

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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No. 27

Brunswick Brand Sea Foods



¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

ideal summer lines

Feature Brunswick Brand wholesome Fish Foods in your summer displays and suggest their convenience to your customers in preparing dainty and appetizing warm weather dishes which do not require cooking.

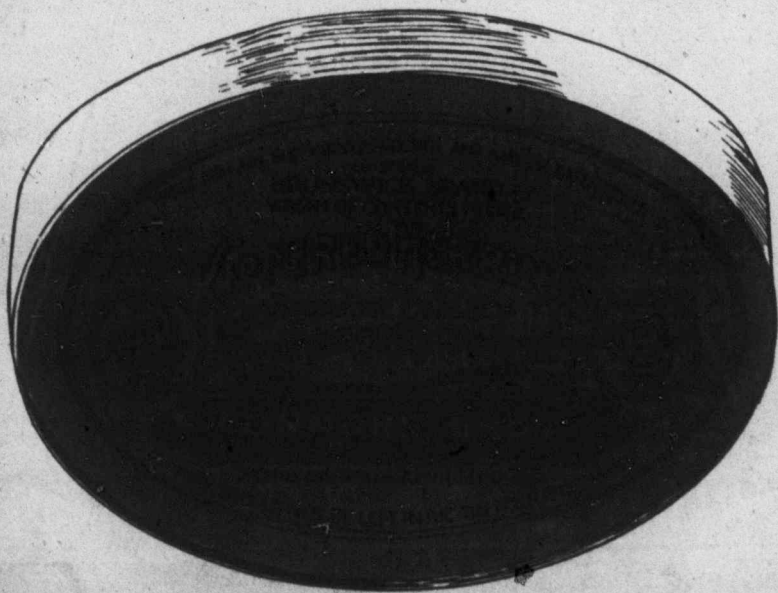
Place a full line of **BRUNSWICK BRAND SEA PRODUCTS** on your counter and shelves. You'll get the business.

**Connors Brothers
Limited**

BLACK'S HARBOR, N.B.

Winnipeg Representative :

Chas. Duncan & Son, Winnipeg, Man.





Do You Know

O-Cedar?
Polish

Not O-Cedar furniture Polish. Not O-Cedar floor Polish. But O-Cedar Polish?

Do your customers know the many ways O-Cedar Polish may be used?

Many folks are under the impression that O-Cedar Polish is only a wonderful furniture Polish. That is a mistake.

Get them to try it on their cars. What a surprise! O-Cedar polishes a car just as beautifully as it puts a gleaming surface on the baby grand piano, leaving a clean, hard surface that does not easily collect dust.

Other customers may not have tried it on their floors—suggest a trial—and incidentally show them the O-Cedar Polish Mop with the long handle. It saves stooping or reaching for high spots or low places.

Many a housewife will welcome these suggestions and thank you with real cash sales—then come back time and again for more O-Cedar, as she finds additional uses for it around the house.

“Suggestion” is a small word, but large profits are hidden in every letter of it.

Channell Chemical Co., Limited
TORONTO

CLARK'S PREPARED FOODS

Corned Beef

Roast Beef

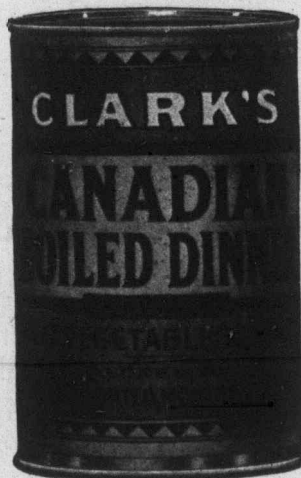
English Brawn

Irish Stew

Ox Tongue

Lunch Tongue

Tongue, Ham and Veal,



Pork and Beans
Soups (13 kinds)

Potted Meats
Cambridge Sausage

Veal Loaf

Beef Loaf

Canadian Boiled Dinner,

Sliced Smoked Beef,

Tomato Ketchup, Peanut Butter, Table Syrup,

Spaghetti with Tomato Sauce and Cheese,

And other good things.

Each sale of CLARK'S means a satisfied Customer and satisfied Customers mean successful business.

W. CLARK LIMITED, MONTREAL



Just Say
“Borden’s”

How very often, Mr. Grocer, a customer merely asks you for milk products in a general way. Do you fully realize the importance of filling such orders with a brand of goods that will do credit to your judgment and reflect prestige on the quality of your merchandise in general?

You do this when you fill all such orders from the Borden group of Milk Products. Because there never is a doubt as to the goodness of Borden's. Moreover, every housewife has heard of Borden Milk Products and whether she specifically asks for them or not, the word “Borden's” will always bring an accepting nod.

Do you need new stocks?

The
Borden
 Co., Limited, Montreal



TO THE CANADIAN COFFEE INTERESTS

*We aim to give you full 100%
efficiency and service*

We are now preparing to obtain a large volume of the Canadian business in 1920 and the morale of our Santos organization will back every one of our efforts.

WE WISH TO START RIGHT. WE WISH TO MAKE RELIABLE SHIPMENTS!

WE WISH TO GAIN THE FAITH AND CONFIDENCE OF THE CANADIAN PEOPLE.

To warrant the uniformity of quality of coffee used in your mills, we suggest that you kindly mail us, with as little delay as possible, the types of any special coffee you are using, so that we in turn can forward them to our Brazilian House as types which you are using, and to which we may refer when shipments are made to you.

In other words, whenever you make us offers, same will be understood—**IN ALL INSTANCES**—to be as nearly as possible equal to your regular Santos types.

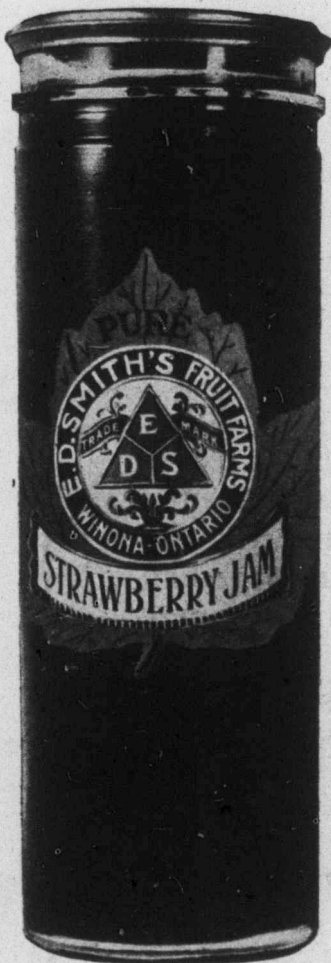
J. ARON & COMPANY, Inc.
NEW YORK

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

NICHOLSON-RANKIN, LTD., Edmonton, Alta.	ALEX. F. TYTLER, London, Ont.	HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
NICHOLSON-RANKIN, LTD., Winnipeg, Man.	LIND BROKERAGE CO. LTD., Toronto, Ont.	DASTOUS & CO., REG., Sherbrooke, Que.
NICHOLSON-RANKIN, LTD., Calgary, Alberta	J. T. PRICE & CO., Hamilton, Ont.	SCHOFIELD & BEER, St. John, N.B.
NICHOLSON-RANKIN, LTD., Saskatoon.	JAMES KYD, Ottawa, Ont.	O. N. MANN, Sydney, N.S.
NICHOLSON-RANKIN, LTD., Regina.	HENRY M. WYLIE, Halifax, N.S.	A. T. CLEGHORN, Vancouver, B.C.

1920 Pack

"E.D.S." Strawberry Jam



This season's pack of E. D. S. "100% Pure" Strawberry Jam is now ready for delivery.

It is needless to tell you that it is made from the finest, selected, full-ripened strawberries and pure cane sugar; that it is smoother, richer and better flavored than most jams, *because the E. D. S. high standard of quality never changes from one year's end to the other.*



E. D. Smith & Sons, Limited

WINONA, ONTARIO

AGENTS:

Newton A. Hill, Toronto
W. H. Dunn, Ltd., Montreal

Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.

Donald H. Bain Co., Edmonton, Alta.

Sell Out Your Orange and Lemon Stocks —Every Week

A Plan That Nets 348% on Capital Invested in Oranges and Lemons

SCORES of successful merchants — small and large — have found a simple, easy way to make 348% per year on their capital invested in oranges and lemons. Merchants who hear about this plan try it. They quickly find that it works for them. Now they too are sharing in the other merchant's success. You can do the same.

They first determine the maximum quantity of oranges and lemons they can sell each week. Then they buy only the quantity they can *sell out clean* in six working days.

Then they work on a margin of 25% on sales, or 33⅓% on the invoice cost.

They figure their operating expense at 16⅔% on sales, and add 3⅓% for shrinkage, even though the shrinkage is reduced to practically nothing when the goods are turned 52 times a year!

This allows them 5% absolute net profit on sales every week. But 5% net on sales every week on a weekly turnover basis is more than 348% on their invested capital.

Their fruit is always fresh, always profitable, always "good advertising." They have turn-overs, not left-overs.

The Magic of Display

These successful merchants have found an easy, quick way to develop a more rapid turnover. They display these fruits prominently in their windows and inside the stores.

They take full advantage of the colors

Nature has given these fruits. They make the display so attractive that people cannot resist their appeal.

They also enlist the aid of the highly colored display material we supply FREE to retailers who ask for it.



Mail this coupon for a new, interesting booklet about fruit displays — we include also our "Display Material Option List" which permits the selection of attractive cards and other modern, effective selling helps. Send for it now, while you think of it.

California Fruit Growers Exchange

A NON-PROFIT, CO-OPERATIVE
ORGANIZATION OF 10,000 GROWERS

Dealer Service Department
Los Angeles, California

California
Fruit Growers
Exchange
Dealer Service Dept.

Los Angeles, California.

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name

Street

City

Province

Stuart's Pure Jams



**THE NEW 1920 Pack
IS now ready for delivery**

Now is the time to place your order for this season's pack of *Stuart's Pure Strawberry Jam*.

Stuart's is recommended by many of the best Canadian grocery stores because it is *real good* jam.

Place your order to-day and be sure you order sufficient to cover your requirements.



STUART LIMITED

SARNIA, ONT.

Kellogg's Toasted Corn Flakes always come in

WAXTITE

You never will be disappointed if you insist on the genuine Kellogg's WAXTITE package, for then you get those crisp, appetizing, richly-flavored Kellogg's Toasted Corn Flakes, packed fresh from our great ovens in Toronto.

Your grocer has all the Kellogg WAXTITE products for you—Kellogg's Toasted Corn Flakes; Kellogg's Krumbles—the all-wheat food, ready to eat; and Kellogg's Krumbled Bran—the new cereal bran food that overcomes constipation and helps you to keep in splendid health.

These most popular food products, made right here in CANADA come to you at their best, each package guaranteed by the signature of *H. K. Kellogg*



Always hand your customer the Waxtite wrapped package when Kellogg's Toasted Corn Flakes are asked for. It insures their getting Corn Flakes as fresh and crisp as when they left the oven. Pleased Customers and repeat orders will be the result.

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.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
 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.



**'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.

Sales Agents:

Vancouver Winnipeg St. John's, Nfld. Halifax N.S.
 David Brown F. Manley Bowring Bros. J.W. Gorham
 167 Cordova St. W. 42 Silvester-Willson Bldg. & Co. & Co.

**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.

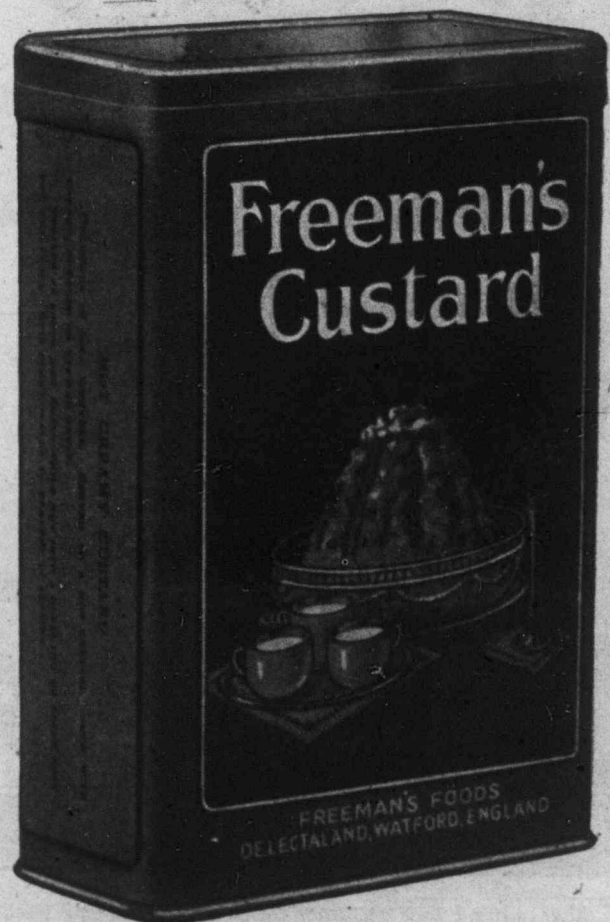
Quick Sellers are Profitable.

Gartons
CUSTARD

Sole Agents:

W. G. PATRICK & CO., Ltd.

Toronto Montreal



Tie up your small packets and boxes neatly and watch your sales increase

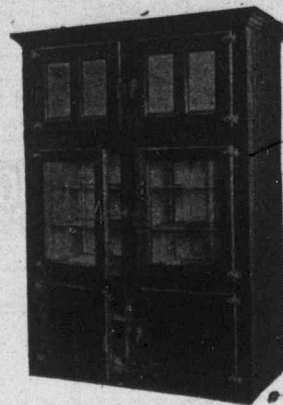
Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock. Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
 Limited
 Fawley Mills, Tottenham Hale
 LONDON, N. 17.
 England

EUREKA

Any time from now on a Eureka refrigerator is a necessary part of your store equipment. You not only owe it to yourself, but to your patrons and customers, to keep your store smart and up-to-the-minute in appearance, and to keep your perishable articles — butter, cheese, milk, or green garden truck—under the strictest sanitation.



Customers like to see their grocer keeping his goods, clean, sanitary and fresh. And the best and most reliable way to do this so as to get the best results is to purchase a Eureka Refrigerator.

No matter what business you are in—florist, grocer or butcher—we have or can give you just what you need in the Refrigerator line.

Eureka Refrigerator Co., Limited
 Head Offices and Factories:
 Owen Sound, Ont.

**Y & S
 STICK LICORICE
 in 10c Cartons**



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

Made in Canada by

National Licorice Company
 MONTREAL

Catalogue and Price List on Application.

OCEAN BLUE
 In Squares and Bags

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

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

Order from Your Wholesaler

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

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

A Beautiful Label Proves Nothing—



But "Wallace's" on
a label means
everything

WALLACE FISHERIES LIMITED
VANCOUVER

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

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

ALWAYS
A
GOOD
SELLER

COSGRAVES PURE MALT VINEGAR

Clean, good, full-flavored vinegar gives the greatest satisfaction. Sell Cosgraves—bottled and sealed at the works to assure maintenance of quality unimpaired. Easier to sell and more profitable for you. Ask your jobber for Cosgraves.

SEALED BOTTLES
25c and 15c RETAIL
TORONTO VINEGAR
WORKS
TORONTO

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

Western Transfer & Storage, Ltd
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Manufacturers' Agent
HEAD OFFICE REGINA, SASK
Sales connections in all the cities of Canada and the United States.
If you desire your goods placed on the wholesale and retail market get in touch with Pritty.
A purely Western firm with 11 years' Western experience.

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

North West Trading Co., Ltd.
Importers of Australian
and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER




A Winnipeg Retailer Said:

When a salesman offers to take less money for another brand of Pilchards—I figure—"There's a reason."


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.

EVERY MORSEL EDIBLE AND DELICIOUS



**"Yes, 'Red Arrow',
I find them selling
splendidly and giving
good satisfaction."**

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



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfrs. Agent and Importer

Groceries and Chemicals

Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg**Geo. W. Griffiths & Co., Ltd.**

346 Princess Street

Winnipeg, Manitoba

*Selling Agents and Brokers*Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

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**A. M. Maclure & Co.**MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**Richardson Green, Limited**MANUFACTURERS' AGENTSCalling upon the Grocery, Hardware and
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

THE McLAY BROKERAGE COWHOLESALE 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

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.

Manufacturers and Shippers!

We offer the facilities of an
efficient and energetic
"chain" organization, long
established, with financial

stability and the necessary
experience and knowledge
to place your goods success-
fully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

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 Bannatync
WINNIPEG

Estab. 1899

G. A. WEST

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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DETAIL WORK

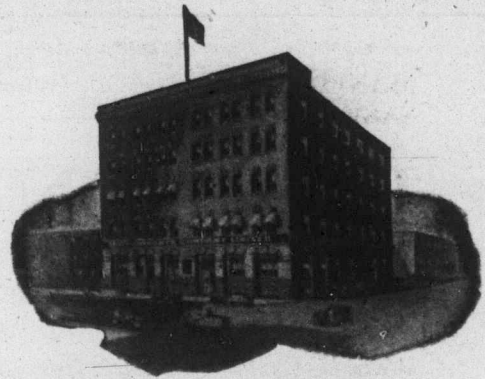
To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.,
149 Notre Dame Ave., E.
Winnipeg



The Home of the Scott-Bathgate Co., Ltd.

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

WHEN WRITING ADVERTISERS KINDLY
MENTION THIS PAPER

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 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

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

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO and OTTAWA

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

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS
and DRUG SPECIALTIES



32 Front
TORONTO

St. West
CANADA

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO U. S. Office: CHICAGO, ILL.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
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.

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL

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

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.
Our Agents:
C. T. NELSON E. U. GIBSON GAETZ & CO.
Victoria, B.C. Winnipeg, Man. Halifax, N. S.

**Sell Your Waste Paper,
Cardboard, etc.**



Serious shortage of
paper making mater-
ials. Very high prices
now.
Send for catalog of
"Climax" Steel
Balers
Made in 12 sizes.
Climax Baler Co.
HAMILTON, ONT.

Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

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

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.

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots
A. H. M. HAY
*General Produce & Lumbermen's
Supplies*
Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

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

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

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

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

"VETERINOL"
Fattening Tonic recommended by Veterinary Surgeons. Gives the Horse Good Appetite, Glossy Hair, Cures Indigestion and Strengthens the Back.
Splendid for Whole Systems and Kills Worms.
Horse Users Enquire About It.
Manufactured by
THE COMMERCIAL COMPANY LIMITED
MONTREAL
SHEELY-MOTT COMPANY
Sole Selling Agents
3 St. Nicholas Street 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.

GAETZ & CO.
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—will be necessary for you, we feel sure in offering BRODIE'S XXX Self-Raising Flour to your customers. Stock your window or counter with this excellent flour and mention "Brodie's" efficiency for making Pancakes, Muffins, Biscuits, etc. Its quality will bring good results.

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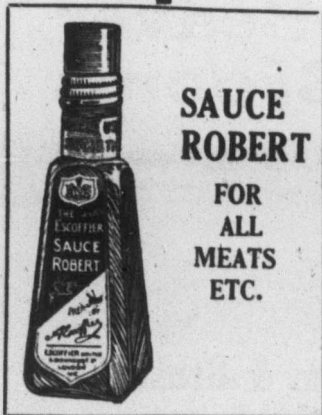


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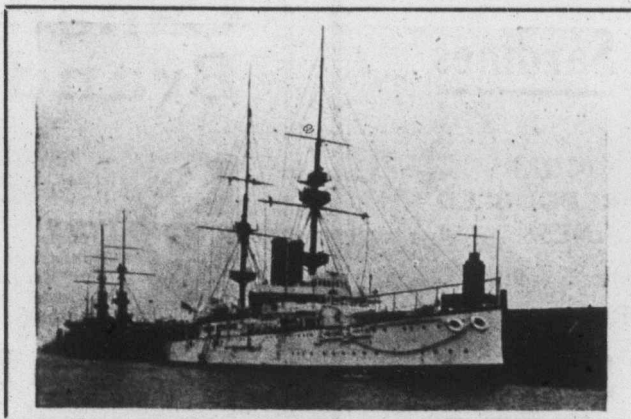
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STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

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Every grocery store will find it a profitable selling product. For money expended your customers will receive full value.

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Starch Co., Ltd., Port
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& Dwight, Ltd., Montreal;
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We can give you the same
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that has established these
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The Prairie Provinces, with their one and three-quarter million people, are one of the richest food markets in the Dominion.

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In the last two Victory Loans, the Prairie Provinces subscribed \$169,615,950.

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**makes an ideal
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When dairy milk sours in hot weather and company drops in unexpectedly "Klim" with its natural milk flavor meets the emergency.

Klim has an exceptionally strong Summer appeal because it will not sour. It remains fresh and sweet until the last particle is removed from the tin. For this reason, many of your customers will find it convenient to use the 10 pound family size tin.

Order from your Wholesaler to-day and be sure to include the three sizes in your order— $\frac{1}{2}$ pound, 1 pound, and 10 pound family size. You will be surprised how quickly Klim will sell this summer.

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NEW SEASON'S

STRAWBERRY

JAM

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There's quality here to win you the jam custom of people who are more than usually hard to please. You can place your order now with any of our agents.

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with Tea. For thirty years the flavour of Salada has attracted and held the public confidence in ever-growing volume. The fact that Salada is, to-day, the largest selling tea in Canada and the United States is due to the unique and consistent flavour that proves the sterling worth of the blend. To 'serve the public better' should be the motto of every modern grocer. The sales of Salada are evidence of the wisdom of this policy.



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a genuine Tonic for

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MONTREAL



The Publisher's Page

TORONTO

JULY 2, 1920

Improving Our Service

THE Directors of the Canadian Press Association decided last year that the MacLean Publishing Company was the largest and most important newspaper organization in Canada and must therefore pay the highest annual fee to the Association. The Montreal **Star** with its two big weeklies comes second, but the **Star** group had been doing business for 18 years before the MacLean Company began. While we have not the details upon which the Press Association based their decision we understand they figured that the MacLean Company had a larger advertising revenue. This is not the case. Lord Atholstan's properties probably carry a third more advertising, use more paper and have a greater total circulation. The MacLean papers on the other hand get more revenue from circulation; have to pay perhaps three times as much in salaries and wages and show considerably less profit.

Extra good service to readers first and advertisers next has been the cardinal principle upon which Colonel Maclean has built during these 33 years. In this work every man, woman and junior apprentice on our staff has had a share. We have tried to gather about us and train the best experts in the country. Here is the latest example of what we are doing:

In the recent annual examinations of the Toronto Technical School, session 1919-20, in the Typography branch—that is the department where they learn how to set type—only 27 boys out of the whole city passed, of whom 10, or nearly 38 per cent. were boys of our own Composing Room, while in two out of the three classes MacLean boys stood at the head.

Several of our papers are the best of their class in the world but we are still far from satisfied with the service we are giving. As we can afford it, as the country grows, as our business grows, the service will be improved. We ask our readers to take these Technical School results as an evidence of our efforts to serve them better and better, for by giving a superior training to these boys we are laying the foundation for the still better work we hope to do in the future.

Readers can help us to give them a better service by sending in—direct to the President, Vice-President or General Manager—criticisms and suggestions.

Canadian Grocer

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Vancouver

The Most Refreshing Hot Weather Drink

Your customers will get more genuine satisfaction from Iced Red Rose Tea than from the bulk of the catch-penny hot weather drinks. Tell them how to make it and you'll easily increase your sales.

To Make Iced Tea

Iced tea should be made a little stronger than ordinary tea, as tea needs extra flavor when drunk cold. Let it steep for five minutes, pour it off the leaves and set it aside for a couple of hours to cool gradually, adding the chopped ice only when ready to serve. In that way more of the flavor is retained. Serve with a slice of lemon.

It takes strong tea to make good iced tea. Red Rose is blended chiefly from Assam teas, the strongest in the world.

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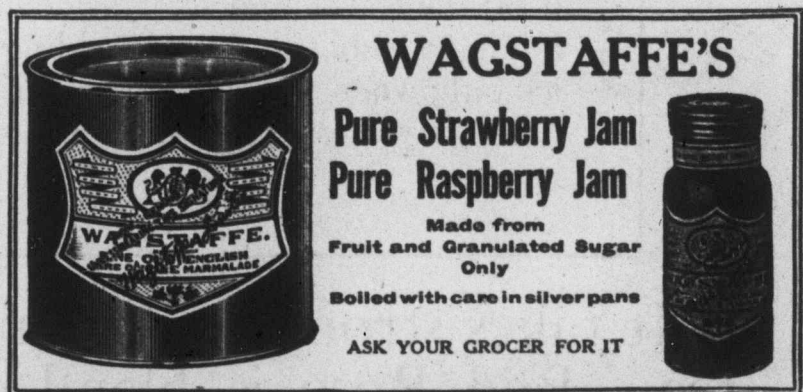
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New Season's

Strawberry Jam

1920

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Pure Raspberry Jam**

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Fruit and Granulated Sugar
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Bolled with care in silver pans

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NOW READY FOR DELIVERY

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Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

CANADIAN GROCER

VOL. XXXIV

TORONTO, JULY 2, 1920

No. 27

Claims Sugar Investigation Was Illegal

Robt. Anderson Says that There Should Have Been Two Board of Commerce Commissioners on the Case in Toronto—Gives His Opinion on the Board's Investigations into His Sugar Dealings—Supply and Demand.

MONTREAL, June 30, (Special)—In an interview with Robert Anderson, broker, in connection with the sugar investigation by the Board of Commerce, he made the following statement to Canadian Grocer:

"Judge Robson summed up the attitude of Commissioners O'Connor and Murdock of the Board of Commerce so tritely when he said they seemed to consider 'it was a sin to be a merchant' that I don't think anything more need be said in explanation of their wild rulings on legitimate business transactions.

"These individuals set out to justify themselves in their own estimation to the consuming public, and in the process they had to find scapegoats. I happened to be one and they thought they had discovered a fine specimen when they held me up as an example of how outsiders had injected themselves into the sugar business, but as sugar has been my regular business for 35 years and I have spent the last 22 years distributing sugar in Canada I believe I have forgotten more about the conditions affecting the price and supply of sugar than Messrs. O'Connor and Murdock will ever dream of, much less know.

Made Profit of 4½%

"All I need say about my dealings in refined sugar in Canada during January to May this year is that as a result of an abnormal demand largely created by the appeals of officials of the Dominion Government to consumers to lay in supplies in anticipation of a shortage and higher prices, followed by the refiners being out of the market, I did a considerable volume of business in supplying sugar to urgent buyers who could not get what they wanted from the refiners. An analysis of these transactions prove that my gross profit amounted to an average of 80c per 100 lbs. (4½ per cent.) while during that period the Canadian refiners list prices were advanced \$7.00 per 100 lbs., an increase of 58 per cent. On June 16th Canadian refiners' prices were advanced another \$2.00 per 100 lbs., making a total of

\$9.00 per 100 lbs., or 75 per cent. advance since the 1st of January to date.

"I may remark that it costs me hundreds of dollars a month for market information and I need not tell intelligent people that I do not spend this money for fun, or only for the benefit of cable, telegraph or telephone companies.

"Sugar is high in price because the supply is short; the whole 'secret' of what the Board of Commerce spent the people's money attempting to disprove is the old and unchangeable story of supply and demand, which Messrs. O'Connor and Murdock tried to camouflage.

"In an article on the sugar situation written by T. R. V. Keller, editor of 'Sugar'; and published in the New York 'Sun and New York Herald' of June 6th, he said:

"It is absolutely necessary to explain conditions in a more businesslike way to the public than has been done heretofore and the cheap politics played by some officials in various departments should be abandoned as soon as possible for a more rational discussion of the actual conditions and the underlying causes of the peculiar sugar problems facing the sugar refiner, jobber and dealer."

Big Decrease In Supply

"The decrease in the world's supply of sugar this year as compared with 1914 is over 5,000,000 tons. The sugar crops of the world compare as follows:

1914.....	20,347,872 tons
1920.....	15,204,170 tons estimated

Decrease 5,143,702 tons

"The estimated production of sugar this year is 1,200,000 tons less than the actual production last year, when there was an acute shortage, and the crops this year are deteriorating as the season progresses. It will take ten years and probably longer for production to regain pre-war supply," said Mr. Anderson. "Consumption in the United States (the largest consumer of sugar in the world) and in Canada is increasing very

rapidly, and when the restraint on consumption in European countries, owing to short supplies and financial considerations, is relaxed the demand on the supply of sugar will be enormously increased.

"Great Britain is still rational (as the people have been continuously since the beginning of the war) consumers there are limited to 26 lbs. of sugar per capita per annum.

Canadians "Gorging" Themselves On Sugar

"The people of Canada in the twelve months of 1919 gorged themselves with 94 lbs. of sugar per person (this means 94 lbs. for each and every man, woman or child in Canada) according to the figures issued by the Canadian Trade Commission. The consumption of sugar in the United States in 1919 totalled 4,067,671 tons, an increase of 570,000 tons in one year or 16 per cent. greater than the consumption in 1918. It has been predicted that consumption of sugar in the United States during this year will reach 5,000,000 tons.

To quote again from Mr. Keller's article:

"Can anyone fail to realize the critical situation in the world's sugar industry after studying these figures? The ostrich who sticks his head into the sand and imagines the hunter can't see him because he can't see the hunter, is a wise old bird compared with the agitators who seek the causes of high sugar prices and of the scarcity of sugar in petty profiteering carried on by the corner grocer or the jobber."

Says Investigation Illegal

"Those who have followed the hearings and findings of the Board of Commerce have probably been looking for a verdict on the Toronto sugar 'investigation'; not perhaps having realized that the hearings by Mr. Murdock at Toronto were illegal, as the Act of Parliament under which the Board of Commerce functioned required two commissioners for a quorum, and Mr. O'Connor was

busy resigning while he left Mr. Murdock to do his own digging all by himself in Toronto.

"In the case of H. P. Eckardt and Company, the Board of Commerce expressed an opinion, possibly because Mr. Eckardt went to Ottawa with his lawyer, after the solus investigation by Mr. Murdock at Toronto, and thereby gave Mr. O'Connor an opportunity to participate with Mr. Murdock in a review of Mr. Eckardt's case, (Mr. O'Connor having graciously consented to keep up the

good work until the 30th of June, although he had resigned on the 17th). This, however, was not a public hearing at which Mr. O'Connor could get his cross examination of the witness quoted in the papers. However, he got his opinion of the Eckardt case into the papers, and the other Toronto firms and individuals who were summoned to give particulars of their dealings with Robert Anderson, can thank Mr. O'Connor for resigning at the psychological moment,

and thereby depriving them not only of the joyful experience of submitting to his choice brand of invective, but of seeing themselves miscalled in the public press all the things that they are not.

"As to the Board of Commerce orders promulgated since the infection of resignations began to spread, they are dying kicks which time will prove are as impracticable and ineffective as all the previous attempts of Messrs. O'Connor and Murdock to act as King Canutes."

Board of Commerce Without Officials

Resignation of James Murdock, the Labor Commissioner is Accompanied with Sensational Charges—Will the Board Now Be Abandoned?

ANOTHER step in the upheaval of the Board of Commerce has taken place. This time it is the resignation of the remaining member of the board, James Murdock, which was announced in Ottawa last week, accompanied by sensational charges. The board is now without a commissioner, and as someone has intimated, it may mean its abandonment. Judge H. A. Robson and W. F. O'Connor, K.C., have both taken up other work, the former last April and the latter on July 1.

Accompanying his letter of resignation, Mr. Murdock expresses disappointment that the board has not been permitted to carry out the public service which it was appointed to perform. He is convinced, he states, that neither the Premier nor the members of the Cabinet are now, or ever have been, in sympathy with the provisions and intent of the Board of Commerce Act and the Combines and Fair Prices Act.

Makes Serious Charges

He makes serious charges against Judge Robson, who, up to last April, was chairman of the board. He claims, in this regard, that Judge Robson was considered as "safe and sane" in conserving to Canadian manufacturers and other large financial and business interests, the generally unrestricted leeway heretofore enjoyed by such interests in the taking of profits, determined alone by the so-called market price and governed by supply and demand, and that he was in full sympathy with high prices as against low prices, as he stated in his letter to Sir George Foster on February 23.

Board is Necessary

"A board of commerce is necessary," claims Mr. Murdock, "for the following reasons: (a) Business men living together under the protection of the tariff have got to know each other so well that price-fixing agreements and all sorts of agreements and arrangements are the rule, rather than the exception. The board has already on file evidence in some scores of cases of such agreements. Not all of these are reasonable

Sir Robert Borden has stated in the House of Commons that merchants must continue to obey the orders of the Board of Commerce. Dr. Michael Steele inquired if retail grocers still came under the requirements of the board, in view of the fact that all its commissioners have resigned. Sir Robert pointed out that the resignation of Vice-Chairman O'Connor did not take effect until June 30, and the recommendations of the Government would be passed upon by the Governor-General in due course. Until then the orders of the board would stand.

or proper. It should not be left to the unfettered will of the businesses interested to fix prices on necessities of life. A board of commerce is needed."

Sir Robert Borden said that Mr. Murdock was under a misapprehension, no doubt sincere, as to the Government's intention. "I did not intend to suggest to him," said the Prime Minister, "that the Government would wait for the decision of the Privy Council before filling in the board."

On the contrary, I asked him to name a suitable person to appoint when Mr. O'Connor resigned. I did say to Mr. Murdock then that the question was of so serious a character that I was afraid the Government would be unable to give it proper attention until after prorogation. I went so far as to name to my colleagues the gentleman suggested by Mr. Murdock as a suitable chairman, but there is some doubt that this gentleman would accept the post. My reply to Mr. Murdock's letter of resignation will be given the same publicity that has been given his letter.

Lower Prices for Flour Are Not Likely

Decline in Flour in the United States Will Have No Effect Upon the Canadian Products Unless the Control by the Canada Wheat Board is Removed—Bran and Shorts Are More Plentiful

THE decline in the price of flour in the United States will not have any effect on the price in Canada according to the opinion of millers in Toronto. In Minneapolis flour declined 30 to 50 cents per barrel recently due to a sharp break in the wheat market.

"As long as the wheat and flour is controlled by the Canada Wheat Board a decline cannot be expected," stated a manufacturer to Canadian Grocer. "Unless the price of wheat is lowered, and that is very unlikely for this year at least. The price of flour in the United States for some time past has been higher than in Canada, and even with the last decline the price is still higher than ours. It makes no difference what the price is in the United States, it will have no bearing whatever upon the price in Canada.

"What effect will the recent order for flour for export have upon the market?" he was asked.

"None whatever," was the reply. "It will use up some of the surplus stock and make all the mills busier for a few weeks. Every mill will get a share of that order, even the small country mill will at least get an order for a carload."

"Is there any improvement in the supply of millfeeds?" he was next asked.

"Yes, the situation is greatly relieved," he replied, "although we are not shipping straight cars we are able to take care of most orders. This is greatly due to the good pastures and the falling off in the demand. I understand that there are mills in Montreal that are overloaded with bran and shorts."

Strawberry Crop is Heavy But Jam Pack Will Be Light

Problem of Labor and Difficulty in Getting Containers Keep Prices Up—High Quotations on Sugar Make Prospective Jam Prices Almost Prohibitive.

THE outlook for a bumper crop of strawberries is very promising. Never was the strawberry crop more favorable at this season. But there are factors entering into the situation that may tend toward keeping the prices up. The farmer is now worrying about the help and container problem. Baskets are almost unobtainable, due to the shortage of basket timber and labor at the mills. Farm labor and berry pickers are difficult to obtain, even at treble the wages paid in former years. Just what the outcome will be is very hard to estimate.

The fact that jam manufacturers are not making contracts this year is a factor that will probably bring lower prices for berries. The reason for this is the fact that sugar being so high in price will make the cost of jam such a high price that the public will to a certain extent curtail the consumption. There is also the higher cost of cans, glass jars, labor and coal which must be considered and tend toward greatly increasing the price of preserves. Another fact is that this jam will not be sold for many months, and perhaps by that time sugar may be lower. Manufacturers are therefore loath to load up with a large stock of goods at such a high figure. One manufacturer stated to Canadian Grocer that last year, they paid 25 cents per box, but as the crop this year is considerably greater, and as the high price of sugar will no doubt curtail home preserving, it is likely that the price of berries will be around 12 cents.

Situation in Quebec

According to jam manufacturers in Quebec, the pack will not be as large this year as it was last, this being due to the fact that sugar is high and scarce and that on account of the high price money to finance a pack now than it did last. As the banks are restricting credit they are of the opinion that this is one of the principal reasons why the pack of jam this year will be small. The crop in Quebec and the Maritime Provinces is very small and low prices for berries are not looked for.

In regards to the pack of jam, one manufacturer stated that, considering the cost of all raw materials which enter into the manufacture of jam, prices cannot be otherwise but high, and as long as this present pack will last he was of the opinion that the stock of jam in general next winter will be very small, as any surplus stock which may not be absorbed by the Canadian market this coming fall will certainly go for export, because we are having a number of inquiries from Europe."

Intimations from jam manufacturers throughout Ontario all point toward a

likelihood for a very small pack of strawberry jam this year, due particularly to the sugar situation. Last year's pack of jam was packed when sugar cost around 12 cents per pound, and the jobbers loaded up pretty heavily with supplies. As the price of sugar advanced the jam manufacturers' prices were forced upward, but the wholesalers carried on at a profit, based upon his original purchase, with the result that in Toronto during this last month large blocks of pure jam have changed hands at prices very much below what the goods could be produced for to-day by the manufacturers. Consequently jobbers have been a little tardy about placing orders for the new pack.

Corn and Oat Cereals Will Advance

Corn and Oats Have Reached the Highest Price on Record—Corn Meal, Corn Flour and Oatmeal Will Be Higher—Stocks in Jobbers' Hands Have Helped to Keep Down Values.

ACCORDING to cereal manufacturers the situation in the American corn market has now reached a point where products of corn will have to be increased. The market for corn has been steadily advancing since March, and has now reached the highest price on record. There have been small advances recently on corn meal, and one manufacturer stated to Canadian Grocer that another advance will take place within the next week. This advance will amount to 40 cents per bag on corn flour and 25 to 40 cents per bag on corn meal. Package cornmeal will also be affected.

As to what effect this will have upon corn flakes it is difficult to obtain any definite information. Manufacturers commit themselves to the extent in stating that wholesalers are booking orders heavily in view of the recent advance of \$1 a case in the United States. One brand of corn flakes that has been selling to the trade at \$3.90 per case has advanced to \$4.25.

A sale was recently made of 10,000 bushels of oats at \$1.46½ per bushel. In Halifax oats are quoted at \$1.52½ per bushel. Throughout the West the price is around \$1.48 per bushel. These prices are phenomenal when taken into consideration that a few years ago oats were selling around 35 cents per bushel.

For several weeks past Canadian Grocer has pointed out that manufacturers claim that oatmeal could not be manufactured at the price quoted to the retail trade. The reason that prices were not advanced was the fact that

One manufacturer is already quoting the new pack strawberry jam in 2-pound glass jars at \$10.60 per dozen. This is the only quotation as yet received, but it is anticipated that the 4-pound jar and tin will be around \$1.50 each against \$1.05 last year.

Quality of Berries Good

Another manufacturer states that, "We believe the pack of strawberries generally will be considerably less than last year. The quality of the berries, so far delivered, has been very good and all reports indicate a big crop, although in the last few days there seems to be some doubt about this particular feature."

"It is to be expected that the price upon this year's strawberry jam will be higher than last season, for the reason that sugar to-day is double what it was at this time last year, although we are buying our strawberries this year for less than we did last year. However, the reduction in the price of the berries will not offset the additional cost of sugar when you consider that 63 per cent. of jam is sugar."

jobbers were not buying. Apparently their stocks were larger than they should be at this season, with the result that in some quarters rolled oats could be bought at least \$1 a bag below the real value, according to the price of oats. Some manufacturers are now quoting rolled oats in bulk at \$6.40 per 98-pound bag. Last week jobbers in Toronto were quoting rolled oats at \$5.25 to \$5.50 per bag. This week's price is \$6 per bag, which is still below that quoted by manufacturers.

A CHARGE OF SELLING LEMON EXTRACT

Wholesale Grocers of New Brunswick Await With Interest Outcome of Case

St. John, N.B., June 28.—Several wholesale grocers of the city are awaiting with interest the decision of the police magistrate in a matter now pending before him in which they have been reported for selling lemon extract. The matter arose through a report against a woman who keeps a small back-street corner store who was fined for making a sale of lemon extract. Her counsel objected that she should not be fined while wholesalers and manufacturers went free though they sold in greater quantities. The result was that reports were made against several of the leading firms. Increased interest is taken in the matter in St. John because of the approaching referendum on prohibition which takes place July 10.

Who Collects the Tax and How Much?

Revised schedule of taxes as they apply to lines sold in grocery and general stores. This schedule takes into account all the amendments adopted prior to the introduction of the Bill into the House of Commons. Any further changes, if any, will be of a very minor character and this schedule will, therefore, serve as a safe guide. This resolution has been adopted by the House of Commons, and has become effective.

FOLLOWING TAXES TO BE CHARGED BY THE RETAILER ON TOTAL SALE PRICE.

The tax on the following articles is to be added by the retailer to the total selling price to the consumer at time of sale:

10 PER CENT. TAX

Clothing

Hats, men's and boys', in excess of seven dollars each; caps, except fur caps or caps wholly or partly lined with fur, men's and boys', in excess of \$2 each; hose or stockings, silk or artificial silk, men's and boys', in excess of \$1 per pair; neckties and neckwear and scarves, men's and boys', in excess of \$1.50 each; shirts, including night shirts, men's and boys', in excess of \$3 each; hats, bonnets and hoods, women's and misses', in excess of \$12 each; hose or stockings, silk or artificial silk, women's and misses', in excess of \$2 per pair; kimonos, petticoats and waists, in excess of \$12 each; night-gowns in excess of \$3 each; house or smoking jackets or bath or lounging robes, pyjamas, in excess of \$5 per pair; underwear, consisting of shirts and drawers, in excess of \$4 per separate garment; underwear, combinations, in excess of \$8 each; fans, purses and pocket-books in excess of \$2 each; shopping and hand bags in excess of \$6 each; umbrellas, parasols and sunshades in excess of \$4 each; trunks in excess of \$40 each; valises, traveling bags, suitcases, hatboxes and fitted traveling cases in excess of \$25 each; gloves, except fur, in excess of \$3 per pair; opera cloaks, coats, the component material of chief value being fur, including repairs thereto, in excess of \$200 each; gloves, the component material of chief value being fur, in excess of \$15 per pair; caps, the component material of chief value being fur, in excess of \$15 each; muffs and neckpieces, the component material of chief value being fur, in excess of \$35 each; robes and rugs, the component material of chief value being fur, in excess of \$50 each; wearing apparel, not elsewhere specified, the component material of chief value being fur; ebony handled cutlery, ebony and imitation ivory toiletware, cut glassware and etched glassware.

Sporting Goods

Sporting goods, such as tennis racket, nets, racket covers and presses, canoe paddles and cushions, polo mallets, baseballs, protectors, footballs, helmets, harness and goals, basket ball goals and uniforms, golf bags and clubs, baseball, lacrosse, hockey and football uniforms, balls of all kinds not hereinafter specified (not including balls for children), fishing rods, reels, lines, spoons and artificial bait, billiard and pool tables, chess and checker boards and pieces, dice games and parts of games (except playing cards and children's toys, games and express wagons), and all similar articles not elsewhere specified, commonly or commercially known as sporting goods, in excess of 50 cents; baseball bats and baseballs in excess of \$2; baseball masks and gloves in excess of \$1.50; skates in excess of \$2 per pair; toboggans and hand sleds in excess of \$3 each; skis in excess of \$2 per pair; footballs in excess of \$3 each; lacrosse sticks in excess of \$2 each; hockey sticks in excess of 75 cents each.

Leather Goods, Trunks, Etc.

Purses and pocket-books in excess of \$2 each; shopping and hand bags in excess of \$6 each; trunks in excess of \$40 each; valises, traveling bags, suitcases, hat boxes and fitted traveling cases in excess of \$25 each; gloves (except fur), in excess of \$3 per pair.

Robes and Rugs

Robes and rugs, the component material of chief value being fur, in excess of \$50 each.

15 PER CENT. TAX

Card Tables, Piano Lamps, Ferneries, Chinaware, Etc.

All tables made especially for cards, checkers, chess or

other games; all liquor cabinets, smokers' cabinets, tea wagons, sewing cabinets, work tables, piano lamps or stands, table lamps or stands, ferneries, jardinières, pedestals and bric-a-bac, made of rosewood, primavera, solid mahogany or ebony or lacquered or decorated; chinaware and crockery known as "Royal Crown, Derby, Wedgwood, Minton, Ainsley, Limoges, Coalport, Pekard, Copeland, and similar quality chinaware and crockery by whatever name known."

20 PER CENT. TAX

Smoking Outfits, Hunting Garments, Knives, Toiletware

(c) A tax of 20 per cent. on cigar and cigarette holders and pipes in excess of \$2.50 each; cigar and cigarette cases, ash trays and match boxes of gold or silver; humidors and smoking-stands; hunting and shooting garments and riding habits; hunting and bowie knives; gold, silver and ivory toiletware; articles of silver not otherwise provided for in this resolution adapted for household or office use; silver or gold deposit ware; articles commonly or commercially known as jewelry, whether real or imitation, for personal use or for adornment of the person, except wedding rings, when said articles exceed \$5 in value.

FOLLOWING TAXES TO BE CHARGED BY RETAILER ONLY ON AMOUNT IN EXCESS OF PRICE SPECIFIED

The tax on the following articles is to be charged by the retailer on that portion of the amount paid by the consumer which is in excess of the price specified.

10 PER CENT. TAX

Carpets and rugs in excess of \$6 per lineal yard of 27 inches in width.

15 PER CENT. TAX

Boots, shoes, pumps and slippers of any material (not including shoes or appliances made to order for persons having a crippled or deformed foot or ankle or to top boots not less than ten inches in height such as are used in lumbering, mining and fishing industries or to river-driving boots) in excess of \$9 per pair.

Clothing, ready made, consisting of coat, vest and pants, or coat and pants, men's and boys', in excess of \$45.

Trousers sold separately from suits in excess of \$12 per pair.

Coats, men's and boys', sold separately from suits (not including leather coats lined with sheepskin) in excess of \$25 each.

Cloth overcoats, men's, boys', women's and misses', in excess of \$50 each.

Waistcoats, men's, sold separately from suits, in excess of \$5 each.

Dresses, women's and misses', except silk, in excess of \$45 each.

Skirts, separate from dresses, except silk, in excess of \$15 each.

Suits, women's and misses', except silk, in excess of \$60 each.

Coats, women's and misses', sold separately from suits, except silk, in excess of \$35 each.

Knitted sweaters and knitted sweater coats, in excess of \$15 each.

On articles of clothing the selling price of materials and cost of manufacture, when sold separately, are to be combined when determining the selling price.

EXCISE TAXES TO BE PAID BY MANUFACTURER

The following excise taxes are payable on the duty paid value in addition to present duties, by the manufacturer at time of sale or when imported or when taken out of Customs or excise bond, but not when exported.

3 PER CENT. TAX**Chewing Gum or Substitutes**

Chewing gum or substitutes therefor.

10 PER CENT. TAX

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 one cent each).

20 PER CENT. TAX

(a) Medicinal medicated wines, vermouth and ginger wines and patent and proprietary medicines containing alcohol, but not more than forty per cent. proof spirit.

(b) A tax of two dollars per gallon on lime juice or fruit juices fortified with or containing more than twenty-five per cent. of proof spirits.

On spirits and strong waters of any kind, mixed with any ingredient or ingredients as being or known or designated as anodynes, elixirs, essences, extracts, lotions, tinctures or medicines or ethereal and spirituous fruit essences not otherwise provided for in this resolution; on alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, hair, tooth and skin washes, and other toilet preparations containing spirits of any kind.

(c) A tax of fifty cents per gallon on lime juice and fruit juices fortified with or containing not more than 25 per cent. of proof spirits not otherwise provided for in this resolution.

License Fee

Every person selling or dealing in the articles upon which taxes are imposed as prescribed by the foregoing resolutions may be required by the Minister to take out an annual license therefore, for which license a fee not exceeding \$2 shall be paid.

The Turnover Tax

In addition to the present duty of excise and customs a tax of one per cent. shall be imposed, levied and collected on sales and deliveries by manufacturers, wholesalers or jobbers, and on the duty paid value of importations; that in respect of sales by manufacturers to retailers or consumers, or on importations by retailers or consumers, the tax payable shall be two per cent.; that the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of one per cent.; that such tax must not be included in the manufacturers' or wholesalers' costs on which profit is calculated; and the tax shall be paid by the purchaser to the wholesaler or manufacturer at the time of such sale, and by the wholesaler or manufacturer to his Majesty in accordance with such regulations as may be prescribed, and such wholesaler or manufacturer shall be liable to a penalty not exceeding \$500 if such payments are not made, and in addition shall be liable to a penalty equal to double the amount of the excise duties unpaid.

License Fee on Manufacturers and Wholesalers

The Minister may require every manufacturer and wholesaler to take out an annual license for the purposes aforesaid, and may prescribe a fee therefor not exceeding \$5, and the penalty for neglect or refusal shall be a sum not exceeding \$1,000.

Exemptions

This tax on sales shall not apply to sales or importations of:

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 sub-

stitutes for butter, lard, lard compound and similar substances, cottolene, 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, cornmeal, 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, sugar, molasses, maple corn and sugar, cane syrups and all imitations thereof, ice, newspapers and quarterly, monthly and semi-monthly magazines and weekly literary papers unbound, gold and silver ingots, blocks, bars, drops, sheets or plates unmanufactured, gold and silver sweepings, British and Canadian coin and foreign gold coin, materials for use only in the construction of ships, anthracite and bituminous coal and coal dust, lignite, briquettes made from anthracite or bituminous coal for lignite, coke, charcoal, peat, wood for fuel purposes, electricity, calcium carbide, gas manufactured from coal, calcium carbide or oil for illuminating or heating purposes, fibre for use only in manufacture of binder twine, ships licensed to engage in the Canadian coasting trade, artificial limbs and parts thereof, donations of clothing and books for charitable purposes, settlers' effects, articles enumerated in schedule (c) of the West India agreement, or to articles purchased for use of the Dominion Government or any of the departments thereof, or by or for the Senate or House of Commons.

A drawback may be granted of the tax paid on goods exported or on materials used, wrought into or attached to articles exported.

Stamp Tax on Notes, Bank Advances, Etc.

A stamp tax of two cents is imposed, levied and collected on promissory notes and bills of exchange, and advances made by a bank by way of overdraft of the value of \$100 or less, and a tax of two cents additional is imposed on every \$100, or fractional part thereof, in excess of \$100. A bank overdraft will not be deemed outstanding until the fourth day on which the account was overdrawn.

INCOME TAXATION

Taxes and surtaxes, including tax upon corporations and joint stock companies is increased 5 per cent. per annum on incomes of \$5,000 and upwards, to apply on all taxes leviable for any income received during 1919 or any accounting period ending in 1919.

BUSINESS PROFITS TAX

Exemption under this tax is raised from 7% to 10%. On profits between 10% and 15% tax is 20% of profits; on profits between 15% and 20% tax is 30% of profits; on profits between 20% and 30% tax is 50% of profits; on profits over 30% tax is 60% of profits.

Incorporated business with capital between \$25,000 and \$50,000 pays tax of 20% of amount by which profits earned during accounting period ending in 1920 exceed 10%.

WIPE OUT WAR TAX

The 7½% war tax on imported goods is wiped out on all remaining lines.

IMPORTANT RULINGS

Wholesaler Can Make Adjustment:—The wholesaler is empowered to make adjustments of the tax where goods are returned by the dealer or where a clerical error is made in invoices necessitating an adjustment of the tax paid.

Repairs:—Repairs made for consumers or users are not taxable except in the case of repairs to garments.

Contracts for Future Delivery:—The ruling is that the tax should be collected in the case of goods contracted for at certain prices, and a later ruling will be given as to the legality of the collection.

Retailers Selling Wholesale:—Where a retailer sells merchandise as a wholesaler such as sales in large quantities to hospitals, hotels, steamships, restaurants, institution, etc., he is responsible for the 1% sales tax on all such transactions.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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No. 27

PAY CANADA'S OBLIGATION

CANADA'S great need for production to overcome the great burden of debt which must be paid, was emphasized by W. A. Buchanan, M.P., in a recent address before the House of Commons. "We can produce in the factories, on the land, and in the mines of this country," said Mr. Buchanan. "We have great natural resources that only need to be developed in order to enrich this country; and if we could only develop these resources to the extent of one-fourth of their value at the present time we would have no trouble in meeting our obligations as a nation. There is no cause for any person in this country to be discouraged about the future of Canada. All we need to do is to move around this Dominion to realize the great resources we possess; and we cannot help but become prouder of our country and cannot help but glory in the fact that, in Canada, we have as great wealth and as great opportunities as are to be found in any land in the world to-day. What is requisite is to encourage the development of those resources, and, given an opportunity to the people to take advantage of the wealth that is in the country, there will be no need for the Government to worry about the future of Canada and no need for the honest, capable and ambitious citizen of Canada to worry about it either."

WINDOW DISPLAYS MEAN SALES

TO thousands of people, especially those who have to do the buying, the windows of a store are like the index of a book. They tell what is within. If the windows are always neatly dressed, and care is taken to show seasonable goods and stock that is well cared for, and in good condition, the impression created for the store is a favorable one. The prospects are that one is reasonably justified in deciding that a good window display indicates a "live" store, where one may expect good service. It is a good advertisement.

Many people before deciding just what they want to buy and where they want to buy it, proceed to look into the windows of their town stores. Especially is this the case with a buying class who do not have time to shop by daylight, but see the windows only at night. A well-dressed window works every minute, twenty-four hours a day, and as many days as it stays in. Good window displays are essential the year round, but with the exception of the Christmas season, there seems to be no time that they are watched more closely than in the spring and summer months. In many centres where holiday-makers go for their summer vacation, small towns adjacent to watering places, merchants can do much to stimulate sales by attractive window displays.

Dealers have an opportunity that should be taken advantage of, an opportunity to place before the eyes of prospective buyers, not a picture, but the real goods. It is well to keep in mind that in the window displays of the most progressive merchants, prices of everything are invariably shown.

EDITORIALS IN BRIEF FORM

YOUR customers care nothing about your troubles. Let them tell their hard luck stories. You do the listening.

* * *

A CUSTOMER who has to wait her turn at the counter rarely gets peevish when she knows she is going to get good service.

* * *

GIVE a thought to the future. There is always more profit in the customer who comes back. Look farther ahead than this afternoon.

* * *

HAVE a "Want Book" for the items your clerks find you need. Better to have many things set down in that book and found unnecessary than to have a few things left out that are needed.

Double Entry the Only Real System

Keeping a Record of the Class of Customers You Serve is Very Useful—Why Not Keep a Record of the Percentage of Orders Collected at Residences of Customers, Over the Phone or at the Counter?

By HENRY JOHNSON JR.

THE first academic institution to do anything of practical, tangible benefit for the retailer was Harvard University, through its Bureau of Business Research. The results of its work are getting better every year. For example, the first set of forms issued for use by grocers was a record of results of the year's business. Those forms were a great improvement on many then in use, mainly because of the suggestions contained in the questions, captions and column headings. But nobody could make use of them in practice unless he had some primary system whereby his daily records could be kept from which to transcribe the results annually on to the Harvard sheets.

The most important step in advance made by the Bureau was taken in 1917, when Form D, and Forms GM and GY, supplementing Bulletins 2 and 3, were published. For those forms constitute a very simple, but entirely intelligible, daily and monthly record whereby the small merchant can keep track of his business and know where he stands. This is a single entry plan of record keeping. It has no system of checks and balances, or rather, only a partial one. But its use will enable any small merchant to keep books and do it in the minimum of time, while he will know quite accurately from day to day what he is doing and where he stands.

Double Entry the Only Real System.

Now, everybody who knows about record keeping, knows that double entry is the only system which will yield accurate, reliable and sufficient data. But everybody also knows that a single entry system is better than no system. This system is the beginning—and a mighty important beginning to untold thousands of merchants is hereby made possible.

But there is a greater gain in sight. For the man who starts in to operate this present set of sheets—which will be bound conveniently in book form—and who continues to keep those records for a year or so, will then want to go further. He will find himself asking for information in greater detail all the time. Also he will get over his fear of books and the "trouble to keep them," which now he so greatly exaggerates. Then he will just naturally develop into double entry automatically. So if you have not as yet made a start, or if your present system does not yield adequate results, you should get in touch with Harvard and get on to the right track.

Moreover, every grocer should make it a business to report to the Bureau every



HENRY JOHNSON, JR.

year, using whatever forms it sends out as its latest style of investigation. It now has forms suitable for reports from chain grocers as well as individual operators. And these reports should be made by all grocers, not more for the sake of the general good than for their own. It is a wonderfully enlightening process for any grocer to set himself to the task of filling in these forms. Any number of the questions will set him thinking; and the man who thinks is already well started on the way to improvement.

What Class Do You Serve?

For example: "What class of customers predominates in your trade?" Do you know? Ever stop to think seriously? "Do you keep a record of the sales of each person?" Well, why not? "Percentage of orders collected at residence of customers; received over the phone; at counter?" Do you know? One of the most useful and instructive things you could learn about your business would be just this thing.

By all means, keep in touch with the Bureau and return "Publications GS" annually. All these and similar studies can lead you far into informative fields you do not suspect until you begin to dig. For instance, in the Saturday Evening Post a short time ago appeared the following—and it set me thinking pretty hard:

"What has price to do with the advertising and sale of anything? In every city there are three separate and distinct merchandising streets: One where price is the sole governing factor; the second where both price and quality influence the sale; and a third where style alone predominates. Each must first

select a class of people to whom he will sell—and then remember that no one concern can sell them all.

"Too many of us underestimate the importance of concentrating our efforts upon that class to which our merchandise is intended to appeal.

"Again, let me repeat, price has nothing to do with it above a specified class. Here is a cake of a certain famous soap. How much have I paid for it? A few women might be able to answer, but if they had to spend a few cents more to get this same soap they would gladly do so. The fact is the article does not sell on price alone. The real salesman to-day talks price last, not first."

The writer was talking about automobiles and the possible sales-fields. But what has he said that does not apply to groceries and grocery salesmanship? Not a thing!

Inspiration in a Good Fruit Sales Record

A Toronto grocer who was attracted by the Orange advertisement which related the experience of Frank Loftus, master grocer, of Lansing, Michigan, writes me this way:

December 12, 1919.

Dear Sir:—Sunday seems to be the only day I have leisure to do business of this nature—better the day, better the deed—so here goes. This is my first year in the grocer's trade and a mountain of difficulties is in front of me. But I am game, though quite lame from my experience in France.

I have been interested in Frank Loftus' record as shown in a recent ad. The figures certainly look large, but it also looks to me as though they have been reached by a lot of hard work and experience. It does not require much experience to know that fruit is a very healthful food. Having but very little capital to begin with, I must keep my eyes open to get the experience of those who are so willing to help men who are in need of advice.

I have only been five months in the business and within this last month I have sold nearly eight barrels of apples and some were not the stock I would like them to be; but they were better looking, or better arranged than my neighbor's, or something like that. I am as anxious for your advice as I am for better apples and better success.

I am, yours truly,

.....
This man has no need to feel discouraged over what he is accomplishing now, for he already has mastered two of the secrets of progressive merchandising—fine quality and skilful display.

(Continued on page 50)

CURRENT NEWS OF THE WEEK

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

MARITIME

The Retail Merchants' Association of Halifax is holding a Pure Food Show, from June 30 to July 10. It will be conducted on the same lines as the one held last year.

A meeting of the New Brunswick Wholesale Grocers' Guild was held on Thursday last at Loch Lomond, a suburb of St. John, N.B. Leaving the city about 2.30 p.m., the members motored to the lake and held a business meeting at Johnston's Hotel. J. F. Edgett, of Moncton, president of the guild, was in the chair, and there was a good attendance of members. Because of the fact that the Dominion Guild has disbanded it was decided that the New Brunswick Guild should also be disbanded, and the members thereupon formed a provincial branch of the Dominion Wholesale Grocers' Association. The old officers will continue to occupy their posts until the new association has been fully organized. At the close of the meeting the members indulged in an amusing game of baseball and then had dinner, which was much enjoyed.

St. John, N.B., has been much upset during the last week by a strike of the milk producers in the neighboring county of Kings. It is virtually a strike in protest against daylight saving time in which the Retail Merchants' Association had such a prominent part in securing this year. A certain train has been in use for years by the farmers for bringing their milk to the city, and an hour's difference in its running time in the morning was the signal for objection by them to making delivery of milk. The matter is still unsettled. It has caused much inconvenience to grocers in the city having milk and dairy products for sale. A heavy increase in orders in condensed milk and similar milk preparations has been one result.

QUEBEC

Patenaude, Carignan & Co., Ltd., Montreal, has recently been organized with a capital of \$2,500,000, of which \$1,500,000 has already been subscribed and paid for, for the purpose of taking over the following companies: Patenaude-Carignan, Ltd., wholesale grocers, the French Wine Company, Ltd., wine factory, and Le Berger Ltd., manufacturers of Italian pastes, and who are offering a half million dollars of preferred stock in the new organization.

The Canadian Manufacturers' Association has taken advantage of the annual convention of the National Association of Manufacturers of the United

States, to be held at Niagara Falls, N.Y., on July 7 next, to invite delegates at the convention to visit the cities of Hamilton, Toronto and Montreal. The invitation has been accepted and the United States delegates will go to Hamilton and Toronto and thence to Montreal on Saturday, July 10.

ONTARIO

A. C. Gillet has commenced business in Belleville, Ont.

H. J. Vaughan, Hamilton, Ont., has disposed of his grocery business.

Peter Yates, Toronto, has sold his business to A. O. Phillips.

C. H. O'Brien, London, Ont., has sold out his grocery business.

E. G. Alexander, Montreal, has disposed of his business to G. H. Colmer.

G. A. Irwin, of Dunkin and Irwin, Cornwall, Ont., is reported dead.

Miss L. C. Dow, Mitchell, Ont., has sold her grocery business to Coppin and Son.

R. M. Cochrane has opened a store at Mimico Beach, Ont.

Thomas Boherty, tea and coffee merchant of Hamilton, Ont., is dead.

Mrs. Kennedy has started business in a store at Stop 35, Lake Shore Road, Toronto.

Mrs. Powell has opened a modern store at Stop 32½ Lake Shore Road, Long Branch, Toronto.

Midland, Ont., tried daylight saving for a week and then reverted to standard time.

E. W. Jeffress, of E. W. Jeffress, Ltd., Walkerville, Ont., left last week on a business trip through Western Canada to the coast.

An eastern Ontario grocer was recently fined \$50 and costs for selling oleo-margarine, without a proper wrapper, stating it was the margarine.

A. N. Payne, head engineer of the Willard Chocolate Co., Toronto, was presented with a handsome cabinet of silver by the staff, on the occasion of his marriage.

Thomas A. Lawlor, Singhampton, Ont., who conducted a general store there, is moving at the expiration of his lease (July 8) and will open in a new location, the announcement of which will be made later.

Windsor, June 16.—The directors of the Windsor Co-operative Society have announced that the first of a chain of stores will be opened here August 1. Already contracts have been signed with growers of vegetables and fruits to supply the society with unlimited quantities for retail to members of the organization at prices from 10 to 15 per cent. lower than present quotations.

Sixty students from the various rural schools in the county of Wenworth, Ont., visited the Armour plant at Hamilton the other day, and as guests of the company were taken through the entire plant in groups, witnessing the various ways that the hogs and cattle are killed, and then prepared for the market. Each group was accompanied by an official of the company, who explained the methods used in preparing the bacon and beef for the markets. The students also partook of a fine banquet provided by the company.

The death of Richard B. Horne, vice-president of the Harry Horne Company, Ltd., Toronto, occurred at his residence, 260½ Dufferin Street, Toronto, last week, in his 52nd year. He was born in the township of Osborne, where he resided for many years, and in moving to Toronto, some fifteen years ago, entered business with his sons, in which business he has been actively engaged until a few months ago. He leaves a wife and three sons, Wilbert, Harry and Rufus, and one daughter, Clara, to mourn his loss.

The retail grocers of Kingston are planning a monster picnic. The grocers recently met and formed a strong organization, and the proposed picnic is to be their first organized effort. The new officers of the association are: President, C. R. McLeod; vice-president, J. R. Henderson; secretary, J. Cullen; treasurer, J. Gordon; executive, S. Caverley; Stewart Crawford, H. B. Baker, J. E. Hopkinson, and H. M. Stover.

These Articles Are Subject to Sales Tax

Shredded Wheat, Nut Bars, Baking Powder and Soaps Are Not Exempt

Editor Canadian Grocer, 143 University Avenue, Toronto, Ont.

Gentlemen:—

Will you be so good as to inform us whether the following items are exempt from the tax, which commenced on June 17, a.m., viz., shredded wheat, canned goods, catsup, chocolate nut bars, baking powder soaps?

Thanking you in anticipation, Yours truly, A. Many, general merchant.

Answer:—The one per cent, sales tax applies to shredded wheat, chocolate nut bars, baking powder and soap, and is put on by the manufacturer and wholesaler, and not the retailer. Canned goods and catsup are exempt from this sales tax, and the luxury tax on confectionery does not apply to chocolate nut bars.

NEWS FROM WESTERN CANADA

WESTERN

J. E. Cullen, of Calgary, has opened a grocery business.

C. M. Johnson has started a grocery business at Calgary.

Ben Levine has opened a grocery business in Winnipeg.

William Clelland has started a grocery store in Calgary.

E. A. Ramsey, of Dauphin, Man., has been succeeded by Ramsey's, Ltd.

The Westlock Groceteria of Edmonton, Alta., has been succeeded by F. D. Armitage.

A. L. Curtis has recently purchased the grocery store of Frank Cariss of Brookdale, Man.

A. A. Brewer has recently taken over the grocery business of R. L. Skinner of Dauphin, Man.

After two days' trial of daylight saving the City of Victoria, B.C., reverted to standard time.

A. B. Jarnason has opened a general store at corner Main and Superior Streets, Selkirk, Manitoba.

Scott-Bathgate Co., Ltd., have received the agency for Smith Bros.' cough drops for Western Canada.

T. Marcoux, of Aubigny, Alta., has just bought the general store business formerly conducted by J. Cullen.

D. J. Demars has taken over the general store of the Farmers' Supply and Trading Co. of New Sarepta, Alta.

J. Mastewyak has just purchased the grocery and butcher business formerly conducted by H. Hardring, Winnipeg.

C. F. Roland, manager of the Coca Cola Co., Winnipeg, is on an extended business trip to the Western provinces.

J. T. Cox, Western manager of the Carter-Macey Co. of Canada, Ltd., left on an extended business trip to the coast.

The Saskatoon Co-operative Society is applying for a charter and plans to establish a chain of grocery stores in the city.

The Standard Canning Co., of Stavenger, Norway, are now placing on this market Norwegian Brisling sardines packed in pure olive oil. They are the N. B. brand and will be handled by Mason & Hickey.

C. C. Herald, of the Herald Brokerage Co., Winnipeg, is on a business trip through the Western Provinces. He reports that crops are looking very satisfactory with the exception of Southern Alberta. This firm has just secured the agency for the Gold Standard Lead and Paint Works, Winnipeg, and also for the North Star Anti-Freeze Co., of Winnipeg.

MUSTN'T SELL GREEN BANANAS

Kingston, Jamaica.—To prevent the shipment of immature bananas to Great Britain and the United States, the Gov-

ernment has initiated legislation making such shipments an offence punishable by a heavy fine.

The banana war has tempted the growers to sell green fruit, which practice the Government is endeavoring to discourage.

Retirement of Pioneer Grocer in Vancouver

Vancouver.—(Special.)—F. W. Welsh, one of the pioneer grocers of Vancouver, advises Canadian Grocer that he has sold out his interests in the "London



F. W. WELSH,

Of Vancouver, B.C., who after 29 years in the grocery trade announces his retirement.

Grocery." Mr. Welsh has often been quoted in Canadian Grocer and many of his merchandising ideas have been passed along to our readers. By a thorough knowledge of grocery lines, and a system of intensive and intelligent merchandising, we venture the opinion that Mr. Welsh has built up during the last 29 years one of the most profitable businesses in Vancouver. Mr. Welsh always lays great emphasis on the value of a window properly used. His windows literally sell carloads of staple and fancy lines in the course of a year. He maintains that a good location is worth the extra rent, and the window should be made to pay it.

The business will be conducted by another merchant who is known to the Western trade—Benjamin Shore, of Le-

duc, Alberta. Mr. Shore was in the grocery business in Leduc for eight years.

W. E. Swans, who calls on the Alberta trade for the W. H. Malkin Co., Ltd., Vancouver, is a visitor in Vancouver this week. We are told that a very healthy spirit of optimism prevails in Alberta due to the flourishing condition of the crops.

Frank McIntyre has been forced, by poor health, to relinquish his post at the buying desk of W. H. Malkin & Co., Vancouver, and goes to California where he finds the climate beneficial to him. The best wishes of his many friends will follow him there.

A REASONABLE PERCENTAGE

A train in Arizona was boarded by robbers who ordered the hapless passengers to deliver up all their possessions. One of the latter, however, happened to be a Jew, hailing from New York. When his turn came to deliver the goods he reluctantly took \$200 from his pocket and taking \$4 from the roll he placed the latter in his vest pocket.

"What do you mean by that?" demanded the robber, as he flourished his revolver.

"Mine friendt," answered the Jew, "you surely would not refuse me 2 per cent. discount on a cash transaction like this."

Rosenberg—You vas a liar and a scoundrel! Do you hear dot?

Einstein—I hear you already, and I dinks you vas talking to yourself.

An optimistic Colorado farmer, on seeing some clouds floating by, remarked, "Well, I guess we are going to have some rain."

"Aw!" said his pessimistic neighbor, an ex-railroad man, "those are just empties coming back from Iowa."

New Goods

A NEW BEVERAGE

"Bubbles" is a new soft drink manufactured by York Beverages Ltd., 46 Colborne Street, Toronto. This is a new firm recently incorporated. Austin T. Crowther, president and general manager; T. W. Young, superintendent and chief chemist. Bubbles is put up in pint bottles for the trade, also in syrup form for soda fountain purposes. This firm also manufactures ginger ale, cream soda, lemon sour, etc.

How Are You Handling Peanut Butter?

Manufacturer Points to Cases Where Retailers
Are Losing Money—Large Tins Being Returned
With Peanut Butter Sticking to Sides

Vancouver.—(Special).—In an interview with Mr. Merrithew, manager of the Canada Nut Co., Ltd., Vancouver, he stated that the handling of peanut butter in bulk was fast falling into disfavor. "Apart from the inconvenience occasioned a clerk by the handling and weighing out of such a commodity, requiring frequent washing, there is the feature of waste which I believe is even greater than realized by most merchants. Some time ago it was our practice to permit the trade in Vancouver to return to us the 15-pound tins in which they received their peanut butter for bulk sale. Noticing one batch of returned cans I had them cleaned and the 'Remains' in each weighed. I found that in all the cans there were several ounces of peanut butter returned with the tin, and in some cases as much as a half pound. Now a half-pound waste on a 15-pound can is too much. Frankly I doubt very much if the majority of dealers get paid for 15 pounds of peanut butter out of a 15-pound tin. Then again, in few cases have the open tins of peanut butter that I have seen in the stores looked attractive or con-

ducive to sales. In many cases there is dried peanut butter around the top of the tin, and around the sides. If kept mixed this will not occur, of course, but often the peanut butter is not mixed and the first orders ladled out are excessive in oil and the last of the can is too dry. In the smaller one and five-pound scaled tins this trouble is avoided as the customer gets both the first and the last of the tin.

"Recently I tried the experiment of packing the large tins upside down in the cases. In this way the oil would find its way to the actual bottom of the tin in the wholesaler's warehouse, and on being put right side up on the grocers' shelves would work up towards the top, thus making a pretty even consistency when

opened by the consumer. This should work out all right, although to date I have received notification from pretty nearly every wholesaler on the prairie that our shipper is acting in a queer way for a dry country."

SALVATION ARMY GETS SUGAR CHEQUE

One of the results of the activities of the Board of Commerce is that the Salvation Army got a cheque for \$275. A sugar broker in Montreal sent this amount to a broker in Ottawa as commission on the sale of two cars of sugar. The Ottawa man decided that he was not justified in accepting it because he was agent for a refinery here. He sent his cheque for the amount back to the donor, who remailed it. The cheque travelled back and forth and finally found its way into the evidence submitted at a Board of Commerce inquiry. "Let's give it to the Salvation Army," said Commissioner O'Connor. The brokers agreed, and it was done.

More Merchants Voice Their Protests

Canadian Grocer Receives Additional Letters
from Merchants Expressing Their Opposition
to the Order of the Board of Commerce, Asking
for Monthly Statements.

Unfairly Listed Among Profiteers

Mrs. Bertha Thompson, Simcoe, Ont.,
Appeals to Member of Parliament
in Complaint Against Board
of Commerce

Mrs. Bertha Thompson, who conducts a small grocery store at Simcoe, Ont., has appealed to W. A. Charlton, member for Norfolk, protesting against what she declares is an unfair report that has been circulated by the Board of Commerce.

In her letter to Mr. Charlton the storekeeper states that, in a list of "sugar profiteers" circulated by the Board of Commerce, her name is included as having bought granulated sugar at 21 cents per pound and sold it at 25 cents.

Mrs. Thompson further states that she had no granulated sugar on her May form, and never in her life had sold granulated sugar at 25 cents per pound. The sugar mentioned on the May form, from which mention the charge of profiteering arose, was "Paris lump."

Setting forth the hardships of the small storekeepers, who have not the facilities for bookkeeping, etc., the women stated to the board: "I have no bookkeeper and do not keep books even satisfactory to myself, but I do the best I can. I have a small store and do all the work alone—buy, sell, unpack, clerk, etc.—and these forms are a real worry to me. I hope some day soon we won't have to make them out monthly or yearly."

FOLLOWING the article in last week's issue, Canadian Grocer has received many more letters from merchants voicing their protests against the order of the Board of Commerce to send in monthly reports. These merchants are all of the same opinion in stating that to fill out these reports would entail extra work and more help, which would tend toward increasing the cost of living. The following are some of the opinions in regard to the same:

H. Boyd Young, Fort Simpson, B.C.—"It is impossible for the small tradesman, who is both clerk and bookkeeper, to find time to keep these records and fill out the report without greatly adding to his already heavy overtime. I do not think it will be of any benefit to the grocery trade, and I doubt very much whether it will encourage the retailer to know more about his business. The general public generally considers the grocer a profiteer, simply because they never take into consideration the grocer's overhead expense."

John Yantx, Breslau, Ontario.—"To fill out this report will necessitate the hiring of an extra hand, which few grocers can afford to do for such work. The general public is not under the impression that the grocers are profiteers, because they know what we pay for goods just as well as we do. I cannot understand what the Board wants this report for. It will only make more work for the grocer and will be of benefit to no one."

Increases Living Costs

A. M. Rotchie, Lethbridge, Alta.—"The filling of these reports will serve

no useful purpose. It is too inconvenient, entailing extra help, making still higher the cost of living."

Bellachy, Laidlaw & Co., Paisley, Ont.—"I cannot see any possible good to be received from this work. It will not help the grocer, nor will it help to explain to the general public that the retail grocer is not a profiteer."

O. R. MacInnes, Gravenhurst, Ontario.—"I do not think it will be of any benefit to either the public or the grocer. Just more work for the grocer, that is all."

W. G. Cockburn, Woodstock, Ontario.—"I cannot see how it will benefit anyone. It will make extra work for the grocer and he will have to hire extra help to get the work done."

J. E. Kennedy, Canning, N.S.—"The public has not placed the blame for the high cost of living on the retail grocer. They apparently know that the grocer's profits are very small, and these reports will be of absolutely no use to anyone. It may serve to draw the attention of the public from the real profiteers."

D. A. Scott, Shelburne, Ontario.—"I live in the country and run a general store. I have not the overhead expenses which the town or city merchant has. I do not see how some of them make it go, as a great number of articles we sell are not showing enough margin to give a profit. This order is simply another favor that the Board of Commerce is asking of the retail grocer without giving anything in return. I helped, indirectly, to put the Board in favor through the Government, which I now regret, because I think the retail grocers have enough grievances to bear."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets generally continue with a firm undertone. Business throughout the Dominion is very encouraging, although many wholesalers and retailers have adopted the hand-to-mouth buying policy. The sugar shortage is apparently past and supplies are now arriving freely.

MONTREAL—The produce market has this week strengthened up with several advances. Butter is up three cents a pound for creamery and dairy is a little dearer proportionately to the brand. Eggs are one cent per dozen dearer. Fresh salmon is a little cheaper. There is very little other change in the produce market. Vegetables are more plentiful this week and prices are easier. The price on flour is very strong and sugar is very firm at the advanced prices. The new jams are higher in price and canned fruits are scarce until the new supply arrives.

TORONTO—The markets for general grocery lines are firm with advances registered on raisins, prepared icings, custard powder, jelly powders and jams. Supplies of sugar are arriving freely and from now on sugar will probably be plentiful. One brand of corn flakes has advanced 35 cents per case. Corn meal and corn flour will be higher. The spice market is fairly quiet and will probably remain so until about the middle of August. Black peppers are steady; white peppers,

ginger, red peppers and cream of tartar are scarce and firm. Lower grade teas took another tumble downward in primary markets during the past week. This will not affect this market, as very little of this grade of tea is consumed in Canada. High grade teas continue to rule firm and are very difficult to obtain. Rices continue with a strong undertone; high grades are scarce and quotations are firm. Shelled nuts are steady. New home-grown vegetables are arriving. Old potatoes are about cleared up. Oranges have advanced and the market is firm.

Cured meats are up one to three cents per pound. Cooked hams are higher and a scarcity noted. The cheese market is steady. Eggs are firm and higher. Spring chickens are lower.

WINNIPEG—Reports this week show that business has been very brisk. Sugar supplies are arriving a little more plentifully. Cane syrup advanced during the week. The bean market is very strong. Dried fruits are unchanged. Canned salmon will be much higher for the new pack. Importers who represent Stavanger Norwegian sardines are expecting quotations on the new pack. Spices remain steady. Jams and rices are firm. Shelled nuts are unsettled. Fine teas and coffees are ruling firm. Pancake and buckwheat flour has advanced, also pork and beans, English biscuits, candied peels and Clark's canned meats. New California fruits and vegetables are arriving daily.

QUEBEC MARKETS

MONTREAL, July 2.—The market is rather quiet this week with very few changes. The vegetable market is very well supplied this week with lower prices on beans, cucumbers, cabbage, lettuce. New potatoes are plentiful on the market but a higher price is expected shortly. Old potatoes are offered at five dollars a bag. There is a very strong market for dried fruits. A peculiar situation has developed in the price of flour since farina is dearer than flour. Sugar and molasses continue strong and rolled oats is firm at the advance price quoted last week. Canned fruit is scarce and it is expected that the prices will be high on the new supply when it arrives. Coffee, cocoa and spices remain firm.

Sugar Market Very Strong

Montreal.

SUGAR.—The sugar market continues very strong at the advanced prices given a week ago. The cane sugar is still de-

manding a very high price, and unless some release comes in the near future to these prices the sugar market may be even higher.

Atlantic Sugar Co., extra granulated sugar, 100 lbs. 21 00

Acadia Sugar Refinery, extra granulated..	21 00
Canada Sugar Refinery	21 00
Dominion 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 60
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	22 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 Remains Firm

Montreal.

MOLASSES.—The market for molasses continues strong without a change as yet. It is expected, however, that with the high price of cane sugar, molasses is due for higher prices. There is no change in the price of corn syrup this week.

3-gal. 38½-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 Syrup (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

Barbaoues Molasses—	Island of Montreal
Punchoons	1 75
Barrels	1 75
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	6 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, ½ doz. in case, case	6 65

Package Rolled Oats Firm

Montreal.

PACKAGE GOODS.—With the increase in the price of rolled oats in bulk, there is a strong market for the package rolled oats. It is not expected, however, that an advance will follow the price of package oats. According to the latest Government ruling on the tax, shredded wheat, corn flakes, cream of wheat, puffed rice and puffed wheat, all come under the sale tax of 1 per cent.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocoonut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 35
Corn Flakes, 3-doz. case	3 50 3 65 3 50
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rollod 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 50
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 0 16
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

Walnuts Still Very Cheap

Montreal.

NUTS.—Walnuts continue to be offered at very low prices. Marbot walnuts are offered this week at 27 and 28 cents a pound. There is a very strong market for peanuts and with big demands.

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
Fiberts (Stieff), 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 35
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.

Cornmeal May Be Easier

Montreal.

CEREALS.—The primary market for corn cereal is slightly easier this week, but it does not affect the wholesale market. It is interesting to note that the price of farina is higher at the present than is the price of flour. Oatmeal and rolled oats continue firm at the advanced prices quoted last week.

CEREALS—

Cornmeal, golden granulated	5 60
Barley, pearl (bag of 98 lbs.)	3 00 3 25
Barley, pot (98 lbs.)	7 25
Barley (roasted)
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
Rollod Oats (bulk), 90s	6 50

Shortage of Canned Fruit

Montreal.

CANNED GOODS.—Following an advance in the price of some canned goods last week the market remained firm with no change in prices this week. The wholesalers in Montreal have found a severe shortage in canned peas and in some lines of canned fruit. It is hoped, however, that this will be rectified before long as the new crops of fruit reach the market.

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 3 50
Do. (wine gala.)	8 00 10 00
Sauerkraut, 2½-lb. tins	1 60
Tomatoes, 1s	1 45 1 50
Do., 2s	1 50 1 55
Do., 2½s	1 82½ 1 97½
Do., 3s	1 90 2 15
Do., gallons	6 50 7 00
Pumpkins, 2½s (doz.)	1 50 1 55
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. talls, doz.	1 85 1 90
Currants, black, 2s, doz.	4 00 4 05
Do., gala., doz.	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75 4 80
Do., No. 2½	4 80 5 15
Do., No. 2	20 90
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

Tea Market Remains Firm

Montreal.

TEA.—The price of tea continues strong at the high quotations. The new crop of early Japan tea is being marketed at a high price, but continues to hold strong. There are no reports as yet on the second crop. Ceylon and Indian tea are quiet and the larger markets are a little easier in price.

Ceylons and Indians—

Pekoe Souchongs	0 48 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 65
Broken Pekoes	0 45 0 50
Japans 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 Steady

Montreal.

COFFEE AND COCOA.—The market for coffee and cocoa remains unchanged, but the quotations are very firm. Cocoa in particular is strong since there has been a number of advances in the price of imported cocoas.

COFFEE—

Rio, lb.	0 38½ 0 35½
Mexican, lb.	0 49 0 51
Jamaica, lb.	0 46 0 48
Bogotas, lb.	0 49 0 52

Rice Market Quiet

Montreal.

RICE.—The primary market for rice seems to be a little easier but there is no change in the prices to the trade. The market is rather quiet.

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 Are Unchanged

Montreal.

SPICES.—The market remains firm this week for spices. There is no change in the prices.

Allspice	0 22
Cassia (pure)	0 33 0 35

Cocanut, 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
Cloves	0 85
Cream of tartar (French, pure)	0 75
Do., American high test	0 80
Ginger (Jamaica)	0 40
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins	0 95
Mixed spice	0 30
Do., 2½ shaker tins, doz.	1 15
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
Pickling spice	0 25
Do., package, 2 oz., doz.	0 40
Do., package, 4 oz., doz.	0 75
Paprika	0 50
Tumeric	0 28
Tartaric acid, per lb. (crystals or powdered)	1 00
Cardamon seed, per lb., bulk, nominal	2 00
Carraway (nominal)	0 30
Mustard seed, bulk	0 35
Celery seed, bulk (nominal)	0 75
Pimento, whole	0 18

Axle Grease Dearer

Montreal.
MISCELLANEOUS.—There has been an advance of 45 cents and 70 cents per case on the two sizes of Clark's tomato catsup. The small sizes offer at \$2.90 a case and the large size at \$3.80 per case. Axle grease has advanced 45 and 55 cents per case for the 1-pound tins, and 80 cents per case on the 3-pound tins. Some jelly powders have advanced 5 cents per dozen to \$1.70. Strawberry jam has advanced to \$1.60 each for the 4-pound jars.

Dried Fruits Are Firmer

Montreal.
DRIED FRUIT.—Although the market for dried fruits is rather quiet at this season the prices are strengthening and higher values may be looked for. The higher rate of sterling exchange is affecting these imported lines. Canadian Grocer is informed that when the new crop of raisins and currants are offered on the market next fall the prices will be much higher. The present stocks are all being bought up and a shortage may result before the summer season is over. Higher prices are also expected for prunes.

Apricots, fancy	0 38
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 19
Peaches (fancy)	0 28
Do., choice, lb.	0 28
Pears, choice	0 30
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)—	
Muscatsels, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 24
Do., 4 Crown	0 19½
Fancy seeded (bulk)	0 25
Do., 16 oz.	0 24
Cal. seedless, cartons, 12 ounces	0 21
Do., 16 ounces	0 26
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
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	0 45
Do., 2¼s, lb.	0 45	0 48
Do., 2½s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes)	5 40	
Do., Spanish (cooking), 22-lb. boxes, each	0 12	0 12
Do., Turkish, 8 crown, lb.	0 44	0 46
Do., 5 Crown, lb.	0 46	0 46
Do., 10-lb. box	2 75	2 75
Do., mats	4 75	4 75
Do., 22-lb. box	1 90	1 90
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes)—		
20-30s	0 33	0 33
30-40s	0 30	0 30
40-50s	0 27	0 27
50-60s	0 25	0 25
60-70s	0 22	0 22
70-80s	0 20	0 20
80-90s	0 19	0 19
90-100s	0 17½	0 17½
100-120s	0 16	0 17

Much New Fruit on Market

Montreal.
FRUIT.—New fruit is arriving on the market daily. Plums, peaches and pears are prominent on the fruit market. A very good supply of canteloupes are on the market offered at \$3 per case of 15 and \$8 for the 45 size. Watermelons are a little cheaper.

Apples—		
Russet	8 00	7 00
Ben Davis, No. 1	6 00	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	5 00	5 00
Do., Florida, 54, 64, 80, 96	6 00	6 00
Lemons, Messina	8 00	8 00
Oranges, Cal., Valencias	9 50	9 50
Do., 100s and 150s	8 50	8 50
Do., 176s and 200s	10 00	10 00
Cal. Navels—		
80s, 100s	7 50	7 50
125s	7 00	7 00
150s	7 50	7 50
176s, 250s	8 50	8 50
Florida, case	6 00	6 00
Cocoanuts	9 75	9 75
Pineapples, crate	8 50	8 50
Cocoanuts	9 75	9 75
Pineapples, crate	8 50	8 50
Watermelons, each	1 25	1 25

Lower Prices on Vegetables

Montreal.
VEGETABLES.—The market for vegetables seems a little easier this week. The weather has been splendid in this section for the production of garden produce and the prospects are for lower prices later on. New beans, cucumbers, cabbages and lettuce are lower in price this week. So far there is no change in the price of potatoes, which are much lower than they have been. Old potatoes are offered at \$5 now, but there has been an advance in the price

of new potatoes in the United States which it appears will cause an advance of about \$1 per barrel in this country. The prospect for the crop of home-grown potatoes is very good.

Beans, wax, per hamper	6 00
Beans, new string (imported)	6 00
Do., new string (imp.) hamper	6 00
Cucumbers, hamper	5 50
Chicory, doz.	0 50
Cabbage, crate	3 00
Carrots, bag	2 50
Garlic, lb.	0 50
Horseradish, lb.	0 60
Lettuce (Montreal), head, per doz.	0 75
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	3 00
Do., Texas, crate	3 00
Parsley (Canadian)	0 75
Peppers, green, doz.	0 50
Parasips, bag	1 75
Potatoes, Montreal (90-lb. bag)	5 50
Do., New Brunswick	3 75
Do., sweet, hamper	3 50
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	1 00
Tomatoes (Florida), crate	10 00
Wash. Celery	2 50
New potatoes, No. 1, per barrel	15 00
Do., No. 2, per barrel	9 00
Mississippi Flat Tomatoes	2 50

Peculiar Flour Situation

Montreal.
FLOUR.—A peculiar situation has arisen in the price of flour. The Canadian Wheat Board are controlling the price at the present time, but it will be noted that the price of farina is higher than the price of flour. This would indicate that the quotations on flour are very strong at the present time. Flour, however, is offered in Minneapolis to-day at \$1 a barrel lower. This may or may not affect the price of flour in Canada.

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

Hay and Grain Unchanged

Montreal.
HAY AND GRAIN.—There is no change in the price of hay or grain this week. The prospects for the new crop are very good in this province, and lower prices later on in the summer will no doubt be in effect.

ONTARIO MARKETS

TORONTO, July 2.—The markets for general grocery lines are firm with advances on raisins, prepared icings, custard powder and jelly powder. Sugar is arriving more freely. One brand of corn flakes have advanced 35 cents per case. Corn meal and corn flour will be advanced around 40 cents per bag. The spice market is quiet. Wagstaffes' jams are higher. Geo. Washington coffee is reduced. Nuts are steady.

Sugar is Plentiful

Toronto.
SUGAR.—Supplies of sugar are now arriving freely and there is every indication that the shortage is past for some time. The market continues firm.

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.

Corn Syrups Strong

Toronto.
SYRUPS.—There is a good demand for corn syrups, and tendency is for higher prices in view of the higher cost of corn.

MOLASSES.—This market is ruling firm at steady quotations.

Corn Syrups—	
Barrels about 700 lbs., yellow	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c 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, ½ 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, ½ doz. in case	7 45
Cane Syrups—	
Barrels and half barrels, lb.	
Half barrels, ¼c over bbls.; ¼ bbls., ½c 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 65
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., ½ 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 1½ doz.	4 25
West Indies, 1½s, 48s	4 60 6 95

Corn Flakes Are Higher

Toronto.
PACKAGE GOODS. — Package oatmeal and cornmeal will be higher in the next week due to the higher cost of oats and corn. Kellogg's corn flakes (London) has advanced to \$4.25 per case. Shredded wheat is now \$4.95 per case.

PACKAGE GOODS	
Rolled Oats, 20s, round, case	6 50
Do., 20s, square, case	6 50
Do., 36s, case	4 85
Do., 18s, case	2 42½
Corn Flakes, 36s, case	4 15 4 25
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 80
Cooker Package Peas, 36s, case	4 35
Cornstarch, No. 1, lb. cartons	0 14
Do., No. 2, lb. cartons	0 12½
Laundry starch	0 12½
Do., in 1-lb. cartons	0 12½
Do., in 6-lb. tin canisters	0 16½
Do., in 6-lb. wood boxes	0 15½
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	6 50
Wheat flakes, 24s	3 50
Wheat kernels, 24s	5 40
Self-rising pancake flour, 24s	4 10
Buckwheat flour, 24s	4 10
Two-minute Oat Food, 24s	3 75
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 60
 Do., Buckwheat Flour, 30 to case 3 60

Corn Meal to Be Higher

Toronto.
CEREALS.—Some manufacturers are quoting rolled oats at \$6.40 per bag, but there are jobbers who quote at \$6.00 per bag. This will only be until stocks in jobbers' hands are reduced and prices will then have to be advanced. Corn flour will be advanced next week 40 cents per bag and corn meal will also advance 25 to 40 cents per bag.

	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
Rolled Oats, 90s		6 00
Rolled 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 08½
Blue peas, lb.		0 10
Marrowfat green peas		0 11½
Graham Flour, 98s		7 65
Farina, 98s		6 20

Spice Market Quiet

Toronto.
SPICES.—The spice market is fairly quiet and is expected to remain so until about the middle of August. Black peppers are steady, white peppers, ginger, red peppers and cream of tartar are scarce and firm.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	0 85	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 55
Do., 80s		0 65
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	0 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

Quality Teas Scarce

Toronto.
TEAS. — Lower grade teas took another tumble downward in primary markets during this past week. This will hardly affect this market, as very little of this grade of tea is consumed in Canada. High grades continue to rule at firm figures and are very difficult to obtain.

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 65
Broken Pekoes	0 50 0 58
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 in the retail trade.

Coffees in Quiet Demand

Toronto.
COFFEE.—This market is ruling firm under a quiet demand. 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

Jams Are Higher

Toronto.
CANNED GOODS. — There is no change in canned goods. Quotations are steady.

JAMS.—Wagstaffes' jams, jellies and marmalade have advanced as follows: No. 1, tins, 15 cents dozen; No. 2, tins, 30 cents per dozen; No. 4, tins, 5 cents each; No. 7, tins, 9 cents each; 80-pound tins are up one cent per pound; 16-ounce jars, 15 cents per dozen; 12-ounce jars, 10 cents per dozen; 22-ounce jars, 20 cents per dozen; 28-ounce jars, 25 cents per dozen; St. Williams, No. 4 tins, crabapple jelly has advanced to \$1.25.

Salmon—	
Sockeye, 1s, doz.	4 75
Sockeye, ½s, doz.	2 75
Alaska reds, 1s, doz.	4 25 4 50
Do., ½s	2 60
Lobsters, ½-lb., doz.	6 50
Do., ¼-lb. tins	3 90
Whale Steak, 1s, flat, doz.	1 75 1 90
Pilchards, 1-lb. tins, doz.	1 75 2 10
Canned Vegetables—	
Tomatoes, 2½s, 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 77½ 2 82½
Beans, golden wax, doz.	2 00
Asparagus tips, doz.	4 25 4 75
Asparagus butts, 2½s, doz.	2 50
Canadian corn	1 75 2 00
Pumpkins, 2½s, doz.	1 85
Spinach, 2s, doz.	2 15
Do., 2½s, doz.	2 52½ 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 07½ 2 10
Do., preserved, 2½s, doz.	2 65 4 52½
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
Blueberries, 2s	2 25 2 40
Strawberries, 2s, H. S.	5 25
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 08
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

Rices Are Firm

Toronto.
RICE.—Rice continues with a strong undertone. High grade rices are scarce

and quotations are firm. Tapicoa and sago are steady at 12 cents per pound.

Honduras, fancy, per 100 lbs.	0 20	0 20 1/2
Blue Rose, lb.	0 20	0 20 1/2
Siam, fancy, per 100 lbs.	15 00	
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.	0 12	0 12 1/2
Do., Simlu	0 12	0 12 1/2
Do., Mujin, No. 1	0 12	0 12 1/2
Tapicoa, pearl, per lb.	0 12	0 12 1/2
White Sago	0 12	0 12 1/2
Do., Paking	14 00	

Package Coffee Down

Toronto. PACKAGE COFFEE.—Geo. Washington coffee has been reduced as follows: Small size now quoted at \$4.50 per doz.; medium, \$8.85; large, \$13.90; hotel, \$4.20.

Raisins Are Higher

Toronto. DRIED FRUITS.—Raisins have advanced one to three cents per pound and there is an indication that raisins will be scarce before the new crop arrives. Figs are cheap and can be bought at a variety of prices.

Evaporated apples	0 23	
Apricots, cartons, 11 oz., 48s.	4 53	
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currents—		
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 Halloween dates, per lb.	\$ 18	0 23
Figs—		
Taps-Comarde, lb.	0 10	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	0 31	
40-50s, 25s	0 25	0 25
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, 15-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	0 27 1/2	
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	0 29	
Crown Muscatels, No. 1, 25s.	0 26	
Turkish Sultanas	0 26	
Thompsons, Seedless	0 27 1/2	
Valencias	0 24 1/2	

New Jam Prices

Toronto. JAMS.—Quotations on new pack Old City strawberry jam to arrive are out on the 2-pound net glass jar of \$10.60 per dozen.

Jelly Powder and Icings Up

Toronto. MISCELLANEOUS.—Bird's blanc mange is up to \$2.25 per dozen. Pure Gold jelly powder has advanced to \$1.70 per dozen, or \$1.65 in gross lots. Pure Gold icings have advanced to \$2.35 per dozen.

Shelled Nuts Steady

Toronto. NUTS.—The market for nuts is fairly steady and shelled Bordeaux walnuts are quoted at 60 cents per pound Shelled almonds are 63 to 65 cents per pound.

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

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

Flour is Steady

Toronto. FLOUR.—The flour market is steady with every indication of remaining so for some time. 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

New Vegetables Arrive

Toronto. VEGETABLES.—New home-grown vegetables are arriving. Cabbage is quoted at \$8.00 per large crate; green peas are \$1.50 per basket; wax beans are \$5.50 per hamper; hothouse tomatoes are 35 to 40 cents per pound; old potatoes are about cleaned up.

Potatoes, old, bag	5 00	6 00
Mushrooms, 4-lb. basket	4 00	4 00
Lettuce, Can., head, 2 doz. to box	3 00	3 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., large crate	8 00	8 00
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
Cucumbers, Carolina, hamper	5 50	5 50
Do., per 11-qt. basket	3 50	3 50
New Carrots, hamper	3 50	3 50
Asparagus, per basket	2 50	3 25

New Beets, dozen bunches	1 00
Wax Beans, home grown, hamper	5 50
Spinach, bush, box	0 50
Radish, doz. bunches	0 25
Onions, Texas, crates	2 50
New Potatoes, Carolina—	
No. 1, per barrel	14 50
No. 2, per barrel	10 00
Tomatoes, 4-bkt. crate	2 90
Do., Texas, 6-bkt. crate	7 00
Do., hothouse, per lb.	0 35
Green Peas, basket	1 50

Oranges Are Higher

Toronto. FRUITS.—Valencia oranges have advanced 25 cents per case. Strawberries are arriving freely and quotations are changed daily. Boxed apples are down to \$4.50 per box. Georgia peaches are arriving and quoted at \$5.00 per crate. Watermelons are down 25 cents each.

Oranges, Valencias—		
80s, 96s	6 75	
126s	7 75	
150s	8 00	
176s, 200s, 216s, 250s	7 75	8 25
Bananas, Port Limons	0 10 1/2	
Lemons, Cal., 300s, 360s	6 00	
Do., Messinas, 300s	6 00	
Do., Verdillia	6 00	
Grapefruit, Cuban—		
64s, 80s, 96s	4 25	5 50
Grapefruit, California Seedless—		
48s	3 50	
64s, 70s, 80s, 96s, 126s	4 00	4 50
Boxed apples, all sizes	4 50	
Strawberries, quarts	0 20	
California cherries, box of 8 lbs.		
Watermelons, 26-lb. aver., each	1 25	
Cal. Canteloupes, case, 45s.	7 75	
Georgia Peaches, 6-bskt. crates	5 00	
Apricots, Cal., box	4 00	
Plums, Cal., box	4 50	

Maple Flavor Advances

Toronto. EXTRACTS.—Crescent Mapleine has advanced. Quotations are now as follows: One ounce bottles, \$3 per dozen; 2-ounce, \$5.10; 4-ounce, \$9.50; 8-ounce, \$18.25; pints, \$32.35; quarts, \$60.60; half gallons, \$9.75 each; gallons, \$18.80 each.

WINNIPEG MARKETS

WINNIPEG, July 2.—Reports this week show that business has been very brisk. Sugar supplies are arriving a little more plentifully. Cane syrup advanced during the week. The bean market is very strong, while the dried fruit market remains unchanged. Canned salmon will be very much higher for the new pack and importing firms who represent Stavenger Norwegian sardines are expecting prices on the new pack. Spices remain steady with jams and rices remaining firm. Shelled nut market is in an unsettled condition, while fine grades of tea and coffees are ruling very firm. New California fruits and vegetables are arriving daily.

Sugar Supplies Plentiful

Winnipeg. SUGAR.—Sugar supplies are more plentiful, and raw material on the New York market continues firm, and from indications we may reasonably look for higher prices in Winnipeg within the next few weeks.

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. bags	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

Cane Syrup is Higher

Winnipeg. SYRUPS.—Cane syrup advanced this week, and supplies are now arriving a little better. Corn syrup and molasses remain firm, with every indication for higher prices.

CANE SYRUPS—	
2-lb. tins, 2 doz. in case	9 40
5-lb. tins, 1 doz. in case	11 25
10-lb. tins, 1/2 doz. in case	10 75
20-lb. tins, 1/4 doz. in case	10 50
CORN SYRUP—	
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
in case	7 85
Cases, 20 lb. tins, yellow, 1/4 doz. in case	7 85
Cases, 5 lb. tins, yellow, 1 doz. in case	8 10
Cases, 10 lb. tins, yellow, 1/2 doz. in case	
Cases, 2 lb. tins, white, 2 doz. in case	
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—	
Ma 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	6 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 no change in quotations for starches. The market is firm, with indications for higher prices.
 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

Dried Fruits Unchanged

Winnipeg.
DRIED FRUITS.—The market for dried fruits, at this particular time of the year, is not very brisk. Prices remain unchanged.

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, 8 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 35
Peaches, standard, per lb.	0 29
Do., choice, per lb.	0 27 1/2
Do., fancy, per lb.	0 32
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 27
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

Bean Market Strong

Winnipeg.
CEREALS.—The bean market shows great strength, and further advances may be looked for. There is a noted scarcity of barley. Breakfast cereals show every indication of an increase, due mostly to the high prices now being offered for grains.

PACKAGE CEREALS

Rollod oats, 20s, round cartons	6 00	6 50
Do., 86s, 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, case		5 70
Cream of Wheat, 3 doz. case, case		9 00
Grape Nuts, 2 doz. case, per case		8 83
Package Peas, 3 doz. case, case		3 75
BULK CEREALS		
Rollod 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, 92-lb. bags, per bag		11 00

Salmon to Be Higher

Winnipeg.
CANNED GOODS.—Salmon will be higher for new pack. The new price will be about \$3.00 per case higher than at last year's opening. Importers who represent the Stavanger Norwegian Sardines are expecting prices on the new pack Norwegian Brisling sardines.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case.	9 35	12 00
Do., 1/2s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, ca	7 25	9 00
Do., imported, 1/2s, 100 doz. case	30 00	32 50
Lobsters, 1/2s, 8 doz. case, doz.		4 00
Do., 1/2s, 4 doz. case, doz.		7 50
Oyster, 1s, 4 oz., 4 doz. case, ca.		8 60
Do., 2s, 8 oz., 2 doz. case, case		7 60
Pilchards, 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. in case		20 75
Red Spring, 1s, tall, 4 doz. case		15 75
Do., 1/2s, flat, 8 doz. case		17 75
Coboe, 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	3 85
Blueberries, 2s, 2 doz. case		
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	8 30
Plums, Green Gage, 2s, 2 doz. case		6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	5 75	5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
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
P., 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, 2 doz. case		5 40
Spinach, 2 1/2s, 2 doz. case		5 70
Tomatoes, 2 1/2s, 2 doz. case	4 20	4 50
Do., 2s, 2 doz. case		3 50

Pancake Flour Higher

Winnipeg.
MISCELLANEOUS.—Aunt Jemima's Pancake and Buckwheat Flour has advanced 25 cents per case.

Van Camp's pork and beans have advanced.

Peak, Freaun and Co.'s biscuits have advanced.

Candied peel has advanced from 10, to 20 per cent. over last year's opening price.

Several articles of Clark's goods have advanced. Clark's all loaves (halves) from \$2.45 to \$3.10; (ones) from \$4.45 to \$5.25. Geneva and Cambridge sausage (ones) from \$4.45 to \$5.85, and (twos) from \$8.75 to \$11.65. Jellied veal (halves) from \$3.35 to \$3.70 per dozen, (ones) \$4.80 to \$5.25. Army rations and boiled dinners (ones) \$2.90 to \$3.15, (twos) \$5.35 to \$6.25.

Rice Market Firm

Winnipeg.
RICE.—Rice remains unchanged. The sago and tapioca market has been a little easier, but so far no immediate price changes have taken place.

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	0 13 1/2

Black Pepper Has Steadied

Winnipeg.
SPICES.—The primary market for spices show that black pepper is steady with white pepper in good demand. Red peppers are very scarce and almost impossible to obtain. Cloves and pimento are steady, with stocks limited. Cassia is slightly easier, with nutmegs very scarce. This does not as yet affect the local market. Quotations remain unchanged.

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 50
Piekling, 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 35
Do., No. 2, bulk, per lb.	0 30
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, 2oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 50

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 85
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

Jams to Be Higher

Winnipeg.
JAMS.—Jams remain firm, and merchants are taking the advantages offered them and are buying freely. No new prices on jams have as yet been named.

Jams, Pure—	
Strawberry, 4s, 12 tins to case	1 20 1 35
Raspberry, 4s, 12 tins to case	1 12 1 20
Black Currant, 4s, 12 tins to case	1 12 1 20
Blended—	
Strawberries, 4s, 12 tins to case	0 85 0 95
Raspberries, 4s, 12 tins to case	0 85 0 95

Shelled Nuts Unsettled

Winnipeg.
NUTS.—The shelled nut market is in an unsettled condition. Importers find it almost impossible to quote any definite prices, mostly on account of the position of foreign exchange. Shelled almond market is excited. Recent reports from France show that Bordeaux walnuts are showing better quality than shipments received during the war, being partially due to the improved labor conditions.

NUTS, Shelled—	
Almonds, per lb.	0 63 0 65
Spanish Peanuts, No. 1, per lb.	0 24 1/2
Pecans, per lb.	1 15
Walnuts, per lb.	0 64 0 65
Nuts in shell—	
Peanuts, roasted, Jumbo, per lb.	0 25
Almonds, per lb.	0 35
Filberts, per lb.	0 80
Walnuts, per lb.	0 25 0 25
Pecans, per lb.	0 32

Fine Teas Are Firm

Winnipeg.
TEA.—There has been an enormous quantity of poor, low grade tea on the primary market at a remarkably low figure, and while very little of this poor grade of tea is consumed in Canada, latest quotations from Colombo show that this market has increased from 1 1/2 to 3c a lb. Fine grade teas, for which the Canadian public has shown a decided preference, are very firm and indications point that lower prices cannot be expected on the better grades.

INDIA AND CEYLON—	
Pekoe Souchongs, best quality	0 48 0 60
Do., common quality	0 44 0 45
Pekoes, best quality	0 49 0 52
Do., common quality	0 45 0 47
Broken Pekoe, best quality	0 52 0 60
Broken Orange Pekoe, best qly.	0 58 0 68
Japan, best quality	0 52 0 60
JAVAS—	
Pekoe Souchongs	0 45 0 47
Pekoe	0 46 0 48
Broken Pekoe	0 47 0 50
Broken Orange Pekoe	0 48 0 51

Coffee Market Firm

Winnipeg.
COFFEE.—The coffee market is very firm, due to the persistent rumors that the crop has been partly frost touched.

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

New Fruits Arriving

Montreal.
FRUIT.—New California fruits, such as apricots, peaches, plums and canteloupes, are arriving daily. The demand is far greater than the supply. Washington Bingo cherries are expected in the course of a few days. Oranges and bananas are exceptionally scarce and prices continue high. Gordon Head strawberries are due to arrive any day.

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 8 00
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.	8 00 9 00
Peaches, Cal., case	3 75
Plums, per case	1 00 5 50
Canteloupe, 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

Grape Fruit, Cal., 96s, 100s, 126s, per case	6 50
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Vegetables Arriving

Winnipeg.
VEGETABLES.—Trade in the vegetable business has been very steady. New California carrots, beets, turnips and head lettuce are arriving daily. There is a good supply of home-grown rhubarb on the market and is being offered at 2 1/2c to 3c a lb. Domestic lettuce and radishes are now appearing on the market.

Potatoes, per bushel	4 00 4 50
Turnips, per cwt.	4 00 4 50
Beets, per cwt.	3 50 4 00
Carrots, per cwt.	5 00
New carrots, per lb.	0 07
Texas onions, per bushel	5 00
Cabbage, per lb.	0 06
Tomatoes, per case	4 50
Fresh rhubarb, per lb.	0 02 1/2 0 03
Head Lettuce, per case	1 75
Do., per dozen	1 75
Leaf Lettuce, dozen	0 65
Radishes, per dozen	0 65
Green onions, per dozen	0 60
Asparagus, per case	3 50
Cucumbers, per doz.	3 50
Potatoes, new, lb.	0 15
Do., sacks	14 00
Spinach, per case	2 50
Beets, new., Cal., per lb.	0 07
Turnips, new, Cal., per lb.	0 07

VANCOUVER MARKETS

Sugar Unsatisfactory

Vancouver.
SUGAR.—Sugar is selling wholesale at 21 and retail at 23 cents, a margin entirely unsatisfactory to the retail trade. As one retailer put it: "That man O'Connor with practically his last official gasp takes another slash at the retailer. At the grocers' section of the Retail Merchants' Association which met last Tuesday, a newspaper item to the effect that some Montreal retailers were charging from 25 to 30 cents per pound for sugar and paying the same wholesale as here, was discussed.

Local Syrup Up

Vancouver.
SYRUPS.—Syrups manufactured locally have been advanced from 85 cents to \$1 a case.

Hawaiian Pines Quoted

Vancouver.
CANNED GOODS.—New crop canned Hawaiian pineapple is being sold on a basis of \$4.50 for the best quality 2s, August and September shipment.

Rolled Oats Higher

Vancouver.
CEREALS.—An advance is announced on rolled oats of 20 cents per bale, and also on oatmeal of 50 cents per bale.

Cocconut Easier

Vancouver.
COCOANUT.—Some recent shipments of Ceylon cocconut are selling for less money. Prices of 25 to 27 cents are named for fine and medium.

Paper and Milk Up

Vancouver.
MISCELLANEOUS.—An advance is noted recently in sweetened milk of 50

cents per case. Several advances have been noted recently on various kinds of paper and the end is not yet.

Rice Market Easy

Vancouver.
RICE.—Both Chinese and Japanese rices are ruling easier; no prices are given as the market.

Salt Now Ample

Vancouver.
SALT.—We are informed that there is now an ample supply of salt for every purpose; the shortage of some weeks back having apparently been overtaken.

Tomatoes Arrive Freely

Vancouver.
TOMATOES.—The larger hothouses are now shipping tomatoes, and the quality is excellent. The price holds firm at \$6, and there seems to be no reason to expect them to be lower. Tomatoes have been boosted \$1 each year for the last six years. For several weeks this year the price of hothouse tomatoes in 20-pound rates held at \$12.

Strawberries Plentiful

Vancouver.
FRUIT.—Local berries of good quality are arriving in satisfactory quantities and selling from \$4.50 to \$5. Asked what the price would drop to, one wholesaler stated that there might be some surprises. While many tons of berries have been contracted for by the canners at about 21 cents per pound, the canners will use but a small fraction of the berries grown. Raspberries are expected to be on the Vancouver market about July 10.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets FROM HALIFAX, BY WIRE

Halifax, N.S., July 2.—Wholesale grocery market in Halifax is steady, but retailers report comparative dullness, due largely to the strike in Halifax shipyards, where almost two thousand men are out of work. One large grocery house reported last week that on this account their week's sales were the lowest for the week during the year. In sympathy with the advance in oats, rolled oats are up 50 cents per bag. Creamery butter is one cent higher. Potatoes have declined 50 cents per bag. Yellow eye beans have advanced 50 cents per bushel.

Flour, No. 1 patents, bbl., Man.	16 50
Cornmeal, bags	5 25
Roll'd Oats, per bag	7 25
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 29
American clear pork, per bbl.	50 00
Tomatoes, 2 1/2s, 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 58
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.	5 00
Strawberries, 2s, Ont., doz.	4 90
Salmon, Red Spring, flats, cases	
Do., Pinks	11 00
Do., Cohoes	16 00
Do., Chums	9 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 29
Potatoes, Natives, per 90-lb. bag	6 00
Beans, white	5 00
Do., Yellow Eye	7 50
Lemons, Cal., case	6 50
Grapefruit, Cal., case	5 00
Bananas, per lb.	0 10 1/2
Oats, per bush.	1 64 1/2

New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, N.B., July 2.—There are few market changes this week. Business continues encouraging and collections are good. Most merchants, however, are buying from hand to mouth. Another increase is expected in sugar. Ordinary cornmeal has again advanced, now being

quoted at \$5.25. Chums salmon now selling at \$7.50 per case. Eggs are firmer and from 2 to 4 cents a dozen higher. Breakfast bacon has declined about 2 cents per pound. A large crop of strawberries is expected.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	5 25
Roll'd 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 32 1/2
Eggs, fresh, doz.	0 50
Lard, pure, lb.	0 30
Lard, compound	0 28 1/2
American, clear pork	52 00
Tomatoes, 2 1/2s, standard case	4 25
Beef, corn'd, 1s	4 00
Breakfast bacon	0 43
Butter, creamery, per lb.	0 58
Do., dairy, per lb.	0 53
Do., tub	0 48
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	7 50
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27 1/2
Potatoes, Natives, per bbl.	9 50
Lemons, Cal., case	7 00
Grapefruit, Cal., case	5 00
Do., Florida	8 00
Apples, Western, box	5 50
Bananas, per lb.	0 10

Alberta Markets FROM CALGARY, BY WIRE.

Calgary, Alta., July 2.—Rogers' syrup advanced 85 cents per case on No. 2 cans, and \$1.05 on No. 1 cans. Pickles in bottles advanced 15 to 30 cents per dozen. Roasted peanuts are still easing off, now quoted at 18 to 21 cents per pound. Japan rice is quoted at 15 to 16 cents per pound. Large Ontario cheese quoted at 31 to 34 cents per pound. Alberta cheese twins are 29 cents per pound. Well-matured Alberta cheese, large, 31 cents per pound. Eggs are \$12 per case and likely to be higher by end of the week. Dairy butter is 35 to 40 cents per pound. Evaporated apples are higher, now quoted at 23 1/2 to 24 1/2 cents per pound. Prunes are 1/2 cent per pound lower.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 50
Roll'd oats, 80s	8 50
Rice, Siam	14 00
Japan, No. 1	15 00
Tapioca, lb.	0 10 1/2
Sago, lb.	0 11
Sugar, pure cane, granulated, cwt	21 97
Cheese No. 1, Ont., large	0 31
Alberta cheese, twins	0 29
Do., large	0 31

Butter, creamery, lb.	0 59
Do., dairy, lb.	0 35
Lard, pure, 3s	17 60
Eggs, new laid, local, case	12 00
Tomatoes, 2 1/2s, 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 21 1/2
Do., 25s, lb.	0 23 1/2
Peaches, evaporated, lb.	0 28
Do., canned, 2s	7 50
Prunes, 90-100s	0 17
Do., 70-80s	0 18 1/2

Consumers' Association Must Discontinue

Board of Commerce Orders Association to Stop Practice of Soliciting Membership by Special Offers

The Consumers' Association, of Windsor, Ont., of which H. V. Martin is manager, has been ordered by the Board of Commerce of Canada to discontinue the practice of soliciting membership in its association, under this or any other name, offering as inducement the right to purchase such articles as sugar at specially low prices and without profit, and recouping its losses through the sale of other necessities of life at unreasonable profit, in excess of twenty-five per cent. upon cost.

The association is also restrained from selling assortments of commodities, some of which are advertised at a low price, while the price of the others is set at sufficiently high a price to make a profit. It is restrained from selling sugar or similar articles at less than cost on condition that other articles are purchased at the same time.

IN A BAD WAY

A young man entered the village shop and complained to the owner that a ham he had purchased there a few days before had proved not to be good.

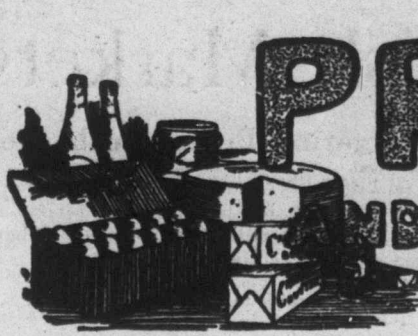
"The ham is all right, sir!" insisted the shopkeeper.

"No, it isn't," insisted the other. "It's bad!"

"How can that be," continued the shopkeeper, "when it was cured only last week?"

The young man reflected a moment, and then suggested:

"Maybe it's had a relapse."



PRODUCE AND PROVISIONS

Salmon Depletion a National Calamity

The Big Year of 1913, the Catch of Fraser River Salmon Represented 30 Per Cent. of the World's Pack That Season—In 1917 the Take of Fish Was But Six Per Cent. of the World's Production

THE seriousness of the salmon situation on the Pacific Coast is strikingly set forth in an interesting paper, read at the recent convention of the Canadian Fisheries Association, in Vancouver, B.C., by Henry Doyle, of the Northern B.C. Fisheries, Ltd. The subject is of such paramount importance at the present time, that Canadian Grocer reproduces the paper in part, so that readers will have first-hand information as to the outlook in salmon, and as to how very seriously the salmon fisheries of this country have been depleted. The report, in part, is as follows:

The Big Year of 1913

"In the 'Big' year of 1913 the catch of Fraser River salmon represented about 30 per cent. of the world's pack that season, being over 2,400,000 cases. Rock slides blocked the salmon from access to the spawning areas that summer, with the result that in the next season of that cycle—1917—the take of fish was but 560,000 cases, or about 6 per cent. of the world's production. This has been a national calamity, but did it impress itself as such on the fishing industry in general? Speak to a Skeena River canner or fisherman and he will say it is too bad, but at the same time he remembers it has resulted in better prices for the Skeena product, and his sorrow becomes a complaisant one. Speak to a Columbia river or Alaskan salmon operator and he will admit having heard that there was a partial failure in 1917 and will ask how it is accounted for, and what the prospects are for 1921. Mention it to an Eastern fish man and he will likely inform you he never heard of either catastrophe or failure; indeed, if he is frank, he may add he did not know salmon ran in the Fraser River, or that there was such a river in Canada.

Criminal Maladministration

"The same is true in all parts of the world, and of all branches of the fishing industry. We have no bureau established in which ideas can be exchanged; no

recognized medium where fish knowledge of interest can be disseminated. We conduct our affairs in an isolated, self-centred fashion, and, if we had our desserts, should be deprived of our businesses on the ground of criminal maladministration.

"Criminal maladministration is not too strong an expression. If a lawyer violated the ethics of his profession he would be barred. If a doctor lost a patient through neglect due to ignorance he could be prosecuted. If an engineer was careless in estimating strains and disaster followed, he would face imprisonment, and, if, through ignorance, neglect, folly, we destroy the fishery assets of the country, which are given us to administer, so that future generations as well as our own would benefit by them, we deserve to be treated in like manner to the professional man who is faithless to his trust.

"But, it is asked, in what way are we false to this trust? How can we be accused of neglect? What should we do differently than at present to administer our fishery resources properly? The answer is that we have failed to learn through past experiences what the future must face, and until we conduct our present activities with the maintenance of our fisheries as our paramount object we are not doing justice to ourselves or posterity.

The Handwriting on the Wall

"Our greatest fault is we have not observed the handwriting on the wall, nor found it applicable to ourselves personally. An example that will best illustrate this point is this: The seal fisheries of Newfoundland date back to about the year 1800, and the average annual catch in the first half of last century was over 200,000 seals. The banner year was 1844, when a total of 680,000 was taken. Since then steam has replaced sails for the propulsion of vessels and modern appliances have resulted in greater efficiency with less effort, all of which should have produced a large number of seals than could have been looked for in the olden days. But

instead of 680,000 or even 200,000 catches to-day, we find 100,000 considered a satisfactory season's work. In 1915 the take was 47,000 seals, in 1919 81,293, and 1920 with but 35,000, is the greatest failure on record.

American Conditions Similar.

"In American waters a like condition also prevails. Frank N. Clark, writing in 1883, said: 'It is a well-known fact that 40 or 50 years ago, shad were so abundant upon our Atlantic coast that they were caught by the million in many bays and mouths of rivers.' In 1836, in the Susquehanna River alone, over 15,000,000 shad were taken in that one season alone. Over 50 years ago the East, out of its abundance, sent shad eggs to California and Oregon to introduce this species into Pacific coast waters. To-day California ships carload after carload to Eastern centres to supply the demand which Eastern shad are no longer plentiful enough to take care of. Florida packers no longer obtain their former quantities as their shad goes to the larger centres to fill the demand which local fisheries once supplied. Connecticut shad is not now a market factor, and the run in Hudson River is but a shadow of its former greatness.

Now a Leading Luxury

"The salmon of the Atlantic is going by the board. Where once it was a drug on the market to-day it is one of the leading luxuries. Once abundant in the rivers and streams of Maine and Connecticut, and also found in Hudson River, it has been unknown in the Hudson since the 18th century, and scarce in the other localities for nearly as long. David Starr Jordan, writing of the Atlantic salmon, says: 'Many Connecticut people remember hearing their grandfathers say that when they went to the river to buy shad the fisherman used to stipulate that they should buy a specific number of salmon also. But at the beginning of this century that began rapidly to diminish. Mitchell stated, in 1814, that in former days the supply

(Continued on page 50)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 2.—There is an upward trend to the produce market this week. Butter is three and four cents higher due to the big demand and higher prices in the United States. Eggs are one cent per dozen dearer. The supply of fish is a little easier this week but the prices remain unchanged. Fresh and cooked meats are unchanged with a strong market. Lard and shortening remain as listed with a firm market.

Fresh Meats Unchanged

FRESH MEATS.—There is no change in the price of fresh meats this week. Live hogs and beef remain the same, but the market is very firm at quotations listed:

FRESH MEATS			
Hogs, live (selects)	0	21	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.....	0	30 1/2	
Fresh Pork—			
Legs of pork (foot on)	0	35	
Loins (trimmed)	0	42 1/2	
Loins (untrimmed)	0	39	
Bone trimmings	0	30	
Trimmed shoulders	0	26 1/2	
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 ..Loins	0	46	
..... 0 28 ..Ribs	0	32	
..... 0 18 ..Chucks	0	17	
..... ..Hips	0	35	
Calves (as to grade)	0	22	0 28
Spring lamb, carcass	0	32	
Fresh sheep, carcass	0	22	0 30
Frozen lamb, carcass	0	32	

Cooked Meats Are Strong

COOKED MEATS.—The demand for cooked meats continues to increase with the summer season. As a result of the very heavy demand the prices are very strong as quoted and an advance would not be surprising in the near future.

Jellied pork tongues	0	47
Jellied Pressed Beef, lb.	0	33
Ham and tongue, lb.	0	38
Veal and tongue	0	36
Hams, cooked	0	55
Shoulders, roast	0	50
Shoulders, boiled	0	48
Pork pies (doz.)	0	80
Mince meat, lb.	0	15
Sausage, pure pork	0	25
Bologna, lb.	0	18
Ox tongue, tins	0	65

Smoked Meats Continue Firm

SMOKED MEATS.—The market for smoked meats is very good at the present time and prices are unchanged. The summer season always furnishes a heavy demand for smoked meats as well as cooked meats. As a result the market is very strong at the prices quoted.

BACON—		
Breakfast, best	0	46
Smoke Breakfast	0	31
Cottage Rolls	0	38
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

Barrelled Meats Quiet

BARRELLED MEATS.—There is no change this week in the price of barrelled meats. The demand for home consumption is not large.

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

Higher Prices for Butter

BUTTER.—There is another advance this week in the price of butter, which is entirely due to the big demand and high prices in the United States. Higher prices have to be paid here in order to keep the needed supply in this country. The new price on creamery is sixty cents for prints and fifty-nine cents for tubs. Dairy butter is higher also, and the price varies as to quality and the market on which it is offered.

BUTTER—	
Creamery prints, qual., new	0 60
Do., solids, quality, new	0 59
Dairy, in tubs, choice	0 51
Dairy, prints	0 52

Cheese Market Active

CHEESE.—Cheese remains firm this week at the prices quoted. The market is strong especially on old cheese. The bidding for the new cheese is active, which points to a strong market later on. There is a big demand for export.

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

Lard Prices Unchanged

LARD.—No change in the price of lard is recorded this week. The demand is good and the market remains firm.

LARD—	
Tierces, 360 lbs	0 29
Tubs, 60 lbs.	0 29 1/2
Pails, 20 lbs.	0 29 1/2
Bricks	0 31

Margarine Prices Unchanged

MARGARINE.—No change is reported this week in the price of margarine, the demand is not as large as it has been and the market is rather quiet.

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

Eggs One Cent Higher

EGGS.—The price of eggs has advanced this week to 54c per dozen. This is a return to the price quoted two weeks ago. The supply is very good, but the demand for storage and export has caused an advance of 1c per dozen in the price of fresh eggs.

Shortening Remains Firm

SHORTENING.—Shortening is unchanged this week in price and the market remains firm.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 27 1/2
Tubs, 50 lbs., per lb.	0 27 1/2
Pails, 20 lbs., per lb.	0 28
Bricks, 1 lb., per lb.	0 28 1/2

Fresh Salmon Cheaper

FISH.—The price of fish remains about the same this week. Halibut, which has been very short in supply, has again returned to the market, but on account of the scarcity the price still remains high. White fish is in very good supply, also Gaspe and Restigouche salmon. There is practically no change in the price of fish 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 13
Shrimps	0 40
Whitefish	0 20
Shad	0 18
Gaspé salmon	0 28
Halibut, medium	0 15
Gaspereaux, each	0 04
Whitefish	0 20
Lake trout	0 22
Brook trout	0 60
Pike	0 12
Perch	0 13
Fresh eels, per lb.	0 15
Fresh Herrings, each	0 08
FROZEN FISH	
Halibut, large and chicken	0 16
Halibut, Western, medium	0 23
Haddock	0 07 0 08
Mackerel	0 15 0 16
Doree	0 17
Smeits, No. 1, per lb.	0 17 0 18
Smeits, extra large	0 25
Smeits (small)	0 09 0 10
Pike, headless and dressed	0 12
Market Cod	0 06 0 06 1/2
Whitefish, small	0 12 0 13
Sea Herrings	0 06 0 07
Steak Cod	0 08 1/2 0 09
Salmon, Cohoes, round	0 19 0 20
Salmon, Qualla, hd. and dd.	0 12
Whitefish	0 15 0 16
Lake Trout	0 19 0 20
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 35

Poultry Market Quiet

Montreal.
POULTRY.—No change is recorded this week in the price of poultry. The demand is not large and the offerings on

the market are small. Chickens are offered at 43c a pound and turkeys at 55c.

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		0 34	
Old fowls (large)		0 39	
Do. (small)	0 32	0 34	

per pound. New cheese is quoted at 32 cents per pound.

CHEESE—	
Large, old	0 33 0 34
Do., new	0 32
Stilton	0 34 0 35
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.	

Eggs Quoted Higher

Toronto.
EGGS.—Receipts of eggs this past week have been very light. Dealers state that a great deal of wastage is shown, probably due to the warm weather and the fact that eggs are being held. Quotations are 2 cents per dozen higher.

EGGS—	
Fresh, selects	0 56 0 57
Fresh	0 54 0 55
Fresh selects in cartons	0 59
Prices shown are subject to daily fluctuations of the market.	

Shortening Prices Steady

Toronto.
SHORTENING.—This market is unchanged. Quotations are steady at 26½ cents per pound tierce basis.

SHORTENING—	
1-lb. prints	0 28 0 29
Tierces, 400 lbs.	0 26½
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.	

Lard is Unchanged

Toronto.
LARD.—There is no change in the market for lard. The market is firm and quotations steady.

Tierces, 400 lbs.	0 28 0 29
In 60-lb. tubs, ½ cent higher than tierces, and 1-lb. prints 2c higher than tierces.	

Fresh Trout Up One Cent

Toronto.
FISH.—The demand for fresh fish is keeping up well. Quotations are steady with the exception of fresh trout which is up one cent per pound.

FRESH SEA FISH.	
Cod Steak, lb.	0 11 0 11
Do., market, lb.	0 4½ 0
Haddock, heads off, lb.	
Do., heads on, lb.	0 09½
Halibut, chicken	0 18 0 19
Do., medium	0 23 0 24
Fresh Whitefish	0 18 0 19
Fresh Herring	
Flounders, lb.	0 09 0 10
Fresh Trout, lb.	0 17 0 18
Fresh Mackerel	0 12 0 13

FROZEN FISH	
Halibut, medium	0 21 0 22
Do., Quaila	0 09½
Flounders	0 08½
Pike, round	0 08
Do., headless and dressed	0 09

SMOKED FISH	
Haddies, lb.	0 13
Fillets, lb.	0 18
Kippers, box	2 25

Broilers Are Lower

Toronto.
POULTRY.—Supplies of poultry are arriving in sufficient quantities to meet the demand. Broilers are down 5 cents per pound.

Prices paid by commission men at Toronto:		
	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 23	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	
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 50	0 60

Prices quoted to retail trade:—	
	Dressed
Hens, heavy	0 35
Do., light	0 32
Chickens, spring	0 70
Ducklings	0 45

ONTARIO MARKETS

TORONTO, July 2.—Live hogs are ruling strong with advances of 25 to 50 cents per hundred. Fresh meat cuts are firm at steady prices. Smoked meats are up one to three cents per pound. Mess pork is down \$1.00 per barrel. Pickled rolls are up \$3.00 per barrel. Cooked hams are in scant supply and quotations are firm. Butter and cheese are ruling firm. The egg market is strong with advances registered. Fresh trout is up one cent per pound. Spring chickens are down five cents per pound.

Live Hogs Advance

Toronto.
FRESH MEATS.—This market is firm at steady prices. Live hogs are ruling strong with advances of 25 to 50 cents per hundred.

FRESH MEATS	
Hogs—	
Dressed, 70-100 lbs., per cwt.	26 00 28 00
Live off cars, per cwt.	20 00 20 25
Live, fed and watered, per cwt.	19 75 20 00
Live, f.o.b., per cwt.	18 75 19 00
Fresh Pork—	
Legs of pork, up to 18 lbs.	0 39
Loins of pork, lb.	0 43½
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 36½
Montreal shoulders, lb.	0 30½
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.	

Cured Meats Higher

Toronto.
PROVISIONS.—This market is very strong. Quotations are up one to three cents per pound. Boneless back bacon is quoted at 58 to 66 cents per pound according to the trim. Ordinary breakfast bacon is 45 to 48 cents a pound and extra fancy trimmed is 60 cents per pound. Dry salt meats are up one cent per pound all round.

BARREL PORK.—Mess pork is down \$1 per barrel. Pickled rolls, heavy, is up to \$60, and lightweight is up to \$65 per barrel.

Hams—	
Medium	0 45 0 48
Large, 20 to 25 lbs. each, lb.	0 48
Heavy, 25 lbs. upwards, lb.	0 34½
Backs—	
Skinned, rib, lb.	0 61 0 52
Boneless, per lb.	0 58 0 66
Roiled	0 68
Bacon—	
Breakfast, ordinary, per lb.	0 45 0 48
Breakfast, fancy, per lb.	0 49 0 53

Breakfast, special trim	0 60
Roll, per lb.	0 34 0 36
Wiltshire (smoked sides), lb.	0 40
Wiltshire, ¾ cut	0 44
Wiltshire, middle	0 46

Dry Salt Meats—	
Long clear bacon, av. 50-70 lbs.	0 28
Do., av. 30-90 lbs.	0 27
Clear bellies, 15-30 lbs.	0 30
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.	49 00
Short cut backs, bbl. 200 lbs.	56 00
Pickled rolls, bbl. 200 lbs. :—	
Heavy	60 00
Lightweight	65 00
Above prices subject to daily fluctuations of the market.	

Cooked Meats Ruling Firm

Toronto.
COOKED MEATS.—All cooked meats are in active demand. The market is strong under high prices. Cooked hams are quoted at 63 to 65 cents per pound with a scarcity noted in some quarters. Boiled shoulders are selling at 51 cents per pound.

Boiled hams, lb.	0 63 0 65
Hams, roast, without dressing, lb.	0 63 0 65
Boiled shoulders	0 61
Head Cheese, 6s, lb.	0 14
Choice, Jellied ox tongue, lb.	0 45
Jellied calves tongue	0 52
Above prices subject to daily fluctuations of the market.	

Butter Prices Hold

Toronto.
BUTTER.—There are large supplies of butter coming forward and vast quantities are going into storage. Quotations are holding fairly steady. Creamery butter is quoted to the trade at 59 to 61 cents per pound. Very little choice dairy butter is being offered; it is mostly of an inferior quality and quotations range from 50 to 55 cents per pound.

BUTTER—	
Creamery prints	0 59 0 61
Dairy prints, fresh, lb.	0 50 0 55

Steady Market for Cheese

Toronto.
CHEESE.—The cheese market is steady. Old cheese is getting scarce, quotations are around 33 to 34 cents

WINNIPEG MARKETS

WINNIPEG, July 2.—The hog market this week remains unchanged with hams and bacon ruling at steady prices and cooked meats in great demand. The butter market is firm as also the cheese market. Egg receipts are very light while fresh fish has been very active.

Hogs Unchanged

Winnipeg.
HOGS.—There is no change in the price of hogs this week. The quotations are:

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 46½
Boneless, 8 to 15 lbs., per lb.	0 52½
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48
BACON—	
Becks, 5 to 12 lbs., smoked.	0 61½
Do., 12 to 16 lbs., smoked.	0 58
Do., 10 to 14 lbs., skinned and peamealed.	0 59½
Do., 4 to 10 lbs., sliced.	0 61½
Cottage rolls, boneless.	0 41½

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 65½ 0 67½
Do., roast, lb.	0 67½
Boiled shoulders.	0 49 0 51
Head Cheese, in 1-lb. tins.	0 21
Do., in 6-lb. tins, lb.	0 18
Jellied Beef Tongue, lb.	0 68
Jellied Pork Tongue, lb.	0 63
Baked Luncheon Leaf, lb.	0 24

Butter Market Firm

Winnipeg.
BUTTER.—There is a firm tone in the market for butter. Dairy butter continues to arrive in better supply.

Creamery, best table grade.	0 59
Dairy butter, best table grade.	0 45
Margarine.	0 37 0 39

No Change in Cheese

Winnipeg.
CHEESE.—There has been no change in the cheese market this week. Quotations are as listed below:

CHEESE—	
Ontario, large, per lb.	0 33
Do., twins, per lb.	0 33½
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

Egg Receipts Light

Winnipeg.
EGGS.—The egg receipts this week have been very slight. Farm eggs are quoted at 50 cents, while fresh eggs, candled, are 44 cents per dozen.

Lard Remains Firm

Winnipeg.
LARD.—There has been no change in the lard market. Quotations are steady:

Pure Lard, No. 1 quality, per lb.	0 29
(in tierces of 400 lbs.)	
Do., wooden pails, 20-lb. pails.	6 00

Shortening, wooden pails, 20-lb. pail, per pail.	6 05
Do., tierces of 400 lbs., per lb.	0 27½

Fish Unchanged

Winnipeg.
FISH.—There is an active demand for fresh fish. Quotations are unchanged:

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

SALMON DEPLETION A NATIONAL CALAMITY

(Continued from page 47)

to the New York market usually came from Connecticut, but of late years from the Kennebec, covered with ice. Reverend David Dudley Field, writing in 1819, states that salmon had scarcely been seen in the Connecticut for 15 or 20 years. The circumstances of their extermination in the Connecticut are well-known, and the same story, with names and dates changed, serves equally well for other rivers."

Pacific Salmon Dwindling.

"And the salmon of the Pacific are answering the same last call. The comparative youthfulness of this fishery, and the enormous total of the annual catch blind us to the destruction which year by year takes place. In Canadian waters the Fraser River fishery is our most convincing example, but ample corroborative evidence is obtainable in all other waters. So alarming has been the decrease in runs to Alaskan streams that the American Government has already closed many areas to all fishing, and many others are so restricted that the open fishing period has been decreased to 25 per cent. or 50 per cent. of what formerly was allowed. On the Columbia and Sacramento Rivers artificial propagation has provided a sufficient number of salmon to offset the commercial drain, but these increases are only in those river sections where the hatchery product was liberated. In the streams and tributaries which have not been favored with this assistance, extermination has either already occurred, or the finish is in sight.

"In the salmon fisheries of British Columbia and Washington similar conditions prevail. The pack secured in late years aggregate more cases than formerly, and we point to this as evidence of the prosperity of the industry. But this increased pack is secured from the poorer grades which previously were not marketable. That sockeyes have decreased is unquestioned. In 1903 100 canneries operating in British Columbia and Washington, packed 100,000 cases,

more sockeyes than 120 canneries put up in 1919, and other seasons show corresponding results."

THE DOUBLE ENTRY SYSTEM

(Continued from page 35)

For he knows that good apples and good display — so the fruit is "better looking than his neighbor's"—will lead to rapid turnover.

The success of Frank Loftus is based on exactly the same principles. He is a stickler for primary quality. Price is secondary. With skilful display, kept up every day of the year untiringly, he has corralled the fruit trade of his city and built a very flourishing business.

One peculiar idea permeates Loftus's displays. This is that citrus fruit — oranges, lemons, grapefruit—are used almost exclusively in his windows the year round. This because he thinks he has discovered that those fruits have more attractive color tones than any others, that they please more people more permanently than any others. They have another great advantage, as he says: that they bear dumping out, loosely, without bruising like apples. Finally he says that such loose display is always most effective.

Green Goods Best Attraction.

For any store, located anywhere, there is no doubt that the fresh, green goods department is the greatest drawing card. If, then, that department is handled skilfully, with great care to have it always at its best and free from decayed items, it will win out and bring trade, even if it is small and limited in scope. The plan is, to go on as you are doing, always keeping things looking fine, and growing as rapidly as your resources will permit. We must all creep before we can walk. You seem to be making a fine beginning.

Hard work? O, yes, always, in everything that is worth while. But you are not afraid of that, so you should worry! Success to you.

* * *

A reader sends me this bouquet, which perhaps I may be pardoned for printing in part: "The more I read your articles the more I wonder how you can afford the time to explain all the letters you receive. Yours are very helpful hints and surely no grocer can lose by your experience. I am not looking for information this time, I want simply to tell you that your article published week ending December 13, is one that every grocer should read. If he really does want to succeed he should follow those very rules, as my experience has taught me, and if I could speak the language as well as you can, I would have published many helpful hints as are needed by grocers. No need of commenting on any particular subject as your letter is self-explanatory."

The signature is that of an American with a Hungarian name—I think. Certainly, no commendation I have ever received has pleased me more keenly and I thank my correspondent most heartily.

Your Customers will be glad to get Our New Book— “Saving Without Sacrificing”

THIS is a book every customer at your store will prize and keep. It deals in an understandable manner with the special problems confronting the house-wife in the buying, keeping, and preparation of meats for her table. It has a distinctive dollars and cents value to every housekeeper of to-day—and we want YOU to have a supply to hand to YOUR customers.

*We distribute them through the Retail Dealer
 as follows:—*

WE have prepared a series of attractive, snappy little folderettes—just big enough to go into an ordinary envelope or to tuck inside a parcel. Each folder advertises a distinctive line of Davis products—Cooked and Jellied Meats, Bologna, Pure Lard, Peerless Shortening, Pork and Beans, and Wiltshire Bacon—and shows the product in actual colors.

They're the brightest little folders you could ever wish to hand out to your customers. Slip them in the parcels over the counter—or with deliveries of goods—or with outgoing mail. It means increased sales and bigger turnover for your store.

ON the back page the new booklet, “Saving Without Sacrificing,” is shown, and every reader who wishes a copy (it's free) is invited to sign the coupon at the bottom of the page and hand it in to you. Then, as soon as you receive a number of these signed coupons, simply mail them to us and we will send you the necessary number of booklets for you to distribute to your customers who have asked for them.

Every folder has a double purpose—it stimulates the sales of Davies products in your store—and it creates in the minds of your customers the desire to have one of these new practical food economy booklets. Act to-day.

Fill in and mail the attached coupon to-day and we will send you a supply of these helpful little folderettes to give to your customers.

The William Davies Co., Limited
 Packers and Provision Merchants
TORONTO

MONTREAL - HAMILTON

Please send me a supply of your illustrated folders advertising “Saving Without Sacrificing,” which I shall be pleased to distribute among my customers.

Name

Address

.....

ROSE BRAND

Foods of Quality and Distinctive Flavor



OF all the vast quantities of excellent foods which come to our plant—only the choicest are selected for ROSE BRAND.

The tender meats, the finest dairy products, the delicate foods—are all prepared by our superior methods, under ideal and scrupulously sanitary conditions.

ROSE BRAND are products any purveyor should be proud to sell his customers. Their distinctive flavors and high qualities are sure to please and satisfy.

To assist dealers increase their sales of ROSE BRAND an extensive advertising campaign will be run in large dailies, weeklies and magazines throughout the country.

Strikingly handsome hangers, window trims, show cards, counter folders, etc., have been prepared, and will be sent to any purveyor gratis, on request.

These pieces are a great asset to any stores. With them the appearance of the food department can be greatly improved and exceedingly appealing windows and artistic ROSE BRAND displays arranged.

Write our advertising department for special information or advice—

Canadian Packing Company, Limited
TORONTO, ONTARIO

PACKING HOUSES

Brantford
Toronto
Peterboro
Montreal
Hull

BRANCHES

Fort William
Sudbury
Sydney, N.S.
Charlottetown, P.I.
Winnipeg, Man.





The Public Confidence

—in a food product is a guarantee, as a rule, that same is pure and wholesome and worthy of its continued sale. *BRUNSWICK BRAND* is worthy of and regarded with such confidence through the reputation of its clean preparation. Carefully selected, sorted and graded, it is worthy of any merchant's display in window or on counter and will bring profitable results.

Order at once.

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

Representatives in Winnipeg:
CHARLES DUNCAN & SON, WINNIPEG, Man.

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"The Greatest Seller of Its Kind in the World"

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

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

CANADIAN DISTRIBUTORS:

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

H.A. COOKED MEATS



offer your customers a wide
selection through their tempting
variety

A complete line of H.A. Brand dainty cooked meats will enable you to cater to *the summer cooked meat requirements* of your customers in a way that will prove most pleasant and profitable to yourself.

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA



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	Baked 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 of these delicatessen products.

ARMOUR AND COMPANY
HAMILTON, ONTARIO

Branch Houses at

HAMILTON, ONT.

TORONTO, ONT.

MONTREAL, QUE.

SYDNEY, N. S.

ST. JOHN, N. B.



Have No Hesitation
in choosing
'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

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

57

57



Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

57

57

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 spices, 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

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

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

LEMON BROS.

OWEN SOUND

ONTARIO



Chicken Haddies

(Lily Brand)

A delicious delicacy from the cool depths of the Atlantic.

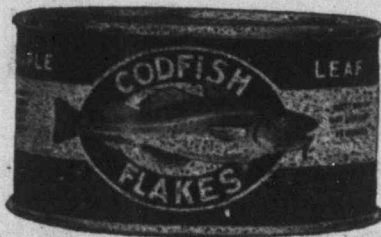
Chicken Haddies are packed when freshly caught, and canned under absolutely sanitary conditions.

Cooked ready to serve, free from skin and bone, Chicken Haddies are both appetizing and economical.

Attractive window show cards sent free with every order.

Packed at Canso, N.S., by the

MAPLE LEAF
BRAND
CODFISH FLAKES
REGISTERED



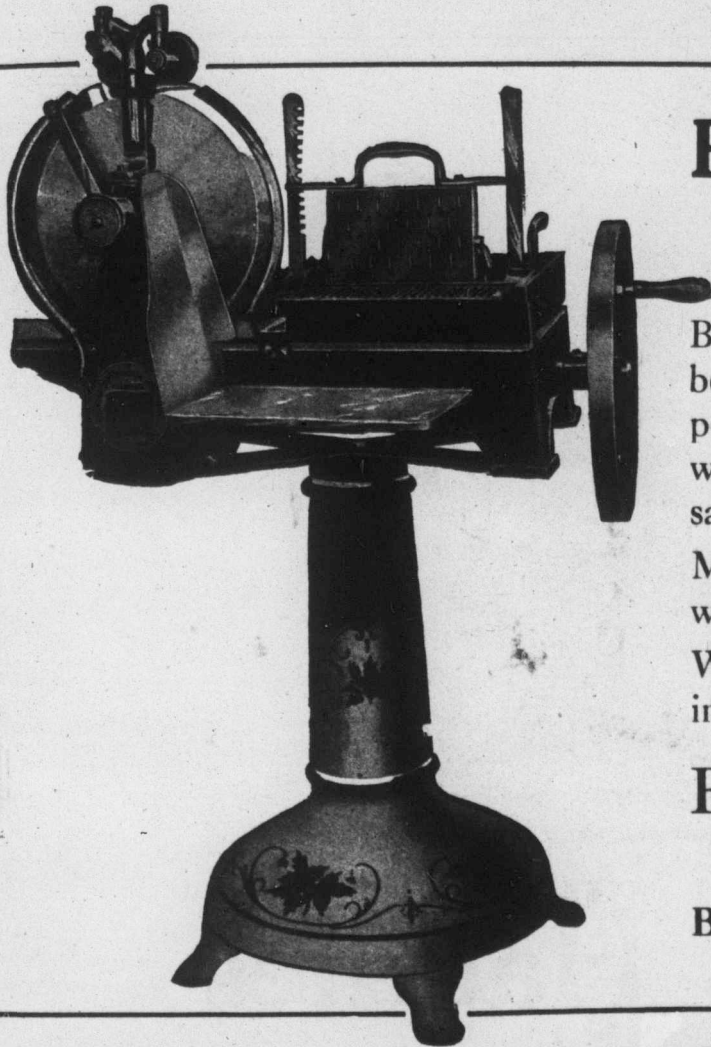
Maritime Fish Corporation
Limited

General Sales Office
Montreal

Packers of the celebrated Maple Leaf Brand Codfish Flakes.

CHICKEN HADDIES
REGISTERED





Profit Through Efficient Service

By the efficiency of this slicer, profit will be made, in that it will give accurate performance and being well constructed will last longer, eliminating all unnecessary and frequent repairs.

Made in Canada by skilled Canadian workmen.

Write for illustrated catalogue, describing these peerless slicers in detail.

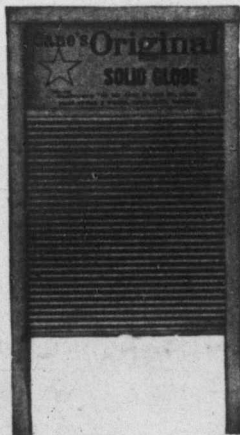
Brantford Computing Scale Co., Limited

BRANTFORD - CANADA

Offices and Showrooms in the Larger Centres

Cane's Washboards

Built to last a lifetime



Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling. Write to-day.

Wm. Cane & Sons Co.
Limited
NEWMARKET, ONTARIO

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horns Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.



Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
 London—D. C. Hannah.
 Manitoba and North-West—
 The W. L. Mackenzie Company, Limited, Winnipeg.
 British Columbia—The W. L. Mackenzie Company,
 Limited, 1314 Standard Bank Bldg., Vancouver.
 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



Recommend because of its Purity

For outings during the summer **MALCOLM MILK PRODUCTS** are just the thing—take the place of fresh milk, which is hard to keep during warm weather.

Recommend this nutritious food because of its purity. A display will greatly help your sales.

THE MALCOLM CONDENSING CO., LIMITED

An All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

Dominion Brand

PORK AND BEANS

Delicious - Appetizing - Nourishing - Thoroughly Cooked

With
TOMATO SAUCE
CHILI SAUCE
AND PLAIN



EIGHT SIZES—
A SIZE TO SUIT
EVERY CUSTOMER

*Suggest them to your customers for lunches during
the hot weather* **DISPLAY THEM**

DOMINION CANNERS LIMITED, HAMILTON, ONT.

Purnell's

England's Best

Pure Malt Vinegar Pickles & Sauces

Speciality B V Fruit Sauce



*Have Stood the Test of Time
Having Been Established Since 1750*

Canadian Agents

- J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
- J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
- R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
- W. T. Donohue, 401 Richmond St., London, Ont.
- The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
- J. E. Huxley & Co., P.O. Box 815, Winnipeg.
- C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

**Our agents have a full
range of samples**

Purnell & Panter, Ltd., Bristol, England

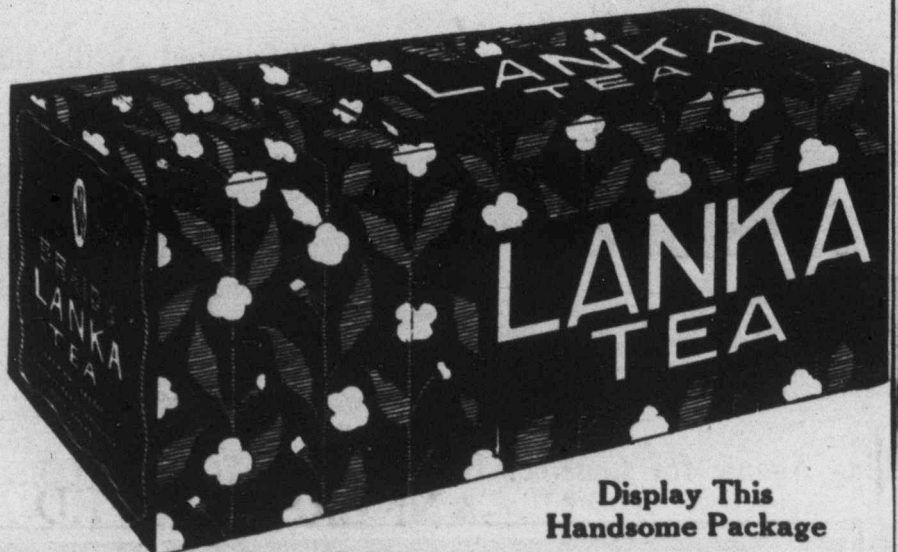
LANKA—Meaning Ceylon

The origin of the name LANKA is most interesting and so appropriate that it justifies explanation of its source.

They will thank you for bringing it to their notice — for recommending this exquisite blend of Ceylon's finest growth.

We found it in a history of ancient India. It is the medieval name for the Island of Ceylon—the name used in a quaint folk-lore poem called the "Ramayana"—translated from the Sanskrit.

Thus we adopted LANKA for the new brand of tea from Ceylon's hill gardens—the tea which gives your customers the best that British growers can produce.



WM. BRAID & CO.

Vancouver, Canada

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

Agents for Ontario

S. H. MOORE & COMPANY, Toronto

**Display This
Handsome Package**

Flour Helps Your Turnover



Sell flour. Flour alone is little use as food. Nobody eats flour alone, but flour is the principal ingredient in most of the dishes served on the table at meal-time. When you sell flour, therefore, you have the first chance to sell all these other lines that help flour to make bread, biscuits, buns, pies, pastry, puddings, sauces, soups, gravies, etc., etc.

PURITY FLOUR

is good for bread or pastry and home-baking in general. But it needs the help of many other items among the goods you sell. That's why you should push the sale of it.

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

Victoria
Courtenay

Nanaimo
Rosland

Vancouver
Calgary
Ottawa

BRANCHES AT :

Prince Rupert
Edmonton
Montreal

Brandon
St. John

New Westminster
Winnipeg

Nelson
Goderich



Shirriff's

TRUE ORANGE
MARMALADE

Fresh, full-flavored Seville oranges—pure cane sugar—prepared the inimitable Shirriff way! Can you imagine anything more tasty or appetizing?

The irresistible goodness of Shirriff's Marmalade accounts for its ever-growing popularity. Quick sales—satisfied customers—repeat orders—a chain of profitable business is often opened up in the sale of Shirriff's Marmalade.

Write us for some beautiful window trimming helps. Free on request.

IMPERIAL EXTRACT COMPANY

Toronto - Ontario

Selling Agents for Canada: **HAROLD F. RITCHIE & CO., Limited**, Toronto and Montreal



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



MASTER MASON

The Plug Smoking Tobacco Which
MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



**SCOTCH SNACK IDEA
No. 6**

Children are fond of Scotch Snack

Tell the mothers how good Scotch Snack is for the children. It's appetizing and nourishing. Nothing better for Sandwiches, Salads, Croquettes, Etc. Buy Scotch Snack in 5 or 10 case lots from your wholesaler.

Watch for Next Week's Advertisement

ARGYLL BUTE, "Reg."
MONTREAL, QUE.

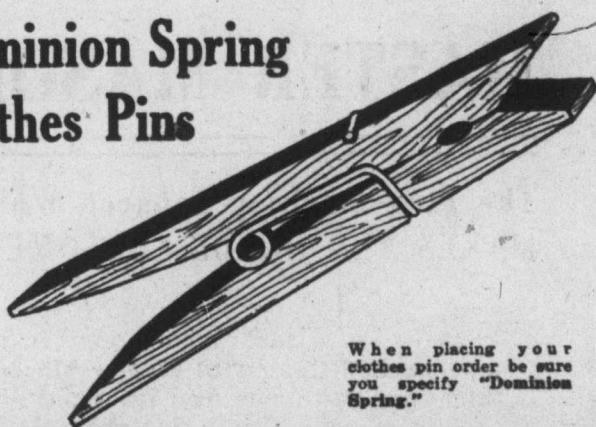
ESTABLISHED 1825 and



VALUED AT \$2,000,000.00



**Dominion Spring
Clothes Pins**



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling Dominion Spring Clothes Pins because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

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

RICE
RICE FLOUR
RICE MIDDLING

**Mount Royal Milling
and
Mfg. Coy., Limited**
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

*Fresh Fruits and
Granulated Sugar
—That's All*

UPTON'S

FRESH STRAWBERRIES—Great loads of them—red, luscious, of the finest quality—arriving daily at our factory; the choicest berries of all the great Niagara Fruit Belt.

The best is none too good for

Upton's Pure Marmalades and Jams

New pack now on the market. Order it from your jobber at once.

The T. Upton Co., Limited
Hamilton, Canada

Selling Agents:

- S. H. Moore & Co., Toronto, Ont.
- Rose & Laflamme, Ltd., Montreal Que.
- Scott-Bathgate Co., Ltd., Winnipeg, Man.
- Gaetz & Co., Halifax, N. S.
- Schofield & Beer, St. John, N. B.

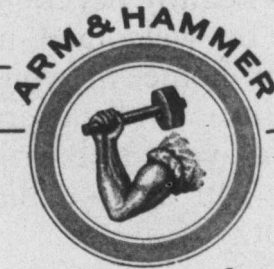


King Oscar Brand Sardines

Never fail to win approval from the usually "hard-to-please" customers because of their exceptional flavor. They are packed from the finest selected Norwegian Sardines in pure olive oil. Ideal for quickly preparing tasty summer meals. Feature them now in your displays.

Canadian Agents:

John W. Bickle & Greening
Hamilton Ontario



Arm and Hammer Brand Sal Soda

This highly popular seller, put up in attractive cartons of 2½ pounds each, is certainly making a hit with Canadian housewives. Place your order to-day with your jobber and sell Sal Soda the new and handy way.

Church & Dwight, Limited
Montreal

The Original and Genuine Brand



ROSE'S LIME JUICE

This healthy beverage will be welcomed in every home in your locality and every bottle you sell will give you a good big profit.

Rose's Lime Juice is worthy of a prominent place in your displays. Its perfect thirst-quenching properties make it an ideal beverage.

Order a good supply now and ring up good extra profits.

Holbrooks, Ltd.

Sole Agents for Canada

Toronto and Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies,
Guaranteed Fresh Fruit and
Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.
Strawberry \$5 15
Currant, Black 5 05
Pear 4 40
Peach 4 40
Plum 4 20
Apricot 4 50
Cherry 4 95
Gooseberry 4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	30 05
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 95 1/4
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97 1/2
1 1/4's (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 37 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/4's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family Tomato Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
14 Pts., Aylmer Quality	\$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	\$1.65
	Per doz.
Pints, Delhi Epicure	\$2.75
1/2-Pints, Red Seal	1 25
Pints, Red Seal	1 90
Ots., Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.

180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.
Eagle Brand, each 48 cans \$12 50
Reindeer Brand, each 48 cans 12 00
Silver Cow, each 48 cans 11 50
Gold Seal, Purity, ea. 48 cans 11 35
Mayflower Brand, each 48 cans 11 35
Challenge Clover Brand, each 48 cans 10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$7 40
Jersey Brand, Hotel, each 48 cans	7 40
St. Charles Brand, toll, each 48 cans	7 50
Jersey Brand, tall, each 48 cans	7 50
Peerless Brand, tall, each 48 cans	7 50
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	6 50
Peerless Brand, Family, each 48 cans	6 50
St. Charles Brand, small, each 48 cans	3 45
Jersey Brand, small, each 48 cans	3 45
Peerless Brand, small, each 48 cans	3 45

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$7 50
Reindeer Brand, small, each 48 cans	7 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal.
Packages, 25-oz., 2 doz. to case, per case \$6 00
25-lb. jute bags, per bag 8 00
25-lb. jute bags, with 25 3/4-lb. printed paper bags enclosed, per bag 8 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S
MUSTARD

	Per doz. tins
D.S.K., 1/4-lb.
D.S.F., 1/4-lb.
D.S.F., 1 lb.
F.D., 1/4-lb.

	Per jar
Durham, 1-lb. jar, each
Durham, 4-lb. jar, each

CANADIAN MILK PRODUCTS, LIMITED.

Toronto and Montreal

KLIM
8 oz. tins, 4 dozen per case \$12.50
16 oz. tins, 2 dozen per case 11.50
10 lb. tins, 6 tins per case 25.00
Prices f.o.b. Toronto.

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Manufacturers of the

Edwardsburg Brands Starches
Laundry Starches—
Boxes
40-lb., Canada Laundry \$0 12 1/2
100-lb. kegs, No. 1 white 0 12 1/2
200-lb. bbls., No. 1 white 0 12 1/2
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0 14 1/4
40 lbs., Benson's Enamel, (cold water), per case 4 80
Celluloid, 45 cartons, case 5 20
Culinary Starch
40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0 14
40 lbs., Canada Pure or Challenge Corn 0 13
20 lbs., Casco Refined Potato Flour, 1-lb. pkgs. 0 16
(20-lb. boxes, 1/4c higher, except potato flour.)

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Brls. cleaned fine filiatras	-	-	15 $\frac{3}{4}$
Cases " " "	-	-	16 $\frac{3}{4}$

For people who may want something better and also fancy, we offer:

Hf. Cases Monogram brand amalias	-	18 $\frac{1}{2}$
Hf. Cases Victor " patras	-	22
Hf. Cases Monarch " vostizza	-	23 $\frac{1}{2}$

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A splendid seller showing a good profit.

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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.)

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

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Robinson's Patent Barley— Doz.

1-lb. 0 27

1/2-lb. 0 27

Robinson's Patent Groats—

1-lb. 0 27

1/2-lb. 0 27

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In cases, 12 12-lb. bxs. to case 0 27

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Polish, Black, Tan, Toney Red.

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Red, Dark Brown 4.80

Metal Outfits—Black, Tan,

Toney Red, Dark Brown... 5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

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Black Watch, 10s, lb. \$1 20

Bobs, 12s 1 13

Currency, 12s 1 13

Stag Bar, 9s, boxes, 6 lb. 1 08

Pay Roll, thick bars 1 30

Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 25

Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 28

Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 30

Forest and Str. 1, 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

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Sterling Road, Toronto, Ont.

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COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.\$6 25

Perfection, 1/4-lb. tins, doz. 1 70

Perfection, 1/2-lb. tins, doz. 3 25

Perfection, 1lb 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

Eagle Chocolate, 1/4s, 6-lb. boxes 0 38

Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case.... 0 38

Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 38

Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 38

Diamond Crown Chocolate, 28 cakes in box..... 1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 40

Milk Medallions, 5-lb. boxes,

30 boxes in case, per lb. 0 40

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, 30 boxes in case, per lb. 0 49

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 45

Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 45

No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45

No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45

No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 42

Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 45

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 45

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 27

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 05

Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box 2 05

Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15

20-lc Milk Chocolate Sticks, 60 boxes in case 0 80

W. K. KELLOGG CEREAL CO.

Battle Creek, Mich.

Toronto, Canada.

Kellogg's Shredded Krumbles, 4 35

Kellogg's Shredded Krumbles, Ind. 2 00

Kellogg's Krumbled Bran 2 25

Kellogg's Krumbled Bran, Ind. 2 00

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14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.\$6 20

Do., 3 lbs. 3 15

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Do., 3 lbs. 3 05

Crescent Self-Raising Flour, 6 lb. 6 10

Do., 3 lb. 3 10

Perfection Rolled Oats (55 oz) 2 00

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Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg., doz. 1 50

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Peaches Plums Apricots
Cantaloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

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Very fine quality and prices right.

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Recommend **White Swan Mustard**—the better flavored, better priced, Canadian-made mustard—to your customers for all their summer outings and for adding zest to salads, cold meats and warm weather luncheons.

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1/2 pounds..... 4.00

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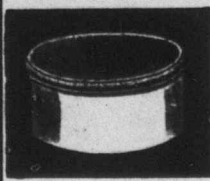
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BUYERS' MARKET GUIDE

Latest Editorial Market News



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as Food Protectors
are needed in every
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Place your order
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Best English Malt Vinegar
QUALITY VINEGAR

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

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Barrels and Kegs
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5 cent bars
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7-8 Railway Approach,
London Bridge, S.E. 1, England

**COOKED HAMS ARE
SCARCE**

Cooked hams have been
steadily advancing for
some time and the tend-
ency is that quotations
will be even higher. There
is also a scarcity noted and
as this is the season when
the sales are heavy for
this commodity, it looks
like good buying to keep a
few hams ahead.

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BUYING**

There is every indication
that raisins will be scarce
before the new crop ar-
rives. The United States
is very short of supplies
and are taking all avail-
able stocks at higher
prices than Canadian
quotations. Quotations in
Toronto this week have
advanced one cent per
pound.

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year.

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by getting their supplies from

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SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
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Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy
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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS

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TRENTON - - - ONTARIO



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If you enclose stamped, addressed en-
velope we will also reply direct to
you. Don't hesitate to ask us. We
will do our best.

Wanted

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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.

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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.

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Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
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EFFICIENT
RELIABLE



**Every account is ready for instant settlement
when the N. C. R. System for
charge accounts is used**

WHEN a customer comes into your store and wants to know how much she owes, you can tell her the amount instantly. No time is wasted in hunting for her account in a large ledger. No time is wasted adding up the items or striking a balance. There is no worry about the accuracy of the figures.

Your clerk merely looks at the last charge slip filed under the customer's name in the N. C. R. Credit File, and there is the total of her account to date.

This saves time for the customer, for the clerk, and for you.

You have the satisfaction of knowing that the amount she pays is right.

You know the amount is right, because with the N. C. R. Credit File you cannot forget to make charges. You cannot forget to credit money received on account. Mistakes cannot go undetected.

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

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Edmonton.....	5 McLeod Bldg.	Ottawa.....	306 Bank Street
Halifax.....	100-102 Granville Street	Quebec.....	133 St. Paul Street
Hamilton.....	14 Main Street E.	Regina.....	1820 Cornwall Street
Montreal.....	122 St. Catherine Street, W.	Vancouver.....	542 Pender Street, W.
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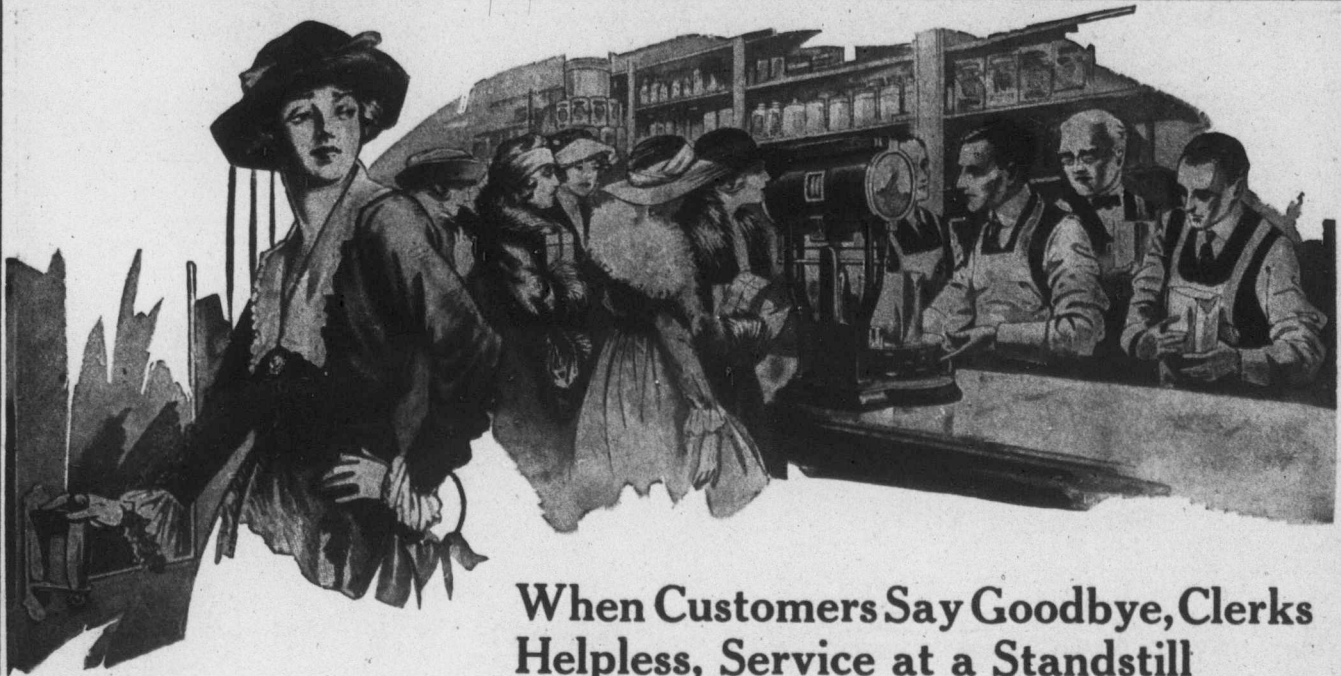
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The National Cash Register
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97 Pelham Ave.,
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Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

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When Customers Say Goodbye, Clerks
Helpless, Service at a Standstill

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Can you afford, Mr. Merchant, to give the public such a picture of your shortsightedness? Can your business withstand the inroads of such economic waste?

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Meet the rush hour needs with more Dayton.

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ELIMINATE THE WAITING LINE

DAYTONS PLACED AT CONVENIENT POINTS IN YOUR STORE
HELP YOU TO SATISFY CUSTOMERS, SAVE TIME AND LABOR.

IF IT'S
A DAYTON
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THE VITAL QUESTION IS NOT: "WHAT DOES IT COST?" BUT "WHAT
DOES IT COST TO BE WITHOUT IT?"

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