

MANUFACTURERS AGENTS' ISSUE

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, AUGUST 15, 1919

No. 33



There's always
a big demand
for the old-time
Pascall Candies

The old-time Pascall Candies are always popular. They have only to be shown to awaken happy memories—and the desire for them is irresistible. Pascall Candies are the Pure Candies—the kind that you can offer with the utmost confidence. If you are not showing them you are missing one of the finest selling brands on the market.

Here are some of the Pascall Varieties:—

ACID DROPS, BARLEY SUGAR, MIXED FRUIT, MINT BULL'S EYES, PRALINES.
In square jars, screw cap and air tight. Three sizes, 8 ozs., 12 ozs., 16 ozs.

**BLOCK WALNUT
CANDY**

In oval tins (air tight). Filled with Fruit Bonbons, Toffees, Broken Almonds, Walnuts, also Chocolates.

**VIEW
TINS**

Filled with Butter Scotch Nougats, Toffees, Almond Rock, etc.

**CREME DE
MENTHE**

Simply delicious. Has the true liqueur flavor. (Non-alcoholic).

**GOLDEN
MALTEX**

The Candy-Food. Contains 25% of Allen & Hanbury's Pure Extract of Malt.

You can obtain them from the following Representatives:

W. H. Escott Co., 181-3 Bannatyne Avenue, Winnipeg; The Harry Horne Co., 309-11 King Street West, Toronto; Davies, Irwin, Ltd., 84 Wellington Street, Montreal; Angevine & McLaughlin, St. John, N.B., and Truro, N.S.; P. E. Outerbridge, P.O. Box 1131, St. John's, Newfoundland; Oppenheimer Bros., Ltd., Vancouver, B.C.

Sole Manufacturers:

JAMES PASCALL, LIMITED, LONDON, ENGLAND



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

A LINE IT PAYS TO PUSH

O-Cedar Polish

Merchandise must have merit or it cannot be successfully advertised. The success of O-Cedar Products has its root in a very definite superiority—the advertising we do merely tells the people of that superiority and so induces them to try it—the real sale of these products comes from the repeat orders which invariably follow a trial.

“As good as gold” is gold’s best recommendation — “As Good as O-Cedar” is the selling-talk of those few who attempt to sell a substitute for our products and in saying that they admit there is but one O-Cedar Polish and but one O-Cedar Polish Mop.

Attempting to sell inferior substitutes is unprofitable, because it overlooks the most vital feature of successful merchandising — satisfied customers.

The backing we give to merchants who sell our products is such as to prove our own sincere confidence in the goods we make. We advertise them freely—we supply dealers with window trims, advertising plates and counter displays. On top of that, we allow a fair margin and we endeavor to have prices maintained.

All this makes the O-Cedar line a profitable one to handle—a line it pays to push.




These Products sell readily because of their reputation — and their reputation is based on real merit and satisfaction.

Are you giving them that attention which they deserve? Are you featuring them in a way that will secure for your store all the profit that can be made out of their sale?

CHANNELL CHEMICAL COMPANY, LIMITED

TORONTO






Borden's

What does Borden Popularity mean to you?

It means dollars and cents to progressive grocers in every town in Canada who have linked up with the Borden publicity campaigns which are constantly being carried on through the medium of Canadian newspapers and magazines.

Get your share of these profit-building sales by putting the Borden lines on display prominently, by suggesting their use, by featuring them in your windows. The good profit they afford will make it well worth your while, and Borden quality and utility will take good care of repeat orders for you.

Borden Milk Co., Limited
MONTREAL VANCOUVER



*Leaders
of
Quality*

The Original

Kellogg's Win

London Company Refused Injunction Protect Your Customers

Kellogg's Toasted Corn Flakes

are always put up
in the

WAXTITE

Moisture Proof Package

From The Globe, Toronto, Aug. 8th
THE GLOBE, TORONTO, FRI

LONDON FIRM LOSES APPEAL

Justice Kelly Refuses Injunction Restraining W. K. Kellogg Cereal Co.

The Battle Creek Toasted Corn Flake Company, Limited, of London, Ontario, applied to the courts for an injunction to restrain the W. K. Kellogg Cereal Company of Toronto, Canada, and the Kellogg Toasted Corn Flake Company of Battle Creek, Michigan, from producing, manufacturing, selling, marketing, exhibiting or advertising packages or cartons containing or made for the purpose of containing Toasted Corn Flakes similar to one used by plaintiffs.

Justice Kelley, after hearing the application, on July 10, enlarged the time for two weeks in order to give plaintiffs an opportunity to examine Mr. J. L. Kellogg, Secretary of the defendant companies.

Justice Kelley on Thursday, Aug. 7, handed down his decision refusing the injunction.

This decision permits the W. K. Kellogg Cereal Co. of Toronto, Canada, and the Kellogg Toasted Corn Flake Co. of Battle Creek, Michigan, to continue the manufacture and sale in Canada of their famous original Kellogg's Toasted Corn Flakes in a waxtite package.



By cutting the
WAXTITE
Wrapper
← here
the cap can
be replaced
and the flakes
kept fresh
until all
are used.

Housekeepers
will find the
wax paper
handy for
many
purposes.

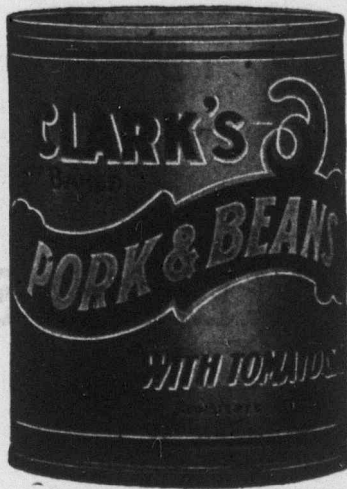
Look for This Signature

Made in TORONTO, CANADA by
W. K. Kellogg Cereal Co.
Kellogg Toasted Corn Flake Co.
Toronto, Canada — Battle Creek, Mich.

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CLARK'S PORK AND BEANS

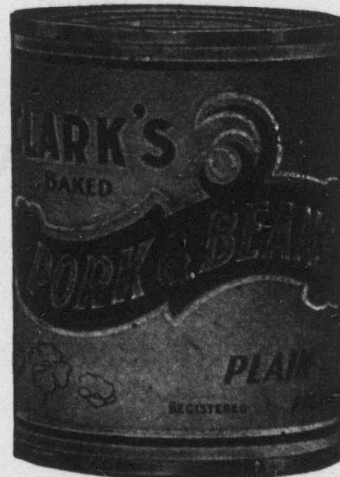


with Tomato, Chili or Plain Sauce.

Your customers, Mr. Grocer, always want quality, but these days they also study economy. If you give them CLARK'S PORK & BEANS they know they are getting the highest quality at

REASONABLE COST

You also are benefiting by the ready sale, the quick turnover and the satisfied customers who come back for MORE.



STOCK UP NOW
DEMAND IS BRISK

W. Clark, Limited

Montreal



By Appointment to H.M. King George V.

From War to Peace

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

Huntley & Palmers Biscuits

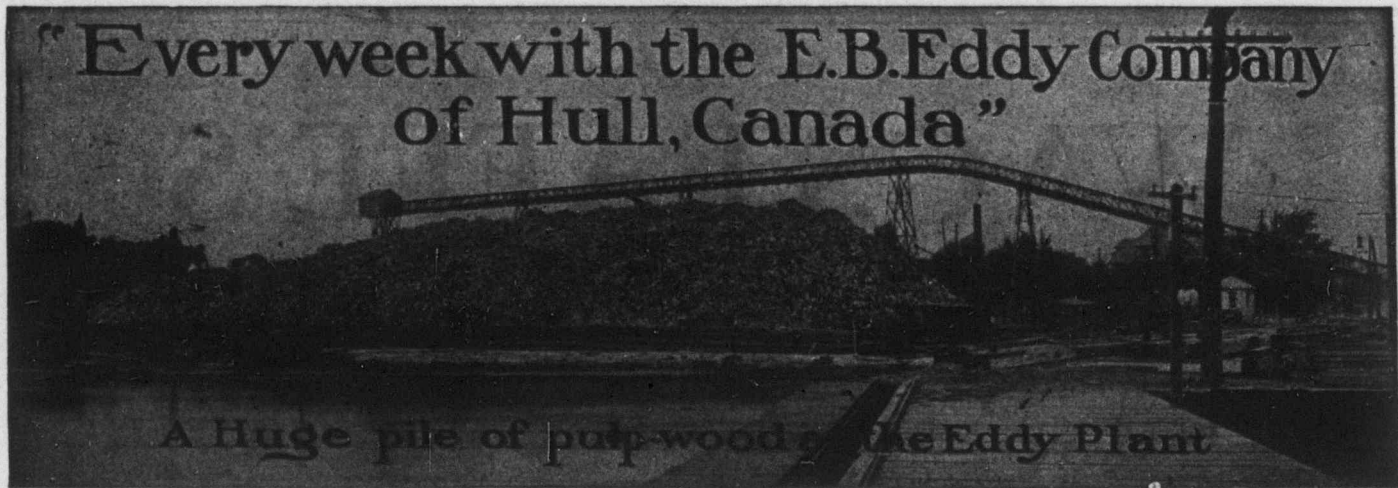
are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

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

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND



Story for Week Dated August 15, 1919

Being No. 47 in the Series

An E. B. Eddy Company Invention Based on a Bell and Wedding Bells

WHEN the pulp for the board that makes packing cases for the Eddy products reaches the "Wet Machine" it is rolled out into sheets. A big roller gathers around it sheet after sheet of the gray board, binding them closely together to make the board strong and thick. At the side of the machine there is an incandescent electric light which flashes up with a red glow whenever the desired thickness of board has been reached.

This electric light tell-tale is the invention of a young member of the Eddy Company staff, the son of one of the late E. B. Eddy's own employees, and a man who has been brought up from boyhood with the Eddy plant. He invented the electric tell-tale light soon after his wedding. Why?

Because before the light was used for this, the thickness of the boards was announced by the ringing of a bell. The bell had a habit of getting out of order, and it was the duty of the young benedict to repair it and adjust it accurately whenever it went wrong, whether by day or by night.

Before he got married he used to get up and fix that bell at two a.m. and whistle over the job. But after his wedding somehow that midnight summons to mend the bell began to get on his nerves. So he invented the system of warning the watcher of the "Wet Machine" that the board was the right thickness by means of a light instead of a bell.

The light has not proved a "Light That Failed"; the Eddy Company board comes out the correct thickness every time, and the young benedict is no longer disturbed in the wee small hours. You see there's often a little romance behind an invention.



Some Other Eddy Matches You Know

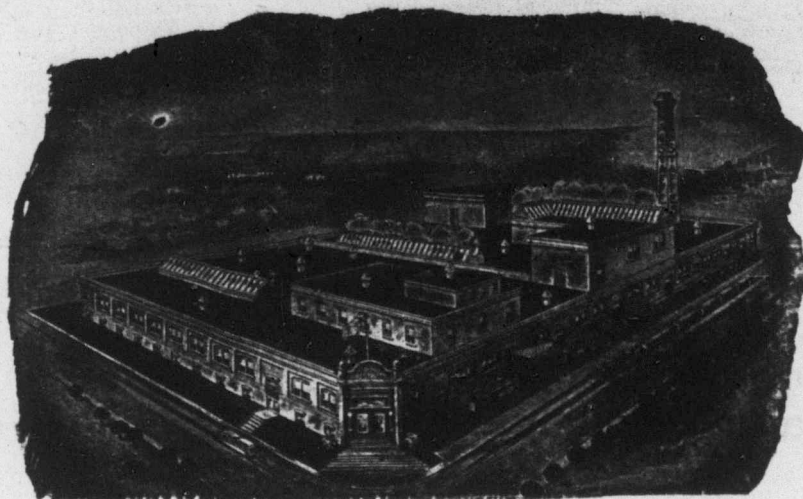
Eddy's Silent 5 Match
 Eddy's Golden Tip Match
 Eddy's Buffalo Match
 Eddy's Home Match
 Eddy's Domestic Match
 Eddy's Red Bird Match
 Eddy's Sesqui Match
 Eddy's Safety Match
 Eddy's Comet Safety Match
 Eddy's Little Comet Match
 Eddy's Safe-light Match
 Eddy's Telegraph Match
 Eddy's Safeguard Match
 The Eddystone Safety Match
 Eddy's Capital Safety Match
 Eddy's Gas Lighter Match
 Eddy's Silent 200 Match
 Eddy's Eagle Parlor Match
 Eddy's Royal George Match
 Eddy's Tiger Match
 Eddy's Silent Pony Match
 Eddy's Everready Match
 Eddy's Flaming Wax Vestas
 Eddy's No. 1 Wax Vestas
 Eddy's No. 2 Wax Vestas
 Eddy's No. 5 Wax Vestas
 Eddy's No. 9 Wax Vestas
 Eddy's No. 13 Silent Wax Vestas

WAGSTAFFE'S

New
Season's
1919

Lemon
Orange
and
Citron

Caps or Cut
Ready for
Use.



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

WAGSTAFFE'S

Crystallized Ginger, Cherries and
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

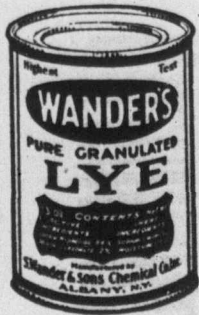
WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

HANDY SNAP TOP



A LYE that's TRUE

Sanitary **WANDER'S** Products

SUMMER IS THE TIME
WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE
SELL FASTEST
THEIR DAILY USE KEEPS THE HOME SANITARY

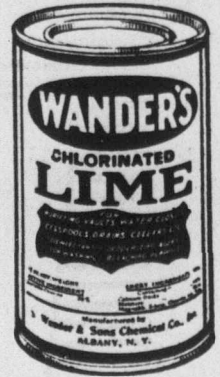
S. WANDER & SONS CHEMICAL CO., Inc.

Manufacturers and Exporters

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

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

HANDY SNAP TOP



Kills Germs. Bleaches



A NATIONAL SUCCESS

RED ARROW BRAND BISCUITS



YOUR JOBBER CAN SUPPLY YOU
The National Biscuit & Confection Co., Ltd.

REPEATS



She'll come again for "Wedding Breakfast" Coffee

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

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

Pioneer Coffee and Spice Mills Company

VICTORIA AND VANCOUVER

ESTABLISHED 1875

R. A. McCALLUM & SONS

68 and 70 Tooley Street, London, S.E. 1.

Sample Warehouse : 26a TOOLEY STREET

Provision Importers and Commission Agents

Open for Sole Agencies in United Kingdom

How would you like to have your house represented in Canada in company with the following?

Sutcliffe & Bingham, Ltd., Manchester, Eng.

Jeyes Disinfectants, London, Eng.

Tobler & Co., Berne, Switzerland

Norcanners, Stavenger, Norway

Maggi Soups, Kempthall, Switzerland

Just note the character of these houses---the right sort of company to identify your product with.

We have every qualification for selling your product to the Canadian Trade from Coast to Coast. Write us to-day for full particulars.

Maclure & Langley

Limited

TORONTO

MONTREAL

WINNIPEG



We stake our reputation on the quality
of the Merchandise marketed by us
under this brand



Among our importations are

Isinglass
Camphor
Alum
Quinine
Essential Oils

Nux Vomica
Sulphur
French Castile Soap
Cream Tartar
Tartaric Acid

Citric Acid
Egg Albumen
Vacuum Bottles
Tooth Brushes
Hair Brushes

Porcelain
China Ware
Rattans
Mattings
Electrical Goods

Lead Pencils
Gramophone Needles
Pepper
Ginger
Cloves

Nutmegs
Cocoanuts
Salmon
Herrings
Salt

Write or Wire for Prices. It means money for you.

R. G. BEDLINGTON & CO., LTD., VANCOUVER
GROCERY BROKERS

IMPORT

ESTABLISHED 1905

EXPORT

PERRY'S PROMPT POOL CAR SERVICE

CONSIGN Your Distribution Cars to us for attention—We are Pool Car
Representatives for every Wholesaler in Western Canada.

We have unlimited facilities for the handling of any amount of business
promptly, and can either put your goods in storage, make distribution in
Winnipeg or reship to points further West.

We give service and our rates are reasonable—Give us a trial
and your business will receive the attention it deserves.

Our well established Commission Department is at your service. If you are
looking for reliable representation in the West—GET IN TOUCH WITH US.

The H. L. Perry Co., Limited

214-216 Princess Street

WINNIPEG

--

MANITOBA



HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

DESICCATED COCOANUT

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

Our agents are:

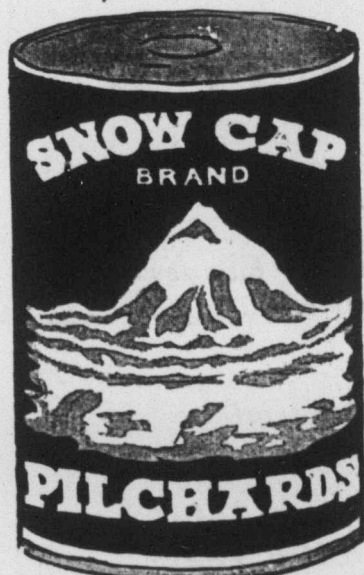
Tees & Perse, Ltd., Winnipeg, Fort William, Regina,
Saskatoon, Moose Jaw; Tees & Perse of Alberta,
Ltd., Calgary, Edmonton, Newton A. Hill, Toronto,
Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream &
Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax,
N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

SNOWCAP PILCHARDS



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

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

EXCLUSIVE DISTRIBUTORS

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

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

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

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

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

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

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

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

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

EL ROI-TAN PERFECT CIGAR

ALBERTA

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

B. M. Henderson Brokerage, Ltd.
106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Storage & Cartage Co., Ltd.
CALGARY, ALTA.
We can give you efficient service in Storage -- Distribution -- Cartage in this district.



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**Wholesale Grocery Brokers**
Commission Merchants410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**
Head Office: WinnipegBranches at
Regina, Saskatoon, Calgary, Edmonton**Macdonald, Adams Company**

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg**Watson & Truesdale, Winnipeg**Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They
get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION**F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg**We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd.
John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

WE COVER ALBERTA

D. J. MacLeod & Co.Grocery Brokers and
Manufacturers' Agents

CALGARY and EDMONTON

Regular detail work to the retail trade.

**OAKEY'S
"WELLINGTON"
KNIFE POLISH**The original and only reliable preparation
for Cleaning and Polishing Cutlery,
etc.**John Oakey & Sons, Ltd.**Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for **KELLOGG'S** Toasted Cornflakes

Another Agency Solicited

311 KING ST. E. - TORONTO

Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents

Grocers, Confectioners and Drug

Specialties

12 FRONT ST. EAST, TORONTO

**LOGGIE, SONS
& CO.**

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Con-
fectionery Specialties

Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited

Manufacturers' Agents

and Importers

51-53 Wellington St. W., Toronto

Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the **QUALITY** in a 5 Cent purchase that leads to a 5 Dollar sale.

You may be sure that's one reason why the *growing* Grocery Stores sell

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited

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

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

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for
those in your town?

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

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

or

24-25 Fenchurch Street, London, England

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

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

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

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

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

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

For Representation in Montreal

J. C. Thompson Company

209 St. Nicholas Bldg.

We cover the retail trade

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

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

Established 1889

HOWE, McINTYRE Company

Grocery Brokers, Importers and Manufacturers' Agents.

91-93, Yonville Square,

MONTREAL CANADA

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION
NAME OF THIS PAPER

GENEST & GENEST, LIMITED

Don't forget to ask us for **prices** when in the market for **Grain** of all kinds.
Bran, Shorts, Feed, Flour, Winter Wheat Flour, Government Standard Flour

We also represent Evans Milling Co., Indianapolis. Corn products such as
Corn Flour, Hominy, etc.

We sell **Fowler's Electropure Cyders, Fowler's Wantmore Peanut Butter.**
Send us your orders.

Genest & Genest, Limited, Montreal

BOARD OF TRADE BUILDING

DO YOU NEED ANYTHING ?

If so, turn to page 74 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

Mason & Hickey

MANUFACTURERS' AGENTS

Head office at Winnipeg, Man.; branches at Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon and Vancouver. We are open to represent lines that do not compete with the following:

Arbuckle Bros., New York.
Green Coffees.

The Borden Milk Co., Ltd., Montreal.
Evaporated and Condensed Milk.

California Packing Corp., San Francisco.
Griffin & Skelly Co. Division
Canned and Dried Fruits
C. F. C. A. Division
Del Monte Canned Fruits and Vegetables,
Catsup, Dried Fruits, Raisins, etc.

Canada Nut Co., Ltd., Vancouver.
Squirrel Brand Peanut Butter.

Canada Starch Co., Ltd., Montreal and
Brantford.
Starch, Syrup and Glucose.

Creamette Co., Minneapolis.
Macaroni, Vermicelli, Spaghetti, Cream-
ettes, etc.

Crescent Mfg. Co., Seattle.
Mapleine.

Crown Broom Works, Ltd., Vancouver.
Brooms, Woodenware.

The Dominion Sugar Co., Ltd., Wallace-
burg, Chatham, Kitchener.
Sugar.

Essex Canning & Preserving Company,
Ltd., Essex, Ont.
Canned Goods.

Federico Garret & Co., Malaga, Spain.
Olive Oil.

Foster & Holtermann, Ltd., Brantford.
Honey.

Gorman, Eckert & Co., Ltd., London, Ont.
Olives, Spices and Extracts.

D. Urquhart, Hensall, Ont.
White Beans.

Harper-Presnail Cigar Co., Ltd., Hamilton
Cigars.

Ingersoll Packing Co., Ltd., Ingersoll,
Ont.
Cheese and Smoked Meats.

W. K. Kellogg Cereal Co., Toronto and
Battle Creek.
Dominion Corn Flakes, Krumbles, Rice
Flakes, etc.

Kelly Confection Co., Ltd., Vancouver.
Molasses.

King Beach Mfg. Co., Ltd., Mission City,
B.C.
Jams and Jellies.

W. S. Loggie Co., Ltd., Chatham, N.B.
Lobsters, Codfish and Blueberries.

Manford Schier, Dunnville.
Evaporated Apples.

National Licorice Co., Montreal.
Licorice.

Nicholson & Brock, Toronto.
Bird Seed and Bird Gravel.

Procter & Gamble Distributing Co. of
Canada, Ltd., Hamilton, Ont.
Crisco, Oils, Flakewhite and Soap Chips.

William Rogers & Co., Denia, Spain.
Valencia Raisins.

W. A. Taylor Conf. & Mfg. Co., Ltd.,
Winnipeg.
Horse Radish and Relishes.

Thornton & Co., Malaga, Spain.
Malaga Raisins.

J. H. Wethey, Ltd., St. Catharines.
Mincemeat, Jams and Jellies.

Mason & Hickey

287 STANLEY STREET

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WINNIPEG, CANADA



Put Your Line Among The Big Sellers of The West

The House of Scott-Bathgate offers you every necessary requirement to place your product to advantage in the Western Canada markets.

Practical experience, aggressive salesmen, ample accommodation—these are some of our success-making facilities.

Christie's Biscuits and Robertson's Confectionery are sold by us direct to the retail trade. We have popularized these in the West. We can do the same for your line.

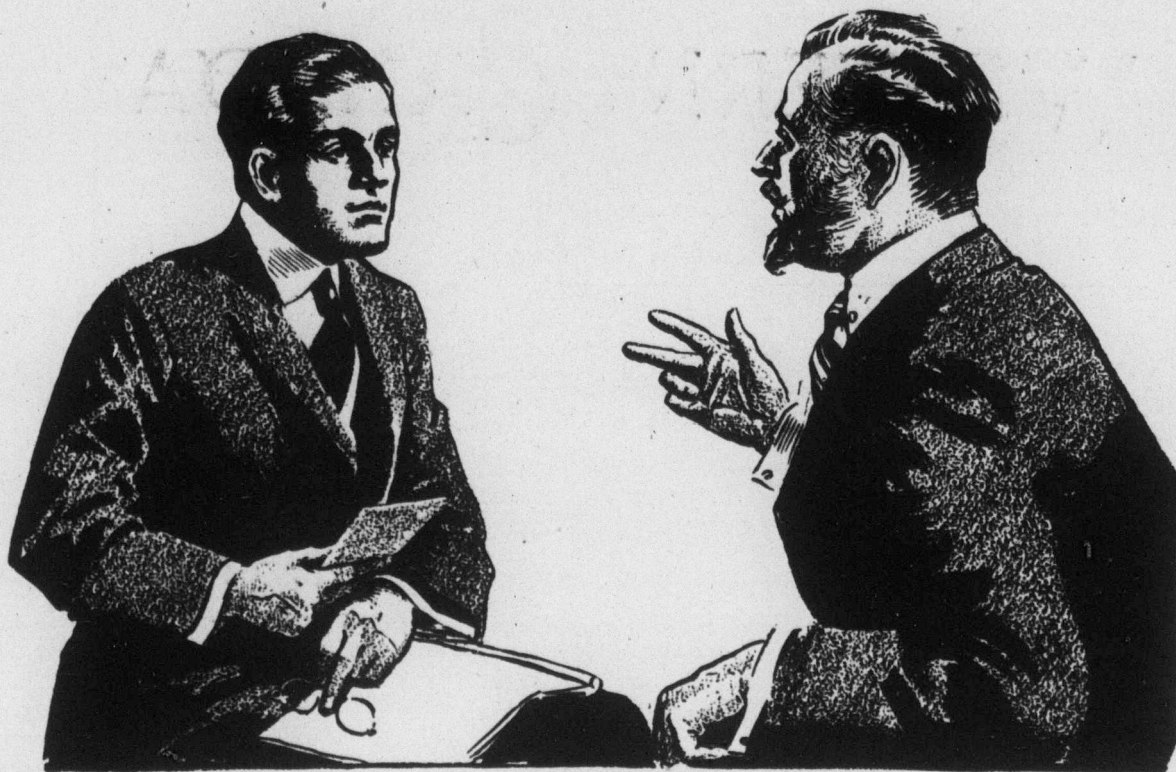
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Scott-Bathgate Co., Limited

GROCERY BROKERS AND COMMISSION MERCHANTS

149 Notre Dame Ave., E.

Winnipeg, Canada



Here, in a nutshell, is what Donald H. Bain Co. offer you

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.

If you are a manufacturer looking for live, resultful representation in Western Canada communicate with us to-day.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

WINNIPEG

Branches at

REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO LONDON, ENGLAND

WESTERN CANADA

To Manufacturers:

Are you getting your share of Western business?

Never has the demand been greater for Canadian products of standard quality.

Owing to business expansion we would welcome a further addition of desirable shippers to our list.

An old-established connection with the wholesale trade in the West, and a very efficient selling organization, place us in a position to offer you unexcelled facilities for marketing your products.

The season is advancing. Don't delay.

Correspondence solicited.

H. P. PENNOCK & CO., LIMITED

WHOLESALE GROCERY BROKERS

MANITOBA SASKATCHEWAN Head Office WINNIPEG Manitoba ALBERTA WESTERN ONTARIO

Representing The Canadian Salt Co., Limited; Atlantic Sugar Refineries, Limited; Lea & Perrins, etc.

Canadian Food Control License No. 6-357-8-9

ESTABLISHED 1907

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All the latest codes

STORAGE
AND FORWARDING

W. H. ESCOTT CO. LIMITED

WHOLESALE GROCERY BROKERS AND MANUFACTURERS AGENTS

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BRANCHES:
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EDMONTON, Alta.
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MR. MANUFACTURER—

Dear Sir:

Is the Western Canadian territory worthy of your consideration? Our magnificent yearly crops are equal to a perpetual gold mine, and create a big demand for all manufactured products. We make a *specialty* of *introducing* new lines to the trade, from the head of the Great Lakes to the Rocky Mountains, with offices at Fort William, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. We sell only wholesale merchants and manufacturers of undoubted credit.

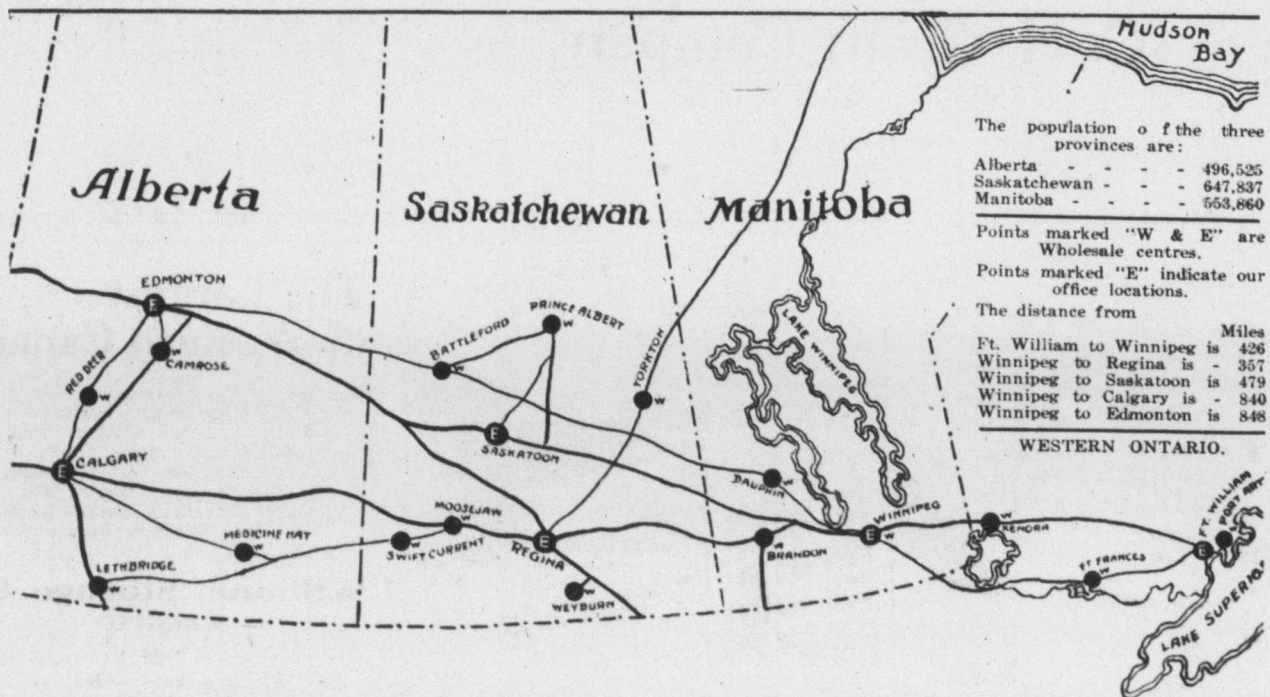
Let us introduce your line. We can furnish *detail salesmen - demonstrators*, also handle your advertising copy if necessary. We work strictly on a commission basis.

We have *five branches, twelve salesmen* and *excellent storage accommodation*. We *select your consignments*. *We get results*.

Drop us a line. References, the regular commercial agencies.

Yours very truly,

W. H. ESCOTT CO., LIMITED



Take Advantage Of Our Services

If you wish your lines successfully introduced in the West get in touch with us.

THE McLAY BROKERAGE CO.

Wholesale

Grocery Brokers and Manufacturers' Agents

Winnipeg

Manitoba

We Can Connect You

with the sort of people you would wish to reach with your product. Our location in the wholesale district of the Western metropolis and our many service-giving facilities, are reasons why we can market your line successfully in the Western field.

Note list of Canadian and U.S. manufacturers that we represent. Why not be among them?

W. R. Grace & Co., New York.
 Grace & Co., Limited, Montreal.
 Meiji Trading Co., Limited, Montreal.
 Geo. Hodge & Son, Montreal.
 The Lange Canning Co., Eau Claire, Wis.
 The Guggenlime Company, San Francisco, Cal.
 Louis C. Simmel & Co., Los Angeles, Cal.
 Balfour, Guthrie & Co., Vancouver.
 Martin & Robertson, Limited, Vancouver.
 The Shotwell Mfg. Co., Chicago, Ill.
 Lummis & Company, Suffolk, Va.
 The Howell Trading Co., Toronto.



MR. C. H. GRANT

C. H. Grant Company

Manufacturers' Agents

WINNIPEG



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.

Some People

judge tea by its flavor, others by "how far it goes."

"SALADA"

wins on both grounds for in addition to its unique flavor, it is always fresh, fragrant and of great yielding qualities. In other words, Salada is a "luxurious economy" that numbers its patrons by millions.

"SALADA" TEA COMPANY

TORONTO

MONTREAL
CHICAGONEW YORK
PITTSBURGH

BOSTON

DETROIT
PHILADELPHIA

BUFFALO

CONTROL Your Business Man—! Control It.

Boss your own business by selling your products under your own label. Give your customers a decent show for their money. You have been charging as high as 40c a lb. for Baking Powder in 1 lb. tins, when 25c from your customer would be sufficient.

Sell Baking Powder in future under your own name and label at 25c per lb. tin. The Integrity Mills of Toronto, which is owned by The Harry Horne Co., Ltd., will supply you your own private brand in quantities of 1 gross or over at a price of \$25.00 per gross F.O.B. Toronto.

This Baking Powder will be guaranteed to give 100% satisfaction to the consumer. (Now, Boss, you cannot beat 100% satisfaction). That's talking strong facts. Now, 1 gross costs you \$25.00 and sells for \$36.00. Your profit is 44% on your investment. That will help to pay your rent.

Our capacity is 2 tons daily and our materials are from the best sources in America. Our formulae are from the largest laboratory in Chicago. In other words, friend, we produce a perfect Baking Powder at a minimum price—fifteen designs in labels to choose from. Sample of material and specimen label mailed to any grocer in any part of Canada at your request.

This offer is good only for the month of August as materials and labor are advancing to high points.

Mail your order promptly to

The HARRY HORNE CO., Limited

1297-1299 Queen Street West

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TORONTO

(Proprietors of Integrity Mills)

Every **EUREKA**
refrigerator

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

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

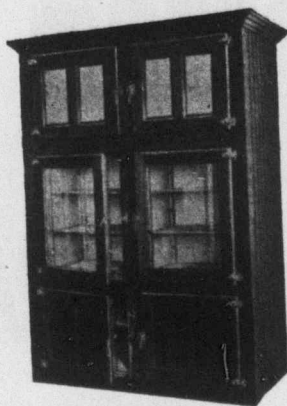
Ask a brother merchant who has one.

Satisfied customers our best ad.

**EUREKA
REFRIGERATOR
CO., LTD.**

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal, Calgary, Halifax



No. 19
Eureka Refrigerators



Furnivall's

Grocers selling Furnivall's Fine Fruit Pure Jams, have a reputation for handling the most pleasing jams made

Are you
one of them?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

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



Good Candy

is a profitable, easy selling line

“PEERLESS” “ELGIN” “NOBILITY”

CHOCOLATES

have the delicious flavor that discerning candy lovers so much appreciate.

Send to-day for a small trial supply of these excellent candies.

They'll bring you big returns.

Nobility Chocolates, Limited

St. Thomas, Ont.

Selling Agents

MACLURE & LANGLEY LTD., TORONTO, MONTREAL, WINNIPEG



WE COVER MANITOBA, SASKATCHEWAN AND ALBERTA

To Manufacturers and Packers

It is your duty to secure the most efficient sales and distributing organization possible.

We owe it as a duty to you and ourselves to give it. Years of experience in the West enables us to render manufacturers valuable service and guidance in placing their goods both economically and efficiently.

It is not our policy to make extravagant promises, but we can give you a service that brings results.

Our organization, reaching both the wholesale and retail trade throughout the three Provinces, is at your disposal.

WRITE US

WATSON & TRUESDALE

Regina

Saskatoon

WINNIPEG

Calgary

Edmonton

References: BANK OF MONTREAL, WINNIPEG

A SUGGESTION

During the vacation months there are big possibilities of increasing your sales on foods and beverages that are used by the sportsman, afoot and afloat, and the automobilist.

A DISPLAY

G. Washington's Coffee	Crackers
Potted Meats	Ginger Ale
Sardines	Cheese in Jars

and other like products on a small table where they can be handled and looked over, will make many a sale. Your customers will thank you.

DELICIOUS ICED COFFEE made instantly with

G. Washington's REFINED Coffee

Went to War

Home Again





TWO lines whose merits have placed them high in the esteem of the Canadian consumer are ROBINSON'S "PATENT" GROATS and ROBINSON'S "PATENT" BARLEY.

Selling Robinson's is profitable.

Keep your stocks renewed.

MAGOR, SON & CO., LIMITED

191 St. Paul St. W., Montreal
30 Church St., Toronto

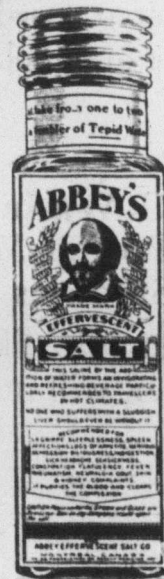
(Canadian Agents)

Abbey's EFFERVESCENT SALT

Popular with the Grocers

There's just one reason for the popularity of Abbey's Salt among the grocers. This is, SALES—steady sales and steadily increasing sales. Grocers who have handled Abbey's Salt this summer, have enjoyed a profitable business. And this business will grow more profitable as the advertising continues to convert more and more customers to the use of this reliable English Saline. Stock it—feature it—recommend it.

ABBEY EFFERVESCENT SALT CO.
MONTREAL



CANADIAN GROCER

Vol. XXXIII.

TORONTO, AUGUST 15, 1919

No. 33

Charges Profiteering in Sugar

Cost of Living Commissioner Makes Serious Charges Against Sugar Refiners, Claiming Conditions Do Not Warrant Sugar Advances — Wholesalers Also Charged With Profiteering, Some Retailers Also

DR. McFALL, Cost of Living Commissioner of Canada, has recently issued a report making serious charges against the sugar refiners, claiming that they have been making excessive profits, and have recently increased prices without any justifiable reason. In this condemnation he brackets the wholesale and retail trades, though he notes that in the case of retailers only a few can justly be charged with profiteering in sugar.

Official copies of Dr. McFall's finding on this question are not yet available, but if the press report given below is correct, the charge is serious enough to warrant an immediate investigation, so that the sugar refiners may be freed from an unjustifiable reproach, if conditions should prove that the Commissioner has erred in his judgment.

Extracts From the Report

"Now that the season is here when the housewife should be preserving and canning fruit," says Dr. McFall, "the people in control of our sugar have seized upon the opportunity to deal another blow to household canning, and make the consumer still more dependent upon the big canning combine. For several weeks the dealer has been experiencing difficulties in getting sugar to supply his retail customers. There have been a few strikes at the refineries which have helped to cause a stringency and on top of these other refiners have seized upon the same time to close down their plant for repairs. The attempt has been made to blame the shortage of refined sugar on excessive exports, but this is absolutely untrue as shown by the facts.

Claims Figures Do Not Justify Increases

"The latest available customs records show that the excess of our imports over our exports is very much greater than usual; the sugar coming into Canada to stay is sufficient to supply decidedly more, not less, than our customary requirements. In spite of labor difficulties and well-timed closing of plants, sugar

has been refined lately in Canada at a rate in excess of our requirements, yet we have a shortage, and an advanced price was announced on Saturday. An advanced price comes into effect in Canada, while the price remains constant on the New York market, which is now the world's clearing-house for sugar. When the market price in Montreal advances 55c per cwt. the price of all sugar in the hands of the refiners, wholesalers and many of the retailers advances also even on the large quantities in storage.

Retailers Not Generally Condemned

"Some retailers have already advanced their prices for the sole reason that they are profiteers. This is not general, for most of our retailers are good citizens. Moreover, there is no general combine before the sugar reaches retailers, and there is a powerful weapon in operation to cause the price on the tens of millions of pounds in all the major stock bins to advance at once.

Wholesalers Accused

"This combine makes a substantial discount to wholesalers provided they maintain the common price set by the combine; if prices are cut the discount is not received. Under such conditions the advance in price on all major holdings is inevitable. This combine promotes the welfare of the large business interests, but is destroying the good old-fashioned custom of household preserving and is bleeding the consumers. It will be remembered that a few weeks ago one of the large refiners, whose stock is heavily watered, announced at its annual meeting that its profits for the last year had doubled."

A. C. Pyke, secretary of the Wholesale Grocers of Ontario, has issued a statement from that body in reply to the charges of profiteering in sugar, as far as it affected the wholesale grocery trade.

"In reference to the statement of Dr. R. J. McFall, that appeared in the press yesterday morning," Mr. Pyke stated, "I might say that the large stocks of

sugar which Dr. McFall refers to are certainly not in the hands of the wholesale grocers. Stocks of sugar held by the wholesale grocers are considerably below normal, and as a matter of fact many wholesale grocers are completely out of granulated sugars and supplies are almost unobtainable from the refiners.

"A combine for the sale of sugar does not exist so far as the wholesale or retail grocer is concerned."

Food Board Approved Wholesalers' Selling Basis

"No rebates or discounts are withheld by the refiners for a proper observance of their prices, as intimated in Dr. McFall's report.

"The 'substantial wholesalers' discount' referred to was carefully looked into by the Canadian Food Board. This provides for a maximum gross margin of 5 per cent., all expenses in connection with the distribution of the sugar being borne by the wholesale grocer. No one acquainted with the facts can claim that this margin is unreasonable, or that sugar could be distributed by any other means on as low a basis."

As far as the charges that the retailer has taken undue profit on sugar, Dr. McFall's own report stated that this was true only in a few cases. As it is a known fact that grocers make approximately 10 per cent. on sugar, and that the minimum cost of doing business is around 18 per cent., it is doubtful if the profiteering charge could be substantiated in even the few cases suggested.

A Complete Change

Refiners, interviewed by CANADIAN GROCER, contend that they have made consistent efforts to maintain a supply of sugar necessary to meet the needs of the Canadian trade. They have done this, they assert, right along, until present delays in the receipt of raw sugars interfered. The delivery of refined sugar for some weeks past has been immense, and while it was not possible to accumulate much surplus there was no

actual shortage. Increasing demands came from the manufacturers and the jobbers, as well as from the retail distributors, and it is generally understood, as far as CANADIAN GROCER can learn, that there has been no accumulation by the jobber or the retailer.

Just at present time refiners are having difficulty in running their plants and some are shut down because they have no raws to melt.

Serious Effect of Strike

The seriousness of the big marine strike which lasted for seventeen days and tied up some hundreds of freight-carrying ships, while thousands of men were on strike and entailed a money loss around \$100,000,000 is now coming nearer home. While the actual strike lasted for seventeen days refiners state that another seventeen at least will be required to establish the regular basis as obtaining before the strike. It may, indeed, take twice that length of time.

Exchange, Labor, Freights

Exchange rates have materially changed since sugar prices were last figured, and the increased cost of landing raw sugar at Canadian refineries amounts, in round figures, to a difference of about 35c per cwt. The refiners have been absorbing the increasing difference in money values and on the tremendous purchases of these supplies hundreds of thousands of dollars are involved in the one item of exchange alone. There has been no change in refined sugar's price since the fall of 1918.

Increased wages have been paid right along, the refiners state. Demands for higher pay by the men have been entertained and the increases in this way are said to total large.

Freight costs have materially advanced on raw sugars purchased, it is stated, and the combined increases set forth are much heavier, it would seem, than has generally been understood.

Another factor should be mentioned. The increased demand of the past month or two, incident to the preserving activity of the housewife and the canner, made it imperative that the refiner work to capacity in his endeavor to take care of his trade. This required more sugar, sometimes, than his allotments from the Sugar Commission afforded him. He had to, and did, go into the open market and buy what extra sugars he needed at the market prices for other sugars than those passing through the Sugar Commission's hands, and these prices were higher. In addition to this the price of jute sacks increased.

THE NEW BOARD OF COMMERCE

The new Board of Commerce appointed by the Government to investigate all matters dealing with the trade, and who will have power to institute actions against any industry or persons believed to be taking undue advantage of the public, has been practically decided upon.

The members so far decided upon are Judge Robson of Winnipeg, and W. F. O'Connor, who gained such notice some

time back by his activities in the Cost of Living Department.

The third member of the board, who

will be the appointee of the Retail Merchants' Association, will probably be J. A. Beaudry of Montreal.

Retail Merchants' Association to be Investigated

Commissioner of Cost of Living Claims to Have Evidence to Prove That the Association Has Opposed Co-Operative Societies and By So Doing Has Increased Living Costs for Many

THE Cost of Living Commissioner, Dr. R. J. McFall, has been peculiarly busy of late in making charges against food manufacturers. The latest organization to come under the ban is the Retail Merchants' Association of Canada, who are accused of increasing the cost of living by their opposition to the co-operative societies and associations. Dr. McFall claims, according to a Canadian Press despatch, to have evidence to this effect to be put before the newly-appointed Board of Commerce.

Dr. McFall charges that the Retail Merchants' Association is openly and secretly fighting this most effective weapon against the high cost of living, and has evidence against it on which the Board of Commerce may take action.

He admitted that the new law on combines specifically states that its provisions cannot compel any manufacturer, wholesaler or jobber to sell to any other classes of persons than those accustomed to purchase from manufacturers, jobbers or wholesalers respectively; however, the law still makes it a criminal action to conspire to lessen competition, and the Commissioner believes that it may be possible to compel the retailers to refrain from threatening to boycott wholesalers and manufacturers who sell to co-operative associations. "Whether or not we have free trade with other coun-

tries," continued Dr. McFall, "we should have freedom of trade within the confines of Canada."

E. M. Trowern, Dominion secretary of the Retail Merchants' Association of Canada, in answering this charge stated that:

"The retail merchants merely say to the wholesalers and jobbers that if they sell to the co-operative societies they cannot sell to the retail merchants."

"A co-operative society," said Mr. Trowern, "is simply an institution of people banded together to deceive the public by pretending to hand back to them a dividend, which is nothing more than a bribe. They deceive the people in an attempt to get custom."

"Such societies," he concluded, "are commercially unsound and immoral in their practice."

D. W. Clark, Avenue Road, Toronto, vice-president of the association, does not think that the charge is a very serious matter.

"We did oppose some co-operative societies some years ago," said Mr. Clark. "They have never been a success in Canada, and we did not oppose them very strongly, but took exception to their getting a Government charter more than to their actual operation. We didn't think it fair that they should trade in the way intended while we were under continual heavy taxes."

Almond Quotations Very High

Opening Price on Three Crowns Are 232 Shillings at New York, as Compared With 160 Shillings Last Year

THE market situation as concerns shelled nuts is one of increasing prices and very heavy demand. Advices received by importers here show opening quotations at very high levels, and these advances are reported on almonds, walnuts, peanuts and filberts. Coconut, too, is exceedingly hard to obtain, deliveries being away behind, and prices show marked upward tendencies. In regard to almonds there is no question but that the almond crop is not nearly as good as last year, and the demand is extremely heavy. Europe is a big buyer as well as Canada and the United States. According to a Toronto im-

porter, the opening prices on almonds are the highest he has ever seen. Three-crown almonds, shelled, are quoted at 232 shillings per cwt. c. and f. New York as compared with 160 shillings a year ago. This practically means 57 cents per pound laid down in Toronto. Jordan almonds have advanced 4 cents per pound in the past few days. The "Horse" brand Jordans will cost, laid down here, 61 cents, and the "Tiger" Jordans 63 cents.

In walnuts, quotations on French walnuts are steadily advancing, and even higher figures are anticipated. No prices
(Continued on page 37)

Little British Goods for Year or More

Domestic Requirements Take Up All Available Supplies—Dearth of Glass Containers a Difficulty

IT will be another year and possibly two before there can be anything like a resumption of normal trade in imported lines with Great Britain and European countries. Representatives of Old Country manufacturers state that in many lines it is impossible to buy goods at all. There is a big domestic inquiry and production is not normal in the United Kingdom. The same applies to Europe, and it will undoubtedly be months before shipments approach anything like a free movement.

Scarcity of Glass Containers Prevents Export

C. L. Marshall, who, before war broke out imported jams from a well-known Old Country firm, does not look for any this year. "Even if there was anything like a surplus production that might be exported," Mr. Marshall stated "the manufacturers cannot get the glass containers to put the jam in. Jam is still being put up in pasteboard receptacles over there because it is next to impossible to get glass ones. It is quite out of the question to ship jam to this country in pasteboard, so until the supply of bottles improves there will be little jam come to Canada." Mr. Marshall stated that tin was equally as scarce. He understood some English marmalade was being shipped to Canada but not in any quantities.

J. L. Lane, of the Harold F. Ritchie Co., McCaul Street, Toronto, also told CANADIAN GROCER that the chief difficulty in getting Old Country goods was the absolute dearth of glass containers. The Harold F. Ritchie Co. are big importers of a certain health salts, and the shortage of bottles is of real importance to them. Shipments of bottles from this side have been made to the Old Country in order that the company might get partial supplies.

No Immediate Resumption of English Import Business

Maclure and Langley Front Street E., Toronto, express the same opinion that seems to be general among importers, that a resumption of pre-war business is not looked for in the present year. This firm, previous to the war, were heavy importers of both Old Country and European specialties. English cream toffee and English hard-drops were two candies that this firm handled on a very large scale. One shipment of toffee has been received, but there is considerable doubt about a second one coming along at an early date. Mr. Langley is at present in the Old Country and has made an effort to buy goods, but with little success. Production is not normal and manufacturers there state that there is a very heavy domestic inquiry for confections

of all kinds. Swiss milk chocolate, that has been off the market for the duration of the war, is practically unobtainable for Canadian purchase. French soaps, too, are not offered as yet. Again, the prices quoted on many imported lines are so high as to almost make them prohibitive.

Specialty Christmas Lines Will be Available

"Prospects are not at all bright as far as securing these goods is concerned," a member of the staff of this firm informed CANADIAN GROCER. We offered another order for Old Country confections and it was not accepted. Canadian and United States manufacturers are shipping chocolates and other candies to the Old Country." English specialty goods, such as Christmas crackers and Christmas table decorations are being offered and should be available for next Christmas.

Embargo Complicates Matters

W. G. Patrick & Co., Wellington St. W., Toronto, told a CANADIAN GROCER representative that increasing quotations on imported lines and the possibility that no lower values will prevail for some time to come renders some goods almost out of the question as far as this market is concerned. There is an embargo, he said, on shipments of olive oil from Spain, Italy and France, but the enforcement of it is lax and political influence, particularly in Spain, was allowing some to be shipped. Consignments to the Canadian market, however, were not at all heavy. French peas were being offered but at high prices. Previous to the war, Mr. Patrick was interested in a canning factory in Belgium, where extra fine Belgian peas were packed. It was occupied by German troops during hostilities. It was not destroyed and is again being put into shape for operations. Norwegian sardines could be secured, but the embargo of the Canadian Government prevents their shipment. The first cable announcing quotations on French glace cherries has been received by W. G. Patrick & Co. The price is \$1.25 per pound, but Mr. Patrick stated that such a quotation was too high to make them profitable to handle here.

Asked as to what he thought of the plank in the new Liberal platform, which advocated the importation of foreign foodstuffs free of duty, Mr. Patrick stated that he had not given the question very much consideration, but he believed that it certainly would result in benefit to the people, inasmuch as goods brought in duty free could be sold cheaper than at present. It would also, he said, re-

sult in the domestic goods being brought to a higher quality in order to compete successfully with imported lines.

Why Are Brooms High?

"THE rise in price," says a Western broom maker, who knows the situation, "is attributed largely to the war. Less broom corn was grown, prices of corn were higher, and there was a shortage of labor in the factories. Oklahoma, Texas, Kansas, Illinois, and Colorado produce 85 per cent. of the broom corn of the United States. Illinois used to be the greatest broom corn producer. The centre of broom corn growing has moved west to Oklahoma. The acreage planted last year in the leading five States—was—Oklahoma, 140,000 acres; Kansas, 63,000; Texas, 50,000; Illinois, 31,000 and Colorado, 30,000. This total of 314,000 acres yielded 63,000 tons of broom corn.

There are 1,500 broom manufacturers in the United States and several hundred in Canada. The average output is estimated at about seventy-five dozen a day, or roughly, 35,100,000 brooms a year in the entire country. In spite of the increasing numbers of vacuum cleaners, oil mops and other cleaning appliances introduced to the homes, the corn broom holds its traditional place in the household, and is as widely and generally used as ever."

GRAHAM COMPANY NOT LIABLE There Being No Contract Belleville, Ont., Company Was Held Not to be Liable

Mr. Justice Kelly to-day handed out a decision in an international case arising out of the war. The case was brought to the Courts of Ontario by P. M. Loubrie, of Bordeaux, France, and he claimed that the defendants, the Graham Company of Belleville, Ont., owed him three per cent. commission on all sales of a dried vegetable product called Julienne, to the French Government.

The judge found that the company was not liable as there was no contract between it and the plaintiff and decided the case with costs against P. M. Loubrie.

British Exports Still Limited

Various Conditions Keep British Goods Off Canadian Market—
No Immediate Likelihood of Many Prominent Lines
Reaching Canadian Market

LONDON, Eng., Aug. 4.—Conditions in the British Isles, as far as export business is concerned, are still very uncertain, and it will probably be many months before many familiar lines are once more to be seen on the Canadian market. For one thing, the labor conditions of the country are very unsettled, and many plants are finding it difficult to secure enough expert workmen to maintain their output at normal levels. Then there are a variety of restrictions, that each impose more or less burdensome difficulties on the trade, and in addition there is in many lines a very material shortage in raw materials. The general result is that while many manufacturers may endeavor to export certain quantities of their goods, with the idea of keeping their product before the Canadian public, it will be some time before this export business will become the large factor it was prior to 1914.

Government Restriction Has Effect

One large biscuit firm states to CANADIAN GROCER'S representative that it will in all probability be many months before they are again represented on the Canadian market. Another biscuit firm speaks of the Governmental restriction as the chief reason for their failure to be represented on the Canadian market. "We have stocks ready for shipment," they state, "but we have been unable to get it away."

The head of a large coffee essence firm, who were formerly interested in the Canadian trade, stated that it would be some time before they were in a position to look for export business, as business conditions stood at present, they were more concerned with the home trade at the present time, as there seemed no likelihood at the present time of being able to produce in excess of the home market demands.

Home Demand Takes All Stocks

An Edinburgh confectionery firm, asked regarding export prospects, stated that they were fully occupied at the present time supplying the home demand, and see no immediate prospect of being able to go farther afield.

A London, Eng., firm, manufacturing condensed milk and toffee, stated that they have no intention at the present time of looking for export business. They cannot at the present time cope with the home demand, while even if these conditions did not exist the export restrictions would prevent any material business in this field. Another firm doing business in the same line are interested in the Canadian trade but do not anticipate being able to enter that market in the near future. They point to the restriction imposed on their output, and state that

all available supplies are being eagerly taken by France and Belgium.

A firm engaged in the manufacture of table delicacies pointed to some of the factors that made it impossible to consider the Canadian field at the present time. There was the impossibility of getting glass jars in which to pack their product, while in addition they were faced with a shortage of labor, and an inability to secure necessary machinery for any enlargement of their business. They expect, however, to be able to en-

Canners Relinquish Loyalty Rebate

Do So to Avoid Any Cause of Suspicion—Claim Combination a
Beneficent Condition

J. L. STOCKS, general manager of the Canadian Canners, who have been called to the public attention through Prof. Jackman's report to the Department of Labor, on the operations of the canning industry in Canada, stated in an interview with the CANADIAN GROCER, that while they did not admit that there was anything illegal in the "loyalty rebates" that had been given to the customers of the company, and that while they were confident that their right to maintain this system could be successfully defended in the courts, to avoid any, even unjustifiable suspicion, and to meet the wishes of the Cost of Living Commissioner they had announced their willingness to withdraw this rebate and to discontinue anything of this nature.

Mr. Stocks stated that the Cost of Living Commissioner had assured him that this was the only complaint that the Department had against the company.

He deprecated the statement made in the report that the Canadian Canners were "almost entirely a price fixing organization for the Dominion Canners, Ltd., and others." Such a phrase, he believed, gave a sinister impression that was in no wise justified by the facts as given personally to Prof. Jackman and Dr. McFall.

The Two Companies

The impression this phrase would convey was that the Canadian Canners were more or less of a tool of the Dominion Canners. That, he continued, was very far indeed from being the case. The Canadian Canners were a handling company pure and simple, taking the place of brokers or agents. They bought the packs of the various members of the association, the Dominion Canners included. They were established to give a

measure of stability to the business. Before the formation of the Canadian Canners, the smaller packer had to deal direct with the banks for funds to finance his operations. If times were uncertain and turnover slow the banks were inclined to crowd the packer, with the result that he was compelled to force his pack on the market to the destruction of any stability in marketing conditions. The company was actually created by the need for some agency that would prevent such occurrences and give a necessary degree of stability so that the industry could survive. That was the work of the Canadian Canners, they financed the canner and bought on a basis of average cost of production his pack, and sold it at a fair profit over and above this cost, for they were allowed a percentage of profit on capital that no more than represented a brokerage charge.

The manufacturer of a brand of sausages in tins questions whether it would be possible to compete on the Canadian market with American products. They have the matter under consideration, however, and may decide to try to popularize their product on this side.

Another manufacturer of canned provisions stated that supplies for home consumption were still too short to warrant any thought of other business. This firm is also manufacturing jam, but will have no surplus over and above home needs. These instances are sufficient to reveal the fact that it may be some time before British firms will be in a position to do any appreciable amount of business on the Canadian market.

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No Excessive Profits

That they had made any excessive profits was emphatically denied by Mr. Stocks, this denial applying, of course, to the selling price of the Dominion Canners for pack that was handled by the Canadian Canners. Controlling as they did, a very large proportion of the total pack of the country, there was an ample opportunity for making a very substantial profit during the past year. As a matter of fact, they had asked only a reasonable profit over cost, and had sold their pack so far below what they might have asked that they were in some instances 20 per cent. below the prices asked by some of the independent packers whose prices they could not influence.

F. O'Brien, 141 Donnie Street, Stratford, after five years in his present stand, is moving to a more commodious and better equipped store at 38 Wellington street.

Where Do People Look First? What Do They Remember?

I was only recently that I, like everyone else, was a salesman; for being a salesman is simply trying to interest somebody in something. It may be soaps, it may be silks, or your services—or salvation, if you are trying to get someone to take it, you are essentially a salesman.

I am the "News Editor" of a daily paper, and among my duties is that of placing the news stories on the front page so as to arouse the interest of anyone picking up the paper, or merely glancing at it on the news-stands.

In the United States there are some 2,500 daily papers. Their news editors must be great salesmen, for they help to sell more than 75,000,000 copies of their "wares" daily. At any rate, they have learned one thing which, so far as I know, other salesmen have not discovered.

They have learned where people look!

They know on just what spot on the front page of the paper your eyes will rest first, because they know this, you will find that the first thing you see when you glance at a paper, is the biggest story the editor has to offer you. And you will see it, first, because he has placed it where your eyes inevitably go—on the right-hand side of the first page.

But—while editors understand and profit by this almost universal habit of looking to the right, I have yet to find a retail salesman, or a window decorator, who knew anything about it.

I once asked an eminent eye specialist to explain the phenomenon, he had never heard of it.

Interested, he made some tests, and confirmed my theory. He suggested that it might be due to right handedness; but as I, myself, am left handed, I discarded his theory. It might, we agreed, be due to the fact that American traffic keeps to the right, and so trains Americans to look that way. Tests on the continent, where the left-hand traffic rules are in vogue, would confirm or disprove this theory.

Not one decorator in a thousand places the "piece de resistance" of his display anywhere but in the centre of his window. That, he says, is the logical location for his best offering. But the news editor has found that the right-hand side of his front page show "window" is best, the left-hand second best, the centre a poor third.

When you pick up your morning paper, where do you look first? To the right-hand corner, of course. You know instinctively that you will find the big story of the day there. Newspapermen know how to display their important wares. Have you ever thought of applying this knowledge to your store displays?

I recently had a chance to test that theory.

In the centre of my front page I have an important story, headlines black, and two columns wide. The next day in conversation with a business man I mentioned the story, which had something to do with our war preparations.

He hadn't read it! Yet he assured me he had glanced over the headlines of the paper. Further questioning revealed that he had gathered the news in both right and left-hand outside columns, but missed the two column headlines in between.

A few days later, I put the theory, as applied to store windows, to a practical test.

I was walking along the street when I recalled my conversation with the business man. I stopped and tried to recall what I had seen in idle glances cast in store windows during my walk. Then I went back and looked over the windows.

In every case but one the things that had impressed themselves on my mind were articles that had been in the right-hand section of the window. In the one exception, a particularly striking show card placed in the left-hand corner had caught my eye.

Later, walking down the same street with a friend, I began talking about the stores we passed, and he, as I had hoped, unconsciously let his eyes rove over the windows.

Flour Mills Doing Heavy Business

Business Now All in Hands of Larger Mills—Some Criticism of Government Plan for Establishing a Price on Wheat

BUSINESS with the mills at the present time is of a very satisfactory character. The only drawback is, of course, the growing scarcity of wheat. Orders are brisk, so brisk indeed, that some of the mills have withdrawn their travellers from the road, as they have more orders than they will be able to handle for some time. This is due, it is believed, in a large measure to the centralizing of the business with the larger mills. With the growing scarcity of wheat the small community mill, unable to get supplies, is eliminated from the business for the time being, and the buyers have turned to the large mills which are still operating, for their stocks of flour. The result is that there

is a heavier volume of business than normal.

Not a Feasible Proposition

There is a tendency on the part of the miller to look on the proposition of setting a minimum price to be paid at the time of delivery of wheat augmented by participating coupons that will entitle the holder to a proportionate share of the profits as anything but practicable. Unless the Government has some method of operating this provision that is not outlined in the order-in-council, that is at once feasible and economical, those conversant with the conditions of marketing wheat in the rush season, are inclined to

(Continued on page 37)

Liberal Platform Interests Food Firms

Some Discussion of the Tariff Program Made Public at the Recent Liberal Convention Shows a Variety of Opinions

THE announcement of the new Liberal platform recently, occasioned a great deal of interest among the trade. The tariff changes proposed in this platform as a means of lowering the cost of living have been received with very mixed feelings by men of varying political faiths.

Zepherin Hebert, president of Hudon, Hebert et Cie, Montreal, in commenting on the proposals, could not see that any good could possibly result from such a program.

"We must have reasonable protection," he said, "more production and therefore more employment afforded. Reduce the tariff and this object is defeated. Increased production of manufactured foodstuffs will go far towards correcting present difficulties. Reason should temper the attitude of labor in the matter of remuneration asked, and if this is done costs will be reduced." As far as the suggestions go these are simply on paper, and Mr. Hebert thinks them impracticable and their value, he believes, is very uncertain.

How It Would Affect Fishing Industry

J. A. Paulhus, proprietor of D. Hatton & Co., fish importers, Montreal, believed that there would be much good from the application of such tariff reform. This would work out in the fish business to the benefit of the consumer. "For instance," he said, "there may have been a poor catch of fish in Canadian waters and a good one across the line, giving Portland and Boston a surplus while the Canadian production centres might be short. With swift express transportation and no duty these fish could be distributed to the Canadian market at a price which would mean a big saving to the Canadian consumer. Continuing, Mr. Paulhus said that he did not believe in protection, particularly on foodstuffs. "Let the people buy their wants where they can do so to best advantage. There should be no restrictions."

Thos. Ward, of Jos. Ward & Co., wholesale grocers, Montreal, did not think that the proposals would offer any assurance of a decline in the cost of living.

"The only thing that will reduce the high cost of living is overproduction. Europe will not always be fed from America as she is to-day. There is only one solution and that is increased production; legislation will not do it."

How It Would Affect Canned Goods

W. R. Drynan, secretary-treasurer of the Dominion Canners, points out emphatically what he believes would be the dangers of any such tariff change in their own business. Stating that this opinion was not an official pronouncement, but represented only his own personal viewpoint, Mr. Drynan said:

"The difficulty about this problem is that you cannot have free trade in any and only one article without it being discriminatory; for example, assuming that the duty were to be removed on canned vegetables and canned fruits, it would only be just to expect that all machinery, supplies such as tinplate, wooden boxes, nails, paper, ink and produce should likewise be allowed free entry, otherwise, of course, the legislation would be discriminatory and very much in favor of the United States packer, because Canada depends altogether on the United States for most of the machinery used in the canning industry, and all the tin plate; also the produce itself can usually be bought at much lower prices in the United States than in Canada. As a matter of fact the canners and preservers are importing large quantities of fresh fruits right along and paying the duty, laying these down at less than the local price. For example, only a few weeks ago, we ourselves imported from Australia considerable quantities of raspberries which, laid down at our factory, freight and duty paid, cost about 3c per lb. less than we were paying the growers.

Not unnaturally, as manufacturers, we are opposed to reductions in tariff, but if we were to have reciprocity with the United States, so that we could have access to the American markets and could bring in all of our supplies free of duty, then we would not be particularly worried, but with a larger market afforded to us in the United States, and owing to the high standard of our quality in Canada as compared with the average in United States, we could hold our own and do a very much larger business.

Jno. T. McBride, nut and dried fruit importer, of Montreal, believes that it would be absolutely impossible to make

such a suggested measure workable. How shall we, as a people, pay our war burdens and other debts without revenue, and if we remove the tariff where will the revenue come from? It is not good business if these goods are allowed in free. If other means can be found to secure necessary revenue it will be a different matter, but Mr. McBride thinks that all the income taxes that can be borne are now being levied.

Canners' Prices To Retailers

INADVERTENTLY the wrong list of opening prices on certain canned goods, as announced by the Dominion Canners, was printed in last week's issue. The list should have been the retail price list, No. 2, the said prices being strictly net f.o.b., Ontario factories, as follows:

VEGETABLES.			
		% Del.	Choice Standard Per Dozen.
20 oz. Petit Pois Tres Fins...	40	2 70	2 65
20 oz. Pois Moyens	40	2 05	2 00
Peas—			
2s Extra Fine Sifted, size 1	15	2 82½	2 77½
2s Sweet Wrinkle, size 2	75	2 45	2 40
2s Early June, size 3	75	2 17½	2 12½
2s Standard, size 4	40	2 02½	1 97½
FRUITS			
Cherries—			
2s Black Pitted, hvy. syrup	100	4 55	4 45
2s Black, not Pitted, heavy syrup	100	4 27½	4 17½
2s Red, Pitted, heavy syrup	70	4 55	4 45
2s Red, not Pitted, heavy syrup	70	4 27½	4 17½
2s White, Pitted, hvy. syrup	70	4 55	4 45
2s White, not Pitted, heavy syrup	70	4 27½	4 17½
10s Red, Pitted	70	20 10	20 00
Currants—			
2s Black, heavy syrup	100	4 85	4 75
10s Black, solid pack	100	22 35	22 25
2s Red, heavy syrup	100	4 85	4 75
2s Gooseberries, heavy syrup	100	4 85	4 75
Raspberries—			
2s Black, heavy syrup	100	4 85	4 75
2s Red, heavy syrup	70	4 85	4 75
10s Red, solid pack	70	22 35	22 25

These prices are subject to terms and conditions as per our printed contract. Also subject to change and withdrawal without notice.

NOTE.—Large portion of pack is "Choice" quality.

Three Refineries Advance Sugar

All Grades Are Up 55 Cents Per Hundred, Effective Last Saturday—Raws Are Stronger

Three sugar refineries have announced an advance of 55 cents per hundred on all sugars, the same taking effect on Saturday last. The refineries advancing their quotations are the Atlantic, St. Lawrence and Acadia. The first two factories are closed down because of the scarcity of raws, but the Acadia is still operating. The price of granulated sugar from these refineries on the basis of Toronto delivery is \$10.71 per cwt. The advance in prices is attributed to the advancing quotations on new raws which are now coming on the market. The marine strike, too, has interfered with deliveries. Sales of raws are being made on the basis of \$6.25 f.o.b. Cuba, and \$7.66 duty paid, New York. Even higher figures are being quoted for fu-

ture delivery on the basis of \$6.50 f.o.b. Cuba. Some wholesalers have scarcely any sugar in stock, and travellers have been advised not to take orders, promising any particular brand or container. A representative of one refinery stated that the new raws were now coming on the market, and in three weeks' time there ought to be an easier movement of sugar again. The situation in many of the American refineries is much the same as it is in Canada, those along the Atlantic coast, it is stated, only having one week's supply. The whole trouble is that of shortage of raws, and higher quotations on any coming forward, rendering the market for refined sugar higher and almost bare.

Conditions Favor Man. Convention

R.M.A. Gathering at Brandon Opens Under Most Auspicious Conditions—Financial Statement Shows Satisfactory Position—Some Interesting Addresses

BRANDON, Man., Aug. 13—Special correspondence—A three day programme, filled to the utmost time limit with practical addresses, discussions and entertainment, featured the fifth annual convention of the Manitoba Board of the Retail Merchants' Association of Canada, which opened at Brandon, on Wednesday, August 13. With a bounteous crop in all parts of the Province, in marked contrast to other portions of the West, the merchants were in a position to seek recreation for a brief period, and large numbers of them rolled into Brandon in their cars over roads that were in excellent condition. With an organizer constantly in the field, the Manitoba association, which only found its birth in 1913, embraces the merchants in most Manitoba towns.

A series of inspiring addresses were given by two retail merchants from the Western United States, Messrs Robert C. Line, of Columbus, Montana, and F. P. Mann, of Devil's Lake, N.D. The latter conducts a \$300,000 business in a town of 1,500. On Wednesday evening he gave an address on "Increasing your business through community co-operation," and the following evening took as his subject, "Looking ahead in the retail business."

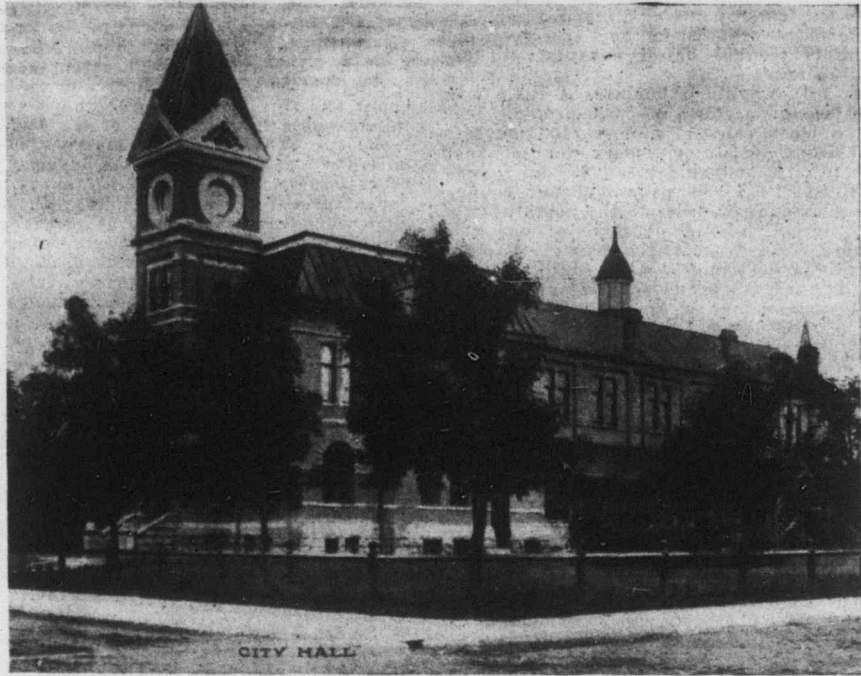
Other speakers on the programme were as follows:

Messrs. Edwin Loftus, K.C., prominent Winnipeg barrister, Lecturer for the Manitoba Law school; A. W. Gibb, C. A., Assistant Inspector of Taxation for the Dominion Government; F. C. Middleton, Secretary of the Community organization of the Social Service Council of Manitoba; Wm. Iverach, of Isabella, Man.; W. J. Keyes, Manager of the Advertising Department of the Kelvin Technical High School; J. A. Banfield, President of the Dominion Board of the Retail Merchants' Association, and Dr. J. A. MacLean, President of the University of Manitoba.

The convention was opened at 2 o'clock Wednesday afternoon by President Geo. W. Markle, following which addresses of welcome were given by Mayor McDiarmid, Howard Rankin, president of the Board of Trade; F. W. Hobson, president of the Kiwanis Club, and E. Bolton, president of the Brandon branch of the Retail Merchants' Association.

The financial report for the year ending March 31 was presented by J. H. Curle, secretary as follows:

RECEIPTS	
Cash on hand and in bank April 1st, 1918.	\$ 504.88
Membership Fees—City.	\$4,686.87
Do., Country	3,809.79
	<hr/>
	\$8,496.66
Transfer from Convention account	500.00
Refund on Books	11.80
Refund re Freight Audit.	6.00
Chairs sold	6.00
	<hr/>
	9,020.46
	<hr/>
	\$9,525.34



The City Hall, Brandon, Man., where the Manitoba Retail Merchants' Association is being held.

DISBURSEMENTS	
Salaries	\$5,495.76
Organizers' expenses	509.45
Rent	385.00
Printing and stationery	307.26
Postage and telegrams	241.53
Exchange	30.30
Legal expense	50.00
Sundry general expenses	517.47
Furniture and fixtures	20.00
Books	10.55
Dominion Board (per capita tax)	748.50
	<hr/>
	8,315.82
Cash on hand and in bank March 31,	
1919	1,209.52
	<hr/>
	\$9,525.34

The afternoon session was closed by brief reports from Messrs. Horace Chevrier, C. F. Rannard, and W. T. Devlin, who were delegates to the Dominion Convention, and an address by J. A. Banfield, president of the Dominion Board. The addresses of the United States merchants occupied the evening session.

On Thursday morning C. F. Rannard explained the operation and progress of the Mutual Fire Insurance Company, and William Iverach of Isabella, Man., delivered an address on Provincial taxation.

On Thursday afternoon the two United States speakers were heard again followed by a detailed address by W. A. Gibb, C. A., assistant inspector of Dominion taxation on "How to make out an income tax return."

Features of the Friday programme were delivered by W. J. Keyes, on "Practical Advertising," and by Edwin Loftus, K.C., on "Commercial law as related to

the retailer." This was followed by the election of Provincial officers, and a motor drive to places of interest in the city.

The crowning event of the gathering was the banquet on Friday evening given by the local retailers and associated clubs, and at which special addresses were given by Dr. J. A. McLean, president of the University of Manitoba, and the convention speakers. The convention took place in the City Hall. Owing to the strike and to the fact that the Brandon fair had just been concluded it was deemed unwise to conduct a proposed merchandise display in the City Hall. The window dressing competition was also called off.

Half-a-Million Business in 5,000 Town

One of the most impressive addresses given this week at the Brandon convention of the Manitoba Retail Merchants' Association was that of Fred P. Mann, president of the North Dakota Retail Merchants' Association, and the proprietor of the Mann Departmental Store at Devil's Lake, North Dakota, which last year did a business of half a million dollars in a town of 5,500 population. He described in detail the methods that have won such remarkable success.

When we opened our new store eleven years ago, he said, and equipped it with the finest fixtures that our section had ever seen, there were those in the community who said, "Too bad about Mann's. Here they build up a nice business in a country town and then they put up a store that's too fine.

All the farmers will be uncomfortable among the mahogany and glass showcases; and they'll be afraid to track mud in on the nice green carpets. Too bad, too bad. Now they'll lose all their trade."

But we disappointed the folks. Within two years we had to buy the store next door to accommodate one of our six departments. Now we own a big lot that adjoins us at the rear—the war intervened to stop our building another addition there. As it is, we are crowded to the point of discomfort and are continually readjusting our shelves and counters to take better advantage of our limited space.

In 1918 we did a business a little over \$500,000 in our town of 5,500 people. That would mean sales of almost \$100 for each inhabitant, if our customers were confined to our city; it would mean \$33 an inhabitant for the 15,000 people of our county, which extends 30 miles to the north-west of us. Actually, however, some of our customers come from a distance of 90 miles north and west, and 50 miles south and east. We are mighty proud that we are able to pull business out of the trade territory of larger cities around us.

We have the people of our territory with us, too. Every day, almost, we encounter something or other which shows us that a big proportion of our country neighbors think of our store as almost synonymous with shopping in Devils Lake.

The big reason that we have steadily built up our store in the face of local competition, and the even stronger mail-order competition which is putting so many country merchants in the business-death-rate reports, is that we use aggressive sales and business-getting methods. We are not content to sit by and take what comes our way. We go after prospects and customers in an intensive way that the mail-order house, several hundred miles away, with all its carefully thought-out methods, cannot equal. We are using many of the mail-order houses' methods, and are beating them at their own game.

Getting a Serviceable Mailing List

Our mailing list we get from a number of sources. The tax list in our county is classified by townships. We use it just that way. If the roads are in bad shape in the north-east corner of the county, we know the farmers there cannot get to town; so we save our postage rather than ask them to come. Automobile owners are also listed by the county assessor. We know that an automobile owner 25 miles away, in a township not reached by a railroad, is a good prospect when his next-door neighbor, who drives only a horse and buggy, would not be.

The telephone directory gives us somewhere near a complete list of householders, although it fails to indicate the value of the names. School teachers are good prospects; their names we get from the superintendent of schools. The men who have returned from national service form one of our new and high-grade lists.

We watch the personal columns of all the newspapers in our territory, both for new names and for list corrections. We arrange with any manufacturers or wholesalers who mail our lists to pass on to us all returned envelopes.

Continuing, Mr. Mann outlined the store's methods of advertising and of handling customers.

Some Hints on Advertising.

In regard to advertising, he said: "A lot depends on appearance. We do not rely entirely on the printer to display our copy to the best typographical advantage. That is where a lot of money is wasted, we feel, by many merchants. The printer of a country paper is not likely to be an expert on advertising display.

"Acting on this theory, we make careful detailed layouts of every advertisement. We specify the size and style of type to be used, the width of rules, the white space to set it off to the best advantage. And the effect is, on the whole, good."

Bettering Merchandising Conditions

In his second address Mr. Mann dealt with the way retail merchants of North Dakota were endeavoring to promote better merchandising as an offset to the growth of the mail order business, through the medium of what is termed a community association. He said:

"When we started this community work I took a survey of 100 towns in the State of North Dakota. I wanted to find out what was the reason to a great extent for the feeling between the consumer and the merchant and why the mail order houses were taking out a large amount of the business from our state. For this purpose I submitted a blank and asked our advance man to tell me as best he could the general appearance of the store, the way the windows were trimmed, method of bookkeeping, amount of insurance carried, and especially, what advertising methods were used. After summing up all the reports, I was astounded to find that 90 per cent. of the merchants in North Dakota do not advertise, and that 75 per cent. do not believe in it. I found that in 1917 over 72 carloads of mail order catalogues had been distributed in the State of North Dakota, besides vast quantities of other mail solicitation. I was also surprised to find that the mail order people spent 75 million dollars for advertising in the United States during 1917, and I deduced that at least one million dollars of the amount was spent in the State of North Dakota. I found that by these methods the mail order people were taking one-third of the retail business of the State of North Dakota from the local merchant.

"With these facts before me, I started out in the organization of community work, and I have failed to find anyone who does not think well of the work and the press of the state have offered their assistance in the way of publicity.

A Program of Entertainments

"We started out with a program for 1,200 entertainments and lectures, the lecturing taking up the question of co-operation between the country and the city people. This was one of the most striking and largest undertakings that had ever been attempted in any place. We arranged for an advance man to go around and work with the merchants, showing them how to advertise, how to better themselves, and how to better their community.

"In this Community Development Work we have the greatest working force that exists, going over the entire North-West, and which can change this entire situation, and I know it.

"The other day I urged upon a large crowd of salesmen at the Radisson Hotel in Minneapolis, that they endeavor to get their manufacturers and jobbers to prepare salesmen's helps for the retail dealer in every way possible, even going so far as to prepare advertising copy for the local merchant in order that he might move from his shelves the goods which the salesman had previously sold him.

Must Help the Merchant

"It is easy for you men," I said, "to see that your sale is only half made when you have placed the goods on the shelves of the local merchant. You must make it your business to see that these goods are moved from those shelves, before you have really completed your sale. It is therefore up to you to urge upon the retailer the use of his local newspaper and the use of every other method to dispose of the wares which you have sold him. You must, I say, even go so far as to help him with his advertising copy, and make him see that it is necessary that he become a real live advertising merchant. I urge these matters upon you forcibly because I have tried them out and I am thoroughly convinced that newspaper advertising is the greatest asset that the country merchant can have. There is no method today that will so promote a man's business

as good advertising. You simply cannot do without it and be alive to your possibilities.

"You as merchants must have proper merchandising methods, for how do you think it looks to a credit customer when a merchant gives 10 per cent. off for cash? Mr. Credit Customer takes his bill at the end of the month, compares it with the mail order catalogue, and of course, if the merchant can afford to give 10 per cent. off for cash the credit bill looks like highway robbery in comparison with the mail order prices.

"As an illustration of the vast mail order business, let me tell you what a friend of mine who is now in the mail order business told me only a few days ago. He is supplying state institutions and hotels with coffee. He told me of various orders he had taken that should have gone to the local merchants. He also told me of one grocery salesman whose commissions in one month amounted to \$1,330. So you can imagine the amount of groceries he must have sold to net himself that commission. This gentleman gave it as his best judgment that 65 per cent. of the coffee used in the State of North Dakota is sold by mail order houses and by solicitors for outside concerns. You are no doubt up against the same conditions here.

"The merchant must seek methods and ideas of improving their advertising. Here is an ad. which we used at our Devils Lake store for our silk sale which we hold annually. Just to show you that this advertising pays, I had our sales checked for the first day of the sale and they showed \$1,100 in the dry goods department alone with a total of \$3,800 in all departments for that day. On Saturday the sales in the dry goods department showed \$1,300 and the entire store \$4,800. On this sale we not only used large display space, but we likewise sent out some personal letters to our customers, and then we displayed our silks up and down the centre of the store, allowing them to be draped over where they could be examined by the women, and placed a price tag on each lot of silk. Thus we tied up our local advertising and our display of goods, which led directly up to the sale of the article. This is a very important fact for every merchant to remember, that his advertising and his displays and his salesmanship must all make one connected link.

"As an illustration that the manufacturers and jobbers are taking up with the idea which I am placing before you, I want to cite the case of Stone-Ordean-Wells in our country, who discontinued the publication of their house organ, 'Ginger,' which was costing them \$25,000 annually, and they are spending this money in advertising helps for the local retailer. Many other wholesalers are following in the footsteps of Stone-Ordean-Wells, and it is only a question of a very short time until every manufacturer and jobber will be spending a great deal of money to complete the sale of their goods and place them in the hands of the customer.

"Bradstreet and Dun tell us that in the United States 84 per cent. of all business failures in 1918 were non-advertisers, and that 86 per cent. of all business failures were from lack of knowledge of how to conduct the business.

"Can you gentlemen imagine what will happen to the mail order business if all the jobbers and manufacturers, and the traveling salesmen and all the retail merchants in Manitoba co-operate together to conduct their business along modern advertising lines?"

In conclusion, Mr. Mann said: "You know where you stand on this proposition in the Province of Manitoba. There is just one way that you can vindicate yourself, and that is to get out and raise the standard of merchandising so high in this province that the mail order houses cannot go us one better, and in fact, cannot compete with the local retail merchant."

The convention was still in progress at the time of going to press. A full report, however, will appear in next week's issue.

MONTREAL STORES CLOSE THREE NIGHTS A WEEK

The Montreal City Council on August 5 passed a by-law enforcing the closing of stores on three nights of the week, except previous to certain holidays. The by-law provides as follows:

Except as otherwise hereinafter provided, stores in the city of Montreal shall be closed at 7 o'clock in the evening on Monday, Tuesday and Thursday of each week, and at 9 o'clock in the evening on Friday and at 11 o'clock in the evening on Saturday, and shall remain closed until 5 o'clock in the morning, the following day. The said stores may, however, remain open until 11 o'clock in the evening on the hereinafter mentioned days:

(a) The day preceding the following holidays: Epiphany, Good Friday, Immaculate Conception Day, Empire Day, Dominion Day, All Saints Day, Ascension Day, and Thanksgiving Day;

(b) The last days of the month of December of each year from the 15th of said month inclusive;

(c) The days of the week preceding Easter Day;

(d) The day before the eve of the following holidays of the Jews: the first day of the year, Atonement Day and Passover Day."

Some Exception

Notwithstanding the above dispositions, tailors, merchant tailors, milliners and needlework shops, may keep their business places open up to nine o'clock on Monday evenings, provided none of their employees will be retained from 7 to 9 o'clock.

The balance of the by-law deals with exceptions, which include cigar stores, news stands, flower stores, fruit stores, pastry shops, ice cream and aerated water parlors, etc., drug stores.

The penalty for infringements is \$40 for each offence, or in default of payment, imprisonment for not more than two months.

NEW ZEALAND SETS MAXIMUM PRICE ON RICE

The New Zealand Government has fixed the maximum wholesale and retail prices for the sale of rice in this Dominion.

The maximum price of rice when sold wholesale ex store will be \$7.30 per hundredweight (112 pounds), and the maximum retail price will be 8 cents per pound, except in out-of-the-way places, where the Board of Trade is arranging to allow retailers to charge slightly higher prices on account of extra carrying charges.

CALIFORNIA TO HAVE RECORD PRUNE CROP

The present prospect in California is by far the biggest crop of prunes ever harvested, and estimates at present run all the way from 250,000,000 to 300,000,

000 pounds for the State, most of the opinions from acceptable sources running more nearly to the higher figure than the lower.

From a consideration of these prospective crop figures and some understanding of what the California Prune Association has booked and confirmed, it is apparent that the association will have a quite definite quantity yet to sell a little later when it is more able to size up its holdings, and unquestionably a higher price will prevail on these, which will bring up the association's average.

MILK DELIVERIES

For all Canada the total deliveries of milk in 1917 at the dairy factories amounted to 2,902,564,856 pounds, as compared with 2,600,542,987 pounds in 1916 and 2,630,001,765 pounds in 1915, as stated in the report on dairy factories for that year, issued recently by the Dominion Statistician.

AVERAGE PRICE OF BUTTER

For Canada the average wholesale price of creamery butter works out to 29 cents per pound for 1917, as compared with 33 cents per pound in 1916 and 30 cents in 1915, as stated in the report on dairy factories for 1917, published by the Dominion Bureau of Statistics.

Joint Freight Tariffs to be Lower

Important Ruling of the Board of Railway Commissioners Will Result in a Considerable Saving to Many Shippers

AN important ruling which will have the result of lowering joint class freight tariffs and will apply on interline traffic between the Grand Trunk, Canadian Pacific and Canadian National Railways will go into effect about October 1, according to an announcement made by the Board of Railway Commissioners for Canada.

Approximately the order means that in future, where shipments have to be made over two lines, they will be carried for what would be the cost on one, the mileage being taken as the basis. This, it is stated, will result in a considerable saving annually to many shippers.

Upon reading the submissions filed on behalf of the said railway companies, the Canadian Manufacturers' Association, the Boards of Trade of Toronto and Montreal, Dominion Cannery, Ltd., and others, and upon the report and recommendation of the Chief Traffic Officer of the Board, it is ordered:

1. That within the territory covered by the order of the Board No. 3258, dated July 6th, 1907, as amended, in what is known as the International Rates Case, and in conformity with the relevant provisions thereof, also with the station groupings of the respective companies as shown in their tariffs between points west of Toronto on



—New York "Tribune."

Speak Right Sharp to Him, Ma.

Here is a striking example of the sort of thing that is being fed to the public to the damage of the retailer.

In all the investigations that have clouded the air of late, the retailer has been seldom accused of profiteering. Anyone with any understanding of the situation knows that there could be no truth in such a charge, yet cartoons of this character do not depend on reason but on prejudice, and prejudice can do harm whether it is backed by any reason or no.

the one hand and points east of Toronto on the other, joint tariffs of class rates be compiled to apply between stations on the Canadian Pacific and Grand Trunk Railways, the Canadian Pacific and Canadian National Railways, and the Grand Trunk and Canadian National Railways, respectively, on the basis of the so-called schedule "A" scale, with the addition of the following figures to be incorporated in the rates themselves:

Class 1 2 3 4 5 6 7 8 9 10
Cents per

100 lbs. 8 7 6 4 2½ 2½ 2½ 2½ 2½ 2½
the rates so compiled to include the service of transfer from the one company to the other; subject, however, to a minimum joint charge of 100 pounds at the first-class rate, but not less than 75 cents.

2. That the joint class freight tariffs carrying out the requirements of this order be published and filed, so as to become effective not later than October 1st, 1919.

3. That the following be made the points of interchange of interline freight traffic between the said companies under the terms of this order:

Lennoxville, Montreal, Ottawa, Brockville, Peterborough, Toronto, London, Mount Forest, Orillia, North Bay, Actonvale, Ste. Rosalie, Renfrew, Kingston, Milton, Guelph, Woodstock, Tillsonburg, Inglewood and Essa (Utopia).

(Sgd.) H. L. DRAYTON,
Chief Commissioner.

Board of Railway Commissioners for Canada

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

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

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 83 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12660. Cable Address, Atabek, London, England.

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THE NATIONAL EXHIBITION AND THE MERCHANT

THE approaching Canadian National Exhibition promises something unique in the way of interesting exhibits, in which the trade generally should find many helpful and profitable suggestions. Advance information is to the effect that never before in the history of the Fair has there been so many applications for exhibit space. New specialties in foodstuffs just being introduced to the public are to be shown. These, no doubt, will find favor with the public, and the enterprising grocer should be the first to see and learn something of the merits of new ideas, new preparations, in food products. It will be of pecuniary advantage for the grocer to visit the exhibition this year. From the standpoint of real benefit to be gained, the exhibition affords an easy method of learning, in a practical way, what manufacturers have to offer in the way of new goods. Demonstrations not only stimulate interest but are educative in value, and it is always worth while for the average grocer to increase his knowledge of the goods he is handling, or is likely to handle, in his store.

DR. McFALL AND THE R.M.A.

DR. R. J. McFall's charge that the Retail Merchants' Association of Canada has been instrumental in increasing the cost of living through their opposition to the co-operative societies, can hardly be taken seriously. While the Association has opposed such associations in theory, it has been the essential weakness of the position of the co-operative societies themselves that have been their undoing, and not the opposition of any outside force.

It is rather absurd to lay their failure at the door of the R.M.A. when there are so many good reasons within the organizations themselves to account for their failure.

THE SUGAR INVESTIGATION

DR. McFALL, if the newspaper reports of his reports speak correctly, has made some serious charges against the sugar refineries, and also against the wholesale and retail trade.

Dr. McFall, up to the present has not been, like his forerunner, given to hasty judgments. He has apparently given a reasonable consideration to conditions of business that are not always clear to the uninitiated.

That he has made these charges is a serious matter. That there have been charges made against a wide variety of food producing industries, of recent date, is a serious matter, but the most serious phase of the situation is, that there appears to be a tendency on the part of the Government to let the report end the matter. It may very well be that the newspaper report has misinterpreted the spirit of Dr. McFall's report; it may again be that Dr. McFall has reached wrong conclusions. But whatever may be the case, this fact is sure, that the reports, as such, must do incalculable harm. If it is worth making such a report, it is worth while to demonstrate its correctness. The Government, through its officials, has no right to make charges, unless it is willing to prosecute these charges.

If the charges as reported are true, the people should know, and action should be taken promptly to remedy the abuses. If the reports are wrong, then the industry accused should have some recourse against a Government department that has damaged its standing.

There have been too many reports of profiteering, and far too little proof. It is getting pretty well time for a showdown.

Right to Set Resale Price Again Vindicated

Cudahy Company Upheld in Their Contention That They Have a Right to Refuse to Sell Dealers Who Will Not Maintain the Set Price

A DECISION has been rendered by the United States Circuit Court of Appeals reversing the decision of the Federal District Court at Baltimore in the price maintenance case of Frey & Son, Inc., against the Cudahy Packing Company, charged with unlawful trade practices. In his opinion, handed down July 16, Circuit Judge Woods says in part:

"There was so little real conflict in the testimony on the vital issue that, except on the measure of damages, the case might well have been tried without prejudice on the following as an agreed statement of facts: The defendant manufactured and sold Old Dutch Cleanser and developed a large trade in that article by extensive advertisements in newspapers and magazines and by circulars and solicitors. Considering the maintenance of a fixed price necessary to an adequate profit, defendant adopted the following means of promoting sales and maintaining the wholesale price: It sold only to jobbers and wholesalers, who were expected to sell only to retailers. Soliciting agents were sent to retail merchants and orders taken from them at the list price to be transmitted to any jobber that the retailer named of the jobbers to whom the defendant was selling. These jobbers selected by the defendant, though called distributing agents, were purchasers to whom defendant sold at a fixed deduction or discount from the list price. This discount was intended as the jobber's profit. By circulars and personal interviews jobbers were insistently exhorted to maintain the fixed prices in their own interest and that of the defendant. The jobbers knew they were expected to maintain the prices fixed by the defendant and that they were liable to be cut off if they refused. There was occasional underselling by dealers and perhaps occasional disregard by the defendant of isolated acts of underselling. But the plan of the defendant was generally acquiesced in by jobbers, and its request or demands that the prices be maintained were generally complied with. There was no formal written or oral agreement with jobbers for the maintenance of prices.

"The plaintiff was a jobber on defendant's list of distributing agents who had a considerable trade in Old Dutch Cleanser. Believing that by the elimination of certain expenses usually incident to the wholesale business, it could afford to sell Old Dutch Cleanser at less than the price enjoined by defendant, plaintiff reduced the price below that fixed by the defendant. For that reason the defendant refused to sell plaintiff at its usual discount from the list price, thus cutting off its busi-

ness by making it impossible for it to compete with other jobbers at a profit.

"The vital question is whether defendant's method of business coupled with the acquiescence of its customers therein by observing its requests or demands to maintain prices was such cooperation between seller and purchasers as amounted to a combination in restraint of trade within the rule laid down in Dr. Miles Medical Company v. Park & Sons Company, 220 U. S. 373, and other following cases. We are obliged to hold that the question has been clearly answered in the negative by the Supreme Court in United States of America v.

Colgate & Company, decided June 2, 1919. The court expressly held that the announcement in advance that customers were expected to charge a price fixed by the seller, and that the penalty for refusal to maintain prices would be refusal to sell to the offending customer, observance of the request to maintain prices by customers generally, and the actual enforcement of the penalty by refusal to sell to such customers as failed to maintain the price did not constitute a violation of the trust statute. Nothing more was done by the defendant and its customers in this case.

"Since the defendant, under the Colgate case, merely exercise the right reserved by the Clayton Act to dealers of 'selecting their own customers in bona fide transactions and not in restraint of trade,' the plaintiff cannot recover under its charge of unlawful discrimination in price."

Cartage Rates Are Increased

Three Big Railways Put New Schedule Into Effect on September 4th, in Ontario and Quebec—Higher Wages for Employees and Shorter Hours Given as a Reason

ADVANCES in cartage rates in Ontario and Quebec which will affect a number of lines of goods are announced by the Grand Trunk, Can-

adian Pacific and Canadian National Railways, to become effective September 4. Just what action the other railways
Continued on page 37

	Less		SMALLS	
	Carloads	Carloads	Minimum charge in cents for any one consignment	
	Cents per 100 lbs.		300 lbs. and under	Over 300 lbs.
Montreal .....Que.				
Atwater "				
Hochelaga "	5	7	30	40
Mile End "				
St. Henry "				
Toronto .....Ont.				
Don "				
North Toronto "	4	6	30	40
Parkdale "				
West Toronto "				
Guelph .....Ont.				
Ottawa "				
St. Hyacinthe .....Que.	4	5	30	40
Three Rivers "				
Bothwell .....Ont.				
Chatham "				
Glencoe "				
St Thomas "	3½	4	25	35
Thamesville "				
Tilbury "				
Hamilton .....Ont.	3½	5	30	40
London "	3½	4	30	40
Windsor "	3½	5½	35	50

A cartage service is maintained at the points shown in the above table and cartage charges are to be collected in addition to the freight charges the railways state. These cartage charges will be based on the actual weight subject to the minimum provided in the Canadian Freight Classification.

CURRENT NEWS OF THE WEEK

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

MARITIME

R. T. Craig & Co. have sold their business at Truro, N.S., to Willard C. Cutten, who will carry on the business at the old stand.

QUEBEC

Mead Bros. & Co., Coaticook, have dissolved partnership.

E. Robin, grocer, Cote Ste. Michel, has moved to 351 Orleans St., Maisonneuve.

J. A. Bland, 1863 Notre Dame St. W., Montreal, has been succeeded by Z. S. Bland.

J. A. Chalifoux, 2875 St. Lawrence St., Montreal, has sold out to R. Rouseau.

N. Bourbeau & Co., butter and cheese merchant, Bord a Plouffe, has dissolved partnership.

Mrs. B. Beauchamp, 1097 St. Antoine St., Montreal, has succeeded Jules Prevost, grocer.

Alf. Morin has purchased the grocery business of Mrs. A. Leblanc, 402 Beaudry St., Montreal.

E. Lacasse has succeeded his son, H. Lacasse, grocer, at 2693 St. Hubert St., Montreal.

A. Lemoine, Montreal, has disposed of his business at 1937 St. Lawrence St. to A. Cotnoir.

S. Chagnon, 598 Dorchester St. East, Montreal, has disposed of his business to A. Deslauriers.

A. Bertrand, 2027 Ontario St. East, Montreal, has disposed of his grocery business to Z. Pesant.

W. H. Ransom, of Brodie & Harvie, Ltd., Montreal, is away to Old Orchard, Maine, on his vacation.

W. A. Sadler, sales manager of the Canada Starch Co., Montreal, returned this week from his vacation.

J. E. M. Genest, of Genest & Genest, grain and commission merchants, Montreal, returned from a three weeks' trip in Eastern territory.

S. Furuya, Japanese Consul-General, Ottawa, was in Montreal last week. While here he was securing data from the various tea importers relative to the actual trade in Japan teas being sold throughout Canada.

Howard O'Loane, of O'Loane, Kiely & Co., Ltd., Vancouver, was in Montreal early this week. Mr. O'Loane spent a day or two with John E. Turton, the company's Montreal representative, prior

to sailing on the S.S. Minnedosa for England, and where a branch of the firm's business will be established.

ONTARIO

T. T. Pruneau, Hamilton, has sold out. Allan Barron has sold to A. Robinson.

J. H. Baldwin, Ottawa, has sold to D. B. Turner.

R. W. Aljoe, grocer, Toronto, has sold out.

Albert Campbell, grocer, Toronto, has sold out.

A. S. Raymond, grocer, Toronto, has sold out.

W. H. Pavne, grocer, London, has sold to Wm. Paisley.

Wm. E. Roy, grocer, Hamilton, has sold to I. P. Samson.

Joe Palmer, Toronto, has been succeeded by Wm. Ives.

Wm. Masson, grocer, Toronto, is discontinuing business.

W. H. Thomson, grocer, Toronto, is discontinuing business.

Edward Anselv, grocer, Toronto, is selling to Allan Barron.

Mrs. M. Anolebee, grocer, Hamilton, has sold to Edward V. Grassie.

I. Hurd & Co., druggists and grocers, Mitchell, has sold to G. F. Prueter.

C. O. Gardener, London, has sold to W. C. Armstrong.

George Trott, grocer, Leamington, has sold to C. W. Gale.

A. V. Brown, grocer, Hamilton, has sold his James S'reet branch to H. Boake.

Archie Kizell has purchased the stock and business formerly conducted by J. Kizell, at Killaloe Station.

T. H. Moorehead has secured the services of Mr. Stewart, of Owen Sound, as manager of the Brampton store of his chain of candy shops in Peel and Halton.

T. S. Poole, Glencoe, has disposed of his grocery and provision business in St. Thomas to W. A. Dav of that city. Mr. Poole has been in business in St. Thomas for nineteen years.

Harold F. Ritchie, of the Harold F. Ritchie Co., is at present in England arranging for the opening of the London office. Major T. T. Kirby, formerly buyer for the Gordon Mitchell Co., of Winnipeg, will leave in the course of the next

couple of months to take charge of the office.

EXPECT LARGE ATTENDANCE OF WHOLESALE AT OTTAWA

It is anticipated that more than ninety per cent. of the wholesale grocers of the Dominion will attend the annual convention of the Canadian Wholesale Grocers' Association, which is to be held at the Chateau Laurier on August 21 and 22.

Thorough preparations for the convention are now under way, and it is anticipated that the attendance will be in excess of three hundred.

The Advisory Committee of the grocers' section of the Retail Merchants' Association of Canada will hold a special meeting in the offices of the Dominion Executive Board, Banque Nationale building, on Wednesday next, for the purpose of discussing questions of import to the retailers, which will be brought before the wholesalers' convention.

SHERER-GILLETT COMPANY MOVES TO LARGER PREMISES

Sherer-Gillett Co. of Chicago, manufacturers of store fixtures, have acquired the factory building on Suffolk street, Guelph, Ont., formerly occupied by Libby, McNeil & Libby, and now under lease to the Fried-Grills Hat Co., whose own factory adjoins. The Sherer-Gillett Company has a small factory in Guelph at the present time, but will move from this into the Suffolk street factory and will very greatly increase its output.

A PIONEER'S BUSINESS METHODS

Wm. Morris, Rodney, Ont., is taking an outing at his old home on the Rideau Lakes, 40 miles back of Brockville on the Canadian National. When only 16 years old he opened up a business on the Middle Road, Tilbury East, Kent County, looked after the Stone Pearl Ash Factory and 80 acres of land, and was made postmaster. He thinks he was the youngest appointed postmaster in the province.

July 1, 1874, he opened business in Rodney and has been continuously in business ever since and is now past the 70 year mark. Business builders, he says, put on some specials once in a while. Do not force the kiddies with a little candy, and the old people like it also. Saturday nights he made up a small lunch of soda biscuits and cheese between, which made a nice tasty sandwich, and gave a piece to all in the store.

WM. H. KEARNEY DIED JULY 8

Wm. H. Kearney (of the firm of J. and W. Kearney) came to Montreal as a boy and was first employed by his cousin, John Kearney, in the retail grocery business. Later on became connected with another cousin, Thomas Kearney, who was in the wholesale tea business as Thomas Kearney & Co. On the death of Thomas Kearney his business was merged with Kearney Bros., which concern he managed for a number of years, and in 1902 formed a partnership with his brother John under the style of J. & W. Kearney, wholesale tea and coffee importers.

The deceased was always regarded as a keen business man with sterling upright principles, and his death is deeply regretted by the whole trade throughout Canada.

The present business of J. & W. Kearney will be carried on by his brother, under the same style as heretofore, assisted by Mr. Frank St. Amand, who has been connected with the firm for the past fifteen years.

CLAIMS HAMILTON MARKET TOO VALUABLE FOR MARKET PURPOSES

Alderman Thos. O'Heir stated recently at a meeting of the Hamilton, Ont., city council, that at the next meeting of the council he would give notice of motion that a by-law be submitted to the people in January for the abolition of the Hamilton market. He considers the present site in the centre of the city too valuable to be tied up in this way, and favors a site in the east end, if it be necessary to have a city market.

PIONEER MERCHANT DIES

Alexander Elder, for forty-four years a resident of Blyth, Ont., and one of its pioneer general merchants, died at his home there. Mr. Elder was town treasurer for twenty years and town clerk for thirteen years. He was born in the township of Elgin, county of Huntingdon, Province of Quebec, in 1847, and saw active service at Trout River against the Fenians, when they invaded Ontario in 1870, and was later awarded a medal.

Prior to coming to Blyth he was hotelkeeper for Gooderham & Worts, millers and merchants, at Pine Grove, Ont., and while in the employ of that firm was married to Miss Mary A. Smith of that place.

TORONTO BREAD DRIVERS GET INCREASES

Substantial increases are allowed bread wagon drivers under the award of the Board of Conciliation of Toronto, which has been dealing with the dispute between the drivers and their employees. The minimum wage has been fixed at \$24 per week for any driver totalling up to \$270 per week in sales. For those

whose sales run over \$270 per week, 10c is to be paid on each dollar of sales to customers, and five cents on each dollar of sales to stores, in excess of the \$270. Where any salesman received more under the scale formerly in vogue, no reduction is to be made under the new rates. All drivers are granted Wednesday afternoon holidays during June, July, August and October, an exception being made of September owing to the Canadian National Exhibition.

The new agreement became effective on Aug. 4, and will remain operative until May 1, 1920.

ALMOND QUOTATIONS VERY HIGH

(Continued from page 26)

have yet been named on California shelled walnuts. There is a big crop of walnuts in California this year, but fully eighty per cent. of the California crop is sold in the shell. Peanuts are higher, an instance of the strength of the market being shown in a quotation of 18 cents for No. 1 Spanish peanuts at Norfolk, Virginia. There is no prospect of lower prices. The opening quotations on filberts is announced as 185 shillings, which means a price of 44 cents per pound laid down here, as compared with 28 cents last year.

There is an increasing demand for cocoanut, and great difficulty is being experienced by importers to secure sufficient to supply the trade. Ceylon cocoanut of all cuts is very hard to obtain, factories being from two to three months behind in deliveries.

CARTAGE RATES ARE INCREASED

Continued from page 35

will take is not known, but it is expected that they also will increase their rates correspondingly.

The railways give as their reason the increased wages and shorter hours, which has necessitated an increase in cartage charges if the business is not to be done at a loss.

Fortunately the advances do not materially affect grocery lines, as an effort has been made to avoid anything that would tend to increase the cost of living as it affects necessary foodstuffs.

The goods of interest to the trade that are affected by the new charges are: Broom stock, ice cream cones, lamp chimneys, popped corn, confectionery, and woodenware.

The New Tariff

The new tariffs provide for the following increases: On carload lots from 4½c per 100 pounds to 5c, and on less than carload lots from 6c to 7c per 100 pounds.

On "smalls," 300 pounds and under, the charge is raised from 25c to 30c per

100, and over 300 pounds from 35c to 40c, a straight increase of 5c per 100 pounds.

FLOUR MILLS DOING HEAVY BUSINESS

(Continued from page 29)

believe that this proposition is entirely impracticable.

To begin with there is the feeling that has already made itself very manifest, that the setting of a minimum price is not dealing fairly with the grower. Despite the assurance of the Premier that the price of wheat has not been set, the grower is inclined to look upon a minimum price as an actual price. They are indeed inclined to view any payment that falls below the \$2.26 figure set by the United States Government as an infringement of their rights.

Whatever the abstract merits of the proposition outlined in the order-in-council may be, there is a feeling that given conditions as they exist this scheme of future participation in profits is absolutely impracticable. In many instances, as one milling authority pointed out, the Western grain growers are of foreign birth, and in many instances, men of no education. It will be very difficult indeed to convince such men, he contends, that they are being fairly dealt with when they are paid \$1.75 and a certificate of future payment, which means nothing to them, on delivery of their wheat. This is one difficulty, the difficulty of making the parties most directly interested understand a system so foreign to the accepted method of purchase.

Difficulties of Operation

Even leaving this difficulty aside, however, there are the actual difficulties of administration that seem to be almost overwhelming. During the wheat season, one milling official states, the checks for wheat received at a single elevator would mount up into the hundreds in a single day. It is not hard, therefore, to imagine the fabulous number of these checks that would be turned in at the thirty-seven hundred elevators in the West during the wheat season. Yet under the proposed system each one of these would be a separate transaction, and the profits, less the handling and disposal charges, would have to be apportioned on each transaction. It is not difficult to imagine, therefore, that the cost of the machinery for administering this work, which according to the terms of the order, is to be a first charge on the profits, might very well wipe these profits out of existence.

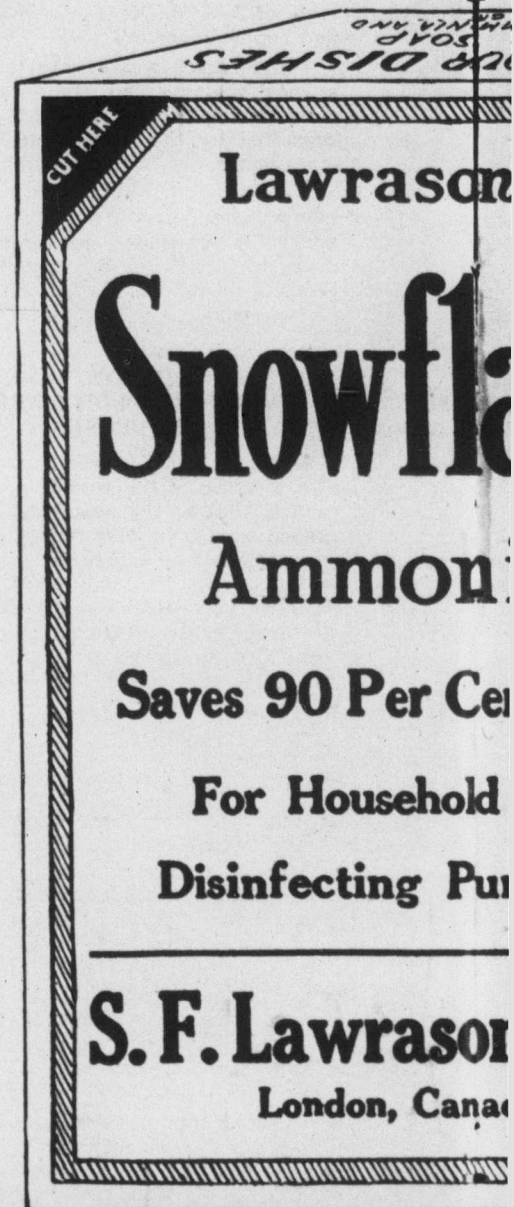
Canada, situated as she is, so close to the United States with its prospective billion bushel crop, cannot hope to stand out against the price set in that country, and that there will be no satisfactory arrangement that does not give the Canadian grower a price for his wheat that closely approximates that across the line.

Quality

Snowflake is made from highest grade tested materials and is guaranteed up to strength.

RECOMMEND IT

Softens water — Cuts grease —
Ideal for general household
cleaning. |



ORDER THROUGH

S. F. Lawrason & Co.

Profit

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on's
lake
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Cent Soap

old and
Purposes

son & Co.
anada

Snowflake ten cent package,
when bought in

Profit

1 case (3 dozen)
at \$2.70

33 $\frac{1}{3}$ %

5 cases
at \$2.70 less 5%

40%

Push Snowflake for Fall housecleaning
and benefit by our extensive advertising.
Co-operate by displaying Snowflake.
Bigger sales mean bigger profits.

IGH Your Wholesaler

London, Ontario

NEWS FROM WESTERN CANADA

WESTERN

J. Overend & Son, grocers, Minette, Man., have sold to E. Chester.

The Snow River Trading Co., general merchants, Snow River, have sold to E. Carley.

Beauregard & Co., general merchants, Assiniboia, Sask., have sold to L. Jacques, who has given up his business in Moose Jaw.

EDMONTON STORES TO CLOSE WEDNESDAY NOON

A campaign to decide whether the closing day for stores should be Saturday or Wednesday was staged recently in Edmonton. The campaign was strenuously urged and a good deal of feeling was stirred up by the contending parties. However, the advocates of Wednesday closing won out by a sizable margin. The vote stood 2,432 in favor of the Wednesday half holiday, as opposed to 2,150 who favored the Saturday.

As a result of this decision the council will frame a by-law for Wednesday closing and this means that all stores will have to be closed, no exemptions can be allowed, otherwise it is certain that proceedings will be taken to quash the by-law.

The retail clerks have made a de-

termined fight and are yet undefeated; they will continue the campaign and will not rest satisfied until they have re-established the Saturday holiday.

Grocers of Vancouver Have Royal Time

Picnic at Bowen Island Proves Huge Success—Everyone Had Good Time—Sports Afford Variety of Amusements

(Special Correspondence.)

"It's always fair weather When good fellows get together," and this 12th Annual Grocers' Picnic on August the 6th was no exception. The three chartered steamers of the Terminal Steam Navigation Company carried a rollicking thousand of Vancouver grocers, grocers' wives and grocers' kiddies across the green waters of the Strait of Georgia to Bowen Island. There on the green sports field, fragrant with the surrounding pine woods, and cooled by a slight breeze from the snow-capped mountains at whose feet they played, the entire party participated in a day of sport that even excelled those of past years. The smoothness with which the entire picnic was handled spoke well for the committees in charge. The prize lists were large and generous and the decisions of the judges were considered very fair—even by the losers.

Some Interesting Events

The ladies' prizes ranged from chocolates to mops, and the men's prizes from fruit jars to Gold Dust. They must have produced a grand breed of grocers in Huron and Bruce Counties in the past decades—they are still running strong and even clean up on the young fellows in sprinting. A feature of the ladies' race was the JAZZ Race—no, this was not musical. The instructions given were that while covering a matter of twenty-five yards, the feet must not once touch the ground. However, by manipulating the two pieces of paper which were provided, the winners managed to interpose a piece of paper between the foot and the ground each step. It can be done, folks, but your progress must necessarily be about as fast as it is elegant.

Great Day for the Kiddies

The sun never danced more merrily on the waters in the Straits than it danced



A general view of the picnic grounds. Below the crowd boarding the boats for Bowen Island.



A view of the nail driving contest in which there was much amusement and many blackened thumbs.

in the laughing eyes of the dozens of little boys and girls as they lined up for the several events provided for them; and all who entered got a prize—even the little girl who stood paralyzed at starting post while the rest sped to the goal, was taken along by the starter, and given a prize. On the boats going home in the evening, a drawing was made for a large oil stove and several other prizes—and here the only mistake of the day occurred—but somebody has to draw blanks.

The picnic committee was made up of C. Clarke, J. F. Merilees, S. McElroy, and the secretary of the Grocers' Association, T. J. Corley.

The officials of the various sports and entertainments are as follows:—

Judges—W. H. Walsh; E. McTaggart; T. H. White; T. F. McDowell. Starters—W. Beeton; A. A. Blain; S. Pritchard; R. Thompson. Tug-of-war—E. G. Harris; Tom Shaughnessy; W. T. Ferguson; Groundsmen—Messrs. McNaught; Tullidge; Robb; Lincoln; Ewart; Sewell; Crozier and Begg. Announcer—S. McElroy. Music and Dancing—S. McElroy. Refreshments—E. A. Davy and S. Swan. Prizes—F. McCready.

An orchestra was provided in the pavilion, and dancing was enjoyed in the evening.

PROPOSED RETAILERS' TOUR ABANDONED FOR PRESENT

It has been officially announced that the proposed coast to coast excursion of merchants planned by the Retail Mer-

chants' Association would not this year materialize. This is a great disappointment to a large number of merchants throughout the Dominion who had intended to join the excursion. The unsettled business conditions, however, throughout Canada, together with the poor crop prospects in various parts of the country, especially in the West, have prevented the plans of the executive from being carried out for this year, at any rate.

There is a strong probability, however, that next year when business conditions are on a more stable basis and the country begins to settle down after the war, and the railroad companies are in a better position to deal with extra traffic and to grant special rates, that the coast to coast excursion will become an accomplished fact.

SPANISH OLIVE OIL REGULATIONS

In permitting the export from Spain of 90,000 tons of olive oil by royal order of last January, a deposit equal to 50 per cent. of the amount to be exported was required. The regulations for the deposits of olive oil thus retained are somewhat modified by the royal order of April 29, which provides that such depots must be in towns where there is a railroad station and be located not more than 2 kilometers (1.24 miles) from the station. These depots are under inspection, and the oil must be sold or appropriated after sixty days or, if sold at auction, withdrawn within thirty days thereafter.

"Best Yet," Says the Public

Vancouver Butchers' Picnic and Barbecue Outstrips All Former Picnics in Popular Favor—A Record Crowd

Special to CANADIAN GROCER.

VANCOUVER, B. C., August. — With the slogan, "Do all you can to give the others a good time," the annual butchers' picnic and barbecue was run off at Mahon Park, North Vancouver, on Wednesday, August 6. The public knows by experience just what the butchers mean when they start out to give the public a treat, the attendance proved it.

The greasy pole created screams of laughter; the greasy pig was as elusive

as ever, especially as he was chased around by one of the butchers at tined in frills and furbelows.

There were races for all; high jumps, broad jumps, sprinting and novelty races.

Oh! That Barbecue

But, oh boy! That barbecue! The best beef that the country ever produced was butchered to make a royal holiday. The official statistician has figured how many rich, juicy young beef sandwiches

can be cut from a large beef, but anyway, six thousand hands reached over the counter for some, and three thousand people agreed that they were good. And then there was ham when the beef was done.

Dancing on the Green

The Grandview band played all afternoon and dancing on the green was the order of the day. The P. Burns team won a fiercely contested tug-of-war series, and the wholesalers lifted the baseball cup. After a few spirited boxing and wrestling matches put on with the assistance of the Gilmore Athletic Club, the best sports day yet held was concluded to the strains of God Save the King.

VACATION FOR PRODUCE TRAVELLERS

Travellers of the wholesale fruit and produce trade will not call on retail merchants, either in the city or in the country, from August 9 to August 18. Arrangements have been made to give the travellers their annual vacation during this period.

VANCOUVER BOARD OF TRADE MAKES TOUR OF INVESTIGATION

The Board of Trade excursion, which left Vancouver on Thursday, July 24, has completed its journey, which took the members through the greater part of the northern interior, familiarizing themselves with conditions of these lesser known parts of the province.

The names of those in the party were: E. S. Vanderwoort, F. W. Welch, A. C. J. Weeks, C. L. Lightfoot, F. Smith, J. F. Malkin, J. G. Glashin, R. B. Francis, G. Pettapiece, J. Hanbury, G. H. Cottrell, D. Y. Gorrie, W. J. Twiss, W. C. Mackenzie, G. T. Cunningham, E. J. Coyle, A. C. Fraser, G. Kellett, N. Thompson, Stanley Black, J. J. Banfield, E. A. Paige, A. Lamb, Dr. A. S. Monro, H. Webb, D. M. Macdonald, R. W. Douglas, J. W. Clark, Roy Brown, F. A. Dietrich and Mrs. Dietrich, F. P. Wilson, C. Spencer, I. J. McLay, A. J. Smith, W. E. Payne, J. Clough, J. R. Waghorn, C. A. M. Cator, Dr. J. F. Clark, H. J. Littler, Alderman J. J. McRae, Alderman W. C. Shelly, J. Stevens, Capt. Brown, Albert Davidson, Capt. C. H. Nicholson, H. G. Eakens and J. Stevenson.



The Retail Butchers of Vancouver picnic. The barbecue one of the features of the day

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE market conditions throughout the country, as a rule, are good, as summer months go. There is a noticeable shortage of sugar, and flour stocks are beginning to show somewhat similar conditions. Generally speaking, the tendency of the market is toward higher rather than toward lower figures.

TORONTO—Three sugar refineries have announced an advance of 55 cents per cwt. on sugar quotations. These refineries are closed down, having to cease operations for the time being, because of the shortage of raws. The marine strike, it is also maintained, has interfered with the shipments of raw sugars. The new raws are now coming on the market and it is to the higher quotations on these that the advance is attributed. Supplies among wholesalers are exceedingly scarce, and some houses have advised their travellers not to take orders promising any particular brand or container. Orders consist of only a certain number of pounds to each customer, until supplies show improvement. All packaged goods are at strong levels, and cereals in bulk, too, are very firm. Canned goods are selling well at high figures, but dried fruits have been pretty well cleaned up, and in some instances the market is almost bare. Seedless raisins are selling as high as 20 and 22 cents per pound. There are still some small sizes of prunes on the market, but dried peaches and apricots are practically off the market until the new crop is ready. Quotations on shelled nuts are very strong, walnuts having advanced to from 88 to 90 cents per pound. Spanish peanuts are now quoted at 20 cents. The spice market is tending to higher levels, and some changes are noted this week. Cream of tartar is very scarce, the market being almost bare. Teas and coffees are steady and strong, and the likelihood is that spot prices of teas will advance before long. No improvement is noted in the situation in rices.

In produce lines there are practically no changes this week. There is an endeavor on

the part of packers to buy hogs at lower figures, but quotations are still around \$23. All pork products are firm. Cheese is inclined to be easier, with butter and eggs holding steady.

MONTREAL—Interest centres around the increase made last week-end of 55c per 100 lbs. for refined sugar. Other sugars are also advanced, although one refiner has not altered his prices. The reasons assigned for the increase made are those of excessive exchange rates, operating cost increases, marine strike at New York, which tied up deliveries, forcing the closing of sugar refineries here.

Other advances made are those for various jams and jellies, canned strawberries, Brazil nuts, rice, cane syrups, oats, barley and health tonic. There is also a very firm market in spices, teas, coffees, while cocoa is firming again at outside points. Cereals are firm, but unchanged, while bran and shorts are commanding high prices, the supplies being limited.

Among the declines of the week are those for linseed meal, special cheese, canned peas, new ripe tomatoes, while the position should soon ease on oranges and lemons and on new potatoes, the latter arriving very freely. Business is said to be exceptionally good, actual sales totaling large.

WINNIPEG—There is a considerable shortage of sugar noticeable through the West and stocks are difficult to obtain. Refiners report that they are sold far ahead. Confectionery is offering at considerably advanced figures, the advance being due to added labor costs. Considerable excitement is noticeable in the bean market, and stocks are limited. Currants, too, promise to be a light supply. British Columbia apples are coming on the market at higher figures than in previous years. In produce lines there is an easier feeling, pork products and butter showing a decline, while eggs are expected to go lower.

QUEBEC MARKETS

MONTREAL, Aug. 6—The greatest interest of the week in point of price change is that of an increase in the basis for refined sugars and other grades of sugar. This amounts to 55c for the product of all refineries, save one. There are some other changes referred to at length elsewhere.

Big Advance Made For Health Tonic

Montreal.
IRON AND WINE.—An advance has been made in the price of Dunlop's Beef, Iron and Wine. This sold formerly at \$6.10 per doz. The present quotation is \$10.50 per doz.

Linseed Meal Down; Cheese Prices Less

Montreal.
MEAL, CHEESE.—Linseed meal, on which a recent advance was given in these columns, has declined from 14c to 12c per lb.

Prices now obtaining for MacLaren's Imperial cheese are quoted less in one quarter. The new prices are as follows: Individual, per doz., \$1.50; small, \$2.90; medium, \$5.50, and large, \$11. The prices for Roquefort are \$2.35 for the small, and \$4 for large.

Sugar Advanced An Increase of 55c

Montreal.
SUGAR.—Advances have been made effective on refined sugar. The increase is 55c per 100 lbs., and dates from August 8th and 9th. The new prices apply to the various brands with the exception of that of the Canada Sugar Refineries, and the change came rather unexpectedly.

Changes have come about in the situation lately, which were not at all anticipated a few weeks ago. In fact, CANADIAN GROCER has been regularly posted from week to week on the situation, and refiners have stated their belief that there would be no change. Among the contributing reasons given for the advances are those of higher exchange, increased operating costs through advances in wages and the serious marine strike at New York, which lasted 17 days. In addition to the changes made for refined sugar, special sugars are also advanced and the changes are embodied in the list below.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	10 50
Acadia Sugar Refinery, extra granulated	10 50
St. Lawrence Sugar Refinery	10 50
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	10 50
Iceing, barrels	10 70
Iceing, 25-lb. boxes	11 10
Iceing, 50-lb. boxes	10 90
Do., 1-lb. boxes	12 20
Yellow, No. 1	10 10
Yellow, No. 2 (Golden)	10 00
Yellow, No. 3	9 90
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 00
Cubes and Dice (aust. tea), 100-lb. boxes	11 10
Do., 50-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65

Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50

Canned Peas Less; Jams; Berries More

Montreal.
CANNED GOODS.—A readjustment of prices on canned peas has been made effective by one jobber and standards are now selling at \$1.85 to \$1.90, and Early June at \$1.92½ to \$1.97½. There has been also a change in No. 2 canned strawberries, the price advancing 30c per doz. to \$4.80. Various jams are higher also. This applies to the Aylmer line right through in glass, tin and wood, as well as to marmalade and syrup fruits of this make. The changes are very different so that no uniform advance can be quoted. Compound jams are also higher.

Canned Fruits—	
Apples, 2½s, doz.	1 40 1 65
Do., 3s, doz.	1 80 1 95
Do., gallons, doz.	5 25
Blueberries, 2s	2 40
Currants, black, 2s, doz.	4 65
Do., gallons, doz.	16 00
Cherries, red, pitted, doz.	2 90 3 20
Gooseberries, 2s, doz.	3 90
Do., 2s (pails)	2 77½ 2 80
Peaches, 20 oz., doz.	3 00
Do., No. 2	2 80 3 00
Do., 2½ (best)	3 75 4 00
Pears, 2s	2 50 2 90
Do., 2½s	3 25
Do., 2s (light syrup)	1 90
Pineapples (grated and sliced), 2s	3 60
Do., 2½s	4 50
Plums—Lombard	2 00 2 20
Gages, Green, 2s	2 45
Do. (light syrup, 2s)	2 00
Raspberries, 2s	4 00 4 25
Do., 2½s	2 60
Strawberry, 2s	4 80
Canned Vegetables—	
Asparagus (Amer.) mammoth green, doz.	5 75
Asparagus, imported (2½s)	4 85 5 25
Beans, Golden Wax	1 95 2 00
Beans, Refugee	1 75
Beets, new sliced, 2-lb.	0 95
Corn (2s)	2 10 2 35
Carrots (sliced), 2s	1 45 1 75
Corn (on cob), gallons	7 25 7 50
Spinach, 3s	2 85
Spinach, California, 2s	3 15 3 50
Do. (wine gals.)	8 00 10 00
Tomatoes, 1s	0 95 1 00
Tomatoes, 2s	1 50
Tomatoes, 2½s	2 10
Tomatoes, 3s	1 95 2 10
Tomatoes, gallons	6 00 7 02½
Pumpkin, 2½s (doz.)	1 10
Pumpkins, gallons (doz.)	3 25
Peas, Standards	1 85 1 90
Peas, early June	1 92½ 1 97½
Peas, extra fine, 2s	3 00
Do., fancy, 20 oz.	1 57½
Potatoes, Can. sweet, 2½-lb. tins	2 75
Do., 2-lb. tins	2 75
Olives (in bla. 49 wine gals.), gal.	1 35
Canned Fish—	
Salmon—	
Chums, 1-lb. talls	1 90
Do., ½s, flat	1 00
1 lb. talls, cases 4 doz., per doz.	4 80
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 75
Pale, ½-lb., doz.	1 87½
Pale, 1 lb., doz.	2 37½
Pinks, ½-lb., doz.	1 62½
Cohoes, 1-lb. talls	3 75
Cohoes, 1-lb. flats	2 25
Cohoes, ½ lbs., flat	1 75

Red Springs, 1-lb. talls	4 00 4 00
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Labrador salmon, 1-lb. flat	2 40
Pilchards, 1-lb. talls	1 90 2 00
Whale Steak, 1-lb. flat	1 90
Herrings, kippers, dz. (4 dz. case)	2 25
Herrings (tomato sauce), doz.	2 25 2 50
Haddies (lunch) (½-lb.)	1 00
Haddies, chicken (4 doz. to case), doz.	2 25 2 35
Canadian sardines (case)	6 25 6 75
Norwegian sardines, per case of 100 (¼s)	26 00
Oysters (Canned)—	
5 oz., doz.	2 60
10 oz., doz.	4 20
Lobsters, ¼-lb., doz.	3 25
Do., ½-lb. tins, doz.	5 10
Do., 1-lb. talls	8 25
Do., ½-lb., doz.	6 00
Do., 1-lb. flats	8 25
Lobster paste, ½-lb. tins	3 50
Sardines (Amer. Norweg'n style)	14 50
Sardines (gen. Norwegian)	25 00
Sardines—Canadian brands (as to quality), case	6 25 17 50
Sardines, French	32 00
Scallops, 1-lb., doz.	3 25
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 60
Shrimps, No. 1	2 25 2 50
Crabs, No. 1 (cs 4 doz.)	6 75
Crab meat (Japanese), doz.	6 50
Clams (river) (1 lb.), doz.	1 90
Scotch Snack, No. 1, dz., Montreal	2 50

Brazil Nuts Higher; Other Advances Likely

Montreal.
NUTS.—Increased prices are effective for Brazil nuts and the trade is getting, in some case, as much as 33c per lb. There is a scarcity, not only of these, but of almonds and walnuts, and peanuts are not too plentiful. One large importer stated that the present selling prices on some of these named varieties in Canada were at least 5c per lb. lower than present purchase prices at outside points.

Almonds, per lb.	0 28
Almonds (shelled)	0 57 0 60
Almonds (Jordan)	0 70
Brazil nuts (new)	0 29 0 33
Brazil nuts (medium)	0 15 0 17
Filberts (Sicily), per lb.	0 27½ 0 31
Filberts, Barcelona	0 26½ 0 30
Hickory nuts (large and small), lb.	0 10 0 15
Pecans (new Jumbo), per lb.	0 32 0 35
Peanuts—	
Jumbo	0 20 0 23
Fancy	0 16 0 17
Extras	0 12 0 14
Shelled, No. 1, Spanish	0 20 0 21
Salted Spanish, per lb.	0 25 0 26
Shelled, No. 1 Virginia	0 16½ 0 18
Do., No. 2	0 14
Peanuts (salted)—	
Fancy wholes, per lb.	0 38
Fancy splits, per lb.	0 33
Pecans (new Jumbo), per lb.	0 32 0 35
Pecans, large, No. 2, polished	0 32 0 35
Pecans, New Orleans, No. 2	0 21 0 24
Pecans, "paper shell," extra large Jumbo	0 60
Walnuts (Grenoble)	0 29 0 35
Walnuts (new Naples)	0 23 0 25
Walnuts (shelled)	0 78 0 80
Walnuts (Spanish)	0 30 0 33

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

Beans Are Higher; In Active Demand

Montreal.
BEANS.—An excellent demand exists for beans from the United States and CANADIAN GROCER understands that many round lots are finding their way to New York. This is one of the reasons assigned to the increases now developing in this market and already one jobber has increased his quotations on Canadian beans. The market is very firm.

Canadian, hand-picked, bush...	5 40	5 70
British Columbia	5 00	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	5 50	5 50
Lima, per lb. (as to quality) ..	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel...	3 25	3 50
Peas, split, new crop (98 lbs.)...	6 00	6 50
Peas (blue)	0 08	0 08

Difficulty is That Of Getting Fruits

Montreal.

DRIED FRUIT.—There has been much difficulty in securing supplies of fruits in any but small quantities. The jobbers are fairly well supplied with some lines and yet stocks are very incomplete. Prunes, for instance, are available only in odd sizes, some jobbers having a certain range and others a slightly different one. It is expected that there will be a shortage of some lines. Evaporated apples may be more readily available if the prospect of a good Canadian crop continues bright.

Apricots, slabs	0 25	0 25
Apples (evaporated)	0 22	0 22
Peaches (fancy)	0 27	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 25	0 25
Drained Peels (old)—		
Citron	0 45	0 45
Lemon	0 36	0 36
New—Lemon	0 41	0 42
Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Muscatels, 2 crown	0 16	0 16
Do., 3 crown	0 17	0 17
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	0 12	0 12
Fancy seeded, 16 oz. pkge.	0 14	0 14
15 oz.	0 17	0 17
11 oz.	0 13	0 13
Choice seeded, 15 oz.	0 16	0 16
Seedless, 11 oz. pkge.	0 14	0 14
Seedless, 15 oz. pkg.	0 20	0 20
Currants, old pack, 15 oz.	0 27½	0 28
Currants (Amarites), loose	0 27½	0 27½
Dates, Excelsior, per case (36-10s) ..	6 50	6 50
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	7 75	7 75
Packages only, Excelsior	0 20	0 20
Do., Dromedary	0 22	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	5 40	5 40
Do. (28 8-oz. boxes)	3 50	3 50
Do. (12 10-oz. boxes)	2 20	2 20
Figs, Spanish (cooking), 22-lb. boxes ..	0 14	0 14
Prunes (25-lb. boxes)—		
30-40s	0 32	0 32
60-70s	0 25	0 25
70-80s (25-lb. box)	0 22	0 22
90-90s	0 19	0 19
90-100s	0 15	0 17
100-120s	0 14	0 14
Peels—		
Orange	0 37	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
" 36 ls. case	12 75	12 75
Cut, 10-lb. boxes (lb.)	0 48	0 48

Choice of Rices Narrows; Advances

Montreal.

RICE, TAPIOCA.—There being little chance of getting more stock of rice forward, the jobbers are finding their range of better grades narrowing all the while. It is doubtful if there will be any improvement before the new crops begin to arrive. Broken rice is up 50c per cwt. to \$7.50 this week. Flake tapioca is advanced in one quarter to 12½-13c.

Carolina	17 00	17 00
Honduras	18 00	18 00
S. No. 2	12 00	12 00
" (fancy)	12 00	12 00
Rangoon "B"	10 75	11 00

Rangoon CC	10 50	10 75
Mandarin	11 75	11 75
Pakling	18 00	18 00
Patna	0 14	0 15
Broken rice	7 50	7 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (pearl)	0 15	0 16
Tapioca (flake)	0 12½	0 13

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

Cane Syrups Up; Corn Grades Firm

Montreal.

SYRUPS, MOLASSES.—Advances are made this week in the price of cane sugar syrups. The increase amounts to 50c per case and to 25c per 100 lbs. for bulk lots. This is in accordance with the advance made for refined sugars. There are no changes for corn syrups and molasses, while firm and steady, is unchanged and rather a slow mover.

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

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

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

Honey is Expected To Be Plentiful

Montreal.

HONEY, MAPLE PRODUCTS.—While there is little new honey to be had as yet, the movement ought soon to begin. It is apparent, from the reports available, that the Quebec production will be quite large. In this case the prices ought to be no higher than they now are and probably they will be less. A large lot of last year's production was recently offered on a lower basis.

Maple sugar and syrup are moving in a seasonable way only.

Maple Syrup—		
13¼-lb. tins (each) (nominal) ..	2 50	2 60
10-lb. cans, 6 in case, per case ..	15 10	20 15
5-lb. cans, 12 in case, per case ..	17 10	21 05
2½-lb. cans, 24 in case, per case ..	18 50	21 30
Maple Sugar (nominal), small lots ..	0 27	0 32
Honey, Clover—		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 28	0 28
In tins, 60 lbs., per lb.	0 26	0 26
30-lb. pails	0 27	0 27
10-lb. pails	0 25	0 25
5-lb. pails	0 28	0 28
Buckwheat, 5-lb. tins, lb.	0 19	0 20

Spice Undertone Firms; Fair Trade

Montreal.

SPICES.—The trade in spice is quite a satisfactory one, speaking seasonably. The stocks in hand are ample to meet the present demands, and yet prices, to replace, are fully maintained at outside import centres. The indications are for

continued strength until imports can be made on a satisfactory buying basis.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 55	0 55
Pure ground	0 35	0 40
Cloves	0 55	0 65
Cream of tartar (French pure) ..	0 85	0 94
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered) ..	1 00	1 10
Cardamom seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

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

Teas Hold Steady; Late Crop Easier

Montreal.

TEAS.—The movement has been quite satisfactory to the Montreal trade and there is evidence of betterment coming. Latest cables point out that best grade Japans are, and will be, higher. The only change from the strong position held for some time past is when the lower grades of late crop teas are considered. Take the Government standard tea, for instance, which sells at 24c per lb. The nearest new crop tea comparable to this in "cup quality," but not in leaf, is quoted in a comparative way at 22½c. These teas will not cut much figure, probably, in the imports coming forward here, and they will not be available for some months yet.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

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

Coffee Has Held; Cocoa May Advance

Montreal.

COFFEE, COCOA.—No material change has been made in the coffee situation. The movement has been an active one and the tonnage passing out to the trade larger than is usual at this season of the year. The general tendencies are firm.

Cocoa, while not a big seller at this time, is in a very strong position and further increases in its price may be made if the import costs are as high as present indications suggest they will be.

Coffee—		
Bogotas, lb.	0 43	0 45
Jamaica, lb.	0 38	0 41
Maracaibo, lb.	0 38	0 42
Mocha (types)	0 42	0 45
Mexican, lb.	0 42	0 44
Rio, lb.	0 36½	0 38½
Santos, Bourbon, lb.	0 43	0 45

Santos, lb.	0 42	0 44
Cocoa—		
In 1-lbs., per doz.	5 25	
In ½-lbs., per doz.	2 75	
In ¼-lbs., per doz.	1 45	
In 10s size, per doz.	1 10	

New Wheat To Be Milled Soon

Montreal.
FLOUR.—Millers are still doing some business at their plants, although the actual volume of wheat ground these days is limited. The basis has held without change. Stocks are getting low and are, in many cases, pretty well cleaned up. The undertone is very firmly held.

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

Cereal Lists Hold And No Advances

Montreal.
CEREALS.—No changes of importance have been made from the basis of last week, although reports have circulated that there was an easier oat market. The movement of rolled oats and oatmeals, cornmeal and special cereals is somewhat limited, while the package cereals are seasonably popular and therefore are moving freely.

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

Bran and Shorts Bring High Prices

Montreal.
FEEDS.—While the basis for bran and shorts is unchanged in a quotable way, several dollars per ton are being secured by those selling the products, in some instances. The supplies, as is usually the case at this season, are reduced. Stockmen and dairymen wanting either bran or shorts are paying full prices for them.

Feeds—		
Shorts—		
Mixed cars	44 25	
Bran—		
Mixed cars	42 00	42 25
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings	58 00	
Feed flour (98 lbs. sack)	3 50	3 75
Fluted Feed (22% Protein)—		
F.O.B. Cardinal	56 50	
F.O.B. Fort William	56 00	

Hay Holds; Barley And Oats Higher

Montreal.
HAY AND GRAIN.—No changes are made in the hay market and the sales are decidedly small. The price basis has advanced three cents for barley over the quotations of last week, and oats, also, have increased in a like amount.

Good, No. 1, per 2,000-lb. ton.	30 00
Do., No. 2	27 00
Do., No. 3	25 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	1 02½
No. 3 C.W.	1 01
Extra feed	1 01
No. 1 feed	0 99
No. 2 feed	0 93
Barley—	
No. 3 extra	1 46
No. 3	1 45
No. 2	1 46

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

Oranges Easier But Fruit High

Montreal.
GREEN FRUITS.—While there has been no actual decrease in prices, the tendency has been easier on oranges. The movement is fairly good. Lemons are slow and the price basis, while unchanged, is not firm. A larger variety of apples is gradually appearing, although the varieties are not any too inviting. Montreal melons are appearing and are, of course, high in price.

Apples—		
Hampers	3 50	3 75
Apricots, box	3 25	
Bananas (as to grade), bunch.	5 00	6 00
Blueberries, qt.	0 30	
Do., (11 baskets)	2 00	
Cherries (California) (large)	2 10	
Currants, black, gal.	1 50	
Cantaloupes (size 35-45)	5 50	6 50
Grapefruit (fancy Porto Rico) ..	4 50	5 50
Gooseberries, gallon	1 00	

Grapes (basket, 30 lbs.)	4 00	4 50
Lemons, Messina	6 00	7 00
Melons (Montreal)	1 00	1 50
Watermelons, each	0 75	1 00
Pears, California, 110 size)	4 25	5 00
Peaches, Cal. (box)	2 25	2 75
Plums, box	3 25	3 75
Oranges, Cal., Valencia's	4 25	
Do., 150	4 50	
Do., 176	5 00	
Do., 200-216	5 00	
Blood oranges	4 50	
Raspberries, qts.	0 30	0 35

Bigger Supplies Reduces Tomatoes

Montreal.
TOMATOES.—Supplies of tomatoes are coming to hand abundantly and the market is flooded with splendid qualities. The Montreal variety are selling this week at \$1.75 per 30 lb. box, and there will be a lowering of prices still, in all probability. Potatoes, too, are due for a decline, as the supply is fast growing and some excellent stock is offered.

Beans, new string, Montreal, 26-lb. bag	0 75	1 00
Beets, new, doz. (Montreal)	0 50	
Cucumbers (Montreal), doz.	0 50	
Chickory, doz.	0 75	
Cauliflower (Montreal), doz.	2 00	2 50
Cabbage (Montreal), doz.	0 60	
Carrots (new), doz.	0 50	
Celery, doz.	1 00	1 25
Corn (per bog, 10 doz.)	1 00	0 15
Lettuce (curly), box	0 50	
Lettuce (Montreal), head	2 00	
Leeks	0 30	
Mint	1 75	
Mushrooms, lb.	4 00	
Basket (about 3 lbs.)	4 00	
Onions, Texas, hamper	1 00	
Do., Red (bunches), doz.	1 00	
o. Red (bunches), doz.	0 20	
Parsley (Canadian)	3 00	
Peas (Montreal), bag	1 25	
Potatoes, Montreal (90-lb. bag) ..	4 25	
Potatoes, new, bbl.	0 20	
Radishes, doz.	0 25	
Rhubarb, doz.	0 75	
Spinach, box	3 00	
Turnips, Quebec	0 40	
Do., new, doz.	1 75	
Tomatoes (Montreal) (30-lb. box) ..	0 35	
Do., hothouse, lb.		

ONTARIO MARKETS

TORONTO, Aug. 15—An advance of 55 cents per cwt. on sugar quotations, by three refineries, is the feature of the markets this week. Sugar is in scarce supply, and refineries continue to be away behind in deliveries. Supplies among the wholesalers are very light, and only small allotments are being made to retailers. The tendency in most other lines is strong, with quotations for the most part remaining steady.

Some Refineries Advance Sugar

Toronto.
SUGAR.—The sugar situation shows little improvement as far as increased supplies are concerned, and on top of the shortage comes this announcement from three refineries that quotations have advanced 55c per cwt., the quotation of St. Lawrence, Atlantic and Acadia now being \$10.71. Some of the refineries are closed down because of their inability to secure raw sugars, on account of the marine strike. New raws are now beginning to come along, and prices on them are very much higher, being largely responsible for the higher quotations on the refined article. The next three weeks, some refineries state, will be the worst period as it will likely be that time before the new raws are refined in

any quantities. The shortage then should not be quite as pronounced.

St. Lawrence, extra granulated	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated.	10 71
Can. Sugar Refinery, extra granulated.	10 16
Dom. Sugar Refinery, extra granulated.	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

Molasses and Syrups Steadily

Toronto.
MOLASSES, SYRUPS.—The market for molasses and syrups is strong, with no change in quotations. There is not a

strong demand for either syrups or molasses, but the strong quotations prevailing on raw corn is keeping syrup prices firm.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 08 1/4
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 95
Cases, 5-lb. tins, white, 1 doz. in case	6 55
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	5 85
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, 2 doz. in case	7 00

Molasses—

Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels		1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs.		6 50
West India, No. 5, kegs.		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.	3 60	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	6 00
West Indies, 1 1/2s, 48s.	4 60	6 95

Package Goods
Are Unchanged

Toronto.
PACKAGE GOODS.—All package lines are selling at steady prices. No changes are reported as compared with a week ago. Rolled oats is very strong, as also is corn flakes. All kinds of laundry starches are steady.

PACKAGE GOODS

Roller Oats, 20s round, case	\$5 60
Do., 20s square, case	5 10
Do., 36s, case	4 00
Do., 18s, case	2 00
Corn Flakes, 36s, case	3 60
Shredded Wheat, 36s, regular, case	4 50
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	3 60
West Indies, 1 1/2s, 48s.	4 60
Cornstarch, No. 1, lb. cartons.	0 11 1/2
Do., No. 2, lb. cartons	0 10 1/4
Laundry starch	0 10
Laundry starch, in 1-lb. cartons	0 12
Do., Do., in 6-lb. tin canisters	0 13 1/4
Do., Do., in 6-lb. wood boxes	0 13 1/4
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	5 60
Cornmeal, 24s	3 65
Farina, 24s	2 35
Barley, 24s	2 35
Wheat flakes, 2s	6 40
Wheat kernels, 2s	4 50
Self-rising pancake flour, 2s.	3 30
Buckwheat flour, 2s	3 30

Canned Goods in
a Brisk Sale

Toronto.
CANNED GOODS.—There is a good demand for canned goods, although supplies of some lines are light. There is a brisk enquiry for canned salmon. There is still some sockeye on the market, the best selling at \$4.75 for cases of 1 dozen tins. Considerable Alaska red salmon is also being sold. It is being imported from the United States. One or two dealers have a very small supply of canned lobster. The half pound tins are

selling at \$6 per doz. There is no Canadian canned corn on the market. Shipments are still being made to this market of American corn. The latter is quoted at from \$2.15 to \$2.25 per doz. for twos. New packed peas are selling at the opening prices announced by the canners last week, quotations being on the basis f.o.b. factories. Canned fruits are steady and strong.

Salmon—

Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 95
Alaska reds, 1s, doz.	4 25
Do., 1/2s	3 00
Chums, 1-lb. talls	2 35
Do., 1/2s doz.	1 85
Pinks, 1-lb. talls	2 35
Do., 1/2s doz.	1 85
Cohoos, 1/2-lb. tins	2 00
Cohoos, 1-lb. tins	3 75
Red Springs, 1-lb. talls	3 75
White Springs, 1s, dozen	2 30
Lobsters, 1/2 lb., doz.	6 00
Do., 1/4-lb. tins	
Whale Steak, 1s flat doz.	1 75
Pilchards, 1-lb. talls, doz.	2 10

Canned Vegetables—

Beets, 2s	1 95
Tomatoes, 2 1/2s	2 25
Peas, standard	1 97 1/2
Peas, early June	2 12 1/2
Do., Sweet Wrinkle	2 40
Do., extra sifted	2 77 1/2
Beans, golden wax, doz.	
Asparagus, tins, doz.	3 85
Asparagus butts, 2 1/2s	2 50
Canadian corn	
Corn, American, 2s, doz.	2 15
Pumpkins, 2 1/2s	1 25
Spinach, 2s, doz.	1 90
Do., 2 1/2s, doz.	2 52 1/2
Do., 10s, doz.	10 00
Pineapples, sliced, 2s, doz.	5 00
Do., shredded, 2s, doz.	
Rhubarb, preserved, 2s, doz.	2 07 1/2
Do., preserved, 2 1/2s, doz.	2 65
Do., standard, 10s, doz.	4 50
Apples, gal., doz.	
Peaches, 2s	2 87 1/2
Pears, 2s	2 35
Plums, Lombard, 2s	2 25
Do., Green Gage	
Cherries, pitted, H. S.	4 35
Raspberries, 2s, H.S.	4 65
Strawberries, 2s, H.S.	5 25
Blueberries, 2s	2 10
Preserved Fruits, Pint Sealers—	
Peaches, pint sealers, doz.	3 40
Jams—	
Apricot, 4s, each	0 80
Black currants, 16 oz., doz.	4 50
Do., 4s, each	1 10
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 88
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	4 60
Do., 4s, each	1 10
Strawberries, 16 oz., doz.	4 50
Do., 4s, each	1 15

Dried Fruits Are
in Small Supply

Toronto.
DRIED FRUITS.—The market for dried fruits has been pretty well cleaned up, and until the new crop arrives in most lines, there will be very little to offer in prunes, apricots or peaches. Raisins, too, are in small supply, and one wholesaler stated that all he had in stock is Del Monte seedless raisins in 15 oz. packages, selling at 20c. Some other dealers are quoting seedless raisins in 15 oz. packets at 22c. Thompsons bulk seeded raisins are quoted at 20c. and there are some rain damaged Crown muscatels that are selling as low as 15 1/2c.

Candied Peels, American—

Lemon	0 38	0 43 1/4
Orange		0 45 1/4
Citron	0 47	
Currents—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 29	0 21
Cherries, 2s	3 75	2 90
Excelsior, pkgs., 3 doz. in case		6 50
Dromedary, 3 doz. in case		7 50

Figs—

Taps, lb.	
Malagas, lb.	
Comadre figs, mats, lb.	0 14
Cal., 4 ea. pkgs., 70s, case	5 00
Cal., 8 oz., 20s, case	3 25
Cal., 10 oz., 12s, case	2 35

Prunes—

60-70s, per lb.	0 26 1/2
100-120s, per lb.	0 15 1/2

Peaches—

Standard, 25-lb. box, peeled	0 20
Choice, 25-lb. box, peeled	0 23
Fancy, 25-lb. boxes	0 24
Practically peeled, 25-lb. boxes	0 23 1/2
Extra choice, 25-lb. box, peeled	0 25

Raisins—

California bleached, lb.	
Extra fancy, sulphur, bch., 25s	
Seedless, 15-oz. packets	0 22
Seeded, 15-oz. packets	0 17
Seedless, Thompson's, bulk	0 20
Seedless, 16-oz. packets	0 20
Crown Muscatels, 25s.	0 15 1/2

Bulk Cereals Hold
at Strong Figures

Toronto.
CEREALS.—Bulk cereals are holding at very strong figures. No changes are reported in quotations this week. All prices are holding very firm. Golden and fancy cornmeal are both quoted at from \$5.75 to \$6.25 in 98s. Oatmeal is offered at \$6.25 in 98s, and rolled oats is selling at \$5.75 in 90s.

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

Above prices give range of quotations to the retail trade.

Spot Teas Are
Likely to Advance

Toronto.
TEAS.—Primary markets in teas continue strong, and the spot market is pretty well depleted as far as stocks are concerned. Consequently new buying will be at higher figures, and the quotations here are likely to show strength in the near future. The London market is still very strong, and there are very heavy demands there for Indian and Ceylon teas. Spot prices at Toronto are unchanged, compared with a week ago, but the tendency of the market is towards higher levels.

Ceylons and Indians—

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 60	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 68	0 67
Do., sifted	0 67	0 72

Market For Rices
Holding Steadily

Toronto.
RICES.—No improvement is reported this week in the market for rices. All supplies are very scarce and holding at

high levels. Increasing difficulty is being experienced in replenishing stocks and there is a very real shortage of the best qualities. Tapioca, too, is very firm, selling at from 13½c to 14½c.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	18 00	18 00
Honduras, fancy, per 100 lbs.	15 00	16 00
Siam, fancy, per 100 lbs.	13 50	14 50
Siam, second, per 100 lbs.	17 00	17 00
Japans, fancy, per 100 lbs.	13 00	14 00
Do., seconds, per 100 lbs.	14 00	14 00
Chinese, XX., per 100 lbs.	16 00	16 00
Do., Simiu	16 00	16 00
Do., Mujin, No. 1	14 00	14 00
Do., Peking	0 13½	0 14½
White Sago	0 13½	0 14½
Tapioca, per lb.	0 13½	0 14½

Green Coffees

Continue Upward

Toronto.

COFFEES.—The market for green coffees is very strong, and new advances are reported at primary points. As far as quotations to the trade are concerned, prices are generally upwards, and there is practically no coffee that is being sold under 45c per lb. Further advances are anticipated in the primary markets, and these undoubtedly will be reflected in the quotations to the trade here.

Java, Private Estate	\$	\$ 55
Java, Old Government, lb.	0 50	0 55
Bogotas, lb.	0 50	0 50
Guatemala, lb.	0 46	0 50
Mexican	0 50	0 50
Maracaibo, lb.	0 45	0 48
Jamaica, lb.	0 45	0 45
Blue Mountain Jamaica	0 50	0 55
Mocha, Arabian, lb.	0 55	0 55
Rio, lb.	0 37	0 46
Santos, Bourbon, lb.	0 46	0 48
Ceylon, Plantation, lb.	0 30	0 32
Chicago, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 31	0 31
Sweet, lb.	0 21	0 21

Market For Spices

Generally Strong

Toronto.

SPICES.—There are practically no changes in the market for spices this week. All are holding at strong figures with the trend upwards. There is a sharp upward tendency in cloves, the same being quoted at from 70c to 75c. Peppers are unchanged. Carraway seed is offered at from 40c to 50c per lb. There is quite a scarcity of cream of tartar with some dealers and the market is almost bare. Deliveries of the same are uncertain. Prices are very strong at unchanged figures.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs— sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Wace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 50s	0 65	0 65
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 80	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	3 00	3 00
8 oz. tins, doz.	6 00	6 00

Higher Quotations

Likely on Nuts

Toronto.

NUTS.—Stronger prices are prevailing on nuts, and indications, dealers state, point to even higher levels. New shelled almonds are quoted almost as high as they are selling on spot. Shelled walnuts have taken another jump and they are quoted at 88c and 90c per lb. Spanish peanuts, too, are strong, being quoted now at 20c per lb. No change is reported in quotations on Brazils. Supplies of Brazils are ample for the demand until about December. Unsweetened coconut is selling at from 27c to 29c, and sweetened coconut at 36c.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenoble, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	0 30	0 30
Cocoanuts, Jamaica, sack	10 00	10 00
Cocoanut, unsweetened, lb.	0 27	0 29
Do., sweetened, lb.	0 36	0 36
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 62
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	0 20	0 20
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	0 86	0 87

Dealers Bidding 18

to 20c For Honey

Toronto.

HONEY, MAPLE SYRUP.—There is no new crop honey on the market yet, but it is expected at any time. Dealers are quoting from 18c to 20c per lb. for it. There is a very fair crop in some localities. There is also plenty of the old crop honey on the market yet. The latter is selling at steady prices. Maple syrup is a little slow just now, and there is no change in the market.

Honey—

Clover—		
5-lb. tins	0 22	0 22
2½ gal. tins	0 23	0 23
10-lb. tins	0 25	0 25
60-lb. tins	0 20	0 20
Buckwheat, 50-lb. tins, lb.	0 16	0 16
Comb, No. 1, fancy, doz.	14 00	14 00
Do., No. 2, doz.	14 00	14 00
Maple Syrup—		
¾-lb. tins, 10 to case, case.	17 00	17 00
Wine qt. tins, 24 to case, case.	16 00	16 00
Wine ½ gal. tins, 12 to case, case.	15 00	15 00
Wine 1 gal. tins, 6 to case, case.	14 00	14 00
Imperial 5 gal. cans, 1 to case, case.	14 00	14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	0 29

Beans Have Only

a Moderate Demand

Toronto.

BEANS.—There is only a very moderate demand for beans just now. Prices are steady and the better quality beans are in small supply.

Ontario, 1-lb. to 2-lb. pickers, bus.	\$5 00	\$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotosashi, per bush.	4 50	4 50
Rangoons, per bushel	3 00	3 00
Limas, per lb.	0 12½	0 12½

Fresh Fruits Are

in Plentiful Supply

Toronto.

FRUITS.—There is a good demand for all kinds of fruits available. Raspberries are off the market now, but lawtonberries and blueberries are fairly plentiful. Bananas, dealers state, are inclined to be a little scarce, selling

slightly higher at 8½c. Canteloupes and peaches are arriving freely and selling well. Canadian canteloupes are coming forward in fairly good supply. Some early varieties of Canadian peaches are now moving to market, but the quality is as yet rather poor. Canadian canteloupes in 16 quart baskets are selling at from \$1.25 to \$1.50 and elevens at 75c. Blueberries are \$2.50 per large basket, and lawtonberries from 25c to 27c per box.

Bananas, per lb.	0 08	0 08½
Valencia Oranges—		
12s, 150s, 176s, 200s, 216s, 250s	5 75	6 75
288s, 300s, 360s	4 75	5 25
Lemons, Cal., 270s, 300s, case	5 50	6 50
Do., Messina, Verdillas, 300s	7 00	7 00
Cherries, Montmorency—		
11-qt. basket	1 75	1 85
6-qt. basket	0 60	0 75
Black Currants, 11-qt. basket	3 00	3 25
Blueberries, 11-qt. basket	2 75	3 25
Lawtonberries, box	0 25	0 25
Watermelons	0 75	1 25
Arkansas Peaches, bushel	5 50	5 50
Cal. Elbertas, Posto, 100s	1 90	2 00
Canteloupes, 9s, 12s and 16s, New Mexico pinks, flats	2 75	2 75
Do., Canadian, 16 qts.	1 25	1 50
Do., Canadian, 11 qts.	0 75	0 75
Plums, Cal., per box	3 25	3 50
Apples, yellow transparent, 11 qts.	0 75	1 25
Cal. Bartlett Pears, box	4 75	4 75
Cal. Gravenstein Apples, 104s, 125s, 138s, 150s, 165s	4 50	4 50

Ont. Potatoes

Sell at \$3.75 a Bag

Toronto.

VEGETABLES.—Vegetables are plentiful on the market these days and sell freely. Ontario potatoes are now coming forward in fair supply. Some dealers are offering Manitobas at \$2.50 per bus. Jerseys in 150 lb. sacks are quoted at \$6 for number ones. Ontario potatoes are \$3.75 per bag of 90 lbs. Tomatoes are very plentiful and are easier at from 75c to 90c for a large basket. Carrots, beets and cucumbers are at low levels and are offered in abundance. Eggplant is selling at from \$1.25 to \$1.50 per large 11-quart basket.

Beets, per doz.	0 30	0 40
Cabbage, per large crate	4 00	4 75
Do., 32-qt. crate	2 25	2 50
Carrots, per doz.	0 40	0 50
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	6 50	7 00
Do., doz.	0 50	0 60
Parsley, per basket	1 00	1 00
Peppers, green, doz.	0 50	0 50
Do., sweet	0 75	0 75
Celery, doz.	0 45	0 50
Wax Beans, Can., 11-qt. basket	0 60	0 75
Cucumbers, 11qt. basket	0 25	0 50
Potatoes—		
Jerseys, 150-lb. sacks, No. 1s.	6 00	6 00
Manitobas, bushel	2 50	2 50
Ontarios, 90-lb. bags	3 75	3 75
Turnips, doz.	0 30	0 40
Marrows, basket	0 50	0 50
Tomatoes, 11-qt. basket	0 75	0 90
Can. Corn, doz.	0 20	0 25
Egg Plant	1 25	1 50

New Winter Wheat

Flour Selling

Toronto.

FLOUR.—New winter wheat flour is now being sold on the market. There is plenty of Manitoba flour to supply the demand until the new crop is ready. Prices for the new winter wheat flour are on the same basis, namely \$11.15 in carload shipments on track; in cotton bags and in jute bags, \$11.

Flour—

Government standard, 74 per cent. extraction. Ontario winter wheat flour, in carload

shipments, on track, in cotton
bags 11 15
In jute bags 11 00

Bran and Shorts
in Scarce Supply

Toronto.
MILLFEEDS.—There is a scarce sup-

ply of both bran and shorts. There is a good inquiry for both, but offerings are not equal to the demand. Prices are unchanged.

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

WINNIPEG MARKETS

WINNIPEG, Aug. 9—There is a gradual growing appreciation of the bean situation, that has resulted in better market conditions. Beans are very firm at materially higher prices. Currants also are high with only light stocks in sight. British Columbia apples are quoted considerably higher than usual.

Sugar Refineries
Sold Far Ahead

Winnipeg.
SUGAR.—There is little change in the sugar market. Eastern refineries are sold far ahead in most instances. Meltings continue at capacity and the movement of sugar to distributors is heavy. Export demand continues heavy but no orders are being accepted for shipment before September. The whole world is experiencing a sugar shortage and the post-war demand is expected to be heavier than ever. Supplies are coming forward very slowly.

Possible Shortage
of Canned Milk

Winnipeg.
CANNED MILK.—There is a possibility of a shortage of supplies of evaporated and condensed milk during the coming fall and winter unless a surplus can be obtained sufficient to cover requirements during the season of short production. Going to heavy demands for domestic and export trade practically all brands of canned milk have advanced in price. During the past two years no surplus stocks have accumulated during the season of heavy production to carry forward during the season of short production. Last winter's scarcity of supplies is liable to recur this season.

Strawberry Jam
May Advance

Winnipeg.
JAM.—Opening prices on new pack, recently named, were generally lower than the trade anticipated, even though they were considerably higher than those of last season. Since new prices have been named there has arisen the prospect of an advance in strawberry jam. Dealers would do well to provide for supplies now.

Fats Are in
Big Demand

Winnipeg.
FATS.—Manufacturers state that they are experiencing an unprecedented demand for fats for export trade. European buyers are also bidding high for supplies and there is a huge domestic demand. The result has been the follow-

ing increase in prices from March till July of this year:

	Mar. 10, '19	April 5, '19	July, '19
Tallow	8½	12	21
Choice yellow grease ..	6	9 17½	
Soya bean oil	9	12 19¼	
Cocoonut oil	10½	13 19¾	
Crude cottonseed oil...	19	19 25½	

Light Pack of
Sockeye Salmon

Winnipeg.
CANNED SALMON.—Latest reports regarding the new pack salmon indicate that the Sockeye pack will not be heavy, and that for this variety the demand both at home and abroad is keen. Sales are being made at higher prices than last season. Cohoes and pinks are being held at about last year's level.

Confectionery to
Reach Higher Levels

Winnipeg.
CONFECTIONERY.—Higher labor costs and higher costs of raw materials entering into the manufacture of confectionery, such as chocolate coatings, glucose, etc., will soon send confectionery prices to higher levels. Demand is heavy.

High Opening on
Canned Goods

Winnipeg.
CANNED FRUITS.—New prices named on strawberries and raspberries are very high. Deliveries will be 100 per cent. strawberries and 70 per cent. raspberries.

CANNED VEGETABLES.—Opening prices are much higher than last season's pack. Deliveries are also below last year's percentage, being only 40 per cent. on standard grade. Prospects for tomato and corn pack are fairly favorable.

Higher Opening
Prices on Apples

Winnipeg.
APPLES.—Somewhat higher opening prices than one year ago are expected on box apples, both early fall and winter varieties. As the demand generally

star's very strong, opening prices may even go to higher levels. B.C. apples are expected to be better quality and grade than last season. Reports from the Okanagan Valley indicate that they expect to ship the best quality fruit this fall that has ever come from that district.

New Raisin
Prices Soon

Winnipeg.
RAISINS.—The association announces that they expect to name prices on new crop raisins about August 15.

New Excitement
in Bean Market

Winnipeg.
BEANS.—Buyers have suddenly awakened to the fact that the bean market, which has been dragging for the past year, has suddenly sprung into great activity. The trade did not generally appreciate the extra value from a food standpoint, that this article has shown for some time, in comparison with other food products. Demand has been heavy for export requirements and surplus stocks have been very much reduced, with the result that all holders are asking very much higher prices for this commodity. Japanese beans, which are quite a factor in this and the U.S. market, and some varieties of which are equal to our domestic article, are now being quoted at prices from \$2 to \$3 per 100 lbs. more than was asked one month ago. Demand continues heavy and all offerings are quickly absorbed.

Currants in
Small Supply

Winnipeg.
CURRANTS.—Canadian buyers have been disappointed in obtaining supplies of Australian currants, on which variety the Canadian trade has depended largely during the past two or three years. The association has sold all their holdings largely to European trade. What stock remains in jobbers' hands in Australia is quoted at 4c to 5c per lb. over opening price, which was sixpence f.o.b. Melbourne. Limited quantities of recent currants are being quoted on this market but at high prices, and so far no large quantities have been confirmed.

NEWFOUNDLAND RESTRICTIONS
ON FLOUR REMOVED

According to a public notice issued by the Colonial Secretary orders have been given that all Newfoundland regulations with respect to foods of all kinds be cancelled from July 28. This order relates particularly to wheat flour, the importation and sale of which will now be permitted.

BIG CANTELOUPE CROP

Imperial Valley produced 35,000,000 canteloupes during the season just closed according to an announcement made recently by C. P. Hoar, secretary of the California Vegetable Union. This amounts to more than 8,000 carloads, almost twice the size of the 1918 crop.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., August 12.—Sugar is still the feature of special interest for this market. Stocks are particularly short. Some houses are about out. All quotations are higher. Standard is now \$10.60 and yellow \$10.10. Standard canned peas have advanced, now selling at from \$4.20 to \$5. Tomatoes are \$4.90. Dairy products are higher at from 60 to 65 cents, and case eggs are selling at 50 cents. Creamery butter is 55 cents and dairy 50 cents. Both grades of cheese are firmer. Cornmeal is selling at \$4.75. Many lines of fruits are easier.

Flour, No. 1 patents, bbls., Man.	....	\$12 54
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	....	12 00
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	10 05	
No. 1, yellow	9 55	
Cheese, New Brunswick	0 30	0 31
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 60	0 65
Eggs, case	0 45	0 50
Breakfast bacon	0 50	0 51
Butter, creamery, per lb.	0 55	
Butter, dairy, per lb.	0 50	
Butter, tub	0 60	
Lard, pure, lb.	0 40 1/2	0 41
Lard, compound	0 35	0 35 1/2
American clear pork	70 00	77 00
Beef, corned, lb.	4 55	4 90
Tomatoes, 2 1/2s, standard case	....	4 90
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	4 70
Corn, 2s, standard case	....	4 20
Peas, standard case	....	4 00
Apples, gal., N.B., doz.	....	8 20
Strawberries, 2s, Ont., case	....
Salmon, Red, spring, cases	....
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums	8 50	
Evaporated apples, per lb.	0 23	
Peaches, per lb.	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.	....	7 00
Do., Canadian	4 50	5 00
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 00	5 50
Plums, Cal., crate	4 00	4 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	....	10 00
Apples, Cal., Gravensteins	....	4 50
Peaches, Cal., box	....	2 50
Bananas, per lb.	0 09	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., August 12.—Large Ontario cheese is selling at 32 and 33 cents. No. 1 Japan rise is \$15 to \$15.50. Siam is \$9.60 to \$11. Nuts in the shell are steadily advancing. Manchurian shelled

walnuts, halves, are quoted at 68 cen's. Palm Olive soap is \$1 a gross higher. "Cow" brand soda has advanced to \$4.70. Evaporated apples are scarce at 24 and 25 cents for twenty-fives. Red pitted cherries, twos, are \$11.50. Raspberries are from \$9 to \$9.50. Breakfast bacon has advanced 2 cents. Smoked hams are 1/2 a cent. higher. Eggs are \$14.50 to \$15.50. No. 2 creamery butter has advanced 1 cent. No. 1 is unchanged.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	....	4 20
Rice, Siam, cwt.	12 00	12 50
Japan, No. 1	15 00	15 50
Tapioca, lb.	0 12 1/2	0 14
Sago, lb.	0 12 1/2	0 14
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	0 32	0 33
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	22 50	22 80
Eggs, new-laid, local	....	14 50
Tomatoes, 2 1/2s, standard, case	....	4 50
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	9 00	9 50
Cherries, 2s, red, pitted	....	11 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 23
Apricots, evaporated, lb.	0 25	0 23
Peaches, evaporated, lb.	....	0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s	....	0 22
Salmon, pink tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges	6 50	7 00
Lemons	9 00	9 50
Grapefruit	....	7 00
Cantaloupes, crate	6 00	7 00
B.C. Raspberries	4 75	5 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., August 12.—Saskatchewan is in a bad way from lack of sugar. One car has been received this week from British Columbia. It was doled out in one bag lots to retailers. Little hope is held out by wholesalers for immediate relief. The Canadian Trade Commission however notified the Regina Board of Trade that 103 cars were shipped west during the week ending August 9. Siam rice is now \$14.

Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	0 12 1/2	
Rolled oats, brails	....	3 86
Puffed Rice, case	....	5 25
Rice, Siam, cwt.	....	14 00
Sago, lb.	0 11 1/2	
Tapioca, lb.	0 11 1/2	
Sugar, pure cane, gran., cwt.	10 99	
Cheese, No. 1, Ontario, large	0 34 1/2	
Butter, Creamery	0 58	
Crisco	12 70	13 35
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 31
Tomatoes, 2s, standard, case	....	4 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45

Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18 1/2
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
New potatoes, 3 lbs.	....	0 25
Grapefruit	....	7 50
California oranges	7 00	8 50
Pinapples	7 00	8 50
Lemons	....	8 00
Strawberries, crate	....	7 50
B.C. Cherries, basket	3 00	4 00
Watermelons, lb.	....	0 05
Apricots, Cal.	....	3 25
Plums, Cal.	....	3 75
Peaches, Cal.	....	2 75
Apples	....	4 50
Washington yellow transparents, 2 lbs.	....	0 35
Tomatoes	....	3 50
Cucumbers, doz.	....	3 00

A SHORT 1919 BEAN CROP IN CALIFORNIA

California's 1919 bean crop has suffered a sharp setback.

Total production in the Lima bean district, which comprises all Coast lands south of Santa Barbara, will total only about 500,000 sacks, as compared with a normal production of 1,700,000 sacks. While the greatest reduction is in Limas, other varieties will show as heavy decreases as well.

The main cause of the failure in the Lima crop is the lack of morning fogs. Lack of sufficient rain has also been extremely harmful.

The total area planted to all varieties of beans this year in California is over 180,000 acres less than in 1918. The acreage this year is estimated at 415,000 acres, as compared with 597,000 acres in 1918. The Lima bean acreage has dropped from 145,000 to 125,000.

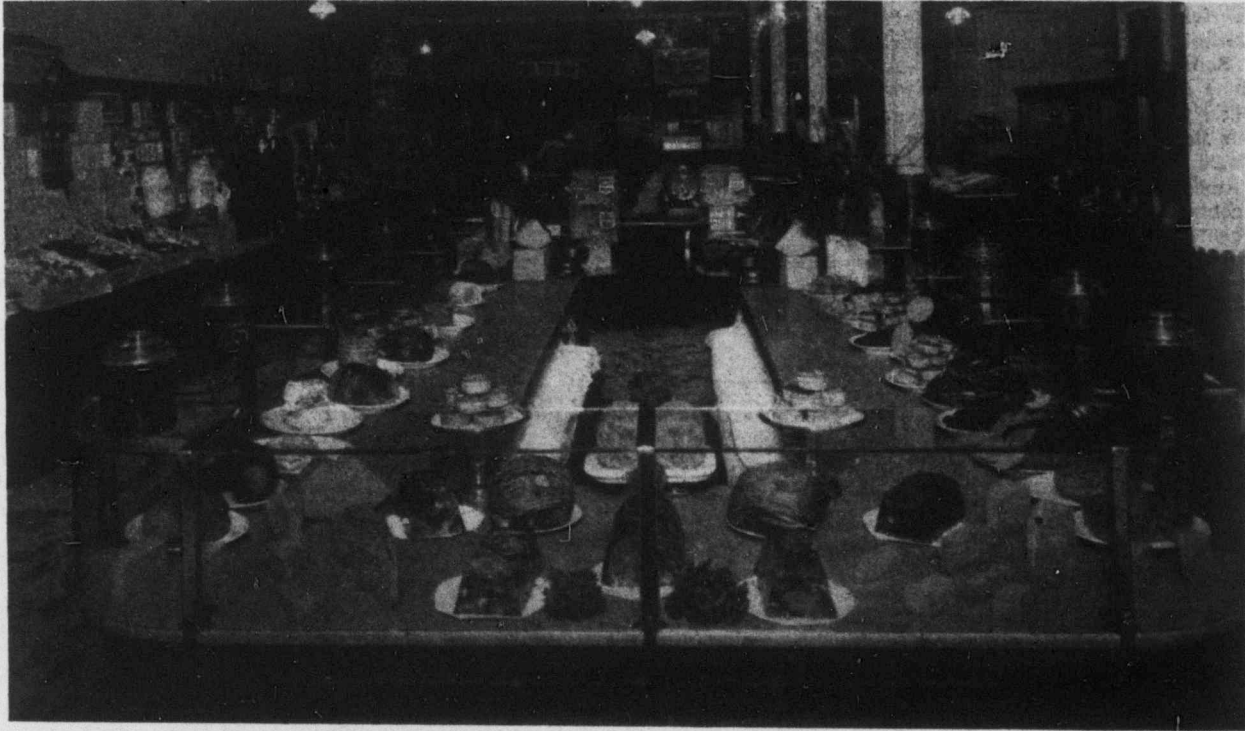
The California crop this year will show a reduction estimated by some at over 3,000,000 bushels.

Deficient soil moisture at planting time, which caused poor germination, is the principal reason for the poor condition, although lack of moisture has simply caused the vines to dry up in many districts.

FORECAST OF SPANISH GRAPE HARVEST

The harvesting of the Spanish grape crop this year will be earlier than usual, and the first grapes will be ready for export by August 15. The grapes shipped during the month of August are usually sent to Great Britain. From information gathered from various growers, the 1919 crop will be from 1,000,000 to 1,200,000 barrels of grapes. These figures include only the grapes grown exclusively for export to the foreign markets.

PRODUCE AND PROVISIONS



Equipment Builds Sales

The Wm. Davies Company, in their main store at 24 Queen St. W., Toronto, has recently installed a splendid new refrigerator counter for cooked meats, cheese and pickles. The accompanying photograph shows it to advantage. It is situated near the front of the store and is one of the most modern of its kind in Toronto. There are 45 feet of refrigerator counter, and there are shown here 25 kinds of cooked meats. Since installing this new counter, the manager of the department, N. Morrison, told CANADIAN GROCER that sales had increased approximately \$235 a week.

AMMONIA FUMES OVERCOME WORKERS

Two men were overcome and nine others had a close call when a gauge in an ammonia tank in the packing room of John Klees, pork and provisions, 504 Yonge street, Toronto, exploded recently and the suffocating fumes filled the room.

It was some time before firemen, with gas masks, were able to turn off the ammonia.

U.S. PUTS RESTRICTIONS ON FLOUR SALES

Details of the United States Grain Corporation's plan to sell flour at \$10 a barrel were made public recently by Julius H. Barnes, U.S. wheat director. Under the plan restrictions are placed on the price to be charged by wholesalers, jobbers and retailers.

The flour will be sold in 140 pound sacks, on a basis of \$10 in the territory west of the Illinois and Indiana line and west of the Mississippi from Cairo to the \$9.80 to \$10.40 per barrel.

The Grain Corporation also announced that its weekly purchase at Baltimore of wheat flour, packed for export, was 1,031,013 barrels at prices ranging from Gulf of Mexico, not including the Pacific coast region, and at \$10.25 in the remainder of the country. Jobbers and wholesalers must guarantee to resell to retailers at not more than 75c additional and retailers are confined to an increase of not more than \$1.25 over the wholesale price for the original packages and must not charge more than seven cents a pound for broken packages of any size.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 12—Price changes in the produce and provision markets have been fewer this week. The actual changes made are those of a one cent advance for margarine, a slight revision downward in fresh beef prices, full maintenance of the dressed hog prices and a firming of heavier smoked ham prices. Roast hams are quoted down one cent per pound. Shortening is firming owing to a shortage of cottonseed oil, but the basis of last week still holds. Butter prices should lower somewhat as the supplies are increasing and the heavy production continues. Eggs also are coming to hand in large quantities, but the big demand is for choice stock and as a consequence the price has advanced two cents for new-laid. Buying prices for live poultry are likely to decline, owing to heavy receipts.

change rates on Canadian money were likely to affect the price of such products as are imported from across the line. Margarine, being one of the commodities extensively imported, has advanced in price one cent per lb. There is only a fair, but a seasonable movement.

MARGARINE—

Prints, according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 33	0 35

Butter Steady;

Receipts Heavy

Montreal.

BUTTER.—Lower prices should prevail for best butter, it is freely stated. The receipts have been large and the production continues heavy in the country. Notwithstanding this condition there is no actual reduction of price here, and a fair amount of export business has been transacted. Despite some smaller receipts of late, the corresponding figures show an increase this year of over 10 500 packages over 1918, from May 1st to date.

BUTTER—

Creamery prints, fresh made	0 66
Creamery solids, fresh made	0 56
Dairy prints	0 45 0 48
Dairy, in tubs, choice	0 44 0 47

Cheese Basis Held;

Export is Better

Montreal.

CHEESE.—The basis for cheese being settled down to the British Ministry of Food buying prices, conditions have settled down to a certain amount of routine. There has been quite a movement to this port from outside points and shipments are going forward steadily. There has been no change of price.

CHEESE—

New, large, per lb.	0 28
Twins, per lb.	0 28
Triplets, per lb.	0 28
Stilton, per lb.	0 32
Fancy, old cheese, per lb.	0 35

Good Egg Receipts;

New Laid Up 2c

Montreal.

EGGS.—Notwithstanding the large production and shipment of eggs, strictly fresh stock is higher. Several carloads were received here last week from Western points, but the quality, on examination, proved to be inferior. This bears out the observations already made that hot weather would reduce the grade. The result has been that strictly new-laid stock has risen in price and some jobbers are quoting 64c per doz. for these.

EGGS—

No. 2	0 45
No. 1	0 51 0 52
Selects	0 56
New laid	0 64

Tendency Downward

For Live Poultry

Montreal.

POULTRY.—Larger receipts are tending to reduce the buying prices for live poultry. The buying is active, however, and the jobbers are well pleased with the

Cattle Prices Eased

But Hogs Holding

Montreal.

FRESH MEATS.—Owing to keen buying there has been little relief from the high prices prevailing for hogs. There is little movement of fresh pork at this hot weather season, but the packers have been heavy buyers in the regular markets. There has been a fairly good run of various grades. Prices on various cuts of beef have been revised downward one to two cents per lb. and there is a general holding of prices at these levels.

Hogs, live	23 50	24 00	
Hogs, dressed—			
Abattoir killed, small (heads off),			
65-90 lbs.	34 00	35 00	
Sows (heavy)	26 50	27 00	
Fresh Pork—			
Leg of Pork (trimmed) (foot on)	0 37	0 41	
Loins (trimmed)	0 44		
Loins (untrimmed)	0 41		
Spare ribs	0 25	0 26	
Trimmed shoulders	0 30	0 31	
Fresh Beef—			
(Cows)		(Steers)	
\$ 23	..Hind quarters..	\$ 26	\$ 27
0 13	..Front quarters..	0 15	0 15
0 27	Loins	0 35	
0 23	Ribs	0 25	
0 12	Chucks	0 14	
0 22	Hips	0 24	
Calves (as per grade)	0 22	0 25	
Lambs, 25-40 lbs. (whole carcass),			
lb.	0 20	0 25	
No. 1 Mutton (whole carcass), lb.	0 20	0 20	

Smoked Hams Firm;

Bacon Big Seller

Montreal.

CURED MEATS.—There has been a good movement still of smoked meats and of bacon. The prices have held well owing to the upward movement of pork products and a slight advance is noted in one range of hams. Bacon, owing to the new control arrangements in the United Kingdom will probably undergo some change, that being the big market of the packers. There is plenty of stock to meet the local demand.

Hams—

Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 47	
14-20 lbs.	0 47	
25-35 lbs.	0 41	
20-25 lbs.	1 43	

Bacon—

Plain (as to trimming)	0 53	0 57
Breakfast, per lb. (as to qual.)	0 44	0 50

Rolls, per lb.	0 40
Dry Salt Meats—	
Long clear bacon, ton lots	0 30½ 0 31½
Long clear bacon, small lots	0 31 0 32
Barrel Pork—	
Fat backs, lb.	0 33
Canadian short cut (bbl.) 30-40 pieces	62 00 62 50
Clear fat backs (bbl.) (40-50 pieces)	70 50
Heavy mess pork (bbl.)	54 00
Bean pork (bbl.) (American) (60-80 pieces)	56 00

Roast Hams Sell

at One Cent Less

Montreal.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 70	
Jellied pork tongues	0 48	
Ham and tongue, lb.	0 32	
Veal and tongue	0 25	
Hams, roast	0 65	
Hams, cooked	0 66	
Shoulders, roast	0 60	
Shoulders, boiled	0 60	
Pork pies (doz.)	0 85	
Blood pudding, lb.	0 12	

Lard Trade Lags;

Prices Unchanged

Montreal.

LARD.—The selling season for lard is not August. This means that the present movement is a decidedly light one and the jobbers are enjoying but a limited turnover. The prices are steadily held without change.

LARD, pure—

Tierces, 400 lbs., per lb.	0 37½
Tubs, 50 lbs., per lb.	0 38
Pails, 20 lbs., per lb.	0 38½
Bricks, 1 lb., per lb.	0 39

Scarcity of Oil

May Firm Shortening

Montreal.

SHORTENING.—Owing to the present scarcity of usual supplies of cottonseed oil, there is probability of shortening prices advancing. The market is a firm one, and while selling is restricted the basis will advance if oil is not available in larger quantities soon.

SHORTENING—

Tierces, 400 lbs., per lb.	0 31	0 31½
Tubs, 50 lbs., per lb.	0 31½	0 31¾
Pails, 20 lbs., per lb.	0 31¾	0 32
Bricks, 1 lb., per lb.	0 33	0 34

Jobbers Ask More

For Oleomargarine

Montreal.

MARGARINE.—As stated in CANADIAN GROCER last week, the ex-

volume of actual business accorded them. The present movement is mostly in old and young fowl, while broilers have been a big seller at maintained prices.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	0 46	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	0 49	0 49
Turkeys (young)	0 50	0 50
Geese	0 30	0 31
Old fowls (large)	0 34	0 34
Old fowls (small)	0 30	0 30
POULTRY (live)— (Buying Prices)		
Live—Old fowl	0 33	0 35
Roasters	0 23	0 24
Turkeys	0 40	0 40
Broilers	0 33	0 40

Fish Sales Good For Hot Season

Montreal. FISH.—Prices have made practically no change this week and there has been a remarkably good movement of fresh varieties, season considered. Supplies from the Pacific and Atlantic coasts have come to hand quite freely, but the lake fish shipments have been lighter. There is little doing in salt, pickled or frozen varieties.

FRESH FISH		
Carps, per lb.	0 11	0 12
Dore	0 22	0 22
Eels, lb.	0 12	0 12
Bullheads (dressed)	0 15	0 15
Gaspereaux, each	0 07	0 07
Haddies	0 12	0 13
Fillet Haddies	0 20	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	0 30	0 30
Pike, per lb.	0 12	0 13
Live lobsters	0 48	0 50
Boiled lobsters	0 28	0 30
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 40	0 45
Shad	0 13	0 13
Skate	0 07	0 07
Lake Trout	0 19	0 20
Mackerel	0 35	0 18
Shrimps	0 35	0 40
Whitefish	0 16	0 18
Trout, brook	0 35	0 40

ONTARIO MARKETS

TORONTO, Aug. 15—Few changes are noted in the Ontario produce markets this week. An effort is being made on the part of the packers to buy hogs at lower levels. Bids around \$22.75 on the fed and watered plan are being offered, but weaker prices are not reflected in the quotations on fresh meats as yet. Hams and bacon are steady. Butter and eggs are firm, but cheese is tending to lower levels.

Fresh Meats Are Selling Steadily

Toronto. FRESH MEATS.—The market for fresh meats is for the most part steady, with little change in quotations as compared with last week. The tendency in the prices of live hogs is towards lower levels. Packers are bidding lower for hogs this week. However, it will be ten days or a fortnight before any lower quotations on live hogs will be reflected in the market for fresh meats. All quotations of fresh pork are strong. Beef, too, is holding steady. Veal and lamb are unchanged.

FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	6 00
Alewives	0 05½	0 06

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	18 00	18 00
Codfish, No. 1, medium, bbl., 200 lbs.	17 00	17 00
Codfish, No. 2, 200 lb. barrel	15 00	15 00
Pollock, No. 1, 200 lb. barrel	0 20	0 20
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 22
Codfish (boneless) (24 1-lb. cartons)	0 22	0 22
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	0 18
Boneless cod (2-lb.)	0 23	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish (100-lb. bbl.)	16 00	16 00

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

SMOKED FISH		
Haddies, BXs, per lb.	0 10	0 11
Fillets	0 18	0 18
Bloaters, box	2 00	2 00
Kippers	2 25	2 25

OYSTERS		
Cape Cod, per barrel	16 00	16 00
Batouche, per barrel	15 00	15 00
Scallops, gallon	4 50	4 50
Can No. 1 (Solids)	2 50	2 50
Can No. 3 (Solids)	7 50	7 50
Can No. 5 (Solids)	12 50	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	9 00	9 00

SUNDRIES		
Paper Oyster Pails, ¼ per 100	1 75	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25	2 25

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	\$30 00	\$30 00
Live, on cars, per cwt.	23 25	23 25
Live, fed and watered, per cwt.	23 75	23 75
Live, f.o.b., per cwt.	22 75	22 75
Fresh Pork—		
Leg of pork, up to 18 lbs.	0 43	0 48
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 47	0 48
Shoulders, lb.	0 14	0 15
Picnics, lb.	0 34	0 34½
New York shoulders, lb.	0 32	0 34
Shoulder shoulders, lb.	0 32	0 34½
Boston butts, lb.	0 36½	0 39
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 25	0 26
Front quarters, lb.	0 15	0 16
Ribs, lb.	0 28	0 30
Chucks, lb.	0 28	0 30
Loins, whole, lb.	0 32	0 32
Do., whole, lb.	0 33	0 33
Hips, lb.	0 20	0 25
Cow beef quotations about 2c per lb. below above quotations.		

Calves, lb.	0 15	0 28
Lambs, whole, lb.	0 20	0 20
Spring lamb	0 25	0 25
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Hams and Bacon Are Unchanged

Toronto. PROVISIONS.—Quotations on ham and bacon are holding very firm. The high prices prevailing in the market for live hogs does not permit of any lower levels. There is a brisk demand for all provisions. Dry salt meats and barrel pork have also been selling well at steady figures.

HAMS		
Medium	0 46	0 49
Large, per lb.	0 42	0 44
BACON		
Skinned, rib in.	0 52	0 55
Boneless, per lb.	0 55	0 59
BACON		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 40	0 41
Wiltshire (smoked sides), lb.	0 45	0 45
DRY SALT MEATS		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-90 lbs.	0 31	0 31
Fat backs, 16-20 lbs.	0 33	0 36
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
BARREL PORK		
Mess pork, 200 lbs.	0 59	0 59
Short cut backs, bbl., 100 lbs.	0 66	0 66
Pickled rolls, bbl., 200 lbs., heavy	0 60	0 60
Do., do., do., lightweight	66 00	66 00

Above prices subject to daily fluctuations of the market.

Cooked Meats at Strong Prices

Toronto. COOKED MEATS.—There continues a very heavy demand for all cooked meats with prices ruling at strong figures. Boiled hams, and the roast hams without dressing, are selling at from 65c to 66c per lb. Meat loaf with macaroni and cheese is selling at 27c, and choice jellied ox is selling at strong levels at from 67c to 70c per lb.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6a, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 27	0 27
Choice jellied ox tongue, lb.	0 70	0 70
Pork and Tongue, lb.	0 35	0 35

Above prices subject to daily fluctuations of the market.

Butter Holding Steady and Firm

Toronto. BUTTER.—The butter market is very firm, with no change in quotations by Toronto dealers. They are buying creamery butter at 52c per lb. It is selling to the retail at from 55c to 56c per lb. The solids are selling at from 53c to 54c.

Creamery prints (fresh made)	0 55	0 56
Creamery solids (fresh made)	0 53	0 54
Dairy prts., fr-sh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	0 45	0 45

Margarine in Moderate Demand

Toronto. MARGARINE.—There is a moderate inquiry for margarine. Quotations are unchanged, prices being steady and strong.

Margarine—

1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Prices of Lard
 Holding Firm

Toronto.
LARD.—Very strong quotations are ruling on lard, tierce basis. It is selling at from 37c to 37½c per lb. There is a heavy demand for lard.
Lard, tierces, 400 lbs., lb. 0 37 0 37½
In 60-lb. tubs, ¼c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Has
 Active Inquiry

Toronto.
SHORTENING.—Prices on shortening on the tierce basis, range from 31½c to 32c per lb. There is a very brisk demand for shortening at the present time.
Shortening—
Tierces, 400 lbs., lb. 0 31½ 0 32

Cheese is Now
 Selling Easier

Toronto.
CHEESE.—The tendency in cheese, dealers state, is inclined to be easier. The retail trade bought fairly heavy at the lower prices, with the result that the demand just now is not quite so brisk. Large cheese is selling at 28c, and new Stiltons at 29c.
Cheese—
Large

Egg Quotations
 Are Unchanged

Toronto.
EGGS.—Dealers this week are paying 47c per doz. for eggs in the country. Number ones are selling to the trade at from 54c to 55c. and in cartons at from 58c to 60c per doz.
Eggs—
New laid, in cartons, doz. 0 58 0 60
New laid, doz. 0 54 0 55
Prices shown are subject to daily fluctuations of the market.

WINNIPEG MARKETS

WINNIPEG, Aug. 9—There is a generally easier feeling evidenced in all produce lines on the market. Pork products, butter and eggs, have all either declined in price or are giving indication of so doing.

Lower Prices
 For Pork Products

Winnipeg.
HOGS.—While hogs are still remaining steady at the high quotation of \$23.50 local packers are of the opinion that this market is weakening and lower prices may be expected on pork products before long. Public sympathy for lowering the cost of living, combined with the fact that beef prices are comparatively lower as cattle are now coming to market, are the chief factors involved.

Trout Inclined
 To Be Scarce

Toronto.
FISH.—The demand for fish is active just now, but the supplies coming forward are not quite so heavy. In fact in some lines there is a scarcity. The Government is selling whitefish on a fairly large scale, at prices under the dealers. British Columbia salmon is now arriving, selling at from 27c to 28c per lb. Trout is scarce and is quoted at 17c and 18c per lb. Frozen mackerel is bringing 12c per lb.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	0 12	0 10
Do., heads on, lb.	0 21	0 22
Halibut, chicken	0 22	0 23
Do., medium	0 07	0 10
Flounders, lb.	0 35	0 28
Salmon, Restigouche	0 27	0 28
Fresh B. C. Salmon		
FROZEN SEA FISH		
Salmon	0 25	0 10
Herring	0 09	0 10
Mackerel	0 12	0 12
FRESH LAKE FISH		
Lake herring, round lb.	0 10	0 12
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 17	0 18
Whitefish, lb.	0 15	0 16
Mullets, lb.	0 05	0 05
Fresh pickerel	0 15	0 16
Ciscoes	0 16	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 15

Spring Chicken is
 Quoted Lower

Toronto.
POULTRY.—There is a very brisk demand for poultry, and arrivals are fairly plentiful. Spring chicken is quoted lower, dealers paying 32c per lb. for it, delivered in Toronto. It is selling to the trade at 50c per lb, either live or dressed. Turkeys are selling at 40c per lb.
Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 22	0 25
Fowl, over 4½ lbs.	0 30	0 30
Fowl, under 4½ lbs.	0 27	0 27
Spring chickens	0 32	0 32

Prices quoted to retail trade:—

	Dressed
Hens, heavy	\$0 35
Do., light	0 33
Chickens, spring	0 50
Ducklings	0 35
Turkeys	0 49

this tendency in all provisions. Lower prices are looked for by packers. No. 1 creamery butter is being sold to the trade this week at 56c per lb. Country shippers are receiving 42c per lb. for dairy butter.

HUGE AMERICAN FRUIT CONCERN
INCORPORATED
Capitalized at Fifty Million—Owns Much Promising Land

The American Fruit Growers, Inc., just incorporated in Delaware, with an authorized capitalization of \$5,000,000, is to become a nation-wide producing, distributing and marketing organization for fruit and produce. It has a backing of Frank A. Vanderlip, formerly president of the National City Bank of New York, and other prominent financiers. This is the concern of which Charles J. Brand, formerly head of the United States Bureau of Markets, is to be the general manager.

Announcement of the plans of the organization and its financial backing caused considerable discussion in the market. The American Fruit Growers will not confine its activities to distribution and marketing, but has entered the production field acquiring citrus properties in California valued at \$5,000,000; grape properties in California, apple properties in the Wenatchee and Yakima valleys of Washington, Oregon, the Appalachian Mountains in southern Illinois and some citrus properties in Florida. The company has paid cash for these, and other properties are being negotiated for.

The company will handle vegetables as well as fruit, raising them and distributing them. The project is regarded in financial circles as a new departure, constituting the first formidable effort to apply the methods of "big business" to this particular field. The company is already a going concern in that permanent headquarters have been established at Pittsburgh and plans are under consideration for appointing agents or opening branch offices in the principal cities throughout the country.

The officers of the company are J. S. Crutchfield, president; P. B. Woolfolk, vice-president; Chester A. Tyson, vice-president, and Charles J. Brand, vice-president and general manager. Mr. Brand recently resigned as chief of the Bureau of Markets of the Department of Agriculture, with which he had been associated since its organization, to join the American Fruit Growers.

AUTO ENTERS GROCERY STORE

At about 12.15 this morning a car driven by H. White ran into the door of Paskin's grocery store, at the corner of Hunter and Aylmer Streets, Peterborough, Ont.

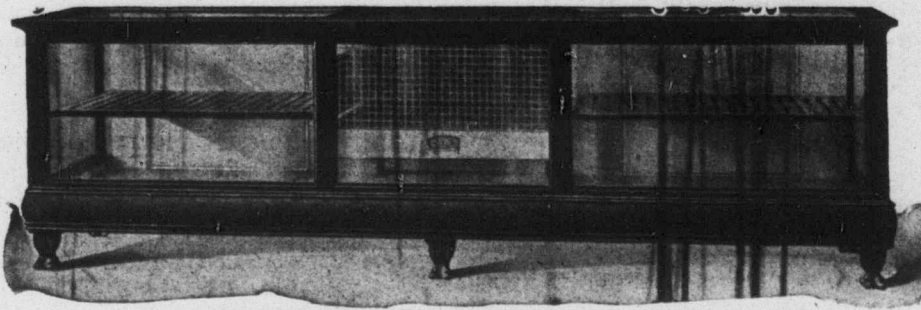
The driver was trying to turn off Aylmer Street, but lost control of the car and it went over the curb into the door of the corner grocery.

Egg Prices
 May Decline

Winnipeg.
EGGS.—The weakening tendency noticeable in other provision markets also affects the local egg market, and a decline is expected in prices. Quotations are now ruling at from 45c to 50c per dozen.

Weakening in
 Butter Market

Winnipeg.
BUTTER.—A weakening of the butter market is expected in sympathy with



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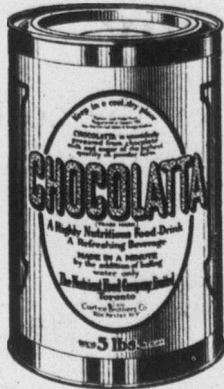
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THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

IN searching for new business let us advise you there is money in the use of

Press Clippings

Our service assures you of earliest news on new concerns, business changes, markets and trade news. You can keep posted at a minimum cost. Write to

**CANADIAN
Press Clipping Service**
143-153 University Ave., Toronto



OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E. W. Jeffress, Limited
WALKERVILLE, ONT.

UPTON'S PURE JAMS AND MARMALADES



Expert cooks, modern machinery, and choicest ingredients are three of the reasons why Upton's Preserves are given preference by the Canadian housewife.

All fruit is carefully washed and sorted before going to the pans, and no seconds or near firsts are allowed to pass the sorting room.

Our latest recipe book, "New Ways to Use Orange Marmalade," is now ready. Get a supply for distribution to your customers. Also ask for our new price list.

The T. Upton Company, Limited
HAMILTON, CANADA

*Selling
Agents:*

S. H. Moore & Company
TORONTO, ONT.

Rose and Laflamme, Limited
MONTREAL, QUE.

Gaetz & Co.
HALIFAX, N.S.

Schofield & Beer
ST. JOHN, N.B.

P. H. Cowan & Co.
ST. JOHN'S, NFLD.

Scott Bathgate Co. Ltd.
WINNIPEG, MAN.

**ROYAL
ACADIA
SUGAR**

What Brand of Sugar Do You Recommend?

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

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

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

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

Ford

Electric Starting and Lighting

NO car has a better starting and lighting system than that now available to purchasers of Ford Cars. It is a Ford product, built into the motor—

—a positive starter as reliable as the motor itself:

—a powerful lighting system, uniform under all engine speeds.

On the open models—Touring Cars and Runabouts—it is **OPTIONAL EQUIPMENT**.

On closed cars—Sedans and Coupes—it is **STANDARD EQUIPMENT**.

On all models the Ford Standard Magneto also provides ignition independent of the batteries.

See the Ford car with this new equipment.

Ford Runabout \$660; Touring \$690

On open models the Electric Starting and Lighting Equipment is \$100 extra.

Coupe \$975; Sedan \$1175 (closed model prices include Electric Starting and Lighting Equipment).

These prices are F. O. B. Ford, Ont. and do not include the War Tax.

111



Ford Motor Company of Canada, Limited, Ford, Ont.

Looking for a Man?

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

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

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

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

Make your advertisement brief—like a telegram.

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

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

VICTORY CELEBRATION EXHIBITION

Aug. 23 TORONTO Sept. 6

Formal opening by H.R.H. the Prince of Wales, Mon. Aug. 25th

An incomparable programme of absorbing human, historic and patriotic interest.

Grenadier Guards Band—Canadian War Trophies—War Memorial Paintings.

Aerial exhibition in enemy machines by Cols. Barker, Bishop and other famous aces.

Gorgeous spectacle—Festival of Triumph—1,500 performers.

IN MAKING PICKLES

Instead of using spices, better results are obtained by using

PARKE'S PICKLE MIXTURE



A combination of prime selected spices in proper proportions to produce firm, fine appearing and tasty pickles that will keep well.

No additional spices are required.

Retail price, 25c package.

Wholesale price, \$2.25 per dozen, \$27 per gross.

PARKE & PARKE, LTD.
MacNab St. and Market Sq., Hamilton, Ont.

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

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

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

HOLBROOKS Imported WORCESTERSHIRE SAUCE



Made and Bottled in England

Your cash drawer will tell the story of how popular Holbrooks Imported Worcestershire Sauce really is. People buy Holbrooks not because of any rainbow-tinted advertising, but because they find it "different"—a zesty, piquant, wholesome sauce that whets a tired appetite and makes meat, fish, game, etc., really and truly appetizing.

Show her Holbrooks and recommend it highly.

Holbrooks, Ltd.
Toronto and Vancouver

Big Grocers Sell

Purity Flour because it is a favorite with the cook. Whenever customers try it they are well pleased and come back for more. They buy

PURITY FLOUR

(Government Standard)

because it is made from the best wheat, is uniform in quality and is a first-class flour for household use—a flour grocers recognize as a business builder.

Western Canada Flour Mills Co., Limited

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

"More Bread and Better Bread, and Better Pastry"

KING GEORGE'S NAVY

CHEWING
TOBACCO

Will win you increased
business prestige

By getting you the good-will of the men,
King George's Navy will increase your
prestige and your profits, too.

Get a man coming to your
store for this delightful chew
and you'll hold his custom
right along.

Show King George's
Navy now.

Rock City Tobacc Co., Ltd.



**JAMS
MARMALADES
PEELS**

John Gray & Co., Ltd., Glasgow

Established over a Century

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

**CONFECTIONERY
MARZIPAN
CHOCOLATE**



Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

**IMPORTERS, EXPORTERS and GENERAL
: PRODUCE MERCHANTS :**

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

**SHIPPERS, PACKERS and EXPORTERS
INVITED TO CORRESPOND**

Bankers: ROYAL BANK OF SCOTLAND

Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."



SIFTO SALT



Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

**DOMINION SALT CO LIMITED
SARNIA ONT**

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

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

MATHIEU'S NERVINE POWDERS



A NERVE remedy that gives excellent results in cases of Headache, Neuralgia, Sleeplessness, etc.

Every package you sell will increase your customers' confidence in the reliability of the lines you carry.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

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

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

"AYLMER" PURE ORANGE
MARMALADE

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

**PORK AND BEANS
"DOMINION BRAND"**

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

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	Per doz.
12 oz., Aylmer Quality	\$1 90
	2 35
Gallon Jugs, Aylmer Quality	Per jug.
1	62 1/2
Pints, Delhi Epicure	Per doz.
1/2 Pints, Red Seal	2 70
Pints, Red Seal	1 45
Qts., Red Seal	1 90
Gallons, Red Seal	2 45
	6 45

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

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each 48 cans	\$9 80
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans
 7 75 |

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 90
Jersey Brand, Hotel, each 24 cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 42 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

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

Compressed Corn Beef—1/2s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.95; 2s, \$9.90.	
English Brawn—1/2s, \$2.05; 1s, \$4.45; 2s, \$8.95.	
Boneless Pig's Feet—1/2s, \$2.95; 1s, \$4.45; 2s, \$8.95.	
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—1/2s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—1s, \$6.35; 2s, \$11.80; square cans, \$45.	
Boiled Mutton—1s, \$6.35; 2s, \$11.80; 6s, \$45.	
Jellied Veal—1/2s, \$3.35; 1s, \$4.95; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.85.	
Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—1/2s, \$1.95; 1s, \$3.90; 2s, \$6.85.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash—1/2s, \$1.95; 1s, \$3.95; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$2.00; 1s, \$4.95; 2s, \$8.95.	
Jellied Hocks—2s, \$9.45; 6s, \$30.	
Irish Stew—1s, \$2.95; 2s, \$5.90.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$5.95; 1s, \$9.95.	
Boneless Turkey—1/2s, \$5.95; 1s, \$9.95.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$23.95; 3 1/2s, \$44.00; 6s, \$60.00.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.	

SALMON

We are having a very big trade in all kinds of Salmon, although the Red kinds are in most demand. You who are in need of Salmon can get your requirements from us of any of the following lines which are all excellent value on to-day's market.

Libby's Red Alaska, Tall	1 ^s	4.25
Victor Red Spring, "	1 ^s	4.35
" " "	1/2 ^s	2.35
Courtier Choice Red, Tall	1 ^s	3.75
Herald Fancy Northern Pink, Tall	1 ^s	2.65
Belle Choice Pink		2.35
Vimy Ridge Choice White Spring		
Really fine quality extra good value		1.95

TAPIOCA

Now that Medium Pearl is so very scarce and high, why not suggest to your trade that they take the Small Pearl which is equally as good, and preferred by many. Sell it as Small Tapioca instead of misnaming it Sago.

Seed Prl. Tapioca 12

Send Us An Order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

MR. GROCER!

Are Your Accounts Up-to-Date?

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

The grocers using our system vouch for the labor, time and money saved.

Accounts handed to a charge customer at a moment's notice.

Our security envelope file-check system keeps accurate accounts.

Are you interested in putting your business up-to-date?

Write for catalogue illustrating and describing same.

SECURITY ENVELOPE FILE-CHECK SYSTEM

29 Ontario Street STRATFORD, Ont.
Copyrighted.

GROCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW

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

Order from your wholesaler or

Gie Canadien Importations

140 ST. CATHERINE ST. E.

Montreal

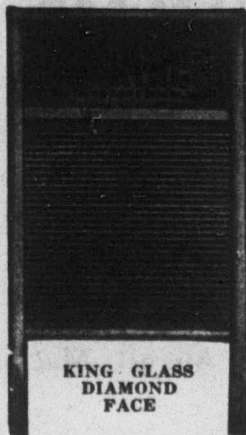
We want Agents in Every City and Town.



Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
 Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
 With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.50.
 Chateau Brand Concentrated Soups—Celery, \$1.45; Consomme, \$1.45; Green Peas, \$1.45; Julienne, \$1.45; Mutton Broth, \$1.45; Ox Tail, \$1.45; Pea, \$1.45; Scotch Broth, \$1.45; Chicken, \$1.60; Mock Turtle, \$1.45; Tomato, \$1.45; Vermicelli Tomato, \$1.45; Soups and BouillM, 6s, \$15.
 Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, 1.20; 4s, \$2.75; 6s, \$3; 12s, \$16.
 Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$3; 12s, \$12.
 Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.
 Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
 Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.
 Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.
 Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95.
 Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.85; 3s, \$3.35.
 Tongue, Ham and Veal Pates—½s, \$2.35.
 Ham and Veal Pates—½s, \$2.40.
 Smoked Vienna Style Sausage—½s, \$2.85.
 Pate De Foie—¼s, 80c; ½s, \$1.40.
 Plum Pudding—¼s, \$1.95; 1s, \$3.85.
 Potted Beef Ham—¼s, 80c; ½s, \$1.45.
 Potted Beef—¼s, 80c; ½s, \$1.45.
 Potted Game (Venison)—¼s, 80c; ½s, \$1.45.
 Potted Veal—¼s, 80c; ½s, \$1.45.
 Potted Meats (Assorted)—¼s, 85c; ½s, \$1.50.
 Devilled Beef Ham—¼s, 80c; ½s, \$1.45.
 Beef—¼s, 80c; ½s, \$1.45.
 Devilled Tongue—¼s, 80c; ½s, \$1.45.
 Veal—¼s, 80c; ½s, \$1.45.
 Devilled Meats (Assorted)—¼s, 85c; ½s, \$1.50.
 In Glass Goods
 Fluid Beef Cordial—20 oz. bottles, 10 oz.,
 Ox Tongue—1½s, \$20.00; 2s, \$24.95.
 Lunch Tongue (in glass)—1s, \$11.95
 Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
 Mince-meat (in glass)—1s, \$3.25.
 Potted Chicken (in glass)—¼s, \$2.90.
 Ham (in glass)—¼s, \$2.90.
 Tongue (in glass)—¼s, \$2.90.
 Venison (in glass)—¼s, \$2.90.
 Meats, Assorted (in glass)—\$2.90.
 Chicken Breast (in glass)—¼s,
 Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
 Chili Sauce—10 oz., \$3.25.
 Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, \$1c; 12s, 29c; 24s, 28c; 50s, 28c.
 B.C. HOPS
 Dominion Brand, quarters, per short weight pound 0.30
 Dominion Brand, halves, per short weight pound 0.29
 Maple Leaf Brand, ¼ lb. packages, per full weight pound. 0.40
 Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.39
 COLMAN'S OR KEEN'S MUSTARD
 Per doz. tins
 D.S.F., ¼-lb. \$2.80
 D.S.F., ½-lb. 5.30
 D.S.F., 1-lb. 10.40
 F.D., ¼-lb.
 Per jar
 Durham, 1-lb. jar, each ... \$0.60
 Durham, 4-lb. jar, each ... 2.25
 CANADIAN MILK PRODUCTS, LIMITED,
 Toronto and Montreal
 KLIM
 Hotel \$20.00
 Household size 9.00
 Small size 5.75
 F.o.b. Ontario jobbing points, east of and including Fort William
 Freight allowance not to exceed 50c per 100 lbs., to other points, or 5-case lots or more.

THE CANADA STARCH CO., LTD.
 Manufacturers of the
 Edwardsburg Brands Starches
 Laundry Starches—
 Boxes Cents
 40 lbs., Canada Laundry ... 0.10
 40 lbs., 1-lb. pkg., Canada White or Acme Gloss.... 0.10½
 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.... 0.11
 100-lb. kegs, No. 1 white .. 0.10½
 200-lb. bbls., No. 1 white .. 0.10½
 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0.12
 48 lbs., Silver Gloss, in 6-lb. tin canisters 0.13½
 36 lbs. Silver Gloss, in 6-lb. draw lid boxes 0.13½
 100 lbs., kegs, Silver Gloss, large crystals 0.11½
 40 lbs., Benson's Enamel, (cold water), per case... 3.25
 Celluloid, 45 cartons, case... 4.50
 Culinary Starch
 40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0.11¼
 40 lbs. Canada Pure or Challenge Corn 0.10¼
 20-lb. Casco Refined Potato Flour, 1-lb. pkgs. 0.16½
 (20-lb. boxes, ¼c higher, except potato flour)
 GELATINE
 Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1.50
 Knox Plain Sparkling Gelatine (makes 4 pints), per doz.... \$3.00
 Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2.10
 SYRUP
 THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP
 Perfect Seal Jars, 3 lbs., - doz. in case \$4.30
 2-lb. tins, 2 doz. in case.... 5.45
 5-lb. tins, 1 doz. in case... 6.05
 10-lb. tins, 1 doz. in case... 5.75
 20-lb. tins, ¼ doz. in case... 5.70
 (Prices in Maritime Provinces 10c per case higher.)
 Barrels, about 700 lbs..... \$0.08¼
 Half bbls., about 350 lbs.... 0.08¼
 ¼ bbls., about 175 lbs..... 0.08¼
 2-gal. wooden pails, 25 lbs. 2.40
 3-gal. wooden pails, 35½ lbs. 3.85
 5-gal. wooden pails, 65 lbs. 6.25
 LILY WHITE CORN SYRUP
 2-lb. tins, 2 doz. in case... \$5.95
 5-lb. tins, 1 doz. in case... 6.55
 10-lb. tins, ½ doz. in case... 6.05
 20-lb. tins, ¼ doz. in case... 6.25
 (5, 10, and 20-lb. tins have wire handles.)
 MOZOLA COOKING OIL
 Per case
 No. 1, 24 tins..... 12.00
 No. 2, 12 tins 11.50
 No. 3, 6 tins, 7½ lbs. each 20.25
 No. 5, 2 tins, 37½ lbs. each 30.00
 INFANTS' FOOD
 MAGOR, SON & CO., LTD.
 Robinson's Patent Barley— Doz. 1 lb. \$4.00
 ½ lb. 2.00
 Robinson's Patent Groats— 1 lb. 4.00
 ½ lb. 2.00
 NUGGET POLISHES
 Doz.
 Polish, Black, Tan, Toney Red and Dark Brown \$1.15
 Card Outfits, Black and Tan... 4.15
 Metal Outfits, Black and Tan... 4.85
 Creams, Black and Tan..... 1.25
 White Cleaner 1.25
 IMPERIAL TOBACCO CO. OF CANADA, LIMITED
 EMPIRE BRANCH
 Black Watch, 10s, lb. \$1.20
 Bobs, 12s 1.00
 Currency, 12s 1.00
 Stag Bar, 9s, boxes, 6 lbs. ... 1.00
 Fay Roll, thick bars 1.25
 Fay Roll, plugs, 10s, 4-lb. ¼ caddies 1.25
 Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1.00
 Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1.12
 Forest and Stream, tins, 9s, 2-lb. cartons 1.14

CANE'S WASHBOARDS



The Life of a Washboard

is the life of the rubbing plate. That's why such care is taken in the selection and handling of materials for the rubbing plates of Cane's Washboards. They'll give longer service than any other.

Your jobber carries these "Cane" washboards:

- Diamond King—Glass rubbing plate.
- Improved Globe—Zinc rubbing plate.
- Original Globe—Extra heavy back, zinc plate.
- Western King—Enamel washing plate.

The frames and backs of these washboards are made of selected, clean, white basswood. Ask your jobber, too, about other Cane lines, including Pails, Tubs, Clothes Pins, etc.

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONT.



Cow Brand Baking Soda

**Contains Uniformly Over 52%
Carbonic Acid Gas**

That means 99% pure soda. The value of a Baking Soda depends entirely upon the amount of Carbonic Acid Gas it contains. Cow Brand's 52% guarantees baking satisfaction to every housewife.

Church & Dwight, Limited
MONTREAL



Insect Pests are Universal

KEATING'S

is the World-Wide Insecticide

Generations of use in every part of the Globe have proved its efficacy—no insect can live, once it comes into proper contact with Keatings, and as even the most careful home cannot escape insect pests, such as

**Flies Fleas Mosquitoes Ants
Wasps Beetles Bugs
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The Secret of the Strikes

Most Canadians are asking "What is the cause of the 'Great Unrest' "? Is it the fault of labor—or of capital?—or is it the result of German propoganda? Do you know of the real reason for the labor disturbances in Canada, and elsewhere? Are YOU thoroughly familiar with the ins-and-outs of the plans which threaten a world-wide "tie-up"? This is something that should be understood by every Canadian. And every Canadian should read "The Secret of the Strikes," by Lieut.-Colonel J. B. Maclean in the August issue of MacLean's Magazine. It is brimful of startling and authoritative information regarding this great problem. Read it carefully. It starts on page 33, August MacLean's.

"The Lecturer At Large"

Stephen Leacock is one of the continent's greatest humorists. "The Lecturer at Large" is one of the best humorous sketches that he has written. It is made up of what he terms "a few painful reminiscences of the platform" in the course of his lecturing up and down Canada. Get your family around you and read the sketch aloud—it's a rare treat.

Other Big Features

"A Party in the Making." By J. K. Munro. Illustrated by William Casey. An article on the political situation, giving a great deal of inside information with reference to recent developments at Ottawa.

"Petite Simunde." By Arthur Beverley Baxter. Illustrated by E. J. Dinsmore. A charming romance of the war. The author will be remembered favorably for his "Mr. Craighouse of New York, Satirist."

"Solving the Problem of the Arctic." By Vilhjalmur Stefansson. The fifth instalment of his story of the five years' explorations that he conducted for the Dominion of Canada.

"The Seven Blue Doves." By W. A. Fraser. Illustrated by Charles L. Wrenn. The fifth of the Bulldog Carney series and in some respects the best. It is a mystery story.

"The Unspoiled Country." By Harold C. Lowrey. A descriptive article of a part of Canada which is little known to Canadians generally, Temagami.

"His Majesty's Well-Beloved." By Baroness Orczy. Illustrated by C. F. Peters. The second instalment of this splendid romantic novel of the colorful era of Charles II.

The Month's Vital Question

Turn to page 34, August MACLEAN'S, and you will find timely and interesting information regarding the High Cost of Living—a problem of large proportions.

The Review of Reviews

Here are a few of the articles chosen as the best published during the past month in all magazines:—Britain Winning Supremacy of the Air; Has Japan Two Governments?; Kaiser Employed Famous Beauties; The New Triple Alliance; Mammoth Animals in Alberta.

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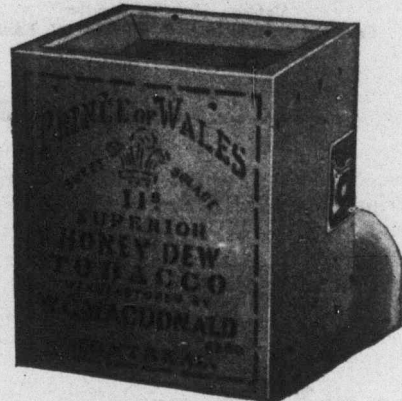
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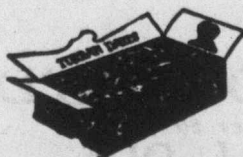
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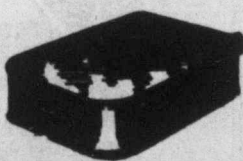


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Perfection, 10s size, doz.....	1 10
Perfection, 5-lb. tins, per lb...	0 42
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Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.....	0 28

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Supreme Chocolate, 10c size, 2 doz. in box, per box ...	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	1 80

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Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
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Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb....	0 44
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 44
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.....	0 44
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb....	0 44
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb....	0 44
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 44
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Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 40

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No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 40
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 37
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 40
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 37
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

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Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 45
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 45
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb....	0 40
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, box	\$2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 35

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz..	\$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.....	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.....	2 75
Active Service Chocolate, ¼s, 4-lb. box, 24 boxes in case, per lb.....	0 45
Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box	0 45
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.....	0 45
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120-1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

Toronto Prices Per box	
Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 60 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box...	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz....	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz....	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz....	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz....	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz....	0 95
Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
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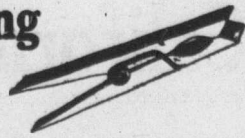
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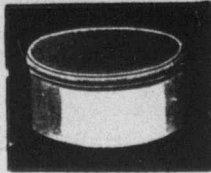
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FOR SALE

The Wholesale Grocer Sundries business of
F. COWARD
with good C.O.D. connection.

As going concern.
Established 10 years.
Excellent reasons for selling. About \$4,500.

Apply

MR. FAHEY
THE COWAN CO.

We have reply to New Liskeard advertisement, but as name was not signed, we do not know to whom replies are to be forwarded.

CANADIAN GROCER.

FOR SALE

1,000 ADVERTISING HEADLINES AND Show Card Suggestions in a little book of 32 pages, convenient pocket or pigeon-hole size. Adaptable to any business, goods, time, place or season. Instead of spending 15 to 45 minutes thinking up a good headline or wording for a window show card find one here in less than a minute. "Advertising Headlines and Show Card Suggestions" will be mailed on receipt of \$1.00. Better order one now lest you forget. Lost time is lost money. Address, Ad Specialty, Antigonish, N.S., Box 419.

ANY FIRMS BUYING POTATOES IN CAR lots will do well to communicate with Prior Bros., merchants, Portage la Prairie, Man.

WANTED
USED JUTE
SUGAR
BAGS
AND COTTON LINERS
E-PULLAN
TORONTO

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENCIES WANTED

MONTREAL COMMISSION BROKERS ARE looking for additional agencies, grocery and candy specialties, chocolates, etc. Strong connection, wholesalers and jobbers. Address "D," care of 12 Fernwood Park Ave., Toronto.

SALESMAN—LONG ESTABLISHED CONNECTION with grocery trade in Montreal, is open for one or two good lines on commission. Box 06, Canadian Grocer, 143 University Avenue, Toronto, Ont.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

COLLECTIONS

You want those bad accounts cleaned up?

All right, sir, if that's your desire, let us know. We have helped others—we are ready to help you.

We have a large, well-reputed organization, thoroughly qualified to collect anywhere. Let us know your need—we will do the rest.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE

CANADIAN GROCER

Judged by Results

—here is a Shortening
that **WILL**
and **DOES**
give satisfaction!



“Peerless” Shortening

IT makes an attractive exhibit on your shelves and in your window—but best of all it's a **SELLER**, and that's what counts most, isn't it?

When a customer buys a product time after time—and always insists on getting the same particular brand—that brand must have **MERIT**.

And this is what happens continually with “**PEERLESS SHORTENING**.”

*Sold in 3lb., 5lb. and 10 lb. Bright Tin Pails
and in 1 lb. Sanitary Cartons.*

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO & MONTREAL

Canada Food Board Packer's License No. 13-50



The same good kind that
mother used to make
(Ready-Made)

We have secured large stocks of high grade Maple Sugar,
Honey and so forth, which we are putting up in packages of
a new and attractive form. Wait for our salesmen or let
us mail you samples.

Standard the world over
for past 90 years

SMALL'S LIMITED, MONTREAL

