expected.

FRESH MEATS	
Hogs, live (selects)	0 21
Hogs, dressed—	
Abattoir killed, 65-90 lbs.....	0 30½
Fresh Pork—	
Legs of pork (foot on)	0 35
Loins (trimmed)	0 42½
Loins (untrimmed)	0 38
Bone trimmings	0 30
Trimmed shoulders	0 26½
Untrimmed	0 28
Pork Sausage (pure)	0 26
Farmer Sausage	0 20
Fresh Beef—	
(Cows)	(Steers)
\$0 23 \$0 30 ..Hind quarters..	\$0 28 \$0 34
0 14 0 18 ..Front quarters..	0 14 0 18
0 40 0 40 ..Loins	0 46
0 28 0 28 ..Ribs	0 32
0 18 0 18 ..Chucks	0 17
0 35 0 35 ..Hips	0 35
0 22 0 22 ..Calves (as to grade)	0 22
0 32 0 32 ..Spring lamb, carcass	0 32
0 22 0 22 ..Fresh sheep, carcass	0 22
0 30 0 30 ..Frozen lamb, carcass	0 30

Hams Slightly Higher

Montreal.
SMOKED MEATS.—The market for smoked meats is good and the prices remain firm with no change this week except on hams. The best breakfast bacon is offered at 56 cents a pound and smoked hams are selling at 45 and 46 cents a pound, which is a cent higher than prices previously quoted. The cause is the increased demand for hams during this season.

BACON—	
Breakfast, best	0 46
Smoke Breakfast	0 31
Cottage Rolls	0 33
Picnic Hams	0 29
Wiltshire	0 46
MEDIUM SMOKED HAMS—	
Weight, 8-14, long cut	0 46
Do., 14-20	0 46
Do., 20-25	0 40
Do., 25-35	0 35
Over 35 lbs.	0 34

Cooked Meats in Big Demand

Montreal.
COOKED MEATS.—The demand for cooked meats continues large with the summer season. As a result the market is very firm at prices quoted last week which were slightly advanced. Continu-

ing through the summer season a strong market for cooked meats is to be expected.

Jellied pork tongues	0 47
Jellied Pressed Beef, lb.....	0 33
Ham and tongue, lb.	0 38
Veal and tongue	0 35
Hams, cooked	0 55
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 80
Mince meat, lb.	0 15
Sausage, pure pork	0 25
Bologna, lb.	0 18
Ox tongue, tins	0 65

A Firm Market for Lard

Montreal.
LARD.—The prices on lard are unchanged this week. The demand is good and the market is very firm. Tierces are sold at 29 cents and bricks at 31 cents.

LARD—	
Tierces, 360 lbs	0 29
Tubs, 60 lbs.	0 29½
Pails, 20 lbs.	0 29½
Bricks	0 31

Shortening Prices Hold

Montreal.
SHORTENING.—There is no change in the price of shortening this week. The demand is fair and the market remains firm.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 27½
Tubs, 50 lbs., per lb.	0 27½
Pails, 20 lbs., per lb.	0 28
Bricks, 1 lb., per lb.	0 28½

Barrel Meats Unchanged

Montreal.
BARREL MEATS.—There is no change in the price of barrel meats this week; the demand is not great for home consumption but there is considerable exportation at the present time. The market remains quiet with no change in prices.

BARRELLED MEATS	
Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	57 00
Clear fat backs (bbl.), 40-50 pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	48 00

Margarine Market Quiet

Montreal.
MARGARINE.—The demand for margarine is steadily falling off and prices

vary as to quality and brand. The price of margarine at the present time varies from 32 to 35 cents a pound.

MARGARINE—	
Prints, according to quality, lb.	0 32 0 35
Tubs, according to quality, lb.	0 31 0 34

Cheese Prices Weaker

Montreal.
CHEESE.—The cheese market is a little weaker this week. The prices, although not definitely changed, are easier. New cheese is sold at 30 to 31 cents, and old cheese is offered at 34 to 36 cents per pound.

CHEESE—	
New, large, per lb.	0 30 0 31
Twins, per lb.	0 31
Triplets, per lb.	0 31
Stilton, per lb.	0 37
Fancy old cheese, per lb.	0 35
Quebec	0 30 0 31

Eggs Are Cheaper

Montreal.
EGGS.—The price of eggs is one cent a dozen cheaper this week. The supply is very good and prices look to be still lower during the week. The present price is 53 cents per dozen.

Butter Two Cents Higher

Montreal.
BUTTER.—There are still higher prices quoted this week on fresh butter. As Canadian Grocer pointed out some time ago, the American market is affecting the prices here in that the demand for exportation is great with higher prices across the border. The prices quoted this week are 2 cents a pound higher than those given last week.

BUTTER—	
Creamery prints, qual., new... ..	0 57
Do., solids, quality, new	0 56
Dairy, in tubs, choice	0 50
Dairy, prints	0 51

Halibut Reported Scarce

Montreal.
FRESH FISH.—On account of the bad weather during last week and the car shortage there is no fresh halibut on the market early in the week. There is a good supply of frozen halibut, however. Haddock and cod are in good supply. Gaspe and Restigouche salmon are coming in more freely and the price has declined. Lake trout is rather scarce this week.

FRESH FISH	
Haddock	0 07
Steak cod	0 10
Market cod	0 06
Mackerel	0 15
Flounders	0 10
Prawns	0 50
Live Lobsters	0 35
Skate	0 12
Shrimps	0 40
Whitefish	0 20
Shad	0 18
Gaspé salmon	0 40
Halibut	0 25
Gaspereaux, each	0 04
Whitefish	0 20
Lake trout	0 22
Brook trout	0 50
Pike	0 12
Perch	0 13
Fresh eels, per lb.	0 14
Fresh Herrings, each	0 08

FROZEN FISH

Halibut, large and chicken	0 16
Halibut, Western, medium	0 23
Haddock	0 07
Mackerel	0 15
Doree	0 17
Smelts, No. 1, per lb.	0 17
Smelts, extra large	0 25
Smelts (small)	0 09
Pike, headless and dressed	0 12
Market Cod	0 06
Whitefish, small	0 12
Sea Herrings	0 06
Steak Cod	0 08 1/2
Salmon, Cohoes, round	0 19
Salmon, Qualla, hd. and dd.	0 12
Whitefish	0 15
Lake Trout	0 19
Lake Herrings	0 06
B.C. Red Salmon	0 19

SALTED FISH

Codfish, large, bbls., 200 lbs.	16 00
Sardines, half barrel	5 00
Salted Trout, half barrel	12 00
Salted Salmon, barrel	27 50
Boneless cod (20), per lb.	0 15 1/2

SMOKED

Finnan Haddies, 15-lb. box	0 13
----------------------------	------

Fillets, 15-lb. box	0 19
Smoked Herrings	0 24
Kippers, new, per box	2 15
Bloaters, new, per box	2 00
Smoker Salmon	0 36

Little Change in Poultry

Montreal.
POULTRY.—The poultry market remains, as usual week, but chickens are offered at a little lower price. The offerings are not large, but the price demanded is 43 cents a pound for chickens and 55 cents a pound for turkeys.

POULTRY (dressed)—
(Selling Prices)

Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 45
Ducks—		
Brome Lake (milk fed green)	0 47	
Young Domestic	0 42	
Turkeys (old toms), lb.	0 55	
Do. (young)	0 58	
Geese		
Old fowls (large)	0 39	
Do. (small)	0 32	0 34

Above prices subject to daily fluctuations of the market.

Butter Prices Higher

Toronto.
BUTTER.—There are now large quantities of butter going into storage which has had a tendency to firm up the market. Quotations are two to three cents per pound higher:

BUTTER—

Creamery prints	0 58	0 61
Dairy prints, fresh, lb.	0 50	0 65

Cheese Market Easier

Toronto.
CHEESE.—Good quality new cheese is coming forward in good supply and quotations are one to two cents per pound lower. New cheese is quoted to the trade at 31 cents per pound. Old cheese is still in fair supply at 33 to 34 cents per pound.

CHEESE—

Large, old	0 33	0 34
Do., new	0 31	
Swilton	0 34	0 35
Twins, 1c higher than large cheese.		Triplets
1 1/2c higher than large cheese.		

Egg Market Steady

Toronto.
EGGS.—The market for eggs is steady, although the quotations for extra selects are up one cent per dozen. Dealers state that the amount required for storage is about complete and this fact will have the effect of steadying the market.

EGGS—

Fresh, selects	0 55
Fresh	0 53
Fresh selects in cartons	0 58

Prices shown are subject to daily fluctuations of the market.

Margarine Unchanged

Toronto.
MARGARINE.—There is no feature in this market. Quotations are unchanged and the demand is light:

MARGARINE—

1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 35	
Do., No. 3	0 30	
Nut Margarine, lb.	0 33	0 35

Shortening Prices Hold

Toronto.
SHORTENING.—There is no change in the market for shortening. The demand is normal and quotations are as follows:

SHORTENING—

1-lb. prints	0 28	0 29
Tierces, 400 lbs.	0 26 1/2	0 27

Lard Up One Cent

Toronto.
LARD.—Quotations on lard have advanced one cent per pound. There is rather a quiet demand noted.

Tierces, 400 lbs.	0 28	0 29
In 60-lb. tubs, 1/2 cent higher than tierces, pails 1/4 cent higher than tierces, and 1 lb. prints, 2c higher than tierces.		

Fresh Fish Arriving Freely

Toronto.
FISH.—Fresh fish is arriving freely and a good demand noted. Fresh trout is quoted at 16 to 17 cents per pound. Whitefish at 18 to 19 cents and mackerel at 12 to 13 cents per pound.

FRESH SEA FISH.

Cod Steak, lb.	0 11	0 12
Do., market, lb.	0 4 1/2	0 07

ONTARIO MARKETS

TORONTO, June 25.—There is practically no change in the market for fresh meats. Quotations on fresh cuts are steady while live hogs are up about 25 cents per hundred. Cured meats are in a strong market. A scarcity is noted for hams and back bacon. Quotations on hams and bacon are up one cent per pound. There is an active demand for cooked meats, boiled hams, shoulders and jellied ox tongue are up two cents per pound. There are now large quantities of butter going into storage which has had a tendency to firm up the market. The cheese market is easier with quotations two cents per pound lower. Eggs are steady. Lard is up one cent per pound. Shortening and margarine are unchanged. The fish and poultry markets are unchanged.

Fresh Meats Steady

Toronto.
FRESH MEATS.—There is practically no change in the market for fresh meats. Quotations are steady on fresh cuts, while live hogs are up about 25 cents per hundred.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.	19 50	19 75
Live, fed and watered, per cwt.	19 25	19 50
Live, f.o.b., per cwt.	18 25	18 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 39	
Loins of pork, lb.	0 43 1/2	
Fresh hams, lb.	0 41	
Tenderloins, lb.	0 60	
Spare ribs	0 19	
Picnics, lb.	0 27	
New York shoulders, lb.	0 30	
Boston butts, lb.	0 36 1/2	
Montreal shoulders, lb.	0 30 1/2	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 28	0 31
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 28	0 32
Chucks, lb.	0 18	0 20
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 26	0 28
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 25
Spring lamb, each	10 00	12 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 24

Above prices subject to daily fluctuations of the market.

Hams and Bacon Up One Cent

Toronto.
PROVISIONS.—There is a strong market for cured meats, particularly on hams and back bacon, upon which a scarcity is noted for these two lines.

Quotations on all bacon and hams are up one cent per pound:

Hams—		
Medium	0 44	0 47
Large, 20 to 25 lbs. each, lb.	0 42	
Heavy, 25 lbs. upwards, lb.	0 33 1/2	
Bacon—		
Skinned, rib, lb.	0 50	0 51
Boneless, per lb.	0 55	0 58
Bacon—		
Breakfast, ordinary, per lb.	0 43	0 46
Breakfast, fancy, per lb.	0 49	0 53
Roll, per lb.	0 31	0 32
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 27	
Do., av. 80-90 lbs.	0 26	
Clear bellies, 15-30 lbs.	0 29 1/2	
Fat backs, 10 to 12 lbs.	0 26	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	50 00	
Short cut backs, bbl. 200 lbs.	56 00	
Pickled rolls, bbl., 200 lbs.—		
Heavy		
Lightweight	62 00	

Above prices subject to daily fluctuations of the market.

Cooked Meats Higher

Toronto.
COOKED MEATS.—There is an active demand for cooked meats with a scarcity on hams. Boiled hams have advanced. Quotations are 63 to 65 cents per pound, according to the trim. Boiled shoulders are up two cents per pound and jellied ox tongue is also up two cents per pound.

Boiled hams, lb.	0 63	0 65
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	0 52	
Head Cheese, 6s, lb.	0 14	
Choice, jellied ox tongue, lb.	0 65	
Jellied calves tongue	0 52	

Haddock, heads off, lb.	0 09 1/2	0 19
Do., heads on, lb.	0 18	0 24
Halibut, chicken	0 23	0 19
Do., medium	0 18	0 19
Fresh Whitefish	0 09	0 10
Fresh Herring	0 16	0 17
Flounders, lb.	0 12	0 13
Fresh Trout, lb.	0 16	0 17
Fresh Mackerel	0 12	0 13
FROZEN FISH		
Halibut, chicken	0 16	0 17
Do., Qualla	0 09 1/2	0 10
Flounders	0 08 1/2	0 09
Pike, round	0 08	0 09
Do., headless and dressed	0 08	0 09
SMOKED FISH		
Haddies, lb.	0 18	0 18
Fillets, lb.	0 18	0 18
Kippers, box	2 40	2 40

Poultry Supplies Good

Toronto.
POULTRY.—Supplies of poultry are

arriving in sufficient quantities to meet the demand. The market is steady and quotations are unchanged:

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 85	0 40
Roosters	0 22	0 26
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 28	0 28
Fowl, under 4 lbs.	0 26	0 26
Ducklings	0 35	0 35
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 55	0 65

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 35
Do., light	0 32
Chickens, spring	0 70
Ducklings	0 45

WINNIPEG MARKETS

WINNIPEG, June 25.—Reports this week show the hog market very steady. There are no changes in either ham or bacon. Cooked meats are very active and are in good demand at this season of the year. The butter market is firm, while cheese remains unchanged. Egg supplies are good with no change in lard or shortening. Fish market remains active.

Hog Market Steady

Winnipeg.
FRESH MEAT.—The hog market is steady with an active demand. Prices are unchanged.

HOGS—

Selected, live, cwt.	18 50
Heavy, cwt.	16 50
Light, cwt.	16 00
Sows, cwt.	14 50

Hams and Bacon Steady

Winnipeg.
PROVISIONS.—Hams and bacon are ruling steady at unchanged prices.

HAMS—

8 to 16 lbs., per lb.	0 51
16 to 20 lbs., per lb.	0 46 1/2
Boneless, 8 to 15 lbs., per lb.	0 52 1/2
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48

BACON—

Backs, 5 to 12 lbs., smoked	0 61 1/2
Do., 12 to 16 lbs., smoked	0 58
Do., 10 to 14 lbs., skinned and peamealed	0 59 1/2
Do., 4 to 10 lbs., sliced	0 61 1/2
Cottage rolls, boneless	0 41 1/2

Cooked Meats in Demand

Winnipeg.
COOKED MEATS.—There is an active demand for cooked meats. Prices are unchanged.

COOKED MEATS—

Ham, best quality, skinned, lb.	0 65 1/2	0 67 1/2
Do., roast, lb.	0 65 1/2	0 67 1/2
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	0 21	0 21
Do., in 6-lb. tins, lb.	0 18	0 18
Jellied Beef Tongue, lb.	0 68	0 68
Jellied Pork Tongue, lb.	0 63	0 63
Baked Luncheon Loaf, lb.	0 24	0 24

Butter Market Firm

Winnipeg.
BUTTER.—There is a firm tone in the market for butter. Dairy butter is arriving in better supply and quoted at 45 cents per pound.

Creamery, best table grade	0 59
Dairy butter, best table grade	0 45
Margarine	0 37

Cheese Market Unchanged

Winnipeg.
CHEESE.—There has been practically no change in market for cheese. Prices remain unchanged.

CHEESE—

Ontario, large, per lb.	0 33
Do., twins, per lb.	0 33 1/2
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

Eggs in Good Supply

Winnipeg.
EGGS.—Shipments of eggs are arriving in good supply. Farm eggs are quoted at 49 cents per dozen and fresh candled at 44 cents.

No Change in Lard

Winnipeg.
LARD.—There is no change noted in the lard market. Quotations are as follows:

Pure Lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	0 29
Do., wooden pails, 20-lb. pails	6 30
Shortening, wooden pails, 20-lb. pail, per pail	6 05
Do., tierces of 400 lbs., per lb.	0 27 1/2

Fresh Fish Active

Winnipeg.
FISH.—The fresh fish market has been very active. No change in quotations.

FRESH FISH

Fresh Whitefish, per lb.	0 16
Fresh Halibut, per lb.	0 22
Fresh Salmon, per lb.	0 34
Fresh Pickerel, per lb.	0 15
Fresh Lake Superior White Fish	0 22
Fresh Trout	0 22

Should Popularize Pink Salmon

In an interview with Fred Gosse, manager of the Harry Hall Co., Limited, Vancouver, he stated that the packers of salmon are very desirous that the packing trade, both wholesale and retail assist in popularizing pink salmon, which is excellent food and worthy of more attention. "Especially is it more necessary to push the sale of the pink salmon," said Mr. Gosse, "in view of the failing sockeye supply, and the packers are insisting that buyers take a proportion of pink salmon, along with their allotment of sockeye."

BOARD REPORTS USELESS LABOR

Continued from page 35
E. H. BURTT, WOODSTOCK, N.B.—"This order will be of no benefit whatever to the grocery trade, and if grocers cannot keep track of their business without all this unnecessary cost, then they had better get out of the business. If this order is enforced we will have to hire a bookkeeper, which will add to the cost of doing business and naturally prices will have to go up."

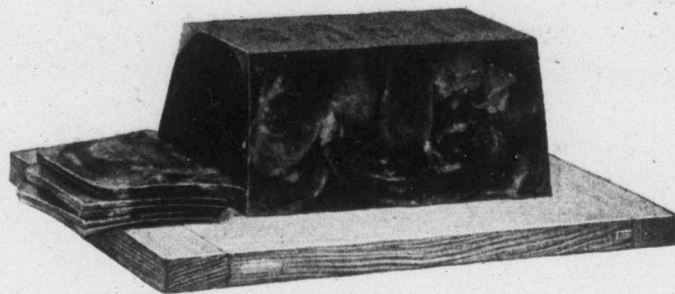
H. J. GOULD, UXBRIDGE, ONT.—"This order may encourage grocers to know more about their business, but I am very doubtful. To get the information required we would have to hire extra clerks and office hands and that would be costly. With our present staff we could perhaps give the cost and selling price but it is impossible to fill in the form."

HELWIG BROS., MILDMAY, ONT.—"We do not think it will be of any benefit to the public and will only be a waste of money to get the information. We have spoken to other merchants here and they are of the same opinion."

J. A. RITCHIE & CO., CHARLOTTE-TOWN, P.E.I.—"The filling out of these forms will be absolutely no benefit to the grocery trade or anyone else. It will only increase the cost of living because extra help will have to be hired to do the work."

TOBIN STORE CO., BROMPTON-VILLE, QUEBEC.—"Our opinion is that the general public realizes that the retail grocer is not a profiteer and any order like this one will not be of any benefit to anyone. We cannot see our way to carry out the requirements of the board and fail to see where it will serve any useful purpose."

JOS. F. RETTINGER, PRESTON, ONT.—"It will only help to increase prices, as we are obliged to hire help to make out these forms, and even then they would be incomplete as we have no system by which the necessary records are kept. Our margin of profit is so small that, in my case, I would be better off without the business if I was compelled to send in the monthly report. My grocery business is not very large, but do a comfortable transient trade and I also conduct a side line which is profitable."



A REAL TREAT

During these hot days there is no greater treat, than sitting down to a "Cold Luncheon," in preference to a steaming hot dinner.

The Housewife realizes this, and is therefore looking for the store in her neighborhood that has a "Cold Luncheon" counter.

Will she find one in your store?

Davies' Cooked and Jellied Meats are just the "ready to serve" products the Housewife is looking for. You can't offer her a more appropriate line of Summer Season's delicacies.

Send in an order to-day.

Davies' Pork Tongue
 Davies' Jellied Hocks
 Davies' Ox Tongue
 Davies' Headcheese

Davies' Roast Pork
 Davies' Pork and Tongue
 Davies' Jellied Pork
 Davies' Cooked Pressed Pork

THE **DAVIES** COMPANY
 WILLIAM LIMITED

TORONTO - MONTREAL





A Delicatessen Department

In your store will be a profitable investment for you and a big relief to Mrs. Housekeeper throughout the hot days to come.

Ready-to-serve meats are popular, especially in the summer time, for they reduce the time spent in a hot kitchen.

Under the OVAL LABEL you have a large variety of *Veribest* cooked meats and *Veribest* canned meats to choose from. Their quality is unsurpassed.

Order from the following to-day:

<i>Veribest</i> Jellied Lunch Tongue	Gold Band Sausage
Armour's Baked Meat Loaf	Baker Boston Butts
Macaroni and Cheese Meat Loaf	Headcheese
New England Ham	Veal Loaf
Jellied Ox Tongue	Potted Tongue

Ask the Armour salesman to show you his Sales Manual containing full color illustrations to these delicatessen products.

ARMOUR  COMPANY
HAMILTON, ONTARIO

Branch Houses at

HAMILTON, ONT.

TORONTO, ONT.

MONTREAL, QUE.

SYDNEY, N. S.

ST. JOHN, N. B.

MR. CLERK



A REAL SALESMAN

"IS CONVINCED"—THEN HE SELLS.

BRUNSWICK BRAND JUSTIFIES A RECOMMENDATION

When you are asked for Sardines, Finnan Haddie, Kippers,
Herrings, Clams, Sell Brunswick Brand.

They are sure to please your most particular customer.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

Winnipeg Representatives: Chas. Duncan & Son, Winnipeg, Man.

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“The Greatest Seller of Its Kind in the World”

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.

Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON

Montreal and
Province of Quebec

Gunns “EASIFIRST” Shortening

Always Satisfies Your Customers

A satisfied customer is your best advertisement and will bring more business to you. More business means more profits.

Be prepared to sell “Easi-first.” It will pay!

Phone Junction 3400

GUNNS LIMITED

West Toronto





COOKED MEATS

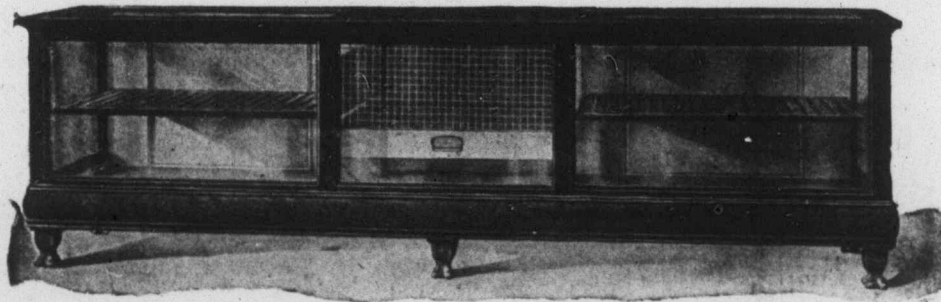
for tempting warm-weather luncheons

Housewives want to spend the least possible time over hot steaming stoves preparing warm-weather luncheons—consequently, they are always on the lookout for dainty, wholesome, cold meats. That's the one big reason why

you should keep a complete stock of **H. A. Brand Cooked Meats** well displayed. Their tempting and appetizing appearance will keep your provision department busy and your cash register merrily ringing up substantial profits.

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA

ARCTIC REFRIGERATORS *for* GROCERY STORES



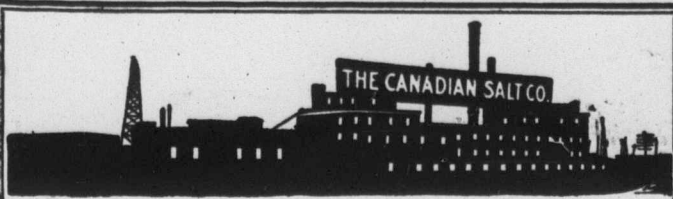
We can promptly supply upright refrigerators in the sizes found most suitable for Grocery Store use. The Counter Refrigerator illustrated is a very popular type that keeps goods fresh and appetizing.

Write for our catalogue which illustrates the different styles of refrigerators and gives the details of construction and sizes.

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, 280 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.



THE BEST SALT

For years, the Canadian Salt Company products have been leaders. Quality and purity characterize

WINDSOR TABLE SALT

(For General Household Use)

REGAL TABLE SALT

(Free running—Sold in cartons)

WINDSOR DAIRY SALT

WINDSOR CHEESE SALT

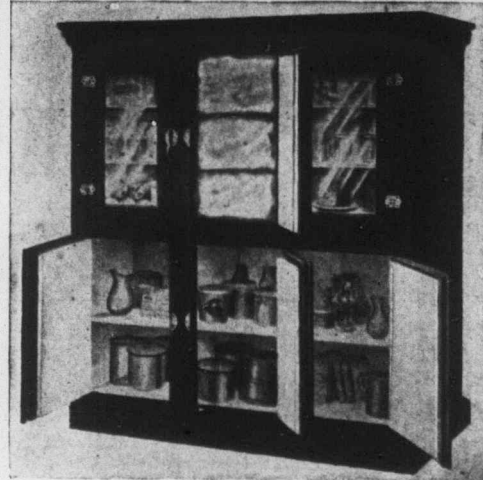
The best equipped plant in the Dominion, and scientific skill have combined in making our salts famous throughout Canada, for household, farm and dairy purposes.

Made in Canada

The Canadian Salt Co., Limited

Windsor, Ontario

HANSON'S GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.

244 St. Paul St. West

MONTREAL

Little Selling Effort



will, we feel, sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected olives, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited

Walkerville, Canada
W. G. Patrick & Co., Limited

Toronto and Winnipeg
Selling Agents for our Blue Seal Lines



'O.K.' SAUCE

FINALITY IN
FRUIT SAUCE

as a palate pleasure
and a true digestive

*As supplied by Warrant of Appointment
to the House of Lords.*



Sole Proprietors:-

GEORGE MASON & CO. LTD., LONDON, ENGLAND.

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David Brown F. Manley Bowring Bros. J.W. Gorham
167 Cordova St. W. 42 Silvester-Willson Bldg. & Co. & Co.

*Makes
Better Business*



*Means
Bigger Profits*

CHICKEN HADDIES

(Lily Brand)

Our new pack of Chicken Haddies is now ready for prompt shipment.

The demand for this choice, tender sea food exceeded all expectations last season.

Stock up with this popular product; the increased good-will of your customers and a substantial margin of profit will result.

Write for attractive window display cards.

Packed at Canso, N.S., by the

MARITIME FISH CORPORATION
LIMITED

General Office : MONTREAL

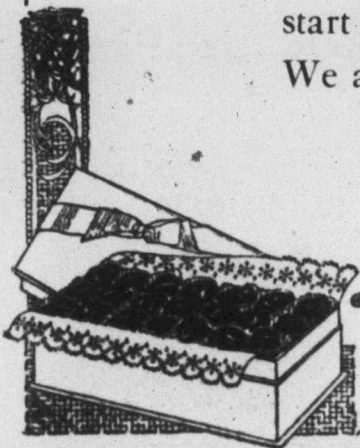
Packers of the celebrated Maple Leaf Brand Codfish Flakes

A Profitable Offering

"Nobility," "Peerless" and "Elgin" chocolates are of such a quality as to ensure you regular profit through steady sales.

A display in your window or on your counter will start the selling.

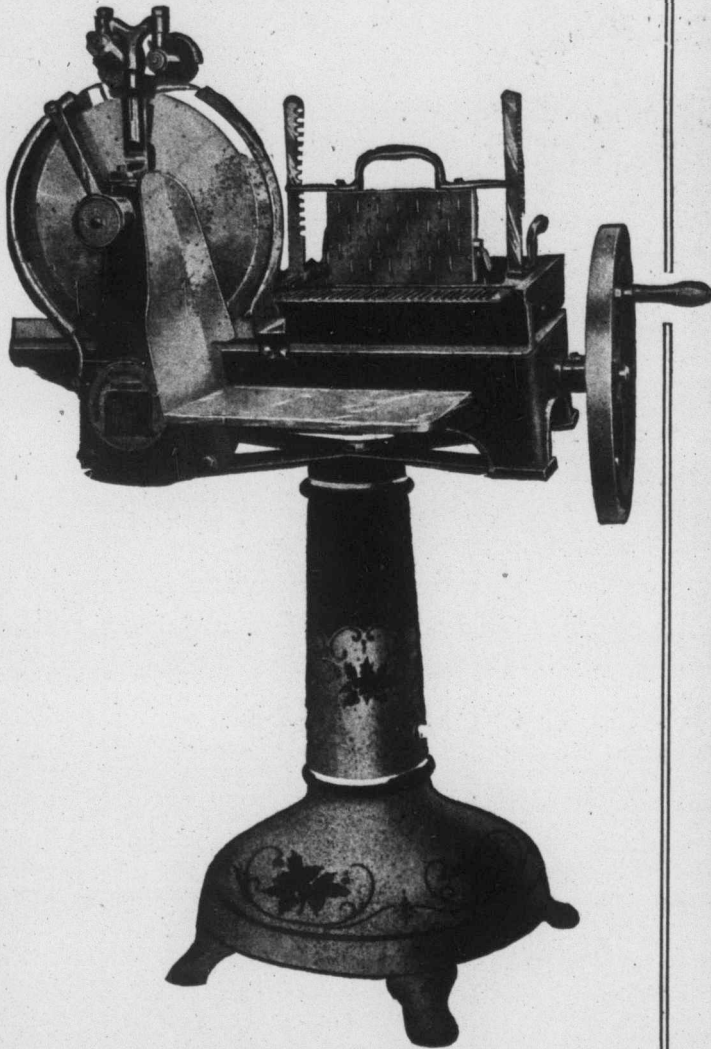
We also make delicious pan candies and taffies.



NOBILITY CHOCOLATES, LIMITED
ST. THOMAS, ONT.

Selling Agents:
Scott & Thomas, Foy Bldg., Front St. W., Toronto

Maclure & Langley, Limited
Montreal Winnipeg



THE BRANTFORD SLICER

Canadian Perfection

Made in Canada by skilled Canadian workmen, this slicer has been proven to be mechanically perfect for cutting quickly and accurately any desired thickness of meat.

The merchant, we feel sure, will express his entire satisfaction at this machine's efficiency—at the same time he knows that he is patronizing Canadian labor.

Write for our illustrated catalogue.

The Brantford Computing Scale Co.

Brantford, Canada

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Office and showrooms in the larger centres

The Custard that brings trade

Our bright, live and extensive advertising is creating a steady and increasing demand. Be ready to supply your customers and secure a large and permanent trade.

Quick Sellers are Profitable.

Gartons

CUSTARD

Sole Agents:

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Three Good Things the Grocer should not miss, yet only One Article to deal in.

- 1.—Grimble's Malt Vinegar is pure.
- 2.—Grimble's Malt Vinegar keeps in any climate.
- 3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

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MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd.,
11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709. Mercantile Building,
Vancouver.

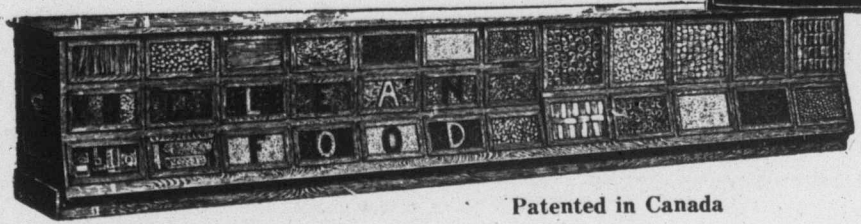
*In Fly-Time, It's High-Time
to Install Your Profit Making*

Sherer Sanitary Grocery Counter

**By the
Pound**

It is easy
for any
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pay for a
**Sherer
Counter**
Every
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should
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or two.
Start today
—write us
for terms.

**DO IT
NOW!**



Patented in Canada

SUMMER brings its clouds of dust and swarms of flies—the dust settling on fixtures and food—the flies swarming on every particle of exposed food—a buzzing, loathsome menace to health and to your *business* as well. Good customers soon leave the fly-infested store.

Fortunate then, is the store that has a Sherer Sanitary Counter—to keep merchandise safe from dirt, from filthy flies and other pests.

Your trade will be first to appreciate the *safety* of buying from a Sherer Sanitary Food Container.

“MADE IN CANADA”

Sherer-Gillett Co.

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Please send us your new
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Substantial Profits

—are made through satisfying the purchaser, with a product, possessing such high quality as to warrant its continuous use for a particular purpose.

Make your next order Brodie's.

Brodie & Harvie, Limited
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A well known Trade-Mark

“Sweetheart Brand”

We pack a number of different lines under this trade-mark — spices, mustard, orangeade, etc., and last but not least two special lines that are leaders in their field.

Sweetheart Peanut Butter

Made from the sweetheart of the nuts

Sweetheart Coffee

Canada's finest—the final choice

The success of your employer, Mr. Clerk is of first importance to you, your position and responsibility will grow with his business. Feature and sell dependable goods that carry a **real profit**—the line that pays is the one that repeats.

And “Sweetheart Brand” products do repeat !

Made in Canada—Better Still—Made in Ontario

BEST OF ALL—MADE BY CANADIANS

I.X.L. Spice & Coffee Mills, Limited

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LABOR SAVERS
—as good as a maid

HOUSEWIVES everywhere in Canada depend on Imperial Parowax, Imperial Household Lubricant, and Imperial Ioco Liquid Gloss to save them time and work in their daily household duties.

In dozens of ways these Imperial products serve the housewife's needs and save her time. Are you getting your share of the business?

Mention Imperial Parowax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant occasionally in your newspaper and dodger advertising and occasionally make a window or counter display. Do so and you will note a healthy increase in business and **profits**.

Check up your stock to-day.

IMPERIAL OIL LIMITED
Power · Heat · Light · Lubrication
Branches in all Cities

Sales Increase Every Day

This is the report of T. N. Brown, of Collingwood, Ontario, who finds it profitable to feature Lanka in this original way.

He simply displays Lanka Tea in his window accompanied by the following snappy little display card:

*"Get Lanka from the pot,
It's mighty good when hot"*

This display, with a personal recommendation to tea buyers, moves the goods. Lanka quality does the rest—it's a sure repeater.

Try a Lanka window display of your own—do a little pushing. It's money in your pocket and prestige for your store to help introduce your customers to this superb Ceylon hill-garden tea—best value the world produces.

WM. BRAID & CO.

Vancouver, Canada

*Packers of the Famous Braid's
Best Tea and Coffee*

Agents for Ontario

S. H. MOORE & COMPANY, Toronto



**Handsomest Package
Finest Tea**

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

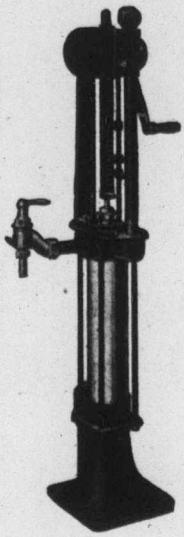
G. Washington's
COFFEE

ORIGINATED BY MR. WASHINGTON IN 1909

Distributed by Grocers Specialty Company

169 William Street, Montreal





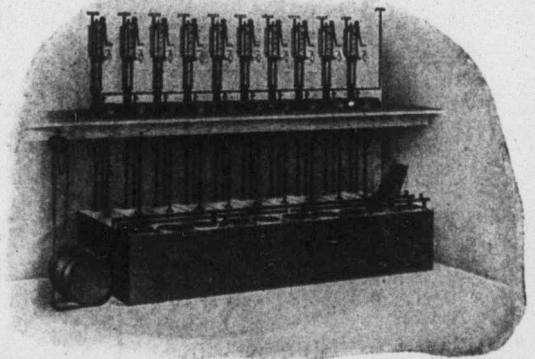
BOWSER

Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.



S. F. Bowser Company, Limited
66-68 Fraser Ave. - Toronto, Canada

Branch Offices
in all Centers

Representatives
Everywhere

KING GEORGE'S

NAVY

CHEWING TOBACCO

keeps the men coming back

Right there is the big advantage of selling King George's Navy regularly. It's a "repeater"—a daily "repeater" that keeps the cash register ringing merrily and builds up better business.

Get a supply of King George's Navy from your wholesaler. Show it in your store. Let the men know you are selling it and it will sell — good and strong.



Rock City Tobacco Co., Ltd.

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 3 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates—Three cents per word first insertion, 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

“No Sales Effort— Just Take the Order!”

that's what it means to handle

A Brand That Sells on Merit



**Makes all
the difference
—Worth the difference**

BY APPOINTMENT.

All Worcestershire Sauce is not LEA & PERRINS', but LEA & PERRINS' is the only *original* Worcestershire Sauce. Produced 80 years ago—it at once set a mark for quality, goodness and piquant flavor that countless imitators cannot duplicate.

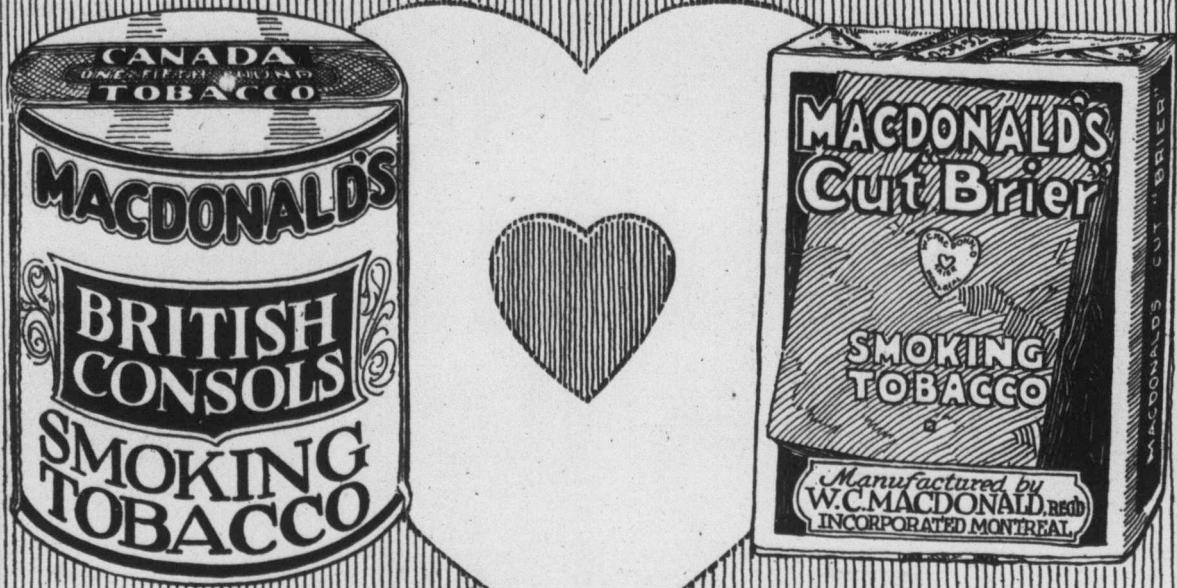
Lea & Perrins

YOU run no risk if you deliver Lea & Perrins' in place of an inferior line—but you'd be taking tremendous chances if you sent "something else" in place of Lea & Perrins'. Lea & Perrins' makes new converts every day—and holds the old ones.

Lea & Perrins

The ORIGINAL
Worcestershire Sauce

HAROLD SEDDON
137 McGill Street | MONTREAL Special Agent



Still further Possibilities— in our Cut Smoking

Everybody who appreciates quality wants Macdonald's Tobacco, but in the past some people have expressed a wish for their favorite Brand in Cut Form.

Our two new packages hold great possibilities for the Retailer of "Cut Brier" and "British Consols."

Plug Smoking

BRIER
INDEX
BRITISH CONSOLS

Plug Chewing

PRINCE OF WALES
CROWN
BLACK ROD (TWIST)
NAPOLEON

Cut Smoking

Cut Brier & British Consols.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. McKenzie
& Co., Limited, Winnipeg.
British Columbia—George A. Stone.

Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. Macdonald Regd.

INCORPORATED

Montreal

A Satisfaction to the Palate

Marsh's Grape Juice will appeal to those who prefer an appetizing thirst quenching grape drink.

Made from Concord Grapes, it is pure and delicious. A display on your counter will be a reminder to your customers and also profit for yourself.

The Marsh Grape Juice Company
 NIAGARA FALLS, ONT.

Agent:
The MacLaren Imperial Cheese Co., Limited
 Toronto, Ont.



COSGRAVE'S PURE Malt Vinegar



Recommend Cosgrave's when your customers want the highest quality in malt vinegar.

Cosgrave's has the purity, strength and flavor that will give them the greatest satisfaction.

Sold in sealed bottles, the full strength is retained. It is also easier, cleaner and more profitable for you to handle.

Well advertised as being sold by all good grocers at standard prices, 25c and 15c per bottle.

Ask your Jobber for Cosgrave's.

Toronto Vinegar Works
 Toronto

The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.



Your jobber can supply you

NORCANNERS, LIMITED
 STAVANGER, NORWAY

American Headquarters:
 105 Hudson Street, New York

Canadian Agents:
 A. S. May & Co.
 Toronto

Donald H. Bain Co.
 Winnipeg

C. B. Hart Reg.
 Montreal



A New Lemon Pie Filler

Enough in each can to make 4 delicious pies.

A splendid seller showing a good profit.

Agents wanted in all parts of Canada

Mellow Products Co., "Regd"
 146 Garnier 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.

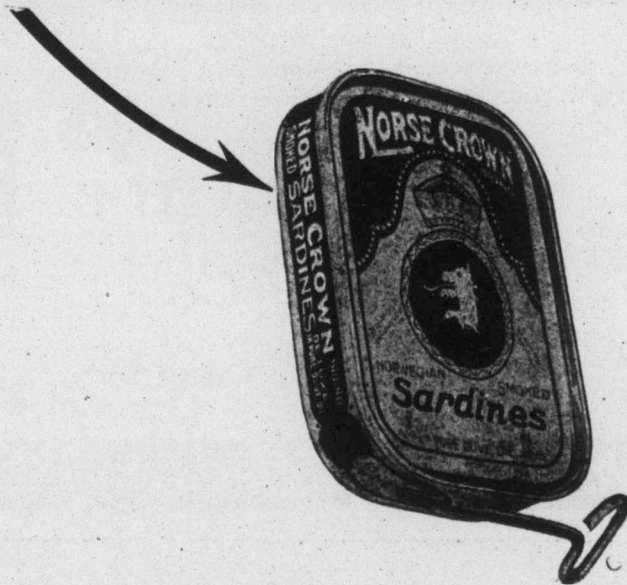
Order from your
 Wholesaler

1598 Delorimier Ave.
 Montreal



“Norse Crown”

This is a trade mark that every clerk and merchant can absolutely depend upon. When your customers ask for a good sardine, remember, “*Quality Will Tell.*” Sell them—



“Norse Crown” Guarantee:

1. Only the very choicest fish are packed, each fish is in perfect condition.
2. The oil is the finest olive oil obtainable.
3. Tins are of guaranteed quality and non-soldered.
4. The canning and preparation are as near perfection as care and cleanliness can make them.

We are working on the principle:—

QUALITY WILL TELL”

The Oversea Export & Import Co., Ltd.
NORWAY

Sole Agents for Canada and Newfoundland

Stewart Menzies & Co.
32 Front St. W. - Toronto

The Largest Sale of any Medicine in the World

Your Customer Knows

Over half a century of steady publicity has given Beecham's Pills the prominent place in the family medicine chest in millions of homes. They give prompt relief from Constipation, Indigestion, Kidney and Liver troubles; purify the blood, brighten the eye and clear the complexion.

When your customer knows what she wants, it's easy for you—and you know that the quicker the turnover, the larger the profits.

Beecham's Pills are a more interesting proposition for the dealer to-day than ever before! Do your part—look at your stock right now—be sure to carry a plentiful supply at all times.

Beecham's Pills

Harold F. Ritchie & Co., Ltd.

Sole Agents

Toronto - Ontario - Canada

The Largest Advertised of any Medicine in the World

Sells Quick! Why?



*Put Gold Dust packages
where your customers can
see them.*

We have sold women on Gold Dust. All you need to do now is to give it a prominent place on your shelves and complete the sale.

It pays to sell this "Made in Canada" product with its quick turnover and good margin of profit.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL



Whittemore's
Shoe Polishes
 Are Superior

Preserve the Leather
 Give a More Lasting Shine
 Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par



Whittemore Bros. Corp., Boston, Mass., U.S.A

WHITTALL CANS

for

Meats
Syrup

Vegetables
Fish **Paint**

Milk
Etc.

PACKERS' CANS

Open Top Sanitary Cans
 and

Standard Packer Cans
 with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office:
 202 Royal Bank Bldg.
TORONTO
 G. A. Willis, Sales Mgr.
 Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
 806 Lindsay Bldg.
WINNIPEG
 Repr.: A. E. Hanna



A Small Investment Brings Good Profit MAPLEINE

yields a good profit and the investment is small.

Tell the housewife Mapleine gives delicious maple taste to desserts and syrup and the sale is made.

Advertised in leading national magazines. Your customers are referred to you.

Can you supply them?

Order now of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg
M-578

S & M

The Cream of Chocolates

Hand Dipped. Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand

The most delicious European Confections
Packed in wooden 10 lbs. boxes

WRITE US FOR PRICES

Sole Canadian Distributors

Dominion Sales Company

Southam Bldg.

Montreal, P.Q.

C. T. NELSON
Victoria, B.C.

Our Agents:
E. U. GIBSON
Winnipeg, Man.

GAETZ & CO.
Halifax, N. S.

All foreign and domestic
fruits, also fresh Georgian
Bay trout.

LEMON BROS.

OWEN SOUND - - - ONTARIO



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation
for Cleaning and Polishing Cut-
tery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and
Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:

**F. Manley, 42 Sylvester-Wilson Bldg.,
Winnipeg**
**Sankey & Mason, 839 Beatty Street,
Vancouver.**



Junket Powder NESNAH

Is a delicious summer dessert that is both
economical and easily prepared. Nesnah
comes in four flavors in attractive cartons
and retails at 15c with an excellent profit.

Junket

MADE with MILK

Another well-known and tempting dessert
that comes in tablet form (10 tablets to the
package) and retails at 15c. Junket is
highly nutritious and wholesome and its
wide variety of uses makes it an active seller.

Chr. Hansen's Canadian Laboratory Toronto, Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS and CO.
32 FRONT STREET WEST, TORONTO



Ludella

This splendid tea is climbing ahead in popularity.

There are many reasons for this. Take the main one, for instance Ludella Blue Label is as good quality as other package teas which sell at ten cents higher in price.

The Blue Label is the line that we make our special drive on, and you who have not taken an interest in it are missing an opportunity of putting before your customers a tea which, although at a reasonable price, is everything that can be desired in quality.

Send us a trial order and put our statements to the test.

	Cost	Sells
Ludella Tea Blue Label ½'s and 1's	50	60

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

White Swan Mustard



"It has the Nip"

Summertime is Mustard time

Keep this popular Canadian-made mustard well to the front in your warm weather displays. For picnics, dainty cold meat lunches, salads, etc., it is absolutely essential.

White Swan Mustard costs you less, Mr. Grocer, than any imported brand, and is a superior mustard. Glance over your stock to-day and let us send you a sample order of this rapid seller.

Attractively packaged in—
 1/4 pounds..... \$2.25
 1/2 pounds..... 4.00

**White Swan Spices & Cereals
 Limited**

Toronto - - - - - Canada

LILY WHITE CORN SYRUP
 2-lb. tins, 2 doz. in case.....\$6 80
 5-lb. tins, 1 doz. in case..... 7 75
 10-lb. tins, 1/2 doz. in case.... 7 45
 20-lb. tins, 1/4 doz. in case... 7 40
 (Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs..... 0 09
 Half barrels, about 350 lbs. 0 09 1/2

CROWN BRAND CORN SYRUP
 2-lb. tins, 2 doz. in case..... 6 20
 5-lb. tins, 1 doz. in case..... 7 15
 10-lb. tins, 1/2 doz. in case... 6 85
 20-lb. tins, 1/4 doz. in case.... 7 60
 (5, 10, and 20-lb. tins have wire handles.)

GELATINE
 Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 80

INFANTS' FOOD
MAGOR, SON & CO., LTD.
 Robinson's Patent Barley— Doz.
 1-lb.
 1/2-lb.
 Robinson's Patent Groats—
 1-lb.
 1/2-lb.

BLUE
 Keen's Oxford, per lb. 0 27
 In cases, 12 12-lb. bxs. to case 0 27

NUGGET POLISHES
 Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each\$1.25
 Doz.

White Cleaner (liquid).....\$2.00
 Card Outfits—Black, Tan, Toney Red, Dark Brown 4.50
 Metal Outfits—Black, Tan, Toney Red, Dark Brown.... 5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited
EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20
 Bobs, 12s 1 13
 Currency, 12s 1 13
 Stag Bar, 9s, boxes, 6 lb. 1 06
 Pay Roll, thick bars 1 30
 Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 26
 Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 26
 Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 30
 Forest and Str., tins, 9s, 2-lb. cartons 1 44
 Forest and Stream, 1/4s, 1/2s, and 1-lb. tins 1 50
 Master Workman, 2 lbs. 1 25
 Master Workman, 4 lbs. 1 25
 Derby, 9s, 4-lb. boxes 1 30
 Old Virginia, 12s 1 70
 Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

THE COWAN CO., LTD.
 Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA
 Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....\$6 26
 Perfection, 1/4-lb. tins, doz... 1 70
 Perfection, 1/2-lb. tins, doz.... 3 25
 Perfection, 10s size, doz..... 1 25
 Perfection, 5-lb. tins, per lb. 0 45
 Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 50
 Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30

UNSWEETENED CHOCOLATE
 Supreme Chocolate, 12-lb. boxes, per lb. 0 47
 Supreme Chocolate, 10c size, 2 doz. in box, per box 2 35
 Perfection Chocolate, 10c size, 2 doz. in box, per box 2 00

SWEET CHOCOLATE
 Per lb.
 Eagle Chocolate, 1/4s, 6-lb. boxes 0 35
 Eagle Chocolate, 1/2s, 6-lb. boxes, 25 boxes in case.... 0 35
 Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 35
 Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 35
 Diamond Crown Chocolate, 25 cakes in box 1 30

CHOCOLATE CONFECTIONS
 Maple Buds, 5-lb. boxes, 30 boxes in case, per lb..... \$0 49
 Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.... 0 49

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 49
 Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 49
 Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
 Milk Croquettes, 5-lb. boxes, No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
 Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.... 0 46
 Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.... 0 46
 No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 46
 No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.... 0 46
 No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.... 0 42
 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 46
 Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.... 0 60
 Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.... 0 60

NUT MILK CHOCOLATE, ETC.
 Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
 Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
 Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47
 Nut Milk Chocolates, 6s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box 2 46
 Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.... 0 47
 Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
 Milk Chocolate Slabs, with Assorted Nuts, per lb.... 0 47
 Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS
 Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz..... \$6 25
 Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz..... 3 35
 Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz..... 6 21
 Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz..... 3 35
 Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz..... 4 50
 Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 50
 Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box 2 05
 Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box 2 06
 Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box 2 06
 Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
 20-1c Milk Chocolate Sticks, 60 boxes in case 0 80

W. K. KELLOGG CEREAL CO.,
 Battle Creek, Mich.
 Toronto, Canada.
 Kellogg's Toasted Corn Flakes, Waxtite 4 15
 Kellogg's Toasted Corn Flakes, Ind. 2 00
 Kellogg's Dominion Corn Flakes 4 15
 Kellogg's Dominion Corn Flakes, Indiv. 2 00
 Kellogg's Shredded Krumbles, Ind. 2 00
 Kellogg's Shredded Krumbles, Ind. 2 25
 Kellogg's Krumbled Bran, Ind. 2 00

BRODIE & HARVIES, LTD.,
 14 Bleury St., Montreal
 XXX Self-Raising Flour, 6 lbs. packages, doz. \$6 20
 Do., 3 lbs. 3 15
 Superb Self-Raising Flour, 6 lb. 6 00
 Do., 3 lbs. 3 05
 Crescent Self-Raising Flour, 6 lb. 6 10
 Do., 3 lb. 3 10
 Perfection Rolled Oats (55 oz) 3.00
 Brodie's Self-Raising Pansake Flour, 1 1/2 lb. pack., doz... 1 50
 Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg., doz... 1.50

CALIFORNIA FRUITS

Peaches Plums Apricots

Cantaloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

The good keepers for summer use—Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son

Guelph Established 1861 Ontario

Fruit Market Open

Market Opened Monday Last

All Ready for the Summer Business

Main 6243

LONG DISTANCE CALLS

STRAWBERRIES In heavy supply

TOMATOES

CUCUMBERS

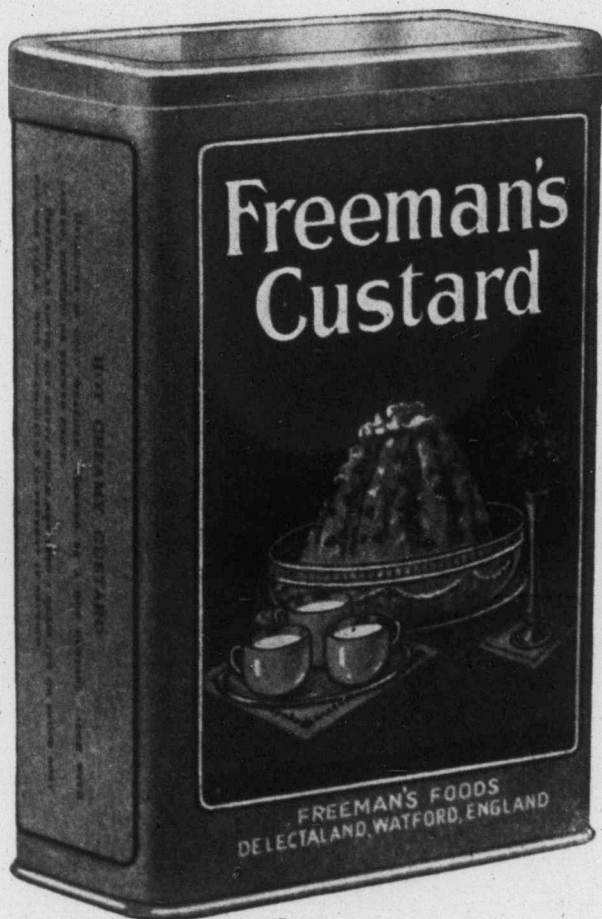
WATERMELONS

CANTALOPES

CALIFORNIA FRUIT

WHITE & CO., LTD.

TORONTO



Vinegar

and

Syrup

Pumps

Walter Woods & Co.

Hamilton and Winnipeg

Rose's Lime Juice

A Fine
Warm Weather
Line ---



You can get behind "Rose's" Lime Juice with all the enthusiasm you are capable of. It's a winner from the word go.

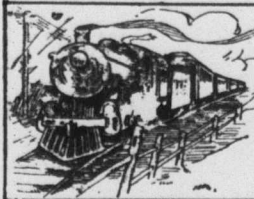
People who buy it once will buy it again. Its delicious flavor and thirst-quenching properties win approval from hard-to-please people.

And you'll ring up a profit on every Rose's Lime Juice sale that makes a continued selling effort worth while.

Holbrooks, Ltd.
Sole Agents for Canada
TORONTO & VANCOUVER

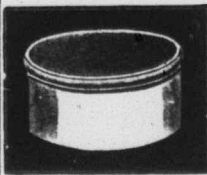
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BUYERS' MARKET GUIDE

Latest Editorial Market News



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as Food Protectors are needed in every home. Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

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

60-62 JARVIS ST.

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GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

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Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,
Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE

CHARLES MUELLER COMPANY

Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo

Ontario

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

STORAGE TANKS FOR MOLASSES

For some time there has been difficulty in securing sufficient supplies of molasses in Montreal. The Pure Cane Molasses Company, Limited, 118 St. Paul Street West, Montreal has built two large tanks on Notre Dame Street, East, each of which will hold 400,000 gallons of molasses. It is their intention to run tank vessels direct to Montreal and fill these tanks with molasses for consumption here and for distribution to the inland cities. This will be of great advantage to the Canadian trade in molasses as it will do away with the handling of small barrel lots which has, in some cases, caused serious loss in supplies on account of poor handling. The vessels carrying the supply to Montreal will be owned and run by this company.



CLIMAX PAPER BALERS

ALL STEEL-FRAME
"Turns Waste into Profit"
12 SIZES

Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

These one-inch spaces
only \$2.20 per insertion
if used each issue in the
year.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.

LONDON, ONT.

Phone 1577

FOR THE FINEST... BUY AN R.M. ASK FOR SAMPLES & PRICES

RECOGNIZED AS THE STANDARD MAKE

FOR LIGHTING SYSTEMS FOR HANGING LAMPS AND LANTERNS

R.M. Moore & Co. L^{td}. VANCOUVER B.C.

PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

- Ice Cream Cartons, Parafined.
- Butter Cartons, Parafined.
- Egg Cartons; Special Egg Fillers.
- Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mince-meat, etc.

SAY YOU SAW IT IN CANADIAN

GROCER, IT WILL

IDENTIFY YOU

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

The TRENT MFG. CO., LTD.
TRENTON - - - ONTARIO

TANGLEFOOT

The Non-Poisonous Fly Destroyer

The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baits and poisoned flies dropping into foods or drinks.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added 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.

FOR SALE

GROCERY FOR SALE — EXTRAORDINARY good small business in one of best towns west of London. Investigate promptly. Box 170, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—OLD ESTABLISHED GROCERY. Good trade, good pay, expenses light, good factory town. \$3,200 cash will finance. Good reason for selling. Has always been profitable business. Box 166, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE—GENERAL STORE BUSINESS AT Bruce Mines. Stock about \$15,000. Good business, one that has been a money maker. Ill health reason for selling. Will sell property at assessment values, which is about one-third property cost. Business can be bought at a big advantage as stock was well bought. For further information apply to Box 98, Bruce Mines, Ont.

EXCEPTIONAL OPPORTUNITY TO PURCHASE first-class grocery and confectionery business, doing over \$1,500 weekly. Corner store in good location. Will lease or sell buildings. Apply Owner, Box 160, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—BUTCHER AND GROCERY BUSINESS in Toronto, \$5,000. Turnover \$65,000. Stock about \$3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—TWO 10 FT. LONG, 3 FT. WIDE, 8-drawer, solid oak dry goods counters; one 10' x 3' 12-drawer solid oak dry goods counter; one 12 ft. "Walker" bin grocery counter (solid oak); one 12-ft. grocery counter (solid oak); one pr. Dayton Computing scales; one pr. small platform scales; one pr. large platform scales; two fancy biscuit display cases; one National Cabinet Cash Register, 6 cash drawers, 3 record drawers, 1 locker; 1 large safe, 5' x 38" x 30"; one refrigerator, 5½' x 42" x 26"; one ribbon display case, 3 sections (18 racks); one (new) J. H. Deer electric coffee mill, medium size; miscellaneous window fixtures, etc. F. E. Hibbert, Fort Francis, Ont.

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.

POSITIONS WANTED

POSITION AS TRAVELLING SALESMAN BY young married man who has had excellent experience in grocery lines, or would consider management of retail grocery. Box 172, Canadian Grocer, 153 University Ave., Toronto, Ont.

MARGARINE EXPERT—WITH 25 YEARS' experience in leading factories in European plants, and able to take entire charge of production, desires connection. Excellent references. Only a first-class situation will be considered. Box 164, Canadian Grocer, 143 University Ave., Toronto, Canada.

SITUATIONS VACANT

WANTED — GOOD CLERK IN GENERAL store; country; small town; single man if possible. Write M. Danef, Grant, Ont., C.G.R.

AGENCIES WANTED

COMMISSION AGENT RESIDENT IN ST. John could handle another line in New Brunswick. Box 168, Canadian Grocer, 153 University Ave., Toronto.

WANTED

WANTED—A PARTNER FOR A GENERAL store business. A good live single man, with about \$1,000 to invest. Can show books with all records of the business. All replies treated confidentially. Box 174, Canadian Grocer, 153 University Ave., Toronto, Ont.

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISER

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie. (Montreal). Que.

Artic Ice Blankets

Reduce Ice Bills by Saving Ice

Made of pure vegetable fibre parchment, will not dissolve when wet. One blanket is large enough for a good sized cake of ice and will last about three months.

GROCERS FIND A BIG DEMAND FOR THEM. RETAIL PRICE, 10 CENTS EACH.

WHOLESALE PRICE, 90c DOZEN; \$10.00 GROSS.

FOR SALE BY

PARKE & PARKE, LIMITED
Macnab St. & Market Sq.
HAMILTON, ONT.

What's Wanted

Almost every week you want something which you could quite easily secure by advertising in Canadian Grocer.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.



RID-OF-RATS
Warm Weather is the Breeding
Time for Rats
and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. \$1.00 per lb. in bulk.

BERG & BEARD MFG. CO., Inc.
100 Emerson Place, Brooklyn, N.Y.

Selling Shortening In Hot Weather

IN BUYING shortening for summer use, the product your customers want is the one which will give them the same satisfaction as it does in cool weather.



Swift's Cotosuet Shortening

is consistent in quality the year round. Its velvety texture mixes evenly and its shortening qualities are not affected by heat or cold.



During the hot weather the housewife prefers to buy products put up in convenient packages. Swift's Cotosuet Shortening is packed in convenient, sanitary tin pails, of various sizes, to meet every demand.



Your customers may not know that Swift's Cotosuet Shortening is ideal for all frying purposes—particularly in preparing light summer foods. It is pleasant to use, as it fries without burning or smoking and without taste or odor.

Tell your customers these points. It will mean steady repeat business for you.

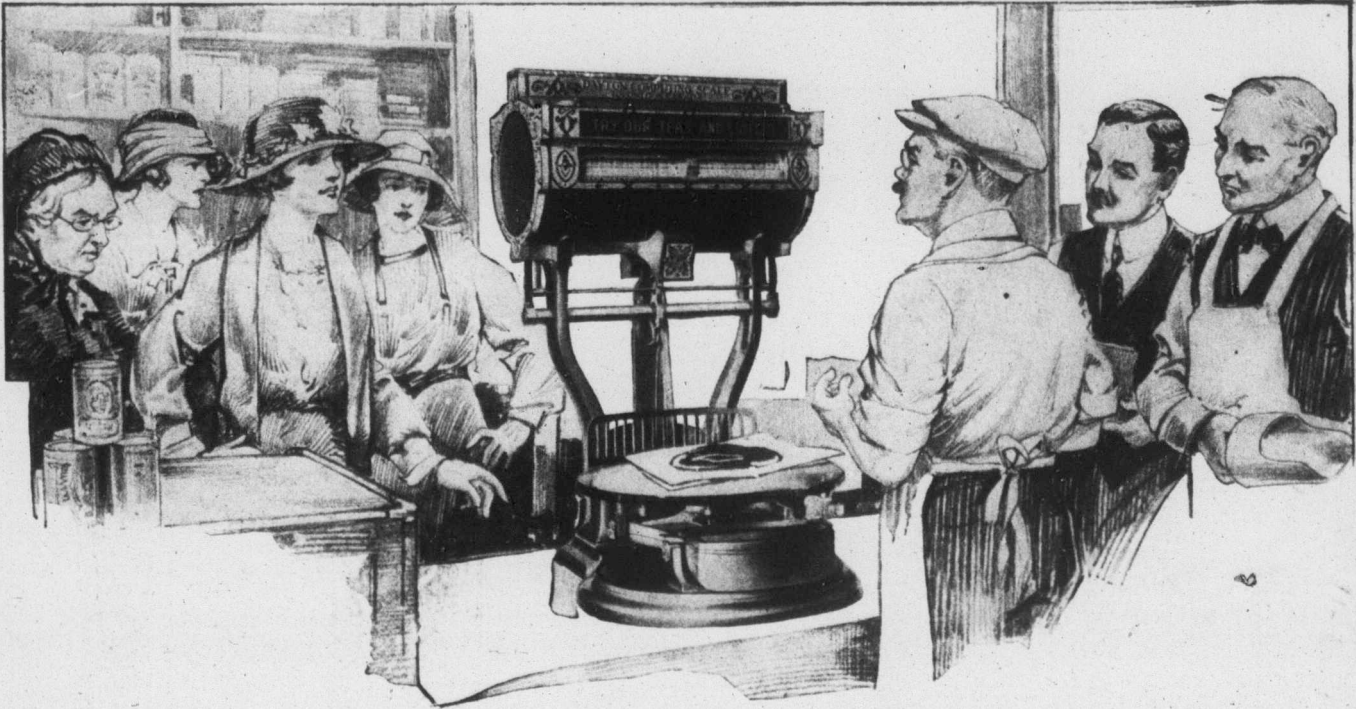
Swift Canadian Co.

Limited

Toronto

Winnipeg

Edmonton



RUSH HOUR AND TWO WAITING LINES

Can you afford, Mr. Grocer, to be without

THAT OTHER DAYTON?

Such tie-ups in your business are deadly. You are at liberty to waste the time of your clerks, if you will, but customers demand prompt service. They will not wait. Get that other Dayton NOW.

The Dayton Automatic is the highest-priced scale on earth because it is the best.

If It's a Dayton, It's Right.

MADE IN CANADA

International Business Machines Co. Limited

F. E. MUTTON, Vice-President and General Manager

Head Office: 300 Campbell Avenue, Toronto

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415½ Yonge St. TORONTO, ONT.	175 James St. N. HAMILTON, ONT.	44 Lincoln Rd. WALKERVILLE, ONT.	227 McDermott Ave. WINNIPEG, MAN.
254 3rd Ave. S. SASKATOON, SASK.	127 6th Ave. CALGARY, ALTA.	10118 102nd Ave. EDMONTON, ALTA.	110 Water St. VANCOUVER, B.C.

Also manufacturers of International Time Recorders and Hollerith Electric Tabulators