

MANUFACTURERS' AGENTS NUMBER

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

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No. 34

← AROMINTS →



Sell Aromints

Advertising creates the demand — quality keeps it. These solid mints are in solid with the public. Every flavor is in favor. Put them on your counter and watch them go.

Five Flavors: PEPPERMINT, WINTERGREEN, CINNAMON, LICORICE, CLOVE.

Canadian Distributors:
Oliver-Lee Limited
 95-97 King St. E., Toronto, Canada



O-Cedar Polish

*For Your Car
gives a high, dry lustre
Get it Here*

Jumbo Window Sign

**25 inches wide
by 33 inches deep**

This distinctive, 4-color display will attract attention to any window in which it may be placed, and will certainly arouse the interest of motorists when they are thinking of giving their cars a clean-up. Stickers are attached to this poster, so that you will have no trouble putting it up.

WAGELESS CLERKS

EVERY dealer everywhere will be glad to hire these wageless clerks. Not so much on account of their unusual salary which is designated thus .000, but because of their merits which emulate those of many high-salaried clerks.

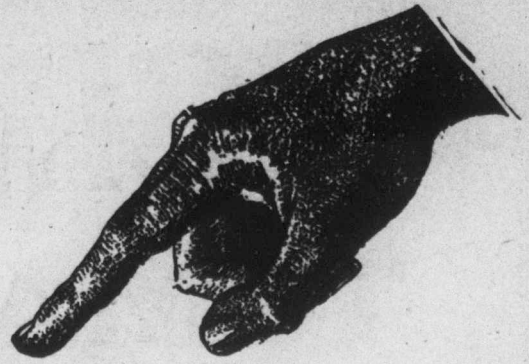
In addition to being strong on salesmanship there are many human frailties that these clerks do not possess. They are never discourteous, never indifferent. They work overtime without a murmur. They are always on the job and never quit for a better job. They are brilliant examples of patience, industry and good nature.

Their names are *Display*, *Window*

Display, and *Store Display*. The dealer who puts them to work properly need never worry about the rent, drafts coming due, or the price of gasoline for his flivver.

Suppose, for example, you were to start right now. Put a dozen bottles of O-Cedar Polish on your counter. Then clean out the window, put in O-Cedar Polish in the 25c to \$3.00 sizes (and don't forget the O-Cedar Polish Mop). Arrange them nicely, and as a background use the attractive O-Cedar window cards, signs, and posters that you may have free for the asking. You'll be delighted with the happy song your cash register will sing if you do this.

Channell Chemical Company Limited, Toronto



Borden's on Milk Products corresponds to Sterling on Silver

Gail Borden, founder of The Borden Co., Limited, in 1857, first manufacturers of Preserved Milk, was the originator of *preserved* milk and inventor of the method which made its world-wide distribution possible.

To-day, as in 1857, in every household where highest standard quality and purity are appreciated, the name Borden's is synonymous with all that is to be desired in preserved milk.

The Borden Co., Limited
Montreal

- Eagle Brand
Condensed Milk
- St. Charles
Evaporated Milk
- Reindeer
Condensed Coffee
Condensed Cocoa
- Borden's
Malted Milk



Borden's

Canada's
National Milk

CLARK'S TOMATO KETCHUP



Mr. Grocer, is Canada's Ketchup "de Luxe."

Each year the output is "oversold" and we would advise you to make sure of your supply by ordering now for fall delivery.

Your Jobber will give you prices, etc., or we will furnish any necessary information on request.

DON'T FORGET

that the CLARK QUALITY is always the best, and that our ADVERTISING and REPUTATION make SALES.

Made In Canada—By Canadians

W. CLARK, LIMITED - MONTREAL

TEA

Selection is the primary consideration in importing Teas. Through our direct offices in the Far East we are in a position to offer the best selections coming from the producing countries.

**CEYLONS
FORMOSAS
INDIAS**

**CHINAS
JAPANESE
JAVAS**

Shipment direct from the Orient to Vancouver, or from New York and San Francisco on B/L reading: "In Transit to Canada."

Our Offices located on both coasts of the continent enable us to handle shipments of large or small quantities to the best advantage.

Any of our Canadian representatives will be glad to have you call on them for samples and quotations.

NICHOLSON-RANKIN, LTD., ALEX. F. TYTLER,
Winnipeg, Man. London, Ont.

NICHOLSON-RANKIN, LTD., J. T. PRICE & CO.,
Saskatoon. Hamilton, Ont.

NICHOLSON-RANKIN, LTD., LIND BROKERAGE CO. LTD.,
Regina. Toronto, Ont.

NICHOLSON-RANKIN, LTD., JAMES KYD,
Edmonton, Alta. Ottawa, Ont.

NICHOLSON-RANKIN, LTD., HENRY M. WYLIE,
Calgary, Alberta. Halifax, N.S.

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

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

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

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

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

J. ARON & COMPANY, Inc.
NEW YORK

We have offices and substantial representatives in all large business centers of the civilized world.

When you eat let it be the best

Wagstaffe's

New Season's

Strawberry Jam

1920



WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from
Fruit and Granulated Sugar
Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT



NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

Sell the Best

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

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

As you want to please ALL your cus-
tomers sell them

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler.

HARGREAVES (CANADA) Limited

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

TOMATO PASTE

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

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - - - MONTREAL, QUE.

S & M

The Cream of Chocolates

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

TURKISH DELIGHT S.&M. Brand

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

WRITE US FOR PRICES

Sole Canadian Distributors

Dominion Sales Company

229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie
Halifax, N.S.

Reliance Agency
St. John's, Newfoundland

L. E. Whittaker
St. John, N.B.

Chadwick & Co
Toronto, Ont

Oregon Prunes


There is going to be an increasing demand for the Oregon Prune, particularly this year when low prices are desired.

The Oregon Growers Co-operative Association have amalgamated a number of the various growers and packing associations and will control the bulk of the output of the Oregon prune crop.

They intend to pack their better grades under the trade name of "*Mistland*." Do not overlook booking some new crop *Mistland* Oregon Prunes from your Wholesaler.

Canadian
Representatives

SAINSBURY BROS.

Vancouver Winnipeg
Toronto Montreal
 Halifax

Oregon Growers Co-operative Association

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

PACKERS OF APPLES IN NOVA SCOTIA
Please put us in touch with reliable packers of No. 1 and 2 "King," and No. 1 and 2 "Wagner" apples in Nova Scotia.
SUBSCRIBER.

Answer — You will notice in Canadian Grocer issue of July 9th, page 24, a note about the United Fruit Co., Ltd., Kentville, N.S. This is the only firm we know of in Nova Scotia at the present time.

SUGAR RESTRICTIONS

Will you please let us know if there are any restrictions regarding sugar being shipped from Canada into the United States?

T. T. HILL & CO., LTD.,
Highgate, Ontario.

Answer—None.

SECOND AND THIRD GRADE DAIRY BUTTER

We have on hand a quantity of dairy butter which is not saleable to the public. Kindly let us know where we could dispose of such to anyone interested in second or third grade butter.

TRAVIS & HABERMELL,
Sheddon, Ont.

Answer—W. T. Macdonald Co., 90 Colborne St., Toronto, Ont., would be able to handle the butter you have on hand.

CREAM BUYERS

What is the right address of a firm in Toronto who buys cream; all I know is Mutual Dairy, King St.

Could you give a few more addresses of cream buyers in Windsor, London, Montreal or Toronto?

MR. GEORGE MURPHY,
Fletcher, Ont.

Answer — The address of the Mutual Dairy is Mutual Dairy and Creamery, 743 King St. W., Toronto; other addresses of cream buyers in places mentioned are:

WINDSOR

F. D. Honor Dairy Co.; Windsor Creamery Co.

LONDON

City Creamery Co. (Griffiths Co.)

TORONTO

Farmers Dairy Co.; City Dairy Co.

MONTREAL

City Dairy Co.; Montreal Dairy Co., Ltd.

MAPLE SUGAR

I shall be pleased to have the names of buyers of maple sugar all over Ontario and West.

If you meet parties who need some lots, please advise me.

PAUL F. GAUVREAU,
Quebec.

Answer—Bowes Co., Toronto; Smalls Ltd., Montreal; Maple Tree Producers, Montreal. Also try W. H. Stone & Co., Winnipeg; H. G. Smith, Ltd., Regina, Sask.

AGENCY FOR WHITELOCK MINERAL WATER

We would appreciate being advised the name of a broker in Canada who has the selling agency for Whitelock mineral water.
H. G. SMITH, LTD.,
Regina, Sask.

Answer—This is handled by F. X. St. Charles Cie, Ltd., 41 St. Gabriel St., Montreal, and MacLaren's Imperial Cheese Co., Toronto, Ont.

PASTRY BOOK

Could you please tell us where we could get a pastry book called "The American Pastrycook," by Jessup Whitehead, Chicago?

PARCLEY & SON,
Salmon Arm, B.C.

Answer—We would refer you to A. C. McClurg Co., 218 Wabash Ave., Chicago, Ill. We believe this firm would be able to furnish other pastry books if the one mentioned is not in stock.

DOES ANY READER KNOW?

Please tell me if you know the agents for Huff pricing system formerly handled by the Gray's International Trading Co. of Montreal.

A. E. L. POIDEVEIN,
248 St. James,
Ville St. Pierre, Que.

Answer—We regret that we have been unable to obtain this information; perhaps some reader can help us.

BUTTER IN TINS

Would you be good enough to inform us the names of some firms in Canada who are packers of butter in tins (half-pound and pound sizes). We prefer something that can stand up under the West Indian heat.

MARITIME BROKERS,
Moncton, N.B.

Answer—Smith & Proctor, Halifax, N.S.; Bowes Co., Toronto, Ont.

BERRY BOXES

We will be obliged if you can give us the names of manufacturers of strawberry boxes (wood), usually, put up 100 boxes to case. We might require a car load for another season and some now.

M. WOOD & SON, LTD.,
Sackville, N.B.

Answer—You could purchase some from B. C. Mfg. Co., New Westminster, B.C. Their agents are S. H. Moore & Co., Excelsior Life Bldg., Toronto, Ont., or Oakville Basket Co., Oakville, Ont.

MANUFACTURERS OF LA FRANCE CASTILE SOAP. AGENTS FOR SAPOLIO.

Will you please tell us who manufactures La France Castile soap, also the Toronto agents for Sapolio?

READER.

Answer—La France Castile soap is manufactured by the John Taylor & Co., Toronto, Ont. Agents for Sapolio are Harold F. Ritchie & Co., Toronto, Ont.

HARD COAL

Could you please inform me as to where I may obtain hard coal for immediate shipment?

MR. V. PHILIP,
Sarsfield, Ontario.

Answer—We have found out from the different coal firms in this city that hard coal is very scarce at the present time. They are not taking orders for Toronto customers or for out of town shipments.

FRESH MEAT DEPARTMENT

Can you supply me with particulars regarding how to determine quality, names of the various kinds, and cutting in connection with opening a fresh meat dept. in a grocery store?

MR. A. C. FOELL,
John and Barton Sts.,
Hamilton, Ont.

Answer—The Wm. Davies Co. have advertised a booklet which, although it is gotten up for the consumer, we believe you would find very valuable in opening up a fresh meat department.

Mr. Arthur Phillips, of Wm. Davies Co., 521 Front St. East, Toronto, would be glad to send you one of these and to give you any other information that would help you.

TO MAKE ICE CREAM

Kindly give us the following information: 1. Recipe for making ice cream? 2. Where to procure ice cream powder? 3. Where can we buy flavors, such as vanilla, chocolate, walnut, etc.?

A. W. PHILLIPS,
Bristol, N.B.

Answer — There are several recipes for making ice cream, but for general use you may find the following satisfactory: To five gallons of pure cream add four pounds of sugar, one ounce of ice cream powder, mixing the sugar and ice cream powder together. When nearly frozen add flavoring. Ice cream powder may be purchased from: Fletcher Mfg. Co., Toronto; J. J. McLaughlin, Toronto; Hungerford-Smith Co., Toronto, Ont.

Extracts: Imperial Extract Co., Toronto; White Swan Spices & Cereals Limited, Toronto; Pure Gold Mfg. Co., Toronto, and from wholesale grocers.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

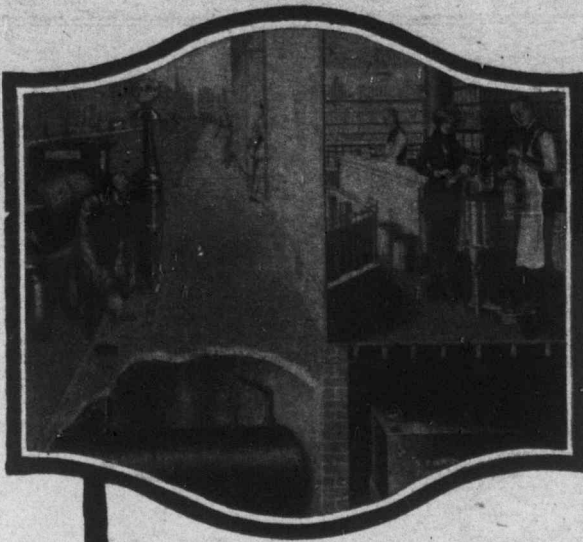
For Subscribers
INFORMATION WANTED

Date.....1920..

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

Address

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



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store?

Put in a **BOWSER**
ESTABLISHED 1905
Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.



S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives
Everywhere

Sales Offices
in all Centres



Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

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

Your Prosperity and The Telephone System

IF your community is growing your business should grow also.

If your business is to grow it must keep in touch with the new people settling in your town or city.

If it is to keep in touch with these new people they must be able to communicate with you.

If they are to communicate with you by the easiest method they must have telephones.

Therefore it is to your interest to see that the new people settling in your city can get telephone service as they want it.

But if the Bell Telephone Company is to provide new telephone lines, new exchanges, new switchboards and new equipment—it must have new capital!

Its original capital is all invested in the plant.

Its Surplus and Reserve Fund is all invested in the plant.

If it is to get new capital it must hire it from investors. (Interest or dividends are merely hire.)

If it is to hire it from investors it must offer a high enough wage to make them willing to buy Bell Telephone securities.

If investors are to do this they must be shown that the Bell Telephone Business can pay as good "wages" as other investments equally safe!

But the Bell Telephone Company last year earned less than a fair return on its investment in telephone property!

How can it raise new capital by offering less than a fair return when so many attractive investments invite the man with capital.

How can it provide new telephones?

How can the new people in your city send orders to you over your telephones if they have no 'phones themselves?

Our problem is your problem. The solution lies in a readjustment of rates so as to yield this company higher revenues to ensure good service, to pay good wages and to attract new capital!



The Bell Telephone Company
of Canada



Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

*Send your orders
direct to*

Nap. Morrissette

**18 Cartier Square
MONTREAL**

The Norcanner Brand



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

**Bravo Brand
Sild Sardines**

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



Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

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

Donald H. Bain Co.
Winnipeg

C. B. Hart Reg.
Montreal



The Modern Milkman

is a product of our advertising campaign. We create the desire for Carnation Milk—you supply the demand. Our advertising teaches people to come to you—The Modern Milkman—for their daily supply.

Your co-operation in the Carnation campaign means money in your pocket.

Tie your store to this campaign. Carnation Advertising material is free. Write for one of the following pieces:

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Carnation

"From Contented Cows"



Milk

The label is red and white

THE WANT AD

will supply your wants. The world is full of wants; the want ad introduces the man who wants to Buy to the man who wants to Sell. Many of our subscribers want to add to their sales force; many of the clerks want to make new business connections. Agents want to buy or sell something they want or do not want.

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE,

TORONTO, ONTARIO

HUNDREDS

of requests are being received in the mail

EVERY DAY

for the Recipe Book. This is the best proof that the persistent advertising is creating thousands of new customers for you. All of them want

BENSON'S CORN STARCH

to use in preparing dainty desserts and infants' food for use during hot weather, when appetites have to be tempted.

STOCK UP

so you can fill orders. Thousands want it

NOW

THE CANADA STARCH CO., LTD.

Makers of

"LILY WHITE" CORN SYRUP, "BENSON'S CORN STARCH"

"MAZOLA" COOKING AND SALAD OIL

MONTREAL

No. 2 and No. 3 Eureka Refrigerators

When in Toronto for Exhibition do not fail to visit the new Wm. Davies Co. store opposite the City Hall.

Equipped exclusively with Eureka Mechanical Cold Storage Counters.

And then write us for free illustrated catalog and information.

Eureka Refrigerator Co., Ltd.

Head Office and Factories: Owen Sound

Toronto Office: 11 Colborne St.

Main 556

Gives all-round Satisfaction

Garton's Custard shows good profit to the salesman — pleases the customer, and thus induces repeat orders.

Garton's Custard is being widely advertised and is certain of a steady and increasing demand.

Sold in cartons and tins.

Garton's

CUSTARD

W. G. Patrick & Co., Ltd.
Toronto, Montreal

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

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

REPRESENTATIVES:

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

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



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

Are You Getting Your Share of the Eddy Demand?

Remember—it needs no big effort to sell Eddy Products. Just let your customers know you handle Canada's favorite matches and Canada's cleanest, lightest and most durable fibreware utensils.



In matches alone there are some 30 to 40 different brands of Eddy's—a match for every customer's requirements. And Eddy's Indurated Fibreware include utensils for the factory, the house, the farm—anywhere, everywhere.

A daily display of these Eddy lines will prove worth while. Try it.

The E. B. Eddy Co., Limited
HULL, CANADA



Brodie's XXX Flour has the Call

Why? Because it has a reputation for consistent selling. It is Pure and Wholesome and customers are assured of excellent results when making Pancakes, Muffins, Biscuits, Doughnuts, etc.

Order from your Wholesaler or Jobber
to-day.

Ontario Representatives:
Chadwick & Co., Toronto

Quebec Representatives:
Renaud & Cie, Incorporated, Quebec

Brodie & Harvie, Limited
Bleury Street, Montreal



APROL

SELLING IDEA NO. 12

Advertise **APROL** in your local paper. Many of your customers will have read about

APROL

in the daily papers. Your advt. will remind them that your store is headquarters in your town for **APROL**. Up-to-date stores are making this idea **PAY**. Try it.

Be sure you have all the sizes.

Order from your wholesaler

W. J. Bush & Co. (Canada) Limited
National City, California, Montreal and Toronto



You'll be satisfied their flavor is with these sardines — and your good.

customers will like them. The price is moderate and Order a stock today to ensure early shipment.

Canadian Agents:

John W. Bickle & Greening
Hamilton Ontario

BUYING A PIG IN A POKE

The buying of advertising space used to be buying "a pig in a poke." The quantity and quality of circulation was shrouded in mystery and often the bag was tied against investigation.

That day has passed. The advertiser no longer depends upon "mere claims." The Audit Bureau of Circulations has untied the strings to the sack and the circulation of the better class of publications is thrown open for the most searching scrutiny.

In buying advertising space in Canadian Grocer you are not buying "a pig in a poke." Our A.B.C. statements will stand the analysis of the most exacting investigator.

CANADIAN GROCER

MONTREAL

TORONTO

WINNIPEG

VANCOUVER



**Quality Seeds
Perfectly
Blended**

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

**SPRATT'S
MIXED
BIRD SEEDS**

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W. KENDRICK & CO., 313 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

**Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E. C. 3, ENGLAND**



**THOMPSON'S
SEALED
SALTED PEANUTS**

Packed in
Sanitary-Airtight-Drums

Thompson's name on the label stands for the highest grade of Spanish Peanuts. The Spanish variety is the finest flavored peanut in the world.

**THE SMALL NUT FULL OF
RICH CREAMY FLAVOR
FRESH—CRISP—TASTY**

Packed in 5 and 10c packages, 20 packages to the carton, 36 cartons to the case.

**'NIFTY' Brand Blanched Jumbo Peanuts
in 5 lb. and 10 lb. Tins**

EACH TIN IN AN INDIVIDUAL FIBRE BOARD CONTAINER—READY TO RE-SHIP.

PACKED IN CANADA BY

A. E. THOMPSON

Box 2015

WINNIPEG

G. B. THOMPSON, Western Distributors, Winnipeg

N. B.

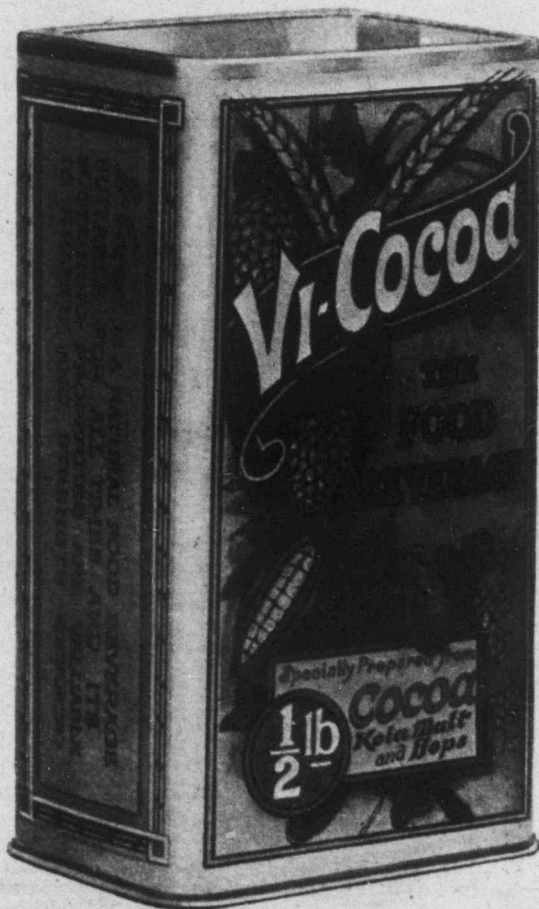
Egg

Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

**WALTER WOODS & CO.
HAMILTON AND WINNIPEG**





There are many uses in every household for

KEATING'S POWDER

The Universal Insecticide

"Keating's" properly used KILLS every insect pest. You can confidently recommend it to your customers for the extermination of

Flies	Ants	Bugs
Fleas	Wasps	Cockroaches
Mosquitoes	Beetles	Moths

Keating's is harmless to human or animal life. Keep a good stock on hand—especially during hot weather.

Made by THOMAS KEATING, London, England. Established 1788

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited
10 McCaul Street, Toronto



'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive



Sole Proprietors:-

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

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown	F. Manley	Bowring Bros.	J.W. Gorham & Co.
167 Cordova St. W.	323 Garry Street		

Marsh's

Grape Juice



—Moves Fast

Bottled air-tightly — will keep well during this weather. Keep a ready stock on hand and display a few bottles on your counter.

Marsh's Grape Juice makes an excellent drink—and the profits from the sale will satisfy you, we know.

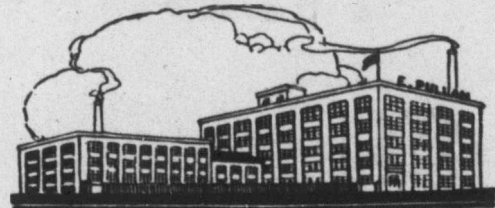
The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal

BAGS

AND COTTON LINERS



The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners—in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E-PULLAN

6 Maud Street, Toronto

The Publisher's Page

TORONTO AUGUST 20, 1920

Strict Standards of Practice

Less than 10% of the several thousand business papers published in Canada and the United States, have been able to qualify for membership in the Associated Business Papers.

Why?

Because, generally speaking, they have poor editorial standards, give little service to their respective fields, and have small circulation.

A business paper must always be edited for the reader or there will be no readers in a little while; articles, news, and editorials must be attractively presented, from the reader's view-point, or the paper will lose that next best asset to respect—the sustained and continued interest of the reader.

CANADIAN GROCER is one of the few Canadian members of the Associated Business Papers of America. To become a member we must adopt and live up to the standards of practice set down by the Association of Business Papers. To retain our membership we must continue to live up to these standards.

Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver

London, England

COMING TO MARKET

During the two weeks of the Exposition in Toronto, the city will be full of merchants and buyers.

They come to see the Fair, to get ideas, to see the new goods offered, to get acquainted with the houses they do business with and better acquainted with the goods they sell.

The annual Toronto Number of Canadian Grocer will be issued August 27 just before the opening of the Exposition.

**Advertisements of Toronto Manufacturers and Wholesalers will appear in a special section in the middle of the paper on colored paper with special headings on each page—
Watch for them.**

THE ONLY WAY



Yes—positively, the only safe and lasting way to increase your Tea sales and earn actual profits, is to stock and push

"SALADA"

The Tea that is always in demand, and the one and only brand that is never sold to Price-cutters or Peddlers.

PUT IT RIGHT ON YOUR FRONT COUNTER
AND GIVE IT A VIGOROUS PUSH. IT WILL
PAY YOU BETTER THAN ANYTHING ELSE
YOU ARE HANDLING.



What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

Says a Reader of Many Years Standing:

"I do feel that your paper is the most interesting and readable financial journal published in this country and, perhaps, in the entire North American Continent. Each week I somehow find time to read every word of it—mostly in bed, late at night. I find I have to read THE FINANCIAL POST in order to maintain myself properly abreast with the bigger things and movements taking place in this country."

THE FINANCIAL POST is published for men who are interested in big things—not necessarily men who personally have big financial interests at stake, but for men who are eager to know what is happening that will have a bearing on business and the well-being of Canada generally.

THE entire editorial organization of the MacLean Publishing Company is at hand to co-operate with the editors of THE FINANCIAL POST. Specialists in many businesses write for THE POST. A practical farmer, in constant touch with the farming conditions, deals with crop prospects.

THE POST is a paper edited by specialists for business specialists.

The Financial Post

MONTREAL
128 Bleury Street

TORONTO
143 University Ave.

WINNIPEG
Union Trust Bldg.

Subscription Price per year (52 Issues) \$5.00

A Business In Itself

A grocer who attempts to be a tea expert will inevitably waste time and effort that should be devoted to developing his business as a whole. The tea business is a business in itself—a specialist's business. Leave it to the tea experts. You may have full confidence in your customer's opinion of Red Rose.



T. H. Estabrooks Company, Limited

St. John

Montreal

Toronto

Winnipeg

Calgary

Edmonton

St. John's, Nfld., and Portland, Maine

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.



Colman's Reliable Products

The display card illustrated here, is a reproduction in natural colors. A regular showing of it will be a constant reminder of a list of necessary household articles.

Keep your stock complete.

Our Display Card sent free—charges prepaid.

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO

191 ST. PAUL ST. W., MONTREAL



A small sample order will show you just what an excellent selling line they will make in your meat department.

For Continued Profits

Quality

Satisfaction

Schneider's Sausages can be relied upon to be pure—something always appreciated and desired by the particular housewife regarding meat. This dependable quality is never forgotten by a discriminating purchaser. A complete stock always on hand will mean real and continued profits.

Try Schneider's Pure Meat Sausage!

J. M. Schneider & Son, Ltd.
KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.*

CANADIAN GROCER

VOL. XXXIV

TORONTO, AUGUST 20, 1920

No. 34

Starts Business with \$50 Stock

Commencing in a Room in His Own Residence, 27 Years Ago, R. C. Braund, Peterborough, Ont., Has Built Up an Extensive Trade, Representing an Annual Turnover of Approximately \$80,000.

THE announcement recently in the columns of Canadian Grocer, that R. C. Braund, of Peterborough, Ontario, was offering his general store in the south end of that city for sale, brings to light the story of a remarkable business development, from a very small beginning. Since placing his store for sale, however, Mr. Braund has changed his mind, and decided not to sell. His son has taken over the grocery and meat departments, and Mr. Braund will henceforth devote his time to the dry goods and boots and shoes.

First Stock \$50

Mr. Braund commenced business on the corner where his store now stands twenty-seven years ago. It was then only a small dwelling house, and at the start, the grocery store only occupied one room, with an initial stock valued at fifty dollars. At the time, Mr. Braund was clerking in a retail and wholesale grocery store uptown, and it was not for several months after, that he gave up his duties as a clerk, to look after his own business entirely. In the meantime, during the day his wife looked after their small trade, and he devoted his evenings to his own store. For the first six months, while Mr. Braund was still connected with the uptown store, he never drew his wages in cash, but took them in stock. It was in this way that he got his first start.

The growth of the Braund store has kept pace with the progress of this section of Peterborough, for it is in this part of the city that the extensive plant of the Canadian General Electric works is situated. It is largely with the employees of this great factory that Mr. Braund has done business. Three years after the commencement, he purchased the property, and as the business has demanded, he has added to the building. Starting first with the groceries, he afterwards added dry goods, boots and shoes and house furnishings. The premises now provide ample space for each department, and spacious quarters for storage have enabled Mr. Braund to buy to advantage in these days of rapidly advancing markets.

Some Comparative Figures

Very interesting are the comparative figures that show the progress of this business in the twenty-seven years that Mr. Braund has been conducting it. The very first day that Mr. Braund opened his store, his receipts were \$1.60, and on the second day only 43 cents. The third day they reached the magnificent total of \$1.07, and the fourth day, which was a Saturday, they totalled \$9.00, the turnover for the first week amounting to \$25. At the present time the annual turnover amounts to approximately \$80,000. From Jan. 13 to June 16, one

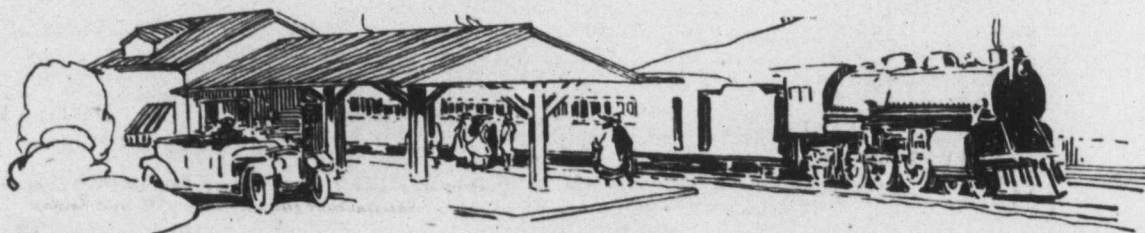
hundred and thirty-one business days, the average receipts daily amounted to \$258.20.

Careful Buying Essential

Mr. Braund attributes the secret of his success to careful buying, close attention to business, and treating the customer fairly. "Make your profits out of your buying and not out of your customers," he advises, and he claims that such has been his policy ever since going into business. "Taking advantage of the markets, and purchasing in fairly large quantities, I believe, is the only way to make money," Mr. Braund added. "My trade is largely from the ranks of the workingmen, and being able to give them the benefit of wise buying, they have constituted a steady, regular source of business that has been profitable to me and satisfactory to them. My idea is that too many merchants think the money in the till belongs to them. If the goods are all paid for, then it does"

At the end of the first six months, Mr. Braund was taking in \$100 per week, and of course, there has been a steady increase, until, as stated, receipts total more than twice that amount daily.

Mr. Braund believes that any young man starting in life can do what he has done. Hard work and close attention to buying are the chief essentials, Mr. Braund points out.



C.N.E. Exhibitors' Meeting Arranged

To be Held Wednesday, Sept. 1—All Manufacturers of Foodstuffs, Whether Exhibiting in Past or Not, Invited to Discuss Matter of New Food Building

PROGRESS has been made in connection with the proposition to erect a new pure food building on the grounds of the Canadian National Exhibition, Toronto. Canadian Grocer was asked to take up the matter with the manufacturers and during the past week we have heard from others, all of whom are distinctly interested in the proposed building, and who are willing to lend their support.

A meeting has been arranged for Wednesday, September 1st, at 3 p.m., in the Directors' Board Room, Administration Building, on the Exhibition Grounds. Each manufacturer interested in the exhibit of foodstuffs is urged to be represented with someone in authority who can speak for his firm.

As mentioned two weeks ago in Canadian Grocer, the Exhibition officials are prepared to consider the suggestions of manufacturers who are sufficiently interested to contract for space in the new building for a term of years. One of the manufacturers interviewed stated that now was the time to have something decided upon so that a building suitable for the purposes of the various foodstuff manufacturers could be erected.

In addition to firms mentioned in last week's issue who are interested are the following: W. G. Patrick & Co.; Red Rose Tea Company; Carnation Milk Company; Salada Tea Company; Telfer Bros.; The Cowan Co.; Maclure & Langley and others.

They all speak strongly in favor of the proposition. One of them said: "We have been advocating it for the past five years and we certainly will have a representative present at the meetings." Canadian Grocer sent out the following to a number of manufacturers who have been exhibiting in the past.

"Wednesday, Sept. 1, 3 p.m.—Date of Meeting.

"The first meeting of the exhibiting foodstuff manufacturers in connection with the proposed new pure food building at the Canadian National Exhibition, will be held on Wednesday, Sept. 1, at 3 p.m. in the Directors' Board Room, Administration Building, on the grounds. This room is on the ground floor.

"This meeting was arranged after hearing from a large number of interested manufacturers, interviewing others and discussing the matter with officials of the C.N.E.

"Such firms as the Borden Co., Wm. Davies Co., Swift Canadian Co., Salada Tea Co., Carnation Milk Co., Harris Abattoir Co., Red Rose Tea Co., Christie Brown Co., Sainsbury Bros., (California Prune and Apricot Growers),

Bowron Bros., etc., etc., were interviewed and all are very anxious to see something started this year towards a new food building, where foodstuffs

How to Preserve Window Trim Material

Valuable Aids Supplied by Manufacturers Are Often Neglected—A Monetary Loss to Both Manufacturer and Retailer—A Suggestion for Preserving Window Trims

IS IT because they cost us nothing, a lack of appreciation, pure carelessness or because a good way has not been figured out for preserving them, that so many merchants and window trimmers do not give the attention and take the care of the window trims, posters, cut-outs, etc., which some manufacturers furnish so freely but at no small expense to themselves?

A recent issue of an American publication in a short article under the heading: "Who will solve the advertising waste problem?" quotes Luddington Patton, general chairman of the regional organizations, as saying that in his judgment fully 75 per cent. of the advertising matter sent to jobbers and retailers by manufacturers is never distributed, and is therefore wasted.

It is not the writer's intention to go into the complex question of general distribution of advertising matter, but to deal with one particular avenue of waste by which the manufacturer suffers through the carelessness of the retailer, and to point out to the merchant the advantage to himself of adopting a system for taking the proper care of window trims.

Manufacturers Should Use Mailing Lists

I have always been a believer in mailing lists as the best method by which the manufacturer can place literature in the hands of the trade. Jobbers will willingly furnish lists of the customers to whom they are selling, and to whom they would like advertising matter sent. Where large packages of such literature are sent direct it is often left around and eventually ends up in the discard. Manufacturers frequently flood dealers with display cards and circulars dealing with lines not handled by that particular dealer. The idea is to stimulate demand but the results obtained are naturally out of all proportion to the cost, in such cases. One circular sent with a personal letter announcing an "added line" or indicating the advantages of a certain line which the dealer has not formerly seen fit to stock, will certainly accomplish more. Then, if an order is forthcoming

could be exhibited exclusively.

"September 1—Wednesday of the first week—is "Manufacturers' Day." Mark the time—3 o'clock p.m., Administration Building. Have someone from your company in authority present to discuss plans and suggestions to be presented to the Directors of the Exhibition."

Other foodstuff firms interested, whether a copy of the above letter reached them or not, are invited to have a representative on hand.

it can be found out how much advertising matter will be required by that dealer.

Thousands of circulars for enclosure are sent out annually by manufacturers who have not any idea as to how many of them will be used. Apart from the use of mailing lists furnished by the jobbers, it might help for the manufacturer to find out how much each dealer will distribute and confine the supply to that amount.

Window Trim Material is Valuable

There are few merchants who do not fully appreciate the value of their windows as an advertising medium. It is perhaps the best advertising factor they have, for it enables the display of the article itself, and the "art of suggestion" can be used in its most subtle form. Men, women, and children alike are attracted by pictures and bright colors, and so the cut-outs, posters, banners, etc., that the window trimmer uses, make their own special appeal. They are one of the best mediums through which the dealer can increase his business. But does the dealer appreciate and care for them as he should, or does he figure that if he loses or destroys them that he can easily get more for the asking? I fear too often that the fact that the securing of these posters costs nothing in money and very little effort on the part of the dealer, leads him to wastefulness not intentionally but thoughtlessly.

When the window trim reaches the dealer what does he do with it, providing he decides to make use of it at that time? Does he stand it in some corner out of the way where he will probably forget it, or is it left around till some box or keg is set on it and spoils its use. Or does he tie it up again carefully, label it and file it away safely where he can lay his hands on it at a moment's notice? And what does he do when he takes out a window? Does he sweep some of the trim out, put some of it here and some of it there, so that it will take half a day to again collect it?

File such literature away for future
Continued on page 29

Guelph Grocers Make Merry at Picnic

Annual Event is Held at Puslinch Lake, With Many Wholesalers and Manufacturers Guests of the Trade—An Entertaining Program of Sports

By Staff Correspondent Canadian Grocer

GUELPH, Aug. 12.—Guelph Retail Grocers' Association held its third annual picnic on Wednesday afternoon at Puslinch Lake. Promptly at 2 o'clock a large number of automobiles lined up in front of the Y.M.C.A. and members of the association accompanied by a number of representatives of wholesale houses and manufacturers from various parts of Ontario were soon on the way to the lake. Devious routes were taken, some going one road and some another, but all arrived in due time with no casualties reported.

When the cars arrived, not forgetting to mention the trucks that carried the prizes and the liquid refreshments, all got busy to carry out the extensive programme that had been provided by the committee composed of H. Todd, B. Couling, P. Husson, A. Benallick, G. Nichols, F. Stout, C. C. Borden, and E. J. Drake.

The Baseball Game

With an enthusiasm that would do credit to any school kiddies' picnic, coats and collars were discarded, for this was purely a stag affair, and Old Sol was doing his best to deaden the ardor of the merry-makers. The feature of the afternoon was the baseball game between the retailers, captained by W. Hood and assisted by C. Thomas, J. Scott, R. Elsbie, N. Northmore, L. Taylor, F. Love, G. Nichol, P. Husson, and H. H. Todd against the wholesalers and travellers, captained by George Walker with assistance from A. Simpson, A. P. Rogers, J. H. Simpson, A. J. Groome, J. Haddon, R. Moore, C. Hicks and Jack Thompson. The first spasm started with the retailers to bat and George Walker on the mound. George is some twirler but his fade-aways could not stem the tide of slugging which started with a two-base hit by Thomas, followed by another from Scott, bringing home Thomas, and so it continued until five runs were chalked up for the retailers.

With the wholesalers to bat and Scott holding down the turf, the first innings ended with goose egg chalked up for the wholesalers. The wholesalers could now see that they were on the way to the tall timber and changed their tactics by putting Simpson Sr. in the box and Walker on first. The feature of this inning was the attempt of Captain Walker to catch a fly on first. With a crash, Todd sent the ball sailing sky high for first. Walker saw it coming and carefully judging the distance put up his hands to receive it in true baseball style, but it was a foul judgment and the ball evaded his mitts and landed squarely on his chest, rendering him hors de combat for a few minutes. He

quickly recovered, however, and was able to proceed with the inning, which ended with no runs for the retailers. The wholesalers did a little better with their half, bringing in one run. The third innings opened up with Taylor aeroplaneing the ball to the oat field, bringing in a home run. While the ball was being hunted some one tossed an indoor baseball into the fray and the game proceeded with renewed energy, much to the amusement of spectators and players. This was the only run tallied for the retailers but the wholesalers failed to make a hit in their half. It was not until the last half of the fifth that the wholesalers commenced to show their boyhood training on the diamond. In this innings they ran up six runs and were so elated that they called off the game, but the score stood seven to eight in favor of the retailers.

Retailers Again Winners

The tug-of-war was another victory for the retailers, who succeeded in pulling the wholesalers all over the lot, much to their own amazement. Another feature was the fat men's race, which was captured by G. A. Scroggie after a neck and neck sprint with W. Morris, R. Moore being a close third.

About this time everyone was getting warmed up by the persistency of Old Sol and the exercise of muscles that had been dormant since the last picnic, so at the first invitation from E. J. Drake, the hard-worked secretary, the crowd circled around the tubs filled with cracked ice and soft drinks, while Jack Thompson

wended his way through the merry throng dispensing chewing gum.

The balance of the events were then proceeded with resulting as follows:

Three-legged race: (1) Northmore and Love; (2) Barber and Benallick; (3) Orr and Milton.

Centipede race.—(1) Fry, Rogers, Groome, Orr, Simpson and Husson; (2) Couling Sr., B. Couling, Wiggins, Thomas, Milton and Hicks.

Egg race.—(1) Sinclair; (2) F. Bibby; (3) Hicks; (4) C. Borden.

Medicine Ball race.—(1) Benallick's team; (2) Hicks' team; (3) Simpson's team; (4) Morris' team.

Boot race.—(1) N. Northmore; (2) C. Hicks; (3) R. Elsbie; (4) F. H. Barber.

Married Men's race.—(1) F. Stout; (2) A. Benallick; (3) Thatcher.

Donkey race.—(1) Elsbie's team; (2) Simpson's team.

Wheelbarrow race.—(1) Borden and Scott; (2) Benallick and Northmore; (3) Hicks and Elsbie.

Croquet Relay race.—(1) Brookman's team; (2) Simpson's team.

Bean Guessing contest.—(1) A. Benallick; (2) P. Husson; (3) G. Nichol.

Drawing for special prizes.—O'Cedar mop, S. E. Wiggins; five pounds of tea, C. Hicks.

At the conclusion of the afternoon sports the jolly crowd sat down to well laden tables on the lawn in front of the hotel. A few speeches were made and the retailers and guests all declared that this picnic was the best they ever attended.

How One Grocer Minimizes Help

C. R. Parker, Sault Ste. Marie, Ont., Believes in Installing Every Possible Labor-Saving Device—Careful Buying and Systematic Selling Are Also Parts of His Policy

"CAREFUL buying, systematic selling, and accurate bookkeeping, have meant more to my business than anything else," remarked C. R. Parkers, Sault Ste. Marie, Ont., to Canadian Grocer on the occasion of a recent visit. Mr. Parker has had 32 years in the grocery business, 16 years working for someone else, and 16 years for himself.

Mr. Parker declares he does a very large business with a comparatively small staff, and he states this is possible for the reason that he has installed every labor-saving device that he knows of. His goods are placed to make the least number of steps in serving his cus-

tomers. One thing in his store that is very seldom seen, is an electric heating system. "It keeps the store and goods just like natural heat," remarked Mr. Parker, "and it has easily paid for itself. Then again there is no dust from it."

The front of the Parker store has two entrances, a door on either side of a window, Mr. Parker making full use of the window for display purposes. He believes it has the same value as a silent salesman, and he utilizes it to the fullest possible extent. Display, in Mr. Parker's opinion, is one of the most important factors in the conduct of a grocery store.

Sound Merchandising the Only Correct Basis

Speculation is Ill-Advised as Compared With Buying Light and Quick Turnovers—Slow Turn Reduces Earnings

By HENRY JOHNSON, JR.

WE ALL know the theory of many perfectly sound rules and maxims in business which we disregard in practice. Knowing what it is absolutely right to do, we continue to try to beat the game by some scheme or other. Knowing that sound merchandising is the only correct basis on which a business should be run, we all cling to the belief that some special dispensation will be made in our own case—just this once!—so we take liberties with our rules.

So it is well enough to remind ourselves of the rules occasionally and what results are certain to follow on their strict observance. Some of these examples and illustrations I have used before, but questions asked and comments made to me daily indicate that they will bear several repetitions.

First, however, let us suppose two merchants, one who buys as he needs goods for current sales, the other who speculates. Let us say we are handling package clothes pins, that the present market is \$1 per dozen packages and that the market is strong. First merchant buys as he needs, one dozen packages per month, paying advances as they occur, and selling on a margin of twenty per cent., this being a staple. Here is a tabulation of four months' work with him:

1st month buys 1 doz. for \$1.00; sells for \$1.25; earns, gross, 25c.
2nd month buys 1 doz. for \$1.10; sells for \$1.37½; earns, gross, 27½c.
3rd month buys 1 doz. for \$1.25; sells for \$1.56¼; earns, gross, 31¼c.
4th month buys 1 doz. for \$1.40; sells for \$1.75; earns, gross, 35c.

He now shows an average cost of \$1.18 3-4 and he has earned a gross of \$1.18 3-4. Buying and selling each month he has stock on hand two weeks on the average, so his average invested capital is 59 7-8c. He has earned 200 per cent. on his capital investment in the four months.

Slow Turn Reduces Earnings

The second merchant is a gambler. He buys four dozen for \$4.00 and follows the market up. So he makes total earnings of \$1.93 3-4 on an average investment of \$2.00, or short of one hundred per cent.

Thus, on the very best showing possible, the second man makes less actual money than the first one.

But now consider further. Goods do not always go up. Sometimes they go down. On a declining market, where would those two men stand? In such circumstances, the first would make precisely the same. The second, buying four dozen for \$1.40 the dozen, or \$5.60 total, and following the market down, will make total earnings of 33 1-2 cents,

or a trifle more than six per cent., gross, on his invested capital.

It seems to me that you can reason up and down from this illustration and the result will compel the conclusion that speculation does not belong in business and that, by and large, the speculator always loses compared with the man who simply merchandises.

The man who keeps his business poor of stock, who turns his stock by frequent repurchase, keeps his capital active to the fullest extent and thereby attains the highest mark of efficiency in his earnings. As a guide, take twelve turns as your minimum. If you keep your stock turning that often, you will get so in the habit of watching and using the want book that you will not be liable to backslide again.

What To Do With Surplus Capital

"But," says one man, "suppose I have lots of capital, why not use it to buy right?" Answer: "Because you can use it where it will make money for you much more certainly, more safely, with much less risk than in idle grocery stocks." To learn that lesson thoroughly, to grasp its entire significance, is to take the first step toward the accumulation of a competence—the one thing for which every man should work as a primary object in life.

For, if you take \$25 per month in cash out of your business and put it away where it will bear six per cent. compounded quarterly, in the short span of thirty years you will have \$30,000 from that source alone; and all you will have put away of your own money will be \$9,000. The \$21,000 will have been handed to you on a silver platter by somebody else who has earned it for you!

Can it be done? Yes; but you will have to study investments for a time before you learn how to do it with safety. Meantime, put it into Liberty Bonds, which, at present prices pay around five per cent. on the current investment and I am told around six per cent. if held to maturity.

Did you ever think of the precarious character of the grocery business? Probably not; but do it now. Say you have a stock of \$7,000—a nice, clean stock, with few loose ends or old items. Looks all right and like safe property. But suppose you should be disabled tomorrow so you could no longer run the store—got so sick that you could never enter the doors again in an active way. What would that \$7,000 represent then? Suppose you died—what would it represent to your estate?

Suppose again that you are doing \$50,000 business in a year. Stock turned

twelve times will admit of your having \$3,000 to \$3,500 stock, no more. So you are carrying \$3,500 to \$4,000 too much stock. Would \$3,500 or \$4,000 in cash or Liberty Bonds not be a better asset if you were disabled or better property for your surviving wife if you died?

Never Pass a Discount

If such are the potentialities of steady six per cent. interest accumulations, it will pay to consider the discounts. Here are some figures:

One per cent. discount on a thirty day bill means 18 per cent. per annum. \$1,000 discounted one per cent. pays \$10 for 20 days unexpired time, or better than 18 per cent. (20 into 365 goes 18 1-4 times). Two per cent. on sixty day items means 14 4-10 per cent. a year. The average on all bills discountable is probably better than 16 per cent.

Therefore, every merchant should have one religion if he has no other: that all discounts must be taken. Then it will follow that he cannot overbuy because he must buy inside of his capacity to discount. Here is another incentive to keep the stock as low as is consistent with caring for your trade.

Because you must not go to the other extreme, sometimes advocated by the thoughtless, and borrow to take discounts.

The scheme of borrowing to take discounts is one of the most appealing theories and one of the most misleading practices into which most men can be enticed. On paper it is fine. In your business it is much more apt to lose than gain you money.

Poor Old Human Nature Is Weak

Why? Because of your own human weakness. If you borrow to clean up a lot of discountable bills, you will immediately feel relieved—sort of on Easy Street. With that load off your chest, you will be apt to fall an easy prey to the first salesman who has a "splendid opportunity" to offer you to "get in right" on something you "are sure to need soon" and on which the market "is very strong"—did you ever know it to be otherwise when the persuasive salesman talked? Then you will find that when your note comes due at the bank you are not in shape to pay it because you have bought just that much additional goods. Thus all you have accomplished is to load up with more goods and some money borrowed at the bank, too!

"Discount, brothers, discount with care, if you'd be like the millionaire"—but discount only within the limits of money that belongs to you. That com-

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Advertising Cuts Out Distribution Wastes Business Necessity an Asset

EDWARD N. HURLEY, president of the Hurley Machinery Company, and one of the successful manufacturers in the United States, has just delivered a very important address to the Associated Advertising Clubs of the World—a large association made up of men interested in selling manufactured products of all kinds. Mr. Hurley also has a plant in Canada which he hopes to develop extensively for export business. His address should be read by everyone interested in the grocery business in Canada.

Mr. Hurley has had unusually broad experience as a manufacturer and business man. The United States Government conscripted him on two occasions for national service. He was for a time chairman of the Federal Trade Commission, and, when during the war shipping matters got into a snarl he was called back to the Government Service to take charge and reorganize the U.S. Shipping Board.

The chief point he made in the course of his address was, that owing to the acute industrial situation existing in America and throughout the world, members of the association he was addressing had a serious responsibility, as in their hands lay to a large part the future policies in the marketing of hundreds of millions of dollars' worth of American goods. That it was not merely a local but an international undertaking that needed an international point of view. He thought these manufacturers and merchants who are not planning to sell at least 10 per cent. of their products to foreign countries were not doing their parts as business men, the parts necessary to the future prosperity of this continent.

The first step in developing business, Mr. Hurley said, was advertising, which he regarded as a necessity and an asset. He said:

The time has arrived when the manufacturer and the merchant must carefully figure advertising cost, carry it in his budget as an expense just as essential as rent or labor, properly charging it against each product and article. Advertising has been hurt by emotional appropriations—by spasmodic flares. For instance, some men still advertise only when they have spare money and never pay out a line when times are dull and they need business! The amount and nature of advertising is to be planned with the production sale. Only then can we stabilize manufacturing, merchandising and advertising.

How Products Are Known

The name of the small merchant to-day who has foresight and judgment in the merchandising of his products may be as well-known as John Wanamaker in his particular locality, or even throughout the nation. His products are known by his advertising, and his success depends upon the merits of the products he furnishes to the customers that the advertising brings to him. And the manufacturer or merchant who is advertising sanely to-day is not only laying the foundation for greater business for himself, but is selling the public on his industry. His success will be the guide post for his competitors, and the post will always read, "Advertise."

Advertising men should endeavor to make their accounts permanent. To do so they will need to know more about production. You should determine whether or not the small manufacturer or merchant who starts advertising for the first time knows his manufacturing and selling costs, is financially able to advertise and is able to fulfill all the promises you make for him. I believe the day is coming when every leading advertising agency of this country will have an expert accountant and cost man connected with it, who will carefully scrutinize the balance sheets of their new customers, recommending the necessary changes in their expenses so that the proper amount will be appropriated to care for advertising.

When you practise this method you may have a fewer number of accounts, but you will have permanent ones and the newspapers and magazines will have more permanent advertisers. Old-established and satisfied customers are the ones we all like to have on our books. We all like to go out and solicit and obtain new accounts, but when we keep them for a short period only and then see them become dissatisfied, owing to their earnings being insufficient to carry on the campaign as planned, we have made a grievous error.

Selling advertising should be based on

the same theory that a salesman sells any other line of goods, that is, on the financial standing of the customer. If he is not sound financially, it is not good business to take his order. Sell him on the soundness of advertising by ascertaining first that he will be able to continue to advertise.

Advertising of a thoroughly sound and scientific kind, must of necessity cut out waste in order to give the most for the money—which is business. I know of nothing that so cuts out the waste of distribution as proper advertising, for it tends to reduce the heavy burden of the modern labor-saving machinery of advertising.

Advertising between industries can help production, too, by promoting installation of improved machinery and better materials. A man has not done his full duty when he produces a machine to eliminate human drudgery and cheapen production. He owes an obligation to society, as well as to himself, to use the educational influence of advertising, to put its dynamic forces to work in the interest of the general welfare.

As a national advertiser I should value more highly the services of an advertising man familiar with the trade newspapers in my industry. I am fearful that our manufacturers, merchants and advertising men do not appreciate the trade publications which are doing so much from a scientific as well as a practical standpoint in stabilizing conditions and working out the many problems existing in their respective fields. When I was chairman of the Federal Trade Commission I made it a point to have the principal trade papers in the United States sent to me regularly. These were read, not only by myself, but by the entire staff, so that we might have a finger on the pulse of the country's industry. Advertising agencies placing national and international advertising could well insist on every man in their employ reading the trade newspapers of the industries of their clients, so that they may keep themselves currently informed on the conditions in the businesses for which they are writing copy. I believe in the business journals. I have been closely associated with the work of many and have made a study of them, and I am firmly convinced of the editorial strength and value of many of these publications.

Big Help to Manufacturer

A decided improvement has been made by our manufacturers in arriving at true manufacturing costs of their products and now where a manufacturer sells direct to the consumer he is generally familiar with his selling costs, and this information is available. On the other hand, where the manufacturer sells to jobbers and dealers,

both of whom are necessary factors in the distribution of his wares, and through whom 90 per cent. of all our products, both manufactured and farm, reach the consumer, there is a feeling on the part of the public that the distributors are making excessive profits, and they feel that prices would be lower if only they were able to purchase direct from factory or farm. In the absence of any facts on this subject it would be folly to agree that such would be a better and more economical method of distribution.

Engineers, scientists and the Government, through the census, have accumulated almost unlimited information on the volume and cost of production. Our Government takes a complete census of manufacturing industries of the country every five years, but we have never had a survey of our jobbers and retailers and their merchandising methods. There are no corresponding statistics on distribution, although it is twice as important from the standpoint of the consumer. Many statements have been made that our merchants are responsible for high prices. In justice to them we should determine the costs of distribution by the various methods and the volume of business transacted through the various channels. Attempts to make distribution more scientific and economical are blocked by lack of authentic data. We only get soap-box figures. It is high time that this important feature of merchandising should be carefully analyzed by our Government and I earnestly urge this great organization to recommend that a bill be passed providing for a special survey to be made at the earliest possible date, so that the question of the cost of distributing our principal products may be ascertained and settled.

Advisory Board Suggested

The bill should provide for an advisory board of, say, nine members to serve without pay and to be appointed by the Secretary of Commerce, consisting of representatives from such organizations as the Associated Advertising Clubs of the World, leading trade newspapers, magazine and newspaper publishers' associations, and jobbers' and retailers' associations. This board would co-operate with the Secretary of Commerce and the Director of Census in preparing questionnaires, suggesting data required, and in other matters on which they might desire advice. There are many problems involved in this great question, and with the compiling of such data by the Government the information could be quickly analyzed and given to the public at an early date.

Anomalies of the New Tax Schedule

A Feature That Has Been Overlooked is in Regard to Mail Order Business Between Manufacturer or Wholesaler and the Actual Consumer—Small Items, It Is Claimed, Are Not, as a Rule, Invoiced.

By HENRY MILES, M.L.A., for St. Lawrence, Quebec

THERE are many anomalies in the new tax schedules. By departmental regulations or decisions the resolutions adopted by the Parliament of Canada have been satisfactorily covered in respect to objectives, and as to textual difficulties, but one feature that has been overlooked and which affords even a general interest is in regard to the mail order business or trade, if you would call it so, between the manufacturer or wholesaler and the actual consumer. The law lays down clearly the principle that a two per cent. tax applies; that the seller may absorb one per cent. of this tax, but that one per cent. must be levied upon the consumer; further—that an invoice must be rendered to the consumer showing at least a one per cent. tax charge.

This is all right enough with trading between the manufacturer and the retail tradesman. It is the trade custom to issue invoices to all dealers, but it is not the custom of the trade to invoice small items sent by mail or otherwise to the consumers.

Invoicing is Expensive

Tens of thousands of articles are thus sent out all over the Dominion in response to orders accompanied by the money to cover. Such invoices have never been sent to the purchaser. Every house in the country is transgressing the

law technically in responding to these orders. The manufacturer or wholesaler makes return of two per cent. each month upon such sales but it is impracticable to comply with the law. Take for example a man in Edmonton who sends to a Montreal firm—we will say—25 cents for some article. To comply with the law and for the purpose of collecting from him one cent tax on the transaction the seller must send an invoice and collect. To do this will cost him four or five cents for stationery and postage stamps (3c)—then the buyer must spend a like amount approximately to comply with the invoice. In other words, between the two the cost of compliance would be, say, nine or ten cents to collect one cent tax.

This could not have been considered, and it would seem impossible that Parliament did so intend—ostensibly a tax of one cent on a 25 cent transaction would entail a cost to buyer and seller of ten cents, and of which the Government would get six cents for postage stamps. It would, in practice, constitute a prohibition of such trading with consumers. This would meet with serious objections. A large portion of such ordering emanates from places where there are no stores and the orders are often for goods urgently wanted. If this feature of the law is to be rigidly enforced there would be only one way to deal with such business logically.

Hope For a "Decision"

The manufacturer or dealer receiving the 25 cents would write to the buyer, return him 20 cents, expressing his regret that he cannot supply his wants and that under the Government's drastic prohibitory regulations such contact with the consumer cannot occur and, further, that to afford this information it unfortunately costs him five cents to obtain it—this to cover postage and stationery. It is hoped that the department will issue a "decision" that this tax, as between the manufacturer and any dealer or trader, must be collected by invoice and as set forth in the enactment referred to, but in respect to orders for goods to bona fide consumers—sent to the homes of citizens for consumption. Invoices need not be rendered and the seller shall—as at present—simply include the two per cent. tax in his usual monthly payments of taxes to the Government. The trade wants a departmental regulation permitting the absorption of this two per cent. tax, and the elimination of the invoice feature, which involves in one way or other a cost to buyer and seller of ten times the amount of tax the Government seeks by the text of the statute.

Representations have been made by me to the Government, and all manufacturers and wholesalers interested earnestly hope for the reaching of reasonable action in respect to same.

Manufacturers Now Advertise for 1930

The Advantages of Safeguarding the Future—Manufacturers Have More Than Just the Present to Consider—Must Make Business Secure for Years Ahead.

THE great development in household labor-saving appliances that has come about in the last year or two has given to advertising some unusual problems and promising opportunities.

If a woman has electric power in her house—and more than half of the women in the country have—and for any reason has to do her own laundry work, she needs no argument at all to convince her that a washing machine is just the thing for her to have. It is the thought of some far-seeing leaders in this industry that the great market and the absence of selling resistance may possibly bring about methods of manufacture and advertising calculated to do harm to the future growth of the washing-machine business. With this possibility in view they organized the American Washing Machine Manufacturers'

Association, which comprises about ninety-seven per cent. of the country's producers in that line.

"The purpose of this organization," E. B. Seitz, secretary of the association, said to "Printers' Ink," "is in a general way to establish and insist upon a high standard of ethics in the manufacture, advertising and selling of washing machines. The need of this is shown by the mushroom crop of washing machines that has been springing up ever since the market became so great. A large number of local companies were formed to make machines and rush them on the market.

"If a manufacturer had only the present to consider he would not need to worry about ethical standards or anything else. Every manufacturer of washing machines in this country to-day

—good, bad, or indifferent—has a volume of business that he cannot possibly hope to take care of. But it stands to reason that this is not going to continue for ever. So we must advertise now and work now to make the business secure in 1925, 1930 and succeeding years.

"The manufacturers have been quick to see the advantages of thus safeguarding the future. This is why they are going into advertising in such a big way—advertising not only to the user of machines but to the maker."

Mr. Seitz emphasized the fact that the manufacturers' association does not in any way attempt to fix prices. No division of market is made. The members are all competitors. They carry on their individual manufacturing, selling and price-making just as if they were in no association at all.

The advertising being done by the American Washing Machine Manufacturers' Association is an interesting commentary on the manysidedness of advertising and also an illustration of the fact that printed advertising is only one branch of publicity effort. No advertising in national mediums and newspapers is done by the association as such. But most of the campaigns being carried on by individual manufacturers are based upon ideas, facts and counsel supplied by the association. A member desiring to market a machine, say in the South, may, if he desires, consult the association headquarters and get dependable data upon which his advertising agency may proceed to lay out the campaign.

A Vast Potential Market on Farms

"Figures right here in this office," he said, "show that more than 100,000 farm-lighting plants are installed in this country each year. For the farmhouse equipped with electricity the first of the electric appliances thought of is naturally a washing machine. This is inevitable. If a farm has electric power somebody is going to sell a washing machine on that farm. Is it any wonder with all this wonderful future market at our disposal that we are trying to get the whole washing-machine industry to a basis of manufacturing, advertising and selling that will enable it to live up to this great opportunity in a natural way and with the best possible results for all concerned?"

All this shows once more the truth of the assertion made several times in "Printers' Ink" to the effect that no manufacturer can expect to make his advertising a power unto himself alone. The electrical company sells a farm lighting equipment. This automatically creates a demand for electrical accessories which will enable the farmer to utilize the power in driving his machinery. Then comes the washing-machine man with his product. When the farm woman gets this the next logical thing is an electric iron, and so on. He is indeed a skilful and wise advertising man who utilizes and profits by the advertising of others—even that of his competitors. Nobody in business, be he manufacturer, jobber or retailer, gets all the trade his advertising stirs up. Much of it goes to others. But he in turn also gets help from others.

Advertising's Indirect Benefit to Others

If the writer had a little retail store he would ask for no better fortune than to have it located next door to Marshall Field. Field's advertising and windows would bring the crowds down that way and the writer would get much business from it. But he would be paying for it just the same. He would be paying in additional rent what otherwise he would spend for printed publicity. Pay day always comes in advertising as well as in anything else.

"Our idea," said Secretary Seitz, "is that the effect of much good advertising is minimized through lack of proper pre-

paration and adequate preliminary cultivation of the field. When all this preparation and cultivation has to be done through the medium of the printed message alone the expense may be greater than is at all necessary.

"As a part of our campaign to prepare the way for the individual advertising effort of our members we are going to work in co-operation with the Government home-demonstration agents. Periodical meetings are held in which are made demonstrations of various home economics.

Demonstrations and Talks for All Members

"Miss Keown, assistant secretary of this association and an expert in domestic economy, will attend these meetings and will discuss washing machines in general. She will refer to no particular make of machine, but merely will show the great economic benefits attending their use. Such members of the association as are in that district may have their machines at the meeting for demonstration purposes."

The organized effort to make dependable washing machines as spoken of by Mr. Seitz is bearing tangible fruit already. This is seen in the readiness with which department stores now handle power machines. Formerly the department stores were inclined to keep away from power machines because the machines were so likely to get out of order. The present-day standard is so high on the well-known advertised machines that there is practically no cost for upkeep.

The strength of the instalment method is shown by the lack of inducement to pay cash for washing machines. A Chicago advertising man went to a certain store and bought a power washing machine that would cost him \$164, payable in instalments of \$7.50 per month. He told the clerk he did not want to be bothered with instalment payments and preferred to pay cash. How much would the machine cost him on a cash basis. The clerk told him the cash price would be \$155—only nine dollars less than on instalments.

"I'll take the instalment plan," the man said. "I can use that money just as well as you can. If your cash price were \$140, say, I could afford to pay cash. As it is, the instalment plan for mine."

"That's what they all say," replied the clerk.

There must be an advertising angle to the instalment selling of washing machines that the manufacturer and retailer want to keep.

SOUND MERCHANDISING

Continued from page 26

pletes the circle of reasoning, for it leads to underbuying in all lines at all times in all circumstances.

Watch Out For Shrinking Values

I can think of no better way to end this sermonette than to quote from a back number of the Saturday Evening

Post, which quotes from the Commercial & Financial Chronicle thus:

"The injury to commerce growing out of this sever years of ceaseless hostilities is incalculable. An immense proportion of the population of the civilized world has been kept under arms, and millions have been slaughtered or so disabled as to become a burden to the community. While production has been curtailed and industry has been diverted to the construction of stupendous navies and of a thousand new appliances of warfare, national debts and taxation have been made more oppressive. The fact is to be most prominently noted in connection with these causes that they very largely reduced the proportion of producers to consumers. The natural result would be to exact an increased amount of labor from those laborers who remain and to compel some to be producers who had been non-producers. Most unfortunately, the first of these results has not been realized. By one of those perverse freaks which often deprive society of much needed relief, the working classes have organized influential combinations for exacting unnecessarily high wages, and, still worse, for curtailing the hours of labor; so that factitious restrictions have been imposed upon production, and the cost of products unnecessarily increased."

"The fitness of this comment is at once recognizable, but it may be well to state that it was printed August 1st, 1868. To complete the quotation, as bearing on the question, 'Does History Repeat Itself?'

"The inactivity of trade experienced throughout the United States is but a counterpart of what exists in nearly every commercial country. A deep-rooted depression has set in everywhere, enterprise being held in check and prosperity a rare exception."

If we of this generation can read the signs of the present times in the light of what happened in 1868 and following, maybe we can forestall the depression that must follow extravagance in buying, stocking, gambling, as well as spending.

WINDOW TRIM MATERIAL

Continued from page 24

use. A file is easily constructed. It should be built high enough off the floor to escape the dirt and should be large or small according to your special requirements. Make it four or five feet high and about the same depth, for some of the present trims are large. Place it wherever it is most convenient and make it strong enough so the top can be used for stock. Another plan would be to place the shelving above. Tag each parcel with the firm name and the particular goods which are illustrated. Five sections can be lettered according to the alphabet with one section for "specials." Following this plan will save time and trouble, will be another business system added to the business and will help to solve the wasted advertising matter problem.

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

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

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INCREASE IN TELEPHONE RATES

ANNOUNCEMENT this week of proposed increases in tolls by the Bell Telephone Co. has not been received with anything like an unanimity of approval. In fact business men generally are emphatic in declaring the new proposals an imposition not to be tolerated. Inauguration of the "message rate service" in Toronto will greatly increase the cost of phone service to almost every business and commercial interest.

Toronto and Montreal business phones will cost, if the new tariff becomes effective, \$60 a year, and be restricted to 100 outgoing calls a month. Other sections of the province show increases in rates according to the number of telephones and the demands upon them.

Representative business men in both Toronto and Montreal have left no doubts as to their wholehearted opposition to the proposed changes, and intend to fight them to the very utmost. The fixing of a limit of outgoing calls to one hundred per month is viewed as ridiculous, in the face of the statement of one Toronto wholesale grocer, that he has that number of outgoing calls in a day.

Consensus of opinion in regard to the ap-

plication of the Bell Telephone Co. for an increase in its tariff of charges appears to be that before this company is granted consideration in this regard, it should make an effort to provide adequate and efficient service—a service compatible with the already high tolls that are being asked.

TAKE ADVANTAGE OF CASH DISCOUNTS

THE average merchant is apt to think that he loses nothing but the discount when he fails to take advantage of the cash discount offered for payment of his bill in five or ten days, and that so long as he pays before the expiration of the full time allowed his credit is A-1.

But, a perusal of an address by Webster King Wetherill, president of the Aldine Trust Co. of Philadelphia, which reveals the fact that financial men are apt to rate the merchant who fails to take advantage of the cash discount as of uncertain credit.

Mr. Wetherill says: "In all credit rating, the buyer who does not take advantage of this cash discount is always classed as of uncertain credit; and even though his statement may appear to show him a good credit risk, his credit rating is lowered when he does not take advantage of the cash discount. The best that can be said of a business man, and when once said eliminates any further consideration of his credit, is: 'He discounts his bills.' Those who discount are the highest credit; those who do not are inferior risks.

"It is to eliminate the credit risk that the discount is by natural process of business development continued at a rate higher than the use of the money is worth. The discount for prompt pay is sound in principle, and is a good practice, and differentiates between good credit customers who can discount and the slow-pay poor risks who have not got the money to pay promptly nor good credit to finance their business.

"While discount is called an allowance for prompt pay, it is in reality figured off the selling price in calculating returns, and is a penalty which the slow payer, who does not take advantage of this, pays for the use of the money and the risk of carrying the account.

"You classify your customers by their discounts—those who discount you can send all the goods they want and those who are not able to take your discounts are a class that must be watched."

CURRENT NEWS OF THE WEEK

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

MARITIMES

Carvell Bros., Charlottetown, P.E.I., have been appointed agents for Red Cross pickles in Prince Edward Island.

Oaken and Wyman, Halifax, N.S., have been appointed agents for Red Cross pickles in the city of Halifax. R. N. Wyman, Yarmouth, N.S., has been appointed agent for Red Cross pickles in Newfoundland.

QUEBEC

Mr. Ransom, manager of the firm of Brodie and Harvie, Montreal, is away on his summer vacation this week.

Mr. Burkhardt, of the Teco Co., Ltd., Belleville, Ont., was in Montreal last week calling on some of his representatives here.

A. M. Simmons, manager of the Walter Baker Confectionery Co., Montreal, who has been on leave of absence for some time, is now back on duty again.

E. B. Nettlefield, of E. B. Nettlefield & Co., Toronto, was in Montreal last week, and appointed J. L. Freeman & Co. agents for Red Cross pickles in the city of Montreal.

A. E. Jeandren, formerly with the Alex. Brown Milling and Elevator Co., has joined the sales staff of W. B. Brown & Co., Toronto, and will call on the flour trade in Quebec Province.

F. C. Breeze, who has been with the Canadian branch of W. J. Bush & Company for 10 years, and who opened their Toronto office some time ago, has come to be sales manager in the Montreal branch. Mr. Breeze has been very successful in opening the Toronto office, which is now in a very flourishing position.

The three-storey addition to the grocer store of Dionne and Sons at Drummond and St. Catherine Streets, Montreal, is finished on the exterior. The work to the interior is progressing rapidly. Canadian Grocer will, at a future date, describe this new addition, which is a novel one to the grocery trade in Canada.

Montgomery St. Alphonse has come to be Montreal branch manager of the firm of W. J. Bush & Company of Canada, succeeding the late Mr. Bettsworth. Mr. St. Alphonse is the eldest grandson of the founder of this firm of W. J. Bush & Company. He has been nearly 20 years with this company, serving in the Paris branch and in London. Within three weeks of a telegram notifying the head office of the illness of Mr. Bettsworth, Mr. St. Alphonse was on his way on the steamer Megantic to Montreal to

take over the duties in this office. Mrs. St. Alphonse will follow her husband to Canada on the same steamer next month.

Secretary R.M.A. Now Vice-Consul for Grecian Affairs

W. C. Miller, secretary of the Retail Merchants' Association for the Province of Ontario, has been appointed Vice-Consul of Canada by the Minister of Foreign Affairs of Greece, with jurisdiction in the Province of Ontario. This is the first appointment of the kind. Mr. Miller has been advised that the British and Canadian Governments have been requested to recognize his appointment, and that he assumes office forthwith. All passports and other documents requiring consular attention in Ontario will now be looked after from Toronto.

New Goods

The Royal Crown Soap, Limited, Winnipeg, are placing on the market a new, floating, bath soap. The cake is round with tapered edge and pure white in color. The words "Royal Crown, Floating Bath," as shown in the accompanying cut, are moulded into the top of



the cake. The company point out that a soap of this character that floats may be used satisfactorily at the beaches as well as for the bath.

Big Congress Will Meet Next Month

Imperial Chambers of Commerce Will Meet in Toronto Next Month, Opening Sept. 18

Arrangements have been completed for the ninth congress of Chambers of Commerce of the British Empire, which commences in Toronto September 18 and continues during the week following. It is seventeen years since the last gathering of the kind in Canada, and eight years since the representatives of Chambers of Commerce of the Empire have assembled. Delegates from all parts of the British Empire will be present.

The King is Patron and the Duke of Devonshire, Honorary President of the Congress. Lord Desborough is President and will preside at the meetings.

Problems arising from the war will be the chief subject of discussion. Numerous resolutions on matters of particular importance, such as commercial relations between the Mother Country and the Dominions; reciprocity with all parts of the British Empire; shipping, telegraphic and cable communications and trade marks, patents, etc., have already been submitted for discussion.

SHIPPING FRUIT BY MOTOR INSTEAD OF TRAIN

St. Catharines, Aug. 19.—Some of the Niagara fruit growers this year are shipping much of their fruit by truck instead of by train. They say they find it just as cheap and the fruit gets to its destination quicker and in better shape with less handling than on the railways. It is expected that a good part of the fruit crop this year will be shipped by truck especially to points as near as Toronto.

Ontario

J. T. Menzies, of Stewart Menzies & Co., Foy Building, Toronto, left on Saturday last on a business trip to the Coast.

John Joblin, proprietor of a general store on Scugog Island, near Port Perry, Ont., was badly injured recently when his team became frightened and ran away. He was transacting some business and standing beside the wagon when the horses took fright. He managed to grab the lines but was unable to stop the horses. They dragged him about forty yards and finally the wagon ran over his leg, breaking several ligaments in the ankle and cutting his leg badly.

Wholesalers' Convention Will Be Representative Gathering

Will Assemble in King Edward Hotel, Toronto,
Next Thursday and Friday—Men From Every
Province in the Dominion Will be Present

THE second annual convention of the Canadian Wholesale Grocers' Association is to be held at the King Edward Hotel, Toronto, on Thursday and Friday, August 26th and 27th. From present indications this convention will be the most representative and largest gathering of the wholesale grocery trade ever held in Canada. Wholesale grocers will attend from every Province in the Dominion, and it is also expected that several wholesale grocers from Michigan and nearby States will also be present.

Hugh Blain, the president, will preside at the various sessions, the first of which will open in the ball room of the King Edward Hotel on Thursday morning at 10 o'clock.

After the invocation His Honor Lieut.-Governor Clark will extend a welcome to the delegates on behalf of the Province of Ontario. It is expected that Mr. Armand Chaput, of L. Chaput Fils & Cie, of Montreal, will reply on behalf of the visitors.

Some of the Speakers

During the convention an address will be delivered by Sir Edmund Walker, president of the Canadian Bank of Commerce, on the "Financial Outlook in Canada." J. H. McLaurin, president of the Southern Wholesale Grocers' Association of the United States, will also be present at the convention, and is to deliver an address on the afternoon of August 26th.

Mr. McLaurin is a very eloquent and forceful speaker, and occupies a very prominent position in the U. S. wholesale grocery trade.

The association, of which he is head and to which position he has been re-elected annually for 13 years, has a membership of 2,000 wholesale grocers, and his visit is being looked forward to with a great deal of interest.

It is also expected that John G. Clark, president of Michigan Wholesale Grocers' Association, and Mr. Eli Humphrey, vice-president, Southern Wholesale Grocers' Association, will be present.

Subjects for Discussion

Among the subjects to be discussed are:

- Uniformity in Sales Tax Collections;
- Return Goods Problem;
- Drop Shipments and Specialty Orders;
- Relations with Manufacturers' Contracts.

C. P. Biddle, of the Bureau of Business Research of Harvard University, will discuss the important subject of "Operating Costs and Management Problems in the Wholesale Grocery Business."

Entertainment Features.

The Toronto wholesale grocers are arranging an interesting programme of entertainment for those attending the meetings, and a special ladies' committee is appointed to look after the comfort and enjoyment of the ladies accompanying the delegates.

OTTAWA PURE FOOD SHOW IS POPULAR

Ottawa Pure Food Show is the topic of interest with the Ottawa Retail Grocers' Association just at present. The president, B. G. Crabtree, held a meeting of the association in the Pure Food hall now in course of being beautified for the Central Canada Exhibition. Surrounded by evidences of the builders' and decorators' art, the grocers talked shop and arranged to make the 1920 show a hummer. There will be 136 booths and last year the total was only 98. It is said that the secretary will soon be able to hang out the "all sold" signal, which accounts for the smile that cheers his friends and shows that everything is proceeding as should be expected in the Province of Ontario.

Fruit Baskets and Barrels Scarce

Serious Shortage of Fruit Baskets and
Barrels is Reported in all Parts
of Ontario

Ottawa, August.—Comment is again made in the current issue of The Dominion Fruit and Vegetable Crop Bulletin on the serious shortage of fruit baskets and apple barrels in all parts of Ontario. In some places the situation has reached an acute stage.

With every prospect of large crops of both plums and peaches, the situation is even more difficult. Factories are doing their best to turn out baskets, but the shortage of apple barrels is blamed upon new business offered to mill men and coopers by breweries. Growers who have not secured contracts for barrels are being warned to plan for winter storage of their fruit.

The supply of sugar for preserving and canning up to the present time has been ample, the bulletin says. It is also expected that there will be a sufficient quantity available for the balance of the crop. The Department has been assured by the refineries that notwithstanding the removal of control of exports, they will continue to give preferred attention to the Canadian requirements, especially for canning and preserving.

This Year's Crop Exceeds Average

Apples, Pears and Peaches in Essex
County Will be Plentiful—No Short-
age of Fruit This Year

Windsor, Aug. 18.—There will be no shortage of fruit in Essex county this year. On the contrary, almost every section visited shows that apples, pears and peaches will be far in excess of an average crop. The apple crop in particular will be a bumper one.

Driving through both North and South Essex yesterday one saw fruit trees in many districts propped to keep the limbs from breaking, so thickly are they laden with pears and apples.

Prices Take a Tumble

The market price for apples here has fallen from \$6 to \$3 a bushel, retail.

There are a few fields of tobacco where the growth appears stunted and the plant top yellow, but, on the whole, the crop promises most excellently.

The condition of corn is shown by the fact that the retail price here is down to 20 cents a dozen. A week ago the price was 35 cents. New potatoes are quoted at 55 cents a peck, against \$1.25 two weeks ago.

But Most Goes to Detroit

In connection with this optimistic report it should be noted, however, that vast quantities of Essex produce is being shipped to Detroit daily. Every morning the ferry boats are congested with these loads of Canadian fruits and vegetables which go into the American market to help reduce the cost of living for Detroiters, while on this side of the river there is not infrequently a shortage of the very necessities which the large Detroit markets advertise as bargains.

HOW LIVING COSTS SOAR IN DE- TROIT

Increase in June of This Year Over Pre-
war Rates Reaches 136
Per Cent.

Detroit.—The six months' period from December, 1919, to June, 1920, showed the largest increase in the cost of living in Detroit of any similar period since the beginning of the world war in 1914, according to statistics published here.

The method of arriving at this conclusion is to measure the percentage of increase over the schedule of prices which prevailed in December, 1914.

The report for December, 1919, showed that in Detroit the general living cost was 107.87 per cent. above that of the 1914 level. In June, 1920, this increase had risen to 136 per cent. The largest single increase is in food prices, which had risen last December to 99.47 per cent. above the 1914 normal, and to 132 per cent. in June this year.

A careful comparison of existing prices of foodstuffs in Windsor and Detroit shows practically the same ratio of increase on both sides of the river.

Old Country Goods Again Finding a Place on the Canadian Market

Imports From the British Isles and From European Markets Are Showing Considerable Improvement in the Way of Better Receipts—Confectionery Slow Because of Prohibitive Prices

IMPORTING from the British Isles and from European markets has considerably improved in the past six months, in a number of lines, but as regards others there is still very little coming forward. In the latter list, confectionery figures prominently, and the high prices asked for the English article almost make it prohibitive for the Canadian market. Lack of production is still more or less evident in the Old Country, and in certain commodities there is no surplus for export, the demand over there being fully equal to the supply. However supplies for manufacture are being offered more freely, but the high costs of labor and materials are rendering prices still abnormally high. Manufacturers of food products are reported as being very busy, and Canadian representatives of English concerns, recently returned from a trip abroad, express the opinion that conditions are gradually approaching normal, and that within another year the markets in the Old Country, in the way of output, should approach practically a pre-war basis.

Little English Confectionery

Speaking in reference to the importation of Old Country confectionery, E. W. Langley, of Maclure and Langley, told Canadian Grocer that there was practically none coming forward. The cost of sugar to the manufacturer in the Old Country rendered the price very high. The fact that the sugar was shipped from this side to England increased its cost to such an extent that it made confectionery prohibitive for sale on this side. The Canadian confectionery of course could be handled at a lower figure too, and this condition also operated against the marketing of the English lines in Canada. Until the sugar situation abroad improved to such an extent as to bring down the prices, Mr. Langley did not anticipate any free movement of English confectionery to this country.

Maclure and Langley are importing an English sardine that already is finding a ready sale. Shipments are arriving freely and Mr. Langley is not anticipating any difficulty in securing regular, steady consignments, sufficient to meet Canadian requirements.

Only 100 Tons Monthly

English made preserves are only coming to this country in limited quantities, according to J. T. Menzies, of Stewart, Menzies & Co., Toronto representatives

of Old Country firms. Orders for preserves are pro-rated, and Mr. Menzies told Canadian Grocer that the British Government only allowed them one hundred tons a month. This amount of course is entirely inadequate to meet the demand, but until the situation improves abroad, no better shipments may be expected. As regards pickles, vinegar and marmalade, receipts from the Old Country appear to be normal, and these lines once more are established in their old favor on this market.

Stewart, Menzies & Co., representing a particular English confection, are bringing only very small shipments to this side. In fact the big luxury tax that is on confectionery over there, and as stated previously in this article, the high cost of production, make it almost folly to handle it at all in Canada.

Steady shipments are coming forward of the Norwegian sardines that are imported by this firm. Consignments are freer than they have been for some time, and no difficulty is likely to retard a constant supply, equal to the Canadian enquiry.

Many Lines Improve

W. G. Patrick & Co., Toronto, report receipts of the particular brand of Norwegian sardines that this company imports as coming rather slowly. The pack this year is said to be small, and full deliveries are not expected. As regards imports of English foodstuffs, the several lines imported by this firm are coming along in fairly good quantities, and improvement is noted from time to time. Mr. Patrick only recently returned from the Old Country, and re-

ports conditions as being much better. English manufacturers are still hampered by a lack of production, but on the whole there is a vast improvement as compared with six months ago.

Harold F. Ritchie & Co., Toronto, are receiving regular shipments of a certain fruit salts from England. In fact most of their lines are arriving freely now. Receipts of olive oil are more or less restricted, because of the joint action of the three governments, France, Italy and Spain, in controlling exports of olive oil from these countries. However there seems to be no actual shortage of olive oil on this market.

Support the Agents

Writing in the report on the Trade of Canada and Newfoundland, the Canadian Trade Commissioners, in urging the support of manufacturers' agents, state:

"In the previous annual report on the Trade of Ontario reference was made to the necessity of giving these Canadian representatives the fullest possible support. Several cases of the lack of such assistance came to notice this year. One may be mentioned here. The local representative of a United Kingdom firm was making strong efforts to induce the purchasing agents of a large buying organization to give British goods a trial in place of those of a foreign country. The buyer offered to instal one unit of the United Kingdom manufacture on condition that were its life less than that of the competing line the British goods should be paid for pro rata; if its life were longer than that of the competing line, the British goods should be substituted.

Continued on page 48

MANUFACTURER'S AGENT, BROKER, AND COMMISSION MAN ARE DEFINED

In the handling of merchandise from the manufacturer to the retailer and ultimately to the consumer, goods pass through different hands, and the service rendered by these several persons is interesting in a number of this kind.

"What is a manufacturer's agent?" There are some people who confuse a manufacturer's agent with a broker or a commission man, and all three are different. A manufacturer's agent is an employee of a manufacturer, representing the latter in a place where his own particular sales staff does not reach this particular buying public. On the other hand a broker is neither a buyer nor a seller. He is merely the intermediary that negotiates the sale. The goods to be sold are never in his own name. He seeks the goods, and then finds a buyer for them. Then again in the case of a commission man, he is an actual buyer and an actual seller. He buys from the manufacturer at a certain discount usually, and sells, allowing himself commission on the transaction.

Handy Directory

Manufacturers' Agents and Brokers

For the benefit of Manufacturers, we give below the list in detail of Grocery Brokers and Manufacturers' Agents using space in this Section

British Columbia

Donaldson-Phillips Agencies, Ltd., 124 Pacific Bldg., Vancouver.
W. H. Edgett, Ltd., Vancouver.
C. T. Nelson, 534 Yates Street, Victoria, B.C.

Alberta

B. M. Henderson Brokerage, Ltd., Kelly Bldg., 104th St., Edmonton.

Manitoba

Donald H. Bain Co., Winnipeg.
C. Duncan & Son, corner Princess and Bannatyne, Winnipeg.
W. H. Escott Co., Ltd., Winnipeg.
Gibson, Paterson, Brown, Ltd., Winnipeg.
C. H. Grant Co., 810 Confederation Life Bldg., Winnipeg.
Geo. W. Griffiths & Co., Ltd., 246 Princess St., Winnipeg.
W. L. MacKenzie & Co., Ltd., Winnipeg.
A. M. Maclure & Co., Maltese Cross Bldg., Winnipeg.
Mason & Hickey, 287 Stanley St., Winnipeg.
The McLay Brokerage, Winnipeg.
Mowat & McGeachy, 91 Albert St., Winnipeg.
Nicholson-Rankin Ltd., Winnipeg.
H. P. Pennock & Co., Ltd., Winnipeg.
Richardson-Green, Ltd., Winnipeg.
Scott-Bathgate Co., 149 Notre Dame Ave. E., Winnipeg.
Watson & Truesdale, Winnipeg.
Frank H. Wiley, 533-537 Henry Avenue, Winnipeg.

Nova Scotia

Canadian Products Exchange, Ltd., 702 Robie St., Halifax.
Gaetz & Co., 640 Barrington St., Halifax.
R. E. McConnell, Sydney, N.S.
Norman & Green, Sydney, N.S.

Ontario

H. C. Brennan, Booth Bldg., Ottawa, Ont.
Chadwick & Co., 34 Duke St., Toronto.
T. Ashmore Kidd, Kingston, Ont.
W. G. A. Lambe & Co., Toronto.
Maclure & Langley, Ltd., 12 Front St. East, Toronto.
J. K. McLauchlan, 45 Front St. E., Toronto.
S. H. Moore & Co., Excelsior Life Bldg., Toronto.
John J. O'Donnell & Co., Heintzman Bldg., Windsor, Ont.
W. G. Patrick & Co., Ltd., 51 Wellington St. W., Toronto.

Quebec

Belgo-Canadian Trading Co., Reg'd., 103 St. Francois Xavier St., Montreal.
S. G. Bendon Utility Co., Montreal.
Canada Produce Co., 171 St. Paul St. E., Montreal.
Albert Dunn, Quebec, P.Q.
Paul F. Gauvreau, 85 St. Peter St., Quebec.
A. H. M. Hay, 80 St. Peter St., Quebec.
Joyce Co., Ltd., 307 St. James St., Montreal.
Rose & Laflamme, Ltd., Montreal.
St. Arnaud Fils Cie, St. Nicholas Bldg., Montreal.
Silcox & Drew, 33 Nicholas St., Montreal.
K. Smith, 1696A Hutchison St., Montreal.
O. M. Solman, 73 McGill College Ave., Montreal.

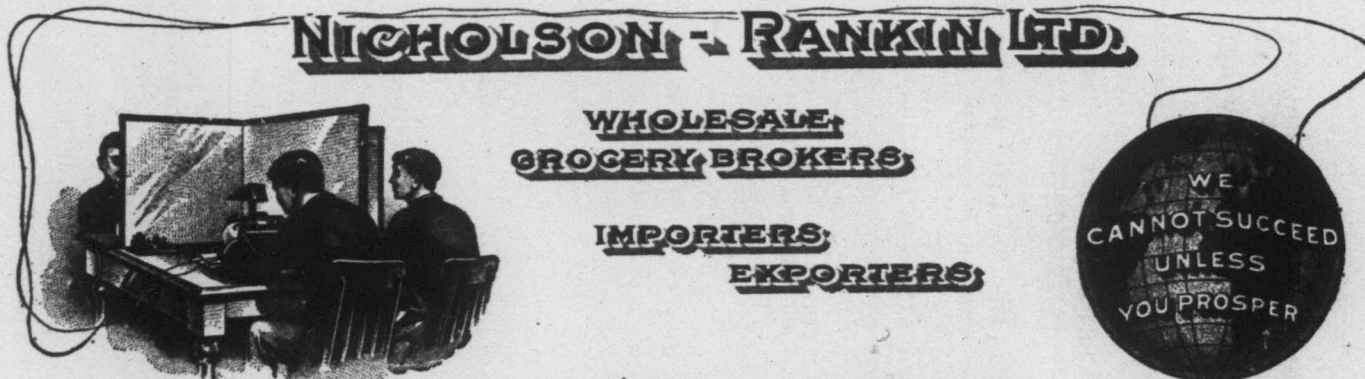
Saskatchewan

John Pritty, Ltd., Regina.

New Brunswick

The Smith Brokerage Co., Ltd., St. John, N.B.

NICHOLSON - RANKIN LTD.



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GROCERY BROKERS**

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

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CANADA

Mason & Hickey

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CALIFORNIA PACKING CORP'N,
San Francisco, Cal.
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Del Monte Dried Fruits, Raisins, etc.

CANADA STARCH CO., LTD. - Montreal, Que.
Crown Brand and Lily White Syrup, Canada
Corn and Silver Gloss Starch, Glucose, etc.

CANADA NUT CO., LTD. - - Vancouver, B.C.
Squirrel Brand Peanut Butter and Salted
Peanuts

COLUMBIA MACARONI CO. - Lethbridge, Alta.
Macaroni, Vermicelli, Spaghetti, etc.

CREAMETTE CO. - - Minneapolis, Minn.
Creamettes, Macaroni, Vermicelli, Spaghetti,
etc.

CROWN BROOM WORKS, LTD., Vancouver, B.C.
Brooms, Woodenware.

DOMINION SUGAR CO., LTD. - Chatham, Ont.
Factories: Wallaceburg, Chatham and Kitch-
ener—Granulated, Lump, Icing and Pow-
dered Sugar.

FOSTER & HOLTERMANN, LTD., Brantford, Ont.
"Pride of Ontario" Honey.

GORMAN, ECKERT & CO., LTD. - London, Ont.
Olives, Spices, Extracts, etc.

HARPER PRESNAIL CO., LTD., Hamilton, Ont.
Pathfinder, Irene and Elk Cigars.

INGERSOLL PACKING CO., LTD., Ingersoll, Ont.
Royal Oxford Cheese, Ingersoll Cream Cheese.

KELLOGG TOASTED CORN FLAKE CO.
Toronto, Ont., and Battle Creek, Mich.
Waxtite Corn Flakes, Krumbles and Krumbled
Bran.

KING BEACH MFG. CO., LTD., Mission City, B.C.
Jams, Jellies and Marmalades.

W. S. LOGGIE CO., LTD. - - Chatham, N.B.
Blueberries, Codfish and Lobsters.

NATIONAL LICORICE CO. - Montreal, Que.
Licorice.

PROCTER & GAMBLE DIST. CO. OF CANADA,
LTD., - - - - - Hamilton, Ont.
Bulk Crisco and Soap Chips.

STANDARD EXPORT & IMPORT CO.
Stavanger, Norway
N.B. Brand Norwegian Sardines.

J. H. WETHEY, LTD. - - St. Catharines, Ont.
Jams and Marmalade, Bulk and Package
Mincedmeat.

Mason & Hickey

287 STANLEY STREET

WINNIPEG, CANADA



Cable Address: "Langleyew"

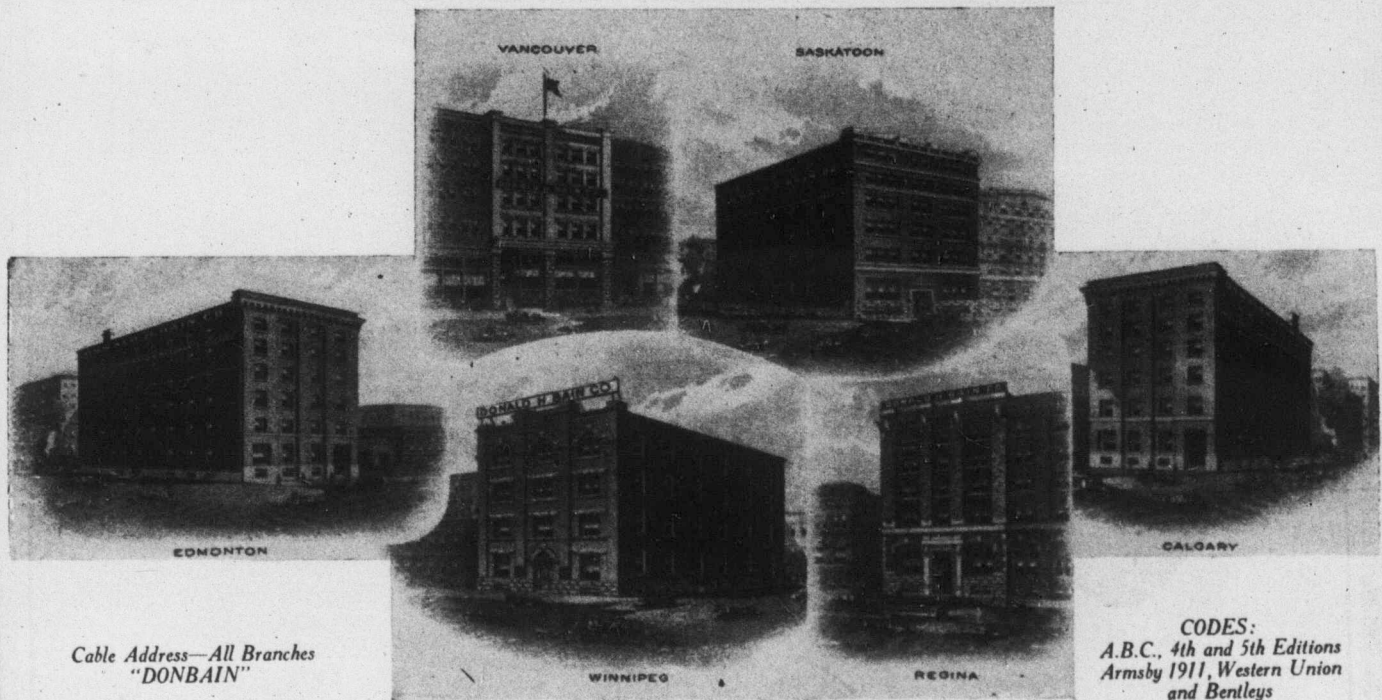
Maclure & Langley Limited

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Importers and Exporters**

**Grocers, Confectioners and
Drug Specialties**

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Montreal Winnipeg





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modation at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from a broker.

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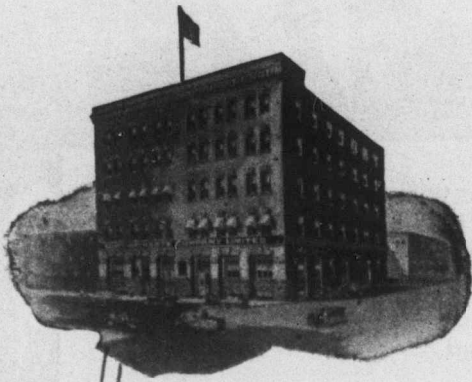
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We have placed many brands of products solidly on the market—among them are "Brunswick Brand Sea Foods" and George Payne & Co., Ltd., of London, Eng., Indian and Ceylon Teas.

This service is also at your disposal. Write for particulars.

C. Duncan & Son

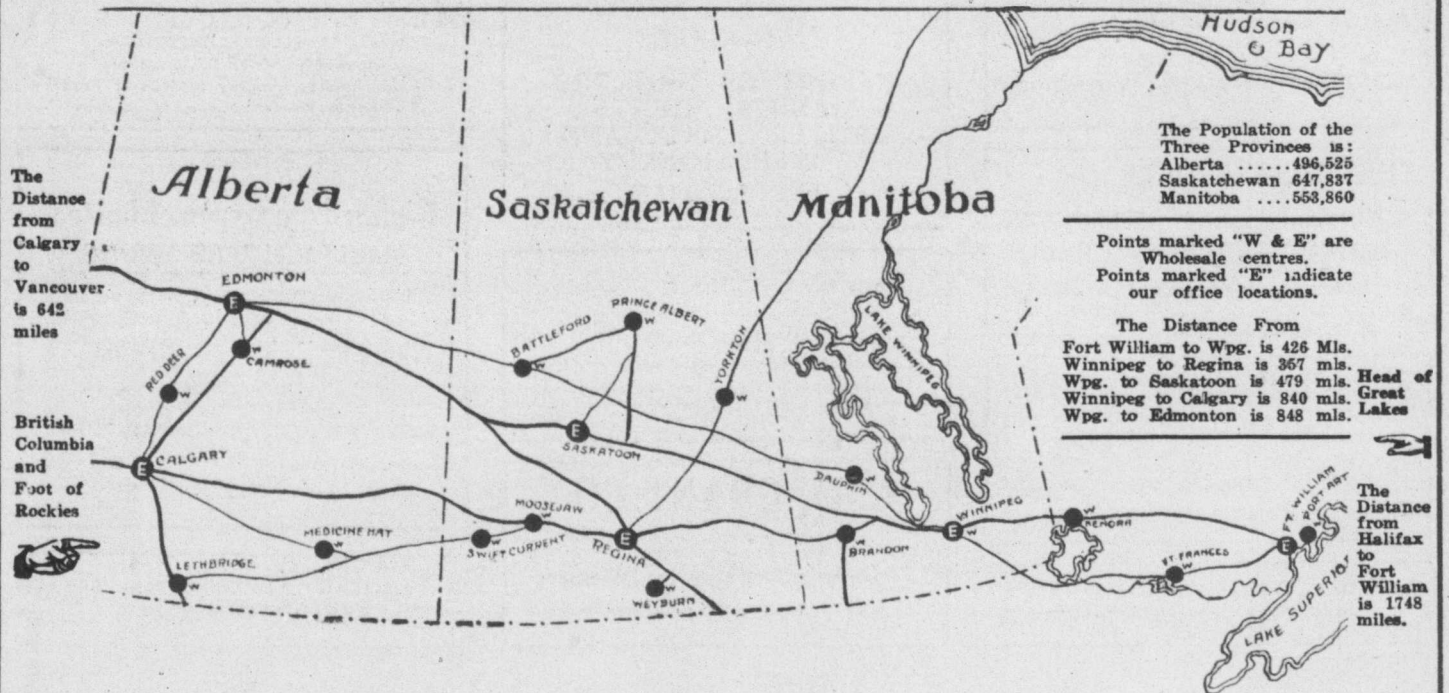
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We have these
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Where Mergers Mean Lower Prices

Breaking Up of Trusts Has Not Resulted in a Decline in Values, But Rather Results Have Been in the Other Direction—How It Works Out

THE idea that big industrial mergers when efficiently operated under a broad policy are in the public interest in reducing the cost of production and the price of commodities and goods to the consuming public is borne out in an article in Forbes' Magazine by Paul Clay, who points out that the consequences of "trust-busting" in the United States have invariably been to increase rather than reduce prices. He instances the tendency of the markets for coal and beef as the result of more recent dissolutions, and calls attention also to the consequences of the action of the Government in regard to the oil, tobacco and railroad trusts, as well as many minor combinations, over a period in which the Federal Trade Commission has been very active "in the public interest." The cost of living, and especially the price of articles taken out of the hands of the "trusts" have gone higher and higher; they were doing so even before the war rise began. Mr. Clay instances a few of the more important cases:

The Tobacco Trust

The tobacco "trust" was dissolved May 29, 1911. From that date to the middle of January, 1913, ten leading grades of tobacco as quoted by Dun's Review rose from 9.75 cents per pound to 10.95, gaining 12.3 per cent. in price in about a year and a half. The 1913 farm price, meaning the average figure received by the tobacco growers, was 12.8 cents, against 9.4 for 1911; and the 1913 average import price of tobacco leaf suitable for cigarette wrappers was \$1.288 per pound, against 97.63 cents for 1910. Yet such were the changes in the qualities and prices of finished tobacco products that the tobacco companies after paying these higher costs immensely added to their own profits. The public, of course, paid the bill.

The Meat Combine

Following the dissolution of the meat "trust" by Attorney-General Palmer in February of the present year, meat prices straightway began to rise. We have the Government's own record on the subject, prepared by the Bureau of Labor. These relate to retail prices, and the averages of March 15 are the latest thus far available. During the month ended on that date meat prices moved as follows at retail:

Sirloin steak.....up 0.4 per cent.
Round steak.....up 1.0 per cent.
Rib roast.....up 1.0 per cent.
Plate beef.....down 1.0 per cent.
Pork chops.....up 4.0 per cent.
Bacon.....down 0.2 per cent.

Ham.....up 1.0 per cent.
Lamb.....up 2.0 per cent.

Average.....up 1.02 per cent.

During the first month after the wrecking of the meat "trust" the average retail price of meat went up about 1 per cent. All wholesale beef is now about 25 per cent. higher than before the dissolution, and pork 6 per cent. higher.

The failure of the Sherman law, Mr. Clay argues, is that competition is not restored in the way the public believes it to operate. Competition means lower prices when supply exceeds demand, but it actually means higher prices when demand exceeds supply. As a matter of fact, he explains, the American trusts before the war were not price boosters but price regulators; they strove to prevent fluctuations. When prices dropped they reduced production to stiffen them, but when they tended in the other direction they increased output and drew on their stocks to prevent increases. This policy was due not to philanthropic regard to the public welfare, but to a good, sound self-interest, or what one might call a wise selfishness. The answer is that stability of prices increases profits. Illustrating

how trusts can reduce prices Mr. Clay adds:

In 1901, the year when the Steel Corporation was formed, the average market quotation of eight leading grades of steel was \$35 per ton. In the great boom of 1906-7 it got up to \$38.60, and then it gradually declined under the influence of quantity production to \$28.50, which was the average for the year 1914. Standard Oil was formed in 1870, in which year the average price of kerosene was about 47 cents. From that time the price rapidly fell to an average of about 14 cents in 1879, and was down to 7 1-4 when the "trust" was dissolved.

Criticism of administration of the Sherman law is offered in that mere bigness is aimed at. The good in the mergers, the benefits of organization in reduction of production, are lost by dissolution, and the evils remain and are exaggerated. The United States Steel Corporation has been keeping prices down since the close of the war because that concern is an efficient producer. Dissolution would have meant the discouragement of such a policy and a tendency to take all the tariff would bear with the smaller manufacturers only too glad to take the highest possible figure.

Selling Sugar Under the Market Price

Montreal Grocer Sold Sugar Last Week at 22 Cents per Pound—Proved a Profitable Drawing Card

A MONTREAL grocer was selling granulated sugar last week at 22 cents per pound. This, in view of the fact that sugar is costing twenty-four cents per hundred, is remarkable and it is not surprising that it drew much trade to the store during the week. Not only was it white sugar that he was selling, but it was package sugar.

When approached by Canadian Grocer regarding this sale, the merchant said: "There is hardly any profit in the sale of sugar at any time. We bought this sugar before the last advance and we are giving the public the full benefit, even without taking the small profit that the Board of Commerce says is permissible. We do not lose by selling it at a very small profit for very few of those who come to buy sugar go away without making other purchases. Besides this, it increases our sale of fruit. There are more ways than one of advertising and this is one way we adopt."

OLD COUNTRY GOODS AGAIN

Continued from page 33

tuted in nine units for the foreign line. There was no doubt as to the quality of the British products. The agent stated he would make the proposal to his principals in the United Kingdom. He wrote them in June and several times later, and up to November had not received a reply. The result is that (1) the local agent feels annoyed at the lack of any acknowledgement, (2) he does not care to approach the buyer with other goods he has to offer, (3) the foreign goods are still in use, and (4) there has been created an incorrect impression in the buyer's mind that the British line is not equal in quality to that of the competing firm.

The United Fruit Companies commenced operations last week on an extensive canning factory at Aylesford, N.S., which is being erected on a site purchased from A. R. Graves, west of the railway station. It is 165 feet long by 40 feet wide, and costing in the neighborhood of \$50,000. The plant will be equipped both for canning and for the manufacture of cider and vinegar from the inferior grades of apples purchased from the subsidiary companies of the United Fruit Companies.

NEWS FROM WESTERN CANADA

Western

W. Murray, of the W. G. Patrick Co., Ltd., Winnipeg, has returned from a well-earned holiday and is again to be found at his place of business.

Hugh Atkinson, Dauphin and Yorkton, representative of Mason and Hickey, of Winnipeg, is contemplating making a trip to France and will be away about five weeks.

J. S. McBean, representing the Dominion Tobacco Co., Montreal, was in Winnipeg this week on a business trip, calling on their Western representatives, Donald H. Bain Co.

Donald H. Bain Co., Winnipeg, Western representatives for J. H. Seniors & Co., London, Eng., are receiving good supplies of all kinds of fish and meat pastes.

William G. Werner, representing the Proctor and Gamble Distributing Co. of Cincinnati, O., paid a visit to their Winnipeg representatives, Mason and Hickey, recently.

F. K. Keogh, representing Hill Bros. Co., New York, is on a business trip to Winnipeg, calling upon their representatives, Donald H. Bain Co. Mr. Keogh renewed acquaintance with many of his old friends.

There has been a reorganization in the General Specialty Co., of Vancouver, manufacturers of "Kwik" hand cleaner and other domestic specialties. J. D. Gilchrist and J. A. Brownsword have purchased the interest of F. W. Hodgetts.

Hugh Welsh, former representative of Van Camp Co., has accepted a position with Mason and Hickey, of Winnipeg, as specialty salesman. Mr. Welsh will be calling on the trade from Winnipeg to Vancouver.

Occupying the building vacated by A. P. Slade & Co. at Cambie and Water Streets, Vancouver, B.C., is a new firm of wholesale fruit and produce dealers, Robt. Efford Co., Ltd. Robert Efford, with his brother, conducted a retail grocery business in Vancouver under the name of Efford Brothers for thirteen years. With Mr. Robt. Efford as secretary of the firm, is Roy Foster, who was for many years with the Slade house.

A. P. Slade & Co., Ltd., Vancouver, B.C., have moved into their new premises at 155 Water Street, which they recently purchased. The building has been remodelled to suit their requirements. In addition to the usual fruit lines the Slade house has decided to handle jams. They already have their own peanut butter plant, which, by the way, is being doubled at the present time. The top floor of the building is being used to carry a \$30,000 stock of confectionery as Slade & Co., Ltd., have obtained exclusive handling of the Dinele and Stewart Co.'s products in British Columbia.

Employees of Kirkham's Ltd., Enjoy Picnic

Victoria, B.C., Aug.—The annual picnic of the staff of H. O. Kirkham & Co., Ltd., was held recently at Prospect Lake. About 150 people left town in the firm's cars, tally-hos and about a dozen private cars, arriving at Prospect Lake at two o'clock.

The water proved the most attractive element and a number of swimming races were contested, the majority of those present taking part. Owing to the intense heat the track events were held over until the evening, when a very good programme was run off. About a dozen events took place, comprising 75 yards sprints for adults, 50 yards sprints for children, three-legged race, running backwards, hand and toe race, spoon and potato race, wheelbarrow race, broad jump and ending with a tug-of-war between the married and single men. The ladies, not to be left out of this part of the sports, arranged a tug-of-war on their own account, the single ladies proving the better pullers.

Supper, supplied by the firm, was served at 5.30, and everyone heartily enjoyed themselves. The committee in charge wish to thank the various wholesale firms and the individual donors who generously contributed prizes to the many events.

The committees in charge were: Transportation, W. H. Lester and Miss E. Black; Refreshments, the Misses Dodge, Crawford, McPhee, Jones, Hayward, Caldwell, Bruce, Morry and Messrs. J. Warr and F. Anderson; Sports, Gus Meehan, N. Mudie and T. Milburn. Sam Kirkham as M.C. worked very hard, and, together with the various committees, succeeded in making the picnic one of the best the firm has ever had.

"People's Providers" Are Now Situated in New Premises

New Westminster, B.C.—The Peoples' Providers "Kash and Karry" have moved recently from 656 Columbia Ave., New Westminster, B.C., to 646 Columbia Ave., just a few doors from their old stand. The new store has two entrances to the main street, a full basement, with another frontage on the back street. One side of the store will be given over to fresh meats, with groceries opposite. The offices are on a balcony in the rear, and N. S. Rattray, the manager, is fixing up an icecream parlor and tea room on the balcony. An added attraction that

will be greatly appreciated by the ladies from the country is fully equipped rest-room that Mr. Rattray is putting in. The basement will be used for feed and grain.

Must Not Sell After Six O'clock

Winnipeg Merchants Are Not Permitted to Sell Groceries After Six O'Clock—Must Abide by Regulation

Merchants in Winnipeg will have to close their stores at six o'clock in the evening, and any effort to sell groceries after that hour will be contrary to the by-law.

Action by the city, is authorized by the Shops Regulation Act, passed by the Legislature in 1918. It prevents the sale of groceries after regular closing hours. The city delayed enforcement of the by-law to ascertain if some modification could be made whereby small stores would not be tied up completely.

J. H. Curle, secretary of the Retail Merchants' Association, headed a deputation that urged that protection be given the retail trades and that the city decline to permit stores to exploit the grocery business.

According to the decision of the committee, stores must discontinue selling groceries if they wish to do business after six o'clock in the evening.

Getting Them on the Wing in Business

The joy of shooting wild birds is to get them on the wing, and the harder and more difficult the shot the better it makes one feel when the bird drops.

And picking up the birds after they have scattered is a still greater joy.

In your store you have a gun, double barreled, capable of bringing you the same joy you experience in the field. You can pick your game in bunches or singles as they pass by.

I speak of your store windows. Your windows are the business guns that turn the passing stranger into your store. If you load the windows with the right kind of merchandise, properly displayed, you will get results that oftentimes will surprise you. If you let your windows lie idle, or fill them with goods in a haphazard way, your results will be the same as if you went after partridge with your shells loaded with peas.

Load these business guns two or three times a week. Put in one special display and surround it with merchandise that can be sold in combination. Arrange your lighting as they do on the stage—have it directed on your principal character. Good results will follow.—Red Ball.

Examine the Root Causes of High Cost of Living

What the Increase in Freight Rates Will Mean in Enhancing the Cost of Living—Merchants Urged to Check All Freight and Cartage Bills

G. G. YORKE, Toronto, Ont., writing to Canadian Grocer on the matter of increased freight rates, says:

"Advocates of drastic measures by Government departments, having for their object fixing of the prices of staple lines handled by grocers, should pause awhile to examine the root causes of high prices; for instance, the cost of raw material, of manufacturing, of packing, of containers. Then follow up the loss through damage and theft in transit. Did they but get the true facts their zeal for further enquiry would vanish. However, for the present let us review freight and cartage charges.

Raw material, 40 per cent. advance in freight to factory, with additional charge for cartage. Then from the factory to the jobbing centre another 40 per cent. advance in freight plus loss by damage and charge for cartage. Then from the jobbing centre to the country retailer, another 40 per cent. increase in freight, plus loss on account of theft, damage and again cartage.

All On the Retailer

"We obtain a concrete idea from this illustration how the increases in freight rates are all finally piled upon Mr. Retail Grocer, and they are going to be so really heavy that he cannot sustain the burden, so he will, in self-defence, be compelled to put the added weight of it all on to the retail price. How much should he add to cover freight, cartage, petty theft, and recurring small damage?

"We are told the new rates are to meet the high cost of railway servants, to cover cost of wrecking freight trains and other minor spills, and the interest charges upon (at least) one useless trans-continental from ocean to ocean, and that there can be no relief till Canada's population is doubled.

"Once you have him face to face with hard facts every traffic manager will admit pilfering is rampant; more, he will reluctantly admit and pay for occasional damage to goods in transit, and in order to cover cost of both a well-defined system of overcharging of a few cents on each package carried from the jobbing centre to the country retailer is in vogue; check up your freight and cartage bills, if you doubt this statement. Weigh the goods.

Overcharges are \$15.75

"A merchant to whom I sold groceries for years is checking all freight and cartage bills for current year. From January to end of June the overcharges amounted to \$15.75. The figures do not

include items for damage or theft but are pure additions to weight of packages carried at current rates. Are there less than 20,000 country merchants in the Dominion? Taken at that figure the railroads are reaping an unauthorized revenue of \$630,000.00 out of the merchants of Canada for something called freight, which was never shipped, carried or received.

"Should a case of corn syrup or a bag of granulated sugar be lost in transit, the merchant is charged for it on his freight bill the same as if he had received the item. Has he the audacity to ask a refund of the charge along with his claim for loss? Does he receive his own back? No! Be as courteous as you will, or imperative as a one-time Minister of Militia, it makes no difference.

Unity of Action Necessary

"There must be a splendid bump of philosophy located on the head of every grocer or else he would not be able to watch with serene composure the continuous irritating press comments and stabs at himself and his calling. Often he is pictured, vulture-like, tearing the "poor worker's" hard earned wages from him along with every conceivable trick in weight and measure, yet a grocer can never hope to be really wealthy, so we must conclude that he is a philosopher.

ATTRACTIVE WINDOWS OF FIRST IMPORTANCE

"Any success I have had in business I attribute to two things," remarked J. D. Moore, of J. D. Moore and Sons, Fort William, Ont., to Canadian Grocer recently. "One is attractive window trims, and the other is the neat appearance of this store. Particular people are particular what they eat, and we find it pays to cater to them.

"Of course, service is of prime importance too, and we believe in keeping it up to the minute. Nothing is neglected. Quick service in the store as well as in delivery constitute important features in our store. We follow up our window displays with a certain amount of advertising, and also have our showcases in keeping with our windows."

Mr. Moore employs a staff of six, and he believes in keeping his clerks well trained in the way of making sales. But he cannot estimate the value of attractive windows, and lays great stress on the importance of the same.

"The Retail Merchants' Association has done much in the city to improve general conditions. The country is not yet organized. I earnestly hope it may come to fruition for it is the real solution. Unity of action by our village merchants will place the burden of proof upon the press, upon the railroads and pirate co-operative trading concerns. Then the grocer will be recognized for what he really is: A good citizen, worthy of the best honor his country can give."

Prices in Slang

On Fourth Street, Portland, Oregon, is a store that has gotten out of the rut in pricing up goods even in even dollars. One of their displays was devoted to a five-dollar special. The price term employed was "Five Bones"; and the idea was illustrated by five beef bones placed in the middle of the trim.

The capacity of a man is the amount of responsibility he can carry without worry.

Effect of Drink at Meals

Drs. R. J. Millers, O. Bergeim, M. E. Rehfuss and P. B. Hawk, of Philadelphia, have been testing the effect of water, tea, coffee and cocoa on the digestion of meals of mixed foods. They report to the "American Journal of Physiology (Baltimore), that one litre of cold water, tea either hot or cold, or hot coffee drunk with a meal does not delay the passage of the food from the stomach, but the addition of sugar to the coffee does slightly delay the process. Cocoa markedly delays it. Coffee, tea, and water seem also to stimulate gastric secretion, but cocoa delays it, and coffee with sugar and cream has less effect.

Advertising By Envelope Inserts

Just as the manufacturers and wholesalers find it excellent advertising to enclose small circulars in their letters, a grocer in Ontario has found it good advertising to enclose a descriptive circular in each package and letter which is sent out of his store.

This merchant has 3½ x 6¼ circulars printed at a reasonable cost by having several of them printed at one time. The printer can then print from four to ten of these circulars with the same number of press impressions as he can print one of them.

These circulars are printed on yellow paper to contrast with the white wrapping paper. Extra results are obtained from these circulars, when used a couple of weeks previous to the special seasons, as picnics, pickling goods, Thanksgiving, Hallowe'en, Christmas, etc.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

MARKETS this week show few changes. Some lines show reductions and others are higher. The flour and cereal markets are inclined to be easy and lower prices are expected within a few weeks. Business generally is good for this season and collections are reported healthy.

MONTREAL—Big bids are being put out to stimulate business at this rather quiet season. Hence there are some artificially lower prices recorded. Fresh meats have expanded in price range. Bacon and hams are cheaper. Eggs are slightly dearer. Butter remains firm and cheese is very weak in price. Fish is short in many lines. The vegetable market is on the whole much cheaper. Fruits are cheaper in many lines, especially apples. Flour prices may be lower but next week's Canadian Grocer will be able to give more definite information on this subject. The new pack of canned peas is slightly cheaper. Corn flake prices are withdrawn. Brooms are reduced in price.

TORONTO—The markets generally are steady, although some have developed an easier undertone and lower prices are expected on cereals, starches and corn syrups in view of the steadily decreasing grain market. Raw sugar continues in a declining market but the refined product is unchanged. New pack red pitted cherries are offered at prices that compare favorably with last year's. New pack spinach is also offered and shows a

decline from last year. Sockeye salmon is considerably higher than a year ago but pinks and chums are lower. No prices have yet been named on Spanish Valencia raisins but the market is expected to open the last of August; the crop outlook is good and more promising than last year. Peppers in primary markets have declined three to four cents per pound. Other spices are ruling easy in a weak market. Coffee futures are lower. Teas continue to rule firm, with higher quotations in primary markets for Indians and Ceylons. Peanuts are easier and quotations lower. Vegetables and fruits are in abundance and prices are lower.

WINNIPEG—The feature of the market this week is the decline in sugar. Sugar declined \$1.25 per hundred pounds. This only affects the Province of Manitoba and is due more to competitive conditions than from any actual weakness shown in the sugar market. California Prune and Apricot Growers' Association have named their opening prices on prunes and raisins. There is very little change in the opening prices on prunes as compared with last year. The raisin situation has shown an increase of from six to ten cents per pound higher than last year's opening prices. The Eastern pack of red pitted cherries has advanced in price since the opening prices were announced. The tea market is unchanged. Black peppers are slightly firmer. Jamaica ginger is practically unprocurable. The nut market is showing indications for higher prices. Fresh fruits and vegetables are plentiful.

QUEBEC MARKETS

MONTREAL, Aug. 20.—The sugar market is unchanged. Rolled oats and oatmeal are holding firm but some wholesalers are offering at a reduction of 50 cents per bag. Lower prices are quoted on vegetables and fruits. The big wheat crop in the west looks promising for flour. Nuts are being sacrificed. Higher prices are almost sure for dried fruits. Brooms are cheaper and there are some changes on miscellaneous lines.

Big Sugar Reserve

Montreal.
SUGAR.—The price of sugar is unchanged this week and the market appears to be very firm. Reports say that there is a vast amount of granulated sugar in warehouses stored against further shortage later on in the year. Despite these stocks on hand the sugar market has every appearance of remaining at least very firm for some time to come.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	24 00
Acadia Sugar Refinery, extra granulated.	24 00
Canada Sugar Refinery	24 00
Dominion Sugar Co., Ltd., crystal granu.	24 00
St. Lawrence Sugar Refineries	24 00
Icing, barrels	24 40
Do., 25-lb. boxes	24 60
Do., 50-lb. boxes	24 40
Do., 50 1-lb. boxes	25 70
Yellow, No. 1	23 60

Molasses Prices Low

Montreal.
MOLASSES.—There is no change this week either on corn syrups or molasses. The low price on molasses has to some extent stimulated sales. Corn syrups are also selling at lower prices and may mean more business. The price of molasses seems to be unwarrantably low and a change would not be surprising.

Corn Syrup—

Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10 1/2
Quarter barrels, about 175 lbs.	0 10 3/4
2 gal., 25-lb. pails, each	3 10
3 gal. 38 1/2-lb. pails, each	4 65
5 gal. 65-lb. pails, each	4 45

White Corn Syrup—

2-lb. tins, 2 doz. in case, case	7 05
5-lb. tins, 1 doz. in case, case	8 05
10-lb. tins, 1/2 doz. in case, case	7 75

Cane Sprup (Crystal) Diamond—

case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50

Prices for

Barbadoes Molasses—	
Punchoons	1 60
Barrels	1 63
Half barrels	1 65
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

Reduction on Rolled Oats

Montreal.
CEREALS.—The market for rolled oats and oatmeal seems to be holding very firm lately. Some of the prominent millers state that there is very little likelihood for lower prices just yet. Despite this some wholesalers are offering a reduction of 50 cents per bag on both rolled oats and oatmeal. This, no doubt, is simply a stimulant to business at this rather quiet season. Corn meal is very weak at this time, due to the primary corn market.

Tea Market Unchanged

Montreal.
TEAS.—No change is reported in the tea market. The better grades of tea

hold firm to the high prices, and there appears to be a very poor market for the cheaper lines, of which there appears to be a very good supply. No change is evident in future markets as far as can be seen at the present.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson's thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Dried Fruit Market Strong

Montreal.
DRIED FRUITS.—There is no change in the prices on spot stocks of dried fruits. The primary market shows no relief, in fact the market is gaining strength daily, and should the full demands made at the freight rate investigation be allowed, still higher prices will be demanded for dried fruits in the fall.

Apricots, fancy	0 38	
Do., choice	0 34	
Do., slabs	0 30	
Apples (evaporated)	0 19	
Peaches (fancy)	0 28	0 30
Do., choice, lb.	0 28	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	0 26	
Ex. fancy	0 30	
Lemon	0 45	
Orange	0 46	
Citron	0 68	
Choice, bulk, 25-lb. boxes, lb.	0 22	
Peels (cut mixed), doz.	3 25	
Raisins (seeded)—		
Muscadels, 2 Crown	0 23	
Do., 1 Crown	0 25	
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19 1/2	0 20
Turkish Sultana, 5 crown	0 27	
Fancy seeded (bulk)	0 25	
Do., 16 oz.	0 24	0 24
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currents, loose	0 20	
Do., Greek (16 oz.)	0 24	
Dates, Excelsior (36-10s), pkg.	0 15 1/2	
Fard, 12-lb. boxes	3 25	
Packages only	0 19	0 20
Dromedary (36-10 oz.)	0 19	
Packages only, Excelsior	0 20	
Loose	0 17	
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	
Do., 2 1/2s, lb.	0 45	
Do., 2 1/2s, lb.	0 48	
Do., 2 1/2s, lb.	0 50	
Figs, white (70 4-oz. boxes)	5 40	
Do., Spanish (cooking), 22-lb. boxes, each	0 12	
Do., Turkish, 3 crown, lb.	0 44	
Do., 5 Crown, lb.	0 46	
Do., 10-lb. box	2 75	
Do., mats	3 00	

Do., 22-lb. box	1 90	
Do., (12 10-oz. boxes)	2 20	
Prunes (25-lb. boxes)—		
20-30s	0 33	
30-40s	0 30	
40-50s	0 27	
50-60s	0 23	
60-70s	0 22	
70-80s	0 20	
80-90s	0 19	
90-100s	0 17 1/2	
100-120s	0 16	0 17

Prices of Corn Flakes Withdrawn

Montreal.
PACKAGE GOODS.—There is no change in the price of corn flakes this week but two of the packing firms have withdrawn prices and only quote price at date of shipment. This is entirely due to shortage of cartons and their high price. The sale of package oats and other cereals is rather slow at this summer season and the price of cornmeal in packages is very weak, due to the break in the corn market.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocconut, 2 oz. pkgs., doz.	0 78 1/2
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case	3 50 3 65 3 50 4 25
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42 1/2
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1 1/2s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.) doz.	8 30
Do. (6-lb. pack.), doz.	6 40
Corn Starch (prepared)	0 14
Potato flour	0 15 1/2
Starch (laundry)	0 12 1/2
Flour, Tapioca	0 15 0 16
Shredded Kumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25
Malt Breakfast Fodo (36 pkgs.)	12 50

New Canned Peas Lower

Montreal.
CANNED GOODS.—The new price for some of the canned goods of the new season is quoted on the market this week. Although the price of peas is slightly lower from that of last year it must not be supposed that such will be the case in other lines. The high price of tins, the higher cost of shipping, and the increased cost of materials used in packing, will, no doubt, be a big factor in determining the new prices on canned goods. The new prices are given below for contract orders. Five cents extra is added for immediate delivery.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2 1/2s)	5 50	5 55
Beans, golden wax	2 00	
Beans, Refugee	2 00	
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2 1/2-lb., doz.	1 50	
Succotash, 2 lb., doz.	1 80	
Do., Can. (2s)	1 80	
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2 1/2-lb. tins	1 00	

Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	4 00	
Peas, standards	1 95	2 05
Do., Early June	1 92½	2 05
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		2 00
Do., fancy, 20 oz.	1 57½	
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.	1 82½	
Choice, 2-lb.	1 87½	
Early June, choice	2 05	
Do., standard	2 00	
Fine French, 2-lb.	2 80	
Asparagus Tips	4 10	
CANNED FRUITS		
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.		2 20
Do., 3s, doz.	1 80	1 95
Do., new pack		6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2		20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.		9 50
Do., gal., table		10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)		1 90
Do., 2½s		5 25
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
New Pack Cherries, choice		4 00
Rhubarb, preserved		2 80

Coffee Expected Lower

Montreal.
COFFEE AND COCOA.—The price of coffee is unchanged for spot stock but there are indications that lower prices will be enforced in two or three months' time. Cocoa is unchanged in price and the demand is very good for the summer season.

Nuts Being Sacrificed

Montreal.
NUTS.—Nuts are being sold, both shelled and unshelled, in Montreal at sacrifice prices to clean up the stocks. However, the price of nuts in the fall will be much higher and the primary market for nuts is very strong at the present time.

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

Do., Bordeau 0 63 |

Do., Chilean, bags, per lb. 0 83 |

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

Spice Market Quiet

Montreal.
SPICES.—There is no change in the spice market this week. Sales are very slow during the summer season, and the market is very quiet. Next month will show a decided change in market prices and conditions will be affected by the demand and by supplies at hand at that time.

Allspice	0 22
Cassia (pure)	0 33
Cocoanut, palls, 20 lbs., unsweetened, lb.	0 46
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 30
Cinnamon—	
Rolls	0 35
Pure, ground	0 35
Cloves	0 85
Cream of tartar (French, pure)	0 75
Do., American high test	0 80
Ginger (Jamaica)	0 40
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins	0 95
Mixed spice	0 30
Do., 2½ shaker tins, doz.	1 15
Nutmegs, whole—	
Do., 64, lb.	0 45
Do., 80, lb.	0 43
Do., 100, lb.	0 40
Do., ground, 1-lb. tins	0 65
Pepper, black	0 39
Do., white	0 50
Pepper (Cayenne)	0 35
Pickling spice	0 25
Do., package, 2 oz., doz.	0 40
Do., package, 4 oz., doz.	0 75
Paprika	0 70
Tumeric	0 28
Tartaric acid, per lb. (crystals or powdered)	0 95
Cardamon seed, per lb., bulk, nominal	2 00
Carraway (nominal)	0 25
Mustard seed, bulk.	0 35
Celery seed, bulk (nominal)	0 75
Pimento, whole	0 15

Rice Market Quiet

Montreal.
RICE.—No change is evident this week in the price of rice. The market is quiet and sales are slow during the summer months.

RICE—

Carolina, ex. fancy	19 00	21 00
Do. (fancy)		18 00
Rangoon "B"		14 00
Rangoon "CC"		13 75
Broken rice, fine		10 00
Bell Rice, fine		16 00
Bell broken rice		10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy		0 20
Siam		0 14½

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

Good Prospects for Flour

Montreal.
FLOUR.—There is no change in the price of flour, sales being made at \$14.85 basis, but the grain exchange opened this week, and next week Canadian Grocer hopes to be in a position to make some definite statement as to the future market in flour. A miller states that the crop of wheat in the West is better than it has been for years, and buying conditions are once again normal. Prices should be very fair this season. Although there is nothing definite, there are indications that flour will be lower later on this season.

Lower Prices on Vegetables

Montreal.
VEGETABLES.—Lower prices are in evidence almost throughout the vegetable

market. Cabbages are lower, quoted at 75 cents per dozen. Montreal tomatoes are quoted at \$1.50 per box. Spanish onions, Montreal cucumbers, corn, cauliflower, beets and carrots are plentiful and much lower in price. New potatoes are cheaper, being sold at \$3 per barrel for No. 2.

Beets, per doz.	0 40
Beans, wax (20-lb. bags)	1 00
Do., new string (imp.) hamper	0 25
Cucumbers, Montreal, doz.	0 75
Cabbage, Montreal, doz.	0 75
Chicory, doz.	0 50
Carrots, doz.	0 40
Corn, cob, per doz.	0 30
Garlic, lb.	0 50
Horseradish, lb.	0 60
Lettuce (Montreal), head, per doz.	0 75
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Parsley (Canadian)	0 20
Peppers, green, doz.	0 60
Potatoes, Montreal (90-lb. bag)	2 25
Do., sweet, hamper	3 50
Canadian Radishes, doz.	0 40
Spinach, box	0 75
Turnips, per doz.	0 40
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	1 00
Montreal Tomatoes, per box	1 50
Cauliflower, per doz.	2 00
Spanish Onions, per case	5 75

Apples Are Much Cheaper

Montreal.
FRUIT.—The striking feature of the fruit market this week is the lower prices on apples. Duchess apples are being sold at \$2.50 per hamper. No. 1 are sold at \$7.50 per barrel, Montreal melons are being sold at from \$1 to \$2 according to size. There is a large market for the California early fruit. Lemons are cheaper this week, being sold at \$4.25 per case of three hundred.

Apples, early, basket	2 50
Do., per barrel	7 00
Bananas (as to grade), bunch.	6 00
Cherries, basket	1 25
Grapefruit, Jamaican, 64, 80, 96	5 00
Do., Florida, 54, 64, 80, 96	6 00
Lemons, Messina	4 25
Oranges, Cal., Valencias	9 50
Do., 100s and 150s	8 50
Do., 176s and 200s	9 50
Cal. Navels—	
80s, 100s	7 50
126s	7 00
150s	7 50
176s, 250s	8 50
Florida, case	6 00
Pineapples, crate	1 50
Watermelons, each	8 00
Peaches, box	3 00
Plums, crate	4 50
Cantaloupes, crate (45)	9 00
Blueberries, box (Lake St. John)	4 50

A Reduction on Brooms

Montreal.
BROOMS.—On account of the big break in the corn market there are lower prices quoted on brooms. The Montreal prices show a decline of from \$1 to \$1.50 per dozen according to the quality.

Higher Prices on Cleanser

Montreal.
MISCELLANEOUS.—There is a reduction of 50 cents per gallon this week on salad oils, except the olive oil which remains high. Camphor is greatly reduced in price, the quotations being now \$3.75 per pound. Old Dutch cleanser will cost more now as the list price is changed to \$5 per case. The new pack of Cross and Blackwell's marmalade is being sold at \$5 per dozen for 1-pound jars.

ONTARIO MARKETS

TORONTO, August 20—The sugar situation is unchanged since last week. Corn syrups are steady with a tendency downward. Cereals are weak and indications are that lower prices will prevail when new grains are on the market. Dried fruits are steady. Peppers and other spices are easy. Pure mustard is down ten cents per pound. Teas and coffees are unchanged. Peanuts are ruling easier and quotations down three cents per pound. Vegetables and fruits are in abundance and lower prices prevail.

Sugar is Unchanged

Toronto.

SUGAR.—There are no new developments reported in the sugar situation during the week. There is considerable sugar amongst jobbers and some sales have been reported at prices below present quotations. Sugar for domestic purposes is not moving as freely as other years at this season of the year. The raw sugar market continues weak and declining.

St. Lawrence, extra granulated, cwt.... 24 21
 Atlantic, extra granulated 24 21
 Acadia Sugar Refinery, extra granulated 24 21
 Dom. Sugar Refinery, extra granulated.. 24 21
 Canada Sugar Refinery, granulated..... 24 21

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

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

Corn Syrups Weak

Toronto.

SYRUPS.—Corn syrups are ruling fairly steady with a tendency downward in view of the steadily decreasing corn market. Rogers cane syrup is again on this market and quoted to the trade at \$9.60 per case of two dozen. Molasses is quiet and unchanged.

Corn Syrups—

Barrels about 700 lbs., yellow 0 10
 Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.
 Cases, 2-lb. tins, white, 2 doz. in case 7 05
 Cases, 5-lb. tins, white, 1 doz. in case 8 05
 Cases, 10-lb. tins, white, 1/2 doz. in case 7 75
 Cases, 2-lb. tins, yellow, 2 doz. in case 6 45
 Cases, 5-lb. tins, yellow, 1 doz. in case 7 45
 Cases, 10-lb. tins, yellow, 1/2 doz. in case 7 15

Cane Syrups—

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

Molasses—

Fancy, Barbadoes, barrels, gal. 1 55
 Choice Barbadoes, barrels
 New Orleans, bbls., gal. 0 55
 Tins, 2-lb., table grade, case 2 doz., Barbadoes 7 75
 Tins, 3-lb. table grade, case 2 doz., Barbadoes 10 75
 Tins, 5-lb., 1 doz. to case, Barbadoes 8 05
 Tins, 10-lb., 1/2 doz. to case, Barbadoes 8 60
 Tins, No. 2, baking grade, case 2 doz. 4 20
 Tins, No. 3, baking grade, case of 2 doz. 5 50
 Tins, No. 5, baking grade, case of 1 doz. 4 60
 Tins, No. 10, baking grade, case of 1 1/2 doz. 4 25
 West Indies, 1 1/2s, 48s 4 60

Package Oats to be Lower

Toronto.

PACKAGE GOODS.—With the exception of corn flakes, package cereals are decidedly weak and lower prices are expected to prevail in the near future. Starches are also easier in tone. Quotations on corn flakes which were withdrawn last week are still off, and manufacturers are only accepting orders on condition that shipments are invoiced at prices prevailing on day of shipment. There is every indication that the \$4.80 price on corn flakes will hold.

PACKAGE GOODS

Rolled Oats, 20s, round, case.... 6 50
 Do., 20s, square, case 6 50
 Do., 36s, case 4 85
 Do., 18s, case 2 42 1/2
 Corn Flakes, 36s, case 4 00
 Porridge Wheat, 36s, regular, case 6 00
 Do., 20s, family, case 6 80
 Cooker Package Peas, 36s, case.. 4 35
 Cornstarch, No. 1, lb. cartons... 0 13 1/2
 Do., No. 2, lb. cartons 0 12
 Laundry Starch 0 11 3/4
 Do., in 1-lb. cartons 0 12 1/4
 Do., in 6-lb. tin canisters..... 0 16
 Do., in 6-lb. wood boxes 0 15 1/4
 Celluloid Starch, case 5 30
 Potato Flour, in 1-lb. pkgs. 0 16
 Fine oatmeal, 20s 6 75
 Cornmeal, 24s 4 25
 Farina, 24s 3 50
 Barley, 24s 3 50
 Wheat flakes, 24s 6 50
 Wheat kernels, 24s 5 40
 Self-rising pancake flour, 24s... 4 10
 Buckwheat flour, 24s 4 10
 Two-minute Oat Food, 24s..... 3 75
 Puffed Wheat, case 4 60
 Puffed Rice, case 5 70
 Health Bran, case 2 60
 F.S. Hominy, gran., case..... 4 25
 Do., pearl, case 4 25
 Scotch Pearl Barley, case..... 3 50
 Self-rising Pancake Flour, 30 to case 3 60
 Do., Buckwheat Flour, 30 to case 3 60
 Self-rising Pancake Flour, 36 to case 7 15
 Do., Buckwheat Flour, 18 to case 4 10

Cereals Will Decline

Toronto.

CEREALS.—When the new crops of oats and wheat are placed on the market it is the general opinion that cereals will be lower. A few small lots of new wheat have been marketed at prices considerably less than what millers were compelled to pay for last year's crop when controlled by the Wheat Board. In the meantime there is quite a range of quotations on cereals depending on stocks held by dealers who are apparently anxious to clean up.

Single Bag Lots

F.o.b. Toronto

Barley, pearl, 98s 9 00
 Barley, pot, 98s 7 50
 Barley Flour, 98s 6 25
 Buckwheat Flour, 98s 6 25
 Cornmeal, Golden, 98s 6 00
 Do., fancy yellow, 98s 6 75
 Oatmeal, 98s 7 25
 Oat Flour
 Corn Flour, 98s 6 75
 Rye Flour, 98s 6 25

Rolled Oats, 90s 6 00
 Rolled Wheat, 100-lb. bbl. 8 80
 Cracked wheat, bag 6 75
 Breakfast food, No. 1 9 00
 Do., No. 2 9 00
 Rice flour, 100 lbs. 10 00
 Linseed meal, 98s 6 75
 Peas, split, 98s 0 08 1/2
 Blue peas, lb. 0 10
 Marrowfat green peas 0 11 1/2
 Graham Flour, 98s 7 65
 Farina, 98s 6 20

Sockeye Salmon Very High

Toronto.

CANNED GOODS.—New pack red pitted cherries are quoted at \$4.25 per dozen. This is a trifle lower than present quotations on last year's pack but higher than last year's opening price. New pack spinach No. 2, tins, is quoted at \$1.95 per dozen. The approximate opening price on Sockeye salmon, talls, is \$5.75 per dozen, and halves, \$3.00 per doz.; Cohoe, talls, \$3.75 per dozen, and halves, \$2.10 per dozen. Pinks, tall, \$2.10 per dozen, and halves, \$1.20 per dozen. These prices show Sockeye \$4.00 higher than last year, but pinks and chums are considerably lower.

Salmon—

Sockeye, 1s, doz. 4 95
 Sockeye, 1/2s, doz. 2 95
 Alaska reds, 1s, doz. 4 25
 Do., 1/2s 2 50
 Lobsters, 1/2-lb., doz. 6 50
 Do., 1/4-lb. tins 3 90
 Whale Steak, 1s, flat, doz. 1 75
 Pheasants, 1-lb. talls, doz. 1 75

Canned Vegetables—

Tomatoes, 2 1/2s, doz. 1 95
 Peas, Standard, doz. 1 90
 Do., Early June, doz.
 Do., Sweet Wrinkle, doz.
 Beets, 2s, doz. 1 45
 Do., extra sifted, doz. 2 77 1/2
 Beans, golden wax, doz. 2 00
 Asparagus tips, doz. 4 25
 Asparagus butts, 2 1/2s, doz. 2 50
 Canadian corn 1 75
 Pumpkins, 2 1/2s, doz. 1 85
 Spinach, 2s, doz. 1 95
 Pineapples, sliced, 2s, doz. 4 90
 Do., shredded, 2s, doz. 4 75
 Rhubarb, preserved, 2s, doz. 2 07 1/2
 Do., preserved, 2 1/2s, doz. 2 65
 Do., standard, 10s, doz. 5 00
 Apples, gal., doz. 6 25
 Peaches, 2s, doz. 4 15
 Pears, 2s, doz. 3 00
 Plums, Lombard, 2s, doz. 3 10
 Do., Green Gage 3 25
 Cherries, pitted, H.S. 4 25
 Blueberries, 2s 2 25
 Strawberries, 2s, H. S. 5 20
 Blueberries, 2s 2 35

Jams—

Apricots, 4s, each 1 45
 Black Currants, 16 oz., doz. 5 65
 Do., 4s, each 1 50
 Gooseberry, 4s, each 1 45
 Do., 16 oz., doz. 5 35
 Peach, 4s, each 1 25
 Do., 16 oz., doz. 4 80
 Red Currants, 16 oz., doz. 5 50
 Raspberries, 16 oz., doz. 5 65
 Do., 4s, each 1 50
 Strawberries, 16 oz., doz. 5 65
 Do., 4s, each 1 50

Dried Fruits Unchanged

Toronto.

DRIED FRUITS.—That the high prices quoted on new crop California raisins are not expected to hold is the opinion in some quarters which are closely in touch with the situation. No prices have yet been named on Spanish Valencia raisins but the market is expected to open the last of August. The crop outlook is good and the crop is considerably larger than last year.

Evaporated apples 0 21
 Apricots, cartons, 11 oz., 48s.... 4 55
 Candied Peels, American—
 Lemon 0 48
 Orange 0 60
 Citron 0 80
 Currants—
 Greek Filiatras, cases 0 16 1/2

Do., Amalias	0 18 1/2	0 19
Do., Patras		0 22
Do., Vostizza		0 23 1/2
Australians, 3 Crown, lb.		0 18
Dates—		
Excelsior, pkgs., 3 doz. in case		5 70
Dromedary, 9 doz. in case		7 25
Fard, per box, 12 to 13 lbs.		3 50
Hallowee dates, per lb.	0 18	0 23
Figs—		
Taps-Comarde, lb.		0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s		0 31
40-50s, 25s	0 25	0 28
50-60s, 25s		0 23 1/2
60-70s, 25s		0 21 1/2
70-80s, 25s		0 18 1/2
80-90s, 25s		0 16 1/2
90-100s, 25s		0 15 1/2
Sunset prunes in 5-lb. cartons, each		1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	0 27 1/2	0 30
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	0 29	0 30
Crown Muscatels, No. 1, 25s.	0 26	0 26
Turkish Sultanas	0 26	0 26
Thompsons, Seedless	0 27 1/2	0 27 1/2
Valencias	0 24 1/2	0 24 1/2

Peppers to be Lower

Toronto. SPICES.—The spice market is ruling with an easier undertone. Peppers in primary markets are three to four cents per pound lower. Spot quotations on pure mustard are 10 cents per pound lower, bringing the price down to 55 cents per pound. Other quotations are unchanged.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 65
Cloves		0 80
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 50
Mustard, pure		0 55
Herbs— sage, thyme, parsley, mint, savory, Marjoram		
	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace	0 80	0 90
Peppers, black		0 35
Do., white		0 45
Paprika, lb.	0 20	0 35
Chillies, lb.		0 60
Nutmegs, selecta, whole 100s.		0 55
Do., 80s		0 60
Do., 64s		0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 70
Coriander seed		0 25
Caraway seed, whole		0 30
Tumeric		0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	1 75	1 90
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Tea Market Firmer

Toronto. TEA.—There is no change in the tea market since last week. The market continues firm with a scarcity of high grades in primary markets.

Ceylons and Indians—		
Pekoe Souchongs	0 40	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Future Coffees Easier

Toronto. COFFEE.—The coffee market for future deliveries is considerably easier. Spot stocks are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 65
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37

Rice Market Quiet

Toronto. RICE.—There is a prevailing quietness in the rice market. It is the general opinion that prices will be lower on new crops to arrive in the fall. Quotations on spot stocks are unchanged.

Honduras, fancy, per 100 lbs.		0 20
Blue Rose, lb.		0 20 1/2
Siam, fancy, per 100 lbs.		15 00
Siam, second, per 100 lbs.		0 18 1/2
Japans, fancy, per 100 lbs.		17 00
Fancy Patna		
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Peanuts Are Lower

Toronto. NUTS.—Peanuts are ruling easier and quotations are down three cents per pound. Shelled Brazils are quoted at \$1.00 per pound, and pecans at \$1.15. Shelled almonds and walnuts are selling at 60 to 65 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.		0 45
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.		0 34
Do., Marbot		0 30
Filberts, lb.		0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	10 00	0 38
Cocoanut, unsweetened, lb.		0 42
Do., sweetened, lb.		0 30
Do., shred		0 26 1/2
Peanuts, Spanish, lb.	0 35	0 38
Brazils nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 60	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.		0 60
Do., Manchurian		0 60
Peanuts, Spanish, lb.		0 22
Do., Chinese, 30-32 to oz.		0 17
Brazils nuts, lb.		1 00
Pecans, lb.		1 15

Fruits in Big Demand

Toronto. FRUIT.—Early Canadian peaches and plums are arriving freely at low

prices. Plums in 6-quart baskets are selling at 40 to 50 cents, and 11-quart baskets at 75 cents to \$1.00. Raspberries are practically over. Valencia oranges are up 75 cents per case. California Bartlett pears are selling freely at \$6.00 per box.

Oranges, Valencias—		
126s		7 75
150s		8 50
176s, 200s, 216s, 250s		9 00
Bananas, Port Limons		0 10
Lemons, Cal., 240s		5 50
Do., Messinas, 300s		5 50
Grapefruit, California, 80s, 96s.	4 25	4 50
Watermelons, 25-lb. aver., each	1 00	1 15
Cantaloupes, Cal., case, 45s.		7 50
Georgia Peaches, 6-bskt. crates		6 00
Plums, Cal., box		3 50
Blueberries, bskt.	2 75	3 00
Lawton Berries		0 30
Black Currants, 11s		3 50
Do., 6s		1 75
Pears, Cal., Bartlett's, box		6 00
Grapes—		
California Malaga, box		5 50
Apples, Duchess, box		2 00
Do., baskets, 11-qt.	0 40	0 50
Plums, 6-qt. basket	0 40	0 50
Do., 11-qt. basket	0 75	1 00

Vegetables in Abundance

Toronto. VEGETABLES.—Potatoes are quoted lower and further declines are expected. Egg plant is arriving and selling at \$1.50 per basket. Cucumbers, cabbage, beans are other Canadian vegetables in abundance, and prices are lower.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 50	0 75
Green Onions, doz. bunches	0 30	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.		1 00
Cucumbers, per 11-qt. basket	0 40	0 50
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches		0 40
Wax Beans, home grown, bskt.	0 40	0 50
Onions, Texas, crate		2 25
Tomatoes, Ontario, 11-qt. bskt.		0 50
Green Peas, basket	0 75	1 00
Green Peppers, hot, 11-qt. bskt.	0 50	0 60
Do., sweet, 11-qt. bskt.		1 00
Vegetable Marrow, doz.		0 50
Celery	1 00	1 25
Egg plant, 11-qt. bskt.		1 50
Potatoes, per bag	2 25	2 50

Salt Has Advanced

Toronto. SALT.—Salt has advanced. The following are now the correct prices:

	City	Country
Bulk, fine barrels	\$4 05	\$3 30
Do., fine 50-lb. bags	0 89	0 84
Do., coarse 50-lb. bags	0 89	0 84
Do., dairy 50-lb. bags	1 09	1 04
Small bags, barrels, 80/3 1/2	7 10	6 85
Do., 40/7	6 75	6 50
Do., 20/14	6 85	6 60

and plums are arriving freely at low sifto and Purity cases, 24 pkgs. 2 75

WINNIPEG MARKETS

WINNIPEG, August 20.—The feature of the market this week was the decline in sugar. Sugar declined \$1.25 per hundred pounds. This only affects the Province of Manitoba. As far as we can learn this decline in refined sugar is more from competitive conditions than from any actual weakness shown on the sugar market. California Prune and Apricot Growers' Association named their opening prices on prunes and raisins. There is very little change in the opening prices named this year in comparison with last year's opening on the prune situation. The raisin situation has shown an increase of from six to ten cents a pound higher than last year's opening prices. Under above conditions we are led to believe that there will be a large quantity of Spanish raisins on the market this year as they can be bought at a much lower figure than the California pack.

Sugar Market Dull

Winnipeg.
SUGAR.—The New York raw sugar market dropped \$2.21 per hundred this week and is now less than the highest point reached during the month of May. Canadian refined sugar declined \$1.25 a cwt. This only affects the province of Manitoba. As far as we can learn this decline in refined sugar is more from competitive conditions than from any actual weakness shown on the sugar market. Retailers also report the sale of sugar is far below normal. In view of the declining raw sugar market the trade is buying very cautiously until the coming harvest is assured.

Redpath, granulated, 100-lb. bag	23 80
St. Lawrence, gran., 100-lb. bag	23 80
Atlantic, granulated, 100-lb. bag	23 80
Dominion, granulated, 100-lb. bag	23 80
Aecadia, granulated, 100-lb. bag	23 95
Yellow Sugar, No. 2, 100-lb. bag	23 30 23 40
Powdered Sugar, 50-lb. boxes, per cwt.	24 35
Iceing Sugar, 50-lb. boxes, per cwt.	24 45
Lump Sugar, soft, 100-lb. boxes.	24 55
Do., hard, 100-lb. boxes, per box	24 75
Cubes, 100-lb. boxes, per box	24 85

Corn Syrup Unchanged

Winnipeg.
CORN SYRUP AND MOLASSES.—The corn market situation is such that it will not permit any definite information in regard to the future and again we remind the retailers that it is to their advantage when buying to go easy. Molasses remains firm and the demand is very steady.

CANE SYRUPS—

2-lb. tins, 2 doz. in case	9 45
5-lb. tins, 1 doz. in case	11 25
10-lb. tins, 1/2 doz. in case	10 75
20-lb. tins, 1/4 doz. in case	10 50

CORN SYRUP—

Cases, 2 lb. tins, white, 2 doz. in case	7 35
Cases, 5 lb. tins, white, 1 doz. in case	8 40
Cases, 10 lb. tins, white, 1/2 doz. in case	8 05
Cases, 20 lb. tins, white, 1/4 doz. in case	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	7 80
Cases, 10 lb. tins, yellow, 1/2 doz. in case	7 65
Cases, 20 lb. tins, yellow, 1/4 doz. in case	7 65

MAPLE SYRUP—

Pure, 2 1/2 tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 60
Pure, 10s, per case of 1/2 doz.	23 25

TABLE SYRUP—

Maple flavor, 2 1/2 tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of 1/2 doz.	11 50

Above subject to a discount of 10 per cent.

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	6 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70

MOLASSES, BLACKSTRAP—

1 1/2s, 4 doz. in case	6 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starch Market Steady

Winnipeg.
STARCH.—It is reported that starch can be bought at lower figures from the United States than offered by our Canadian manufacturers, some lines selling from one and a quarter to one and seven eighths cents a pound cheaper. This leads us to believe that the Canadian price on starch is apt to decline.

Cornstarch, 1-lb. pkgs., per lb.	0 12
Do., No. 1 quality, 1-lb. pkgs.	0 13 1/2
Gloss, 1-lb. pkgs., per lb.	0 14 1/4
Celluloid, 1-lb. pkg., per case	6 65

Canned Cherries Advance

Winnipeg.
CANNED GOODS.—The eastern pack of red pitted cherries has advanced in price since the opening prices were announced. Several shipments have arrived and this year's pack shows very excellent quality.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case.	9 35	12 00
Do., 1/2s, 8 doz. case, case.	10 50	13 00
Herring (Can.), 1s, 4 doz. case, es	7 25	9 00
Do., imported, 1/2s, 100 doz. case	30 00	32 50
Lobsters, 1/4s, 8 doz. case, doz.	3 35	
Do., 1/2s, 4 doz. case, doz.	6 00	
Oyster, 1s, 4 oz., 4 doz. case, ca.	8 60	
Do., 2s, 8 oz., 2 doz. case, case	7 60	
Pilchards, 1s, tall, 4 doz. case, case	7 50	
Do., 1/2s, flat, 8 doz. case, case	10 00	
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case.	18 50	
Do., 1/2s, flat, 8 doz. in case.	20 75	
Red Spring, 1s, tall, 4 doz. case	15 75	
Do., 1/2s, flat, 8 doz. case.	17 75	
Cohoe, 1s, tall, 4 doz. case.	14 50	
Do., 1/2s, flat, 8 doz. case.	16 50	
Pink, 1s, tall, 4 doz. case.	10 40	
Do., 1/2s, flat, 8 doz. case.	12 25	
Humpback, 1s, tall, 4 doz. case	8 60	

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case.	3 40	3 85
Blueberries, 2s, 2 doz. case.		11 00
Cherries, 1s, 4 doz. case	9 50	
Gooseberries, 2s, 2 doz. case	9 50	
Lawtonberries, 2s, 2 doz. case.	8 50	
Peaches, 2s, 2 doz. case	6 50	8 80
Pears, 2s, 2 doz. case	6 15	
Plums, Green Gage, 2s, 2 doz. case		5 75
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	9 50	9 60
Raspberries, 2s, 2 doz. case.	10 50	
Strawberries, 2s, 2 doz. case.		13 00

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	18 00
Peaches, 2 1/2s, 2 doz. case.	18 20
Peaches, sliced, 1s, 4 doz. case.	14 00
Do., halved, 1s, 4 doz. case.	13 85
Do., 2s, 2 doz. case	8 50
Pears, 1s, 4 doz. case	16 00
Pineapple, sliced, 2s, 2 doz. case.	

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75	4 75
Pears, Garden Wax, 2s, 2 doz. case	4 50	
Beans, Refugee, 2s, 2 doz. case.	4 20	
Corn, 2s, 2 doz. case	4 10	
Peas, Standard, 2s, 2 doz. case.	4 70	
Peas, Early June, 2s, 2 doz. case	6 40	
Sweet Potatoes, 2 1/2s, 2 doz. case	3 00	
Pumpkin, 2 1/2s, 2 doz. case.	4 90	
Sauer Kraut, 2 1/2s, 2 doz. case.	5 40	
Spaghettis, 2 1/2s, 2 doz. case.	4 20	4 50
Tomatoes, 2 1/2s, 2 doz. case.	5 70	
Spinach, 2 1/2s, 2 doz. case		

Package Cereals Steady

Winnipeg.
PACKAGE CEREALS.—One manufacturer of corn flakes has advanced his prices on corn flakes from \$4.25 a case to \$4.80 per case. No doubt the low price on corn flakes in the past has been caused by the close competition between the various manufacturers.

PACKAGE CEREALS

Rolled oats, 20s, round cartons	6 00	6 50
Do., 36s, case, square pkts.	4 85	
Do., 18s, case	2 40	
Corn Flakes, 36s, case	4 00	4 80
Cornmeal, 2 doz. case, per case.	4 00	
Puffed Wheat, 3 doz. case, case.	4 60	
Puffed Rice, 3 doz. case, case.	6 70	
Cream of Wheat, 3 doz. case, case	9 00	
Grape Nuts, 2 doz. case, per case	3 82	
Package Peas, 3 doz. case, case.	3 75	

BULK CEREALS

Rolled Oats, 80s, per bag.	6 85
Do., 40s, per bag	3 01
Do., 20s, per bag	1 56
Do., 10-8s, per bale.	6 85
Do., 15-6s, per bale	7 70
Oatmeal, 98s, gran. or stand, bag	6 60
Wheat Granules, 98s, per bag.	8 60
Do., 16-6s, per bale.	9 50
Peas, whole, green, 100-lb. bag, bush.	6 00

Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	6 30
Do., Lima, 100-lb. bag, per lb.	0 15 1/4
Barley Pot 98s, per bag.	6 60
Do., pearl, 98s, per bag	8 60
Cornmeal, 98s, per bag	6 25
Do., 24s, per bag	1 62
Do., 10-10s, per bale	6 95
Buckwheat grits, whole, 92-lb. bags, per bag	11 00

Fine Teas High

Winnipeg.
TEAS.—There is practically no change in the tea market this week. Fine teas still maintain a high price, while common tea remains unchanged. There is very little activity in the tea market at the present time.

INDIA AND CEYLON—

Pekoe Souchong, first quality	0 43	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60

JAVAS—

Pekoe Souchong	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Spices Unchanged

Winnipeg.
SPICES.—The spice market has been very quiet during the week. Black pepper is reported a little firmer, while cloves are slightly easier. Jamaica ginger is practically unprocurable and prices remain very high.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 85
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 60
Pickling, 1/4-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28
Do., No. 2, per lb.	0 25

GROUND SPICE.

Allspice, bulk, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 35
Do., No. 2, bulk, per lb.	0 30
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 16
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 90
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 10
Do., No. 1, 4 oz. cartons	1 65
Ginger, No. 1, bulk, per lb.	0 58
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 95
Do., No. 2, bulk, per lb.	0 40
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 60
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb.	0 47
Black pepper, No. 1, bulk, per lb.	0 35
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 95

Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60
COFFEE—	
Rio, lb.	0 33½ 0 35½
Mexican, lb.	0 49 0 51
Jamaica, lb.	0 46 0 48
Bogotas, lb.	0 49 0 52
Mocha (types)	0 49 0 51
Santos, Bourbon, lb.	0 48 0 50
Santos, lb.	0 47 0 49
COCOA—	
In 1-lbs., per doz.	6 25
In ½-lbs., per doz.	3 25
In ¼-lbs., per doz.	1 70
In small size, per doz.	1 25

Sago Market Unchanged

Winnipeg.
RICES.—Sago market remains unchanged, while the rice and tapioca market are practically the same as reported in our last issue.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 15½
Do., 50-lb. sacks, lb.	0 15½
Siam, Elephant, 100-lb. bags	0 13½
Do., 50-lb. bags, lb.	0 13½
Sago, sack lots, 130 to 150 lbs.	0 12
per lb.	0 12½
Do., in less quantities, lb.	0 12½
Tapioca, pearl, per lb.	0 12½

Coffee Market Quiet

Winnipeg.
COFFEE.—The coffee market is reported very dull, with practically no change.

COFFEES—	
Santos, roasted, best grade	0 44
Bourbon, roasted, best grade	0 45
Jamaica, roasted, best grade	0 52
Mexican, roasted, best grade	0 54
Maracaibo, roasted, best grade	0 52
Bogotas, roasted, best grade	0 56
Rio, roasted, best grade	0 28 0 29

Raisin and Prune Prices

Winnipeg.
DRIED FRUIT.—The California Prune and Apricot Growers' Association have named their opening prices on prunes for 1920. On the following sizes 30's to 60's there is a slight advance of a cent to a cent and a half a pound. 60's to 70's remain at last year's opening prices, while 70's to 80's are from three-quarters of a cent to two cents cheaper. The association have also named their prices on raisins and are three and a half cents a pound cheaper than those named by the Independent Packers a few weeks ago and are all the way from six to ten cents a pound higher than last year's opening prices. Under these conditions it seems there will be a quantity of Spanish raisins on the market this year as they can be bought at a much lower figure than the California pack.

DRIED FRUIT	
Evaporated Apples, per lb.	0 20
Currents, 90-lb., per lb.	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	0 17
Dates, Hallowee, bulk, lb.	0 23
Do., Tunis, bulk, lb.	0 26
Do., Package, 8 doz. case, lb.	0 17
Figs, Spanish, per lb.	0 16½
Do., Smyrna, per lb.	0 23
Do., black, cartons, per carton	0 80
Loganberries, 4 doz. case, pkt.	0 35
Peaches, standard, per lb.	0 29 0 30
Do., choice, per lb.	0 27½ 0 28½
Do., fancy, per lb.	0 32 0 33
Do., Cal., in cartons, per carton	1 56
Do., unpitted, per lb.	0 24 0 25
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 75
Prunes—	
30-40s, 25s, per lb.	0 32
40-50s, 25s, per lb.	0 27
50-60s, 25s, per lb.	0 21
60-70s, 25s, per lb.	0 18½
70-80s, 25s, per lb.	0 17
80-90s, 25s, per lb.	0 17
90-100s, 25s, per lb.	0 16½
In 5-lb. cartons, per carton	1 30
Raisins—	
Cal. pkg., seeded, 15 oz., fancy,	
3 doz. to case, per pkg.	0 24

Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 24½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	0 28

Nut Market Steady

Winnipeg.
NUTS.—The outlook of the nut market seems to be for higher prices. Bordeaux shelled walnuts, halves, are considerably firmer.

NUTS, Shelled—	
Almonds, per lb.	0 63 0 65
Spanish Peanuts, No. 1, per lb.	0 24½
Pecans, per lb.	1 15
Walnuts, per lb.	0 64 0 65
Nuts in shell—	
Peanuts, roasted, Jumbo, per lb.	0 25
Almonds, per lb.	0 35
Filberts, per lb.	0 80
Walnuts, per lb.	0 25 0 25
Pecans, per lb.	0 32

California Grapes Arrive

Winnipeg.
FRUITS.—The first shipment of California Malaga grapes has arrived and is being offered to the trade at \$5.50 per case. Good shipments of B. C. apricots are arriving and are selling at \$3.25 a case. Blueberries are arriving and while very scarce are being quoted at \$4.50 a basket. Several lines of apples, such as new Washingtons and California Gravenstein's, are now on the market and are ranging in price from \$4.50 to \$5.50. Bananas remain very scarce.

FRUITS—		
Lemons, Cal., per case	6 00	7 90
Bananas, per lb.	0 13	0 14
Peaches, Cal., case	3 00	3 00
Plums, per case	4 50	5 00
Cantaloupe, Stand., 45s, per case	9 00	9 00
Do., flats, 12s to 15s, per case	4 00	4 00
Watermelon, per lb.	0 06	0 07
Cocoanuts, per doz.	1 75	1 75
Dates, 36 pkgs. to case	7 25	7 25
Figs, per case	4 00	4 00
Do., 10-lb. boxes	3 50	3 50
Oranges—		
200s and smaller	10 00	10 00
176s	9 50	9 50
150s	8 50	8 50
126s	7 50	7 50
New Apples, per box	4 50	4 50
Pears, Cal., per case	7 50	7 50
Raspberries, per case	7 50	7 50

Vegetables Are Plentiful

Winnipeg.
VEGETABLES.—Large quantities of Ontario tomatoes are now on the market and are being offered to the trade at \$2.00 a basket. The local Manitoba tomatoes are arriving freely and are being offered at twenty cents a pound. Local vegetables are pouring into the market and the prices are declining.

VEGETABLES		
Carrots, new, per lb.	0 04	0 04
Beets, new, per lb.	0 03	0 03
Turnips, new, per lb.	0 03	0 03
Leaf Lettuce, per doz.	0 30	0 30
Radish, per doz.	0 65	0 65
Green Onions, per doz.	0 30	0 30
Cucumbers (hothouse), per doz.	2 25	2 25
Cabbage (new), per lb.	0 04	0 04
Potatoes (new), per lb.	0 04	0 04½
Onions (Cal. Bermuda sack), per sack	5 00	5 00
Peas, per lb.	0 10	0 10
Cauliflower, per doz.	1 50	1 50
Celery (B.C.), per doz.	0 11	0 12
Rhubarb, per lb.	0 03½	0 03½
Tomatoes, per case	2 00	2 00
Head Lettuce, per doz.	0 75	0 75

When a Motorist Loves a Horse



WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Aug. 19.—Rolled oats are easier, now quoted at \$12.75. Rice is down 15 cents on the hundred. Tapioca has advanced to \$16 the 100 pounds. Cheese has declined 4 cents, reducing it to 28½ cents per pound. Pure lard has declined to 28¼ cents per pound and compound is reduced 3 cents per pound. Tomatoes have advanced to \$4.35 per case. Peas are down 15 cents per case. Potatoes are plentiful and the prospects are for a big crop. Eggs have advanced 3 cents per dozen.

Flour, No. 1 patents, bbls., Man.	16 00
Cornmeal, gran., bags	9 75
Cornmeal, ordinary	4 90
Rolled oats	12 75
Rice, Siam, per 100 lbs.	14 25
Tapioca, 100 lbs.	16 00
Molasses	1 70
Sugar—	
Standard, granulated	24 10
No. 1 yellow	23 60
Cheese, N.B.	0 28½ 0 29
Eggs, fresh, doz.	0 68 0 70
Do., case	0 63 0 65
Lard, pure, lb.	0 28¼ 0 28½
Do., compound	0 24¼ 0 24½
American, clear pork	48 00 50 00
Tomatoes, 2½s, standard, case	4 35
Beef, corned, 1s	4 00 4 20
Breakfast bacon	0 43 0 46
Butter, creamery, per lb.	0 60 0 65
Do., dairy, per lb.	0 55 0 60
Do., tub	0 50 0 55
Peaches, 2s, standard, case	7 45 7 50
Corn, 2s, standard, case	3 95
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	
Salmon, Red Spring, flats, cases	
Do., Pinks	9 50
Do., Cohoes	15 00 15 50
Do., Chums	7 50
Evaporated Apples, per lb.	0 21 0 21½
Do., Peaches, per lb.	0 27½ 0 28
Potatoes, Natives, per bushel	1 75
Lemons, Cal., case	7 00 7 50
Grapefruit, Cal., case	8 00
Bananas, per lb.	0 10 0 11

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., Aug. 19.—The Nova Scotia market this week is unmarked by any important change though quite a number of the prices are unsettled. Those which are affected are rolled oats, which were \$5.75 per bag last week, now selling at \$5.50, a drop of 25 cents. Molasses has dropped 10 cents on the gallon, reducing it to \$1.65 per gallon. Pure lard has dropped 2 cents, reducing it to 29 cents per pound. Lard compound has dropped 1 cent. Fresh eggs are 66 cents per dozen. Standard peas are \$10, a decrease of 5 cents per dozen. Potatoes are selling at \$3.25 per 90-

pound bag. Beans, both white and yellow eye have registered a 50 cent rise. American clear pork is selling at \$48, a reduction of \$2. N.S. apples, gallon cans have gained 25 cents on the dozen.

Flour, No. 1 patents, bbl., Man.	16 50
Cornmeal, bags	5 25
Rolled oats, per bag	5 50
Rice, Siam, per 100 lbs.	15 75
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 65
Sugar, standard, granulated.	24 10
Do., No. 1, yellow	23 60
Cheese, Ont., twins	0 29
Eggs, fresh, doz.	0 66
Lard, compound	0 27
Lard, pure, lb.	0 29
American clear pork, per bbl.	48 00
Tomatoes, 2½s, standard, doz.	2 28
Breakfast bacon	0 48
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 35
Butter, creamery, per lb.	0 64
Do., dairy, per lb.	0 54
Do., tubs	0 52
Raspberries, 2s, Ont., doz.	4 90
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 10
Apples, gal., N.S., doz.	5 25
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	
Do., Pinks	11 00
Do., Cohoes	16 00
Do., Chums	8 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 29
Potatoes, Natives, per 90-lb. bag	3 25
Beans, white	5 50
Do., Yellow Eye	8 00
Lemons, Cal., case	6 50
Grapefruit, Cal., case	5 00 5 50
Bananas, per lb.	0 10 0 11
Oats, per bush.	1 68½
Watermelons, each	1 50 1 75
Apples, American, box	5 09
Carrots, per doz. bunches	1 00
Turnips, per doz. bunches	1 00
Beets, per doz. bunches	1 09
Cabbage, native, lb.	0 07
Cal. Peaches, crate	3 25
Cal. Plums, crate	4 50
Cal. Pears, crate	7 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Aug. 19.—Sugar dropped \$1 per hundred. Rolled oats are down 15 cents per bag. Crisco has declined \$1 per case. Condensed coffee has advanced \$1 per case. Fruit jars are up \$3 per gross. Lard has declined 30c per case on 3s. Cooked hams are ½c higher. One brand macaroni is up and another down. Root ginger, salad oil and potato flour are listed lower. Ontario cheese is up ½c per pound. New crop raisins are quoted, bulk seedless, 28½c, and 11-ounce package 23½c; 11-ounce seeded, 22½c. B.C. potatoes are quoted at \$60 per ton.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00 8 50
Rolle doats, 80s	5 30
Rice, Siam	13 00 14 00
Japan, No. 1	14 50 15 50
Tapioca, lb.	0 09 0 11½
Sago, lb.	0 09 0 11

Sugar, pure cane, granulated, cwt	22 97
Cheese No. 1, Ont., large	0 32½ 0 34
Alberta cheese, twins	0 29
Do., large	0 81
Butter, creamery, lb.	0 60
Do., dairy, lb.	0 40 0 42
Lard, pure, 3s	17 10 17 40
Eggs, new laid, local, case	17 00 17 50
Do., storage, case	17 00 18 00
Tomatoes, 21½s, standard, case	4 60 4 75
Wax and Green Beans, 2s, case	4 60 4 85
Corn, 2s, case	4 25 4 50
Peas, 2s, standard, case	4 50 4 75
New early June peas, case	4 50
Strawberries, 2s, Ont., case	10 20
Raspberries, 2s, Ontario, case	10 60
Cherries, 2s, red, pitted	9 00 9 50
Apples, evaporated, 50s	0 19 0 21
Do., 25s, lb.	0 23½ 0 24½
Peaches, evaporated, lb.	0 28
Do., canned, 2s	8 50
Prunes, 90-100s	0 17
Do., 70-80s	0 18½
Potatoes, B.C., ton	60 00

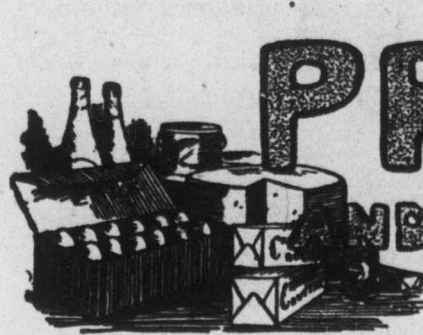
British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Aug. 19.—The Washington apple crop is estimated 70 per cent. of last year. Peaches are only half. Okanagan peaches are selling at \$2; plums, \$3.50; apricots, \$2; Bartlett pears, \$4.75; Gravenstein apples, \$4; blackberries, \$4; potatoes \$40 per ton. Fresh eggs 75 cents per dozen, and the market firmer. Tomatoes \$1.50 per crate. Cantaloupes are cheaper. Thompson's seedless grapes, \$5.50. Canned meats have advanced 15 to 60 cents per dozen. Prepared coffees have advanced \$1 per case. An increase averaging 30 per cent. is reported on one firm's offering of fancy grocery specialties. These include tuna, olives, sardines, as well as various tasty combinations of these Californian products. New Zealand honey of excellent quality is coming to this market as well as being shipped through to Eastern points. The white clover honey, of good flavor and light color, will cost the trade about 28c. The first shipments of New Zealand butter are bought for October shipment. Several large sales have been made to Ontario points. It is a long time since Ontario bought New Zealand butter. It is thought that the British Government may take the entire New Zealand butter make, but the quantities bought before that time will, it is expected, be taken care of in any case. New Zealand cheese, which is said to compare favorably with the Canadian product, is also bought for August shipment. Grecian currants are being unloaded at Vancouver now; the price is expected to figure out lower than the last shipments.

The market on sago and tapioca is slightly easier. One wholesaler is accepting orders for goods in transit

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PRODUCE AND PROVISIONS

Potato Crop Will Be Heaviest in Years

The Acreage is Greater than Last Year and the Yield is Almost Doubled—Farmers Expect Low Prices This Fall—Saskatchewan Alone is Looking for From 200 to 400 Bushels Per Acre.

THE potato crop of Canada promises to be the largest in several years.

In British Columbia the crop is showing up exceptionally well, and it is estimated that the crop will be far in excess of other years. In Alberta, around the Edmonton district, it is estimated that the crop is three per cent. greater than last year. In the southern part of the province the crop has made exceptional growth. The winter varieties now indicate a heavy crop, but will need a fairly open fall to give them an opportunity to mature. The acreage planted as compared with last year shows a decrease of 9 per cent., but it is the opinion of some that, owing to a considerable increase in plantings by farmers in the southern part of the province the crop on the whole will exceed that of last year. It will be remembered, however, that last year, approximately fifty per cent. of the crop was cut off by frost.

In Saskatchewan the acreage is 20 per cent. greater than last year. From present indications the crop is estimated to yield 200 to 400 bushels per acre. In Manitoba the acreage planted this year compares very favorably with other years, but through the lack of rains since the middle of June the crop is estimated to be about one half.

Ontario Crop Good

Throughout Ontario the crop promises to be exceptionally good, and the crop for both early and late varieties is estimated to be double that of last year. The acreage planted in Quebec is fully 25 per cent. greater than last year, and the yield is expected to be an abundant one. In New Brunswick the acreage planted is practically the same as last year, and the crop is estimated to be an average one, probably 60 to 70 barrels per acre. In some districts the crop is showing up very poorly, and it is estimated that these crops will only run 60 per cent. of last year.

The Nova Scotia crop is looking exceptionally well and a full yield is expected. The acreage planted is about 15 per cent. greater than last year. According to the Dominion Bureau of Statistics the

area sown to potatoes in Canada this year was 819,000 as compared with 818,767 acres in 1919.

At a Dollar Per Bag

On the London market last Saturday a Caradoc township farmer stated to a representative of Canadian Grocer that in his district the potato crop is nearly double that of the past few years. "We are digging over half peck out of each hill," he said, "and the later ones look as though they will run about the same, providing everything goes well

and the weather is favorable. I would not be surprised to see potatoes selling at a dollar a bag in the fall." A dozen or more farmers from the different districts around London were interviewed and all had practically the same story that potatoes were an enormous crop and they expected that prices would be very low this coming fall. From the Toronto districts come the same reports that crops are the largest in several years. Altogether the outlook for the crops looks very promising and low prices may prevail.

Let Merchants Candle the Eggs

Subscriber in Saskatchewan Writes in Regard to the Purchase of Eggs, and Tells How the Egg Marketing Act of That Province Works Out

FOLLOWING the letter of a subscriber in a recent issue of Canadian Grocer, urging that eggs be bought from the producer on a quality basis, another subscriber in the Province of Saskatchewan writes, pointing out that in that particular part of the Dominion all merchants must candle the eggs they buy, and the producers, now that they know that this is the case, send in very few bad eggs. This subscriber writes as follows:

"In Canadian Grocer of August 6, under Produce, I notice that 'Subscriber' says: 'Buy eggs on a quality basis.' Evidently he does not live in Saskatchewan, as every merchant here must candle all the eggs he buys. The producer now that he knows that his eggs are candled does not bring in any or very few eggs that will not stand candling. You may be sure that when he puts his number on an egg it will be a good one. I have not had one dozen eggs come in since we started to candle that I had to refuse. Eggs marked for identification are marked this way: each merchant buying eggs has to have a license issued by the Government, on which our number is registered. My number is 139, and when I give a num-

ber to my customer I give him this: M139. P. 1, 2, 3, as the case might be.

"I take his address and section down in a book or on a card—I use a card—and it does not make any difference where the eggs are sold. His number and my own are on the egg, and if any one wants to know who produced the egg they write the Government, when they find out who has No. 139. Then they write me asking who has P 3, and I can tell them. I am sending in a circular so that you can either publish it or send it to 'Subscriber' so he can see why we do not have many bad eggs."

A Threefold Object

The Egg Marketing Act of 1920 for the Province of Saskatchewan was instituted with a threefold object, viz., to increase the market value of eggs to producers, to insure all subsequent dealers that their money is invested in an edible food product, and to insure to the consumer a larger percentage of good, edible food for the money he spends.

The only fair and equitable way to market eggs is for all handlers to pay only for the good eggs. It is manifestly unfair to the producer of good eggs that

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Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, August 20.—The prices this week on fresh meats have been extended in that the lower range of prices is still lower and the higher prices are still higher. Eggs are still scarce with higher prices. Butter remains firm. The cheese market is very weak. Cooked meats are higher in price. The fish market is rather short this week. Mackerel is a little cheaper. Lard and shortening are unchanged.

Fresh Meat Prices Extended

Montreal.
FRESH MEATS.—The price of live hogs is unchanged this week, quotations being 19½c and 20c per pound. Dressed hogs are quoted a little higher, being 30c to 31c. Some cuts are a little lower in price such as loins, which have dropped ½c a pound but in many cases prices have a wider range than before, the lowest quotations being still lower and the prices on choice parts higher. This big range in price is due to demand for the better cuts and a dropping off of the sale on the cheaper cuts. Prices on fresh meats have declined on the lower cuts and increased price on the better cuts. This situation is the outcome of the more expensive demand from the public.

FRESH MEATS			
Hogs, live (selects)	.....	0 19½	0 20
Hogs dressed—			
Abattoir killed, 65-90 lbs.	.....	0 30	0 31
Fresh Pork—			
Legs of pork (foot on)	.....	0 35	
Loins (trimmed)	.....	0 42	
Bone trimmings	.....	0 33	
Trimmed shoulders	.....	0 28	0 32
Untrimmed	.....	0 27	
Pork sausage (pure)	.....	0 25	
Farmer Sausage	.....	0 20	0 20
Fresh Beef—			
(Cows)			(Steers)
\$0 20 \$0 31 ..Hind quarters..	\$0 28	\$0 35	
0 10 0 15 ..Front quarters..	0 14	0 19	
0 30 0 42 ..Loins	0 36	0 46	
0 20 0 30 ..Ribs	0 30	0 35	
0 12 0 16 ..Chucks	0 14	0 20	
0 30 0 34 ..Hips	0 32	0 36	
Calves (as to grade)	.....	0 15	0 26
Spring lamb, carcass	.....	0 25	0 31
Fresh sheep, carcass	.....	0 18	0 21

Barrelled Meats Decline

Montreal.
BARRELLED MEAT.—The demand for barrelled meat is not large for home consumption. The prices have dropped slightly and in some cases are down \$3 and \$4 per barrel. Barreled meat is unchanged in price.

BARRELLED MEATS	
Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	52 00
Heavy mess pork (bbl.)	46 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	44 00

Price of Bacon Lower

Montreal.
BACON.—Bacon prices, like those of fresh pork, have expanded in quotations. The price on cheaper cuts is lower and prices on the better lines have increased. In most cases, however, price of bacon is slightly lower. The best breakfast bacon is selling from 37c to 46c per

pound. Wiltshire bacon is selling at from 36c to 44c per pound and the choicest brands are demanding 49c and 50c per pound. Cooked ham is also lower in price and the average is from 8 to 14 pounds, selling at 40c per pound.

BACON—		
Breakfast, best	.....	0 37 0 46
Smoked Breakfast	.....	0 28 0 44
Cottage Rolls	.....	0 40
Picnic Hams	.....	0 30
Wiltshire	.....	0 36 0 44
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	.....	0 40
Do., 14-20	.....	0 40
Do., 20-25	.....	0 36
Do., 25-35	.....	0 32
Over 35 lbs.	.....	0 30

Cooked Meats Higher

Montreal.
COOKED MEATS.—The demand for cooked meats has been large during the summer season, and higher prices are quoted. The advance is approximately 2c a pound on the best selling lines. Mincemeat is also up in price, amounting to 4c on the cheaper lines and 1c a pound on the better lines.

Jellied pork tongues	.....	0 49
Jellied pressed beef, lb.	.....	0 35
Ham and tongue, lb.	.....	0 42
Veal	.....	0 30
Hams, cooked	.....	0 63 0 67
Shoulders, roast	.....	0 50
Shoulders, boiled	.....	0 43
Pork pies (doz.)	.....	0 60
Mince meat, lb.	.....	0 19 0 20
Sausage, pure pork	.....	0 25
Bologna, lb.	.....	0 18
Ox tongue, tins	.....	0 46

Shortening Unchanged

Montreal.
SHORTENING.—There is no change in the price of shortening this week; the demand is as usual and prices remain firm.

SHORTENING—	
Tierces, 400 lbs., per lb.	..... 0 26¼
Tubs, 50 lbs., per lb.	..... 0 26½
Pails, 20 lbs., per lb.	..... 0 27
Bricks, 1 lb., per lb.	..... 0 28

Small Demand for Margarine

Montreal.
MARGARINE.—Despite the very firm and high price of butter the demand for margarine is not large and prices remain unchanged.

MARGARINE—	
Prints, according to quality, lb.	0 35 0 40
Tubs, according to quality, lb.	0 31 0 34

Lard Prices Firm

Montreal.
LARD.—Lard prices are unchanged this week and continue at quotations which have been slightly reduced during the past month.

LARD—	
Tierces, 360 lbs.	..... 0 28¼

Tubs, 60 lbs.	..... 0 28¼
Pails, 20 lbs.	..... 0 29
Bricks	..... 0 30

Butter Prices Hold Firm

Montreal.
BUTTER.—The price of butter remains firm this week at 59c and 60c per pound. There is no large offering of dairy butter on the market probably for two reasons; first, the demand for butter is almost concentrated on creamery and only a demand for cooking and for confectionery calls for dairy butter. Secondly, at this time of the year farmers are very busy handling the harvest and dairying is almost neglected. The butter market remains firm this week.

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

Cheese Market Weak

Montreal.
CHEESE.—The cheese market is not strong at this season. New cheese is being offered at 28c and some quotations are even lower. Old cheese is selling at 35c per pound and special brands are offered at 37c.

New, large, per lb.	..... 0 28
Twins, per lb.	..... 0 28
Triplets, per lb.	..... 0 28
Stilton, per lb.	..... 0 37
Fancy old cheese, per lb.	0 34 0 35
Quebec	0 28 0 29

New Laid Eggs Higher

Montreal.
EGGS.—The egg market is very strong with not a large offering on the market. Strictly new laid eggs are demanding 70c per dozen. Fresh eggs are offered at 66c a dozen and No. 1 at 58c. So great is the shortage of fresh eggs on the market that eggs have been required from cold storage.

Shortage of Fresh Halibut

Montreal.
FRESH FISH.—Montreal fisheries announce that there is no fresh halibut this week. This is due to car shortage in transportation and may be righted within a few days. British Columbia salmon is very scarce. There is very little trout, whitefish or doree arriving on the market. These lines are very scarce. Prepared boneless cod is a fraction of a cent dearer. Mackerel is a little dearer.

FRESH FISH	
Haddock	..... 0 08
Steak cod	..... 0 11
Market cod	..... 0 07
Mackerel	..... 0 16
Flounders	..... 0 08
Prawns	..... 0 50
Live Lobsters	..... 0 60
Skate	..... 0 12
Shrimps	..... 0 50
Whitefish	..... 0 20
Shad	..... 0 18
Gaspé salmon	..... 0 40
Halibut	..... 0 25
Gaspereaux, each	..... 0 05
Whitefish	..... 0 20
Lake trout	..... 0 24
Brook trout	..... 0 50
Pike (dressed)	..... 0 15
Perch	..... 0 18
Fresh eels, per lb.	..... 0 13

Fresh herrings, each	0 03	0 05
FROZEN FISH		
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	0 07	0 23
Haddock	0 07	0 08
Maackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	0 25	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 08	0 13
Market Cod	0 06	0 06 1/2
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08 1/2	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 19	0 12
Whitefish	0 15	0 16

Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	0 06	0 23
SALTED FISH		
Codfish, large, bbls., 200 lbs.	16 00	
Sardines, half barrel	5 00	
Salted Trout, half barrel	12 00	
Salted Salmon, barrel	27 50	
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddies, 15-lb. box	0 13	
Fillets, 15-lb. box	0 19	
Smoked Herrings	0 24	
Kippers, new, per box	2 15	
Bloaters, new, per box	2 00	
Smoker Salmon	0 35	

last week have declined one cent per pound.
BUTTER—
 Creamery, pints 0 59 0 61
 Dairy prints, fresh, lb. 0 52 0 56

Cheese Slightly Easier

Toronto.
CHEESE.—The cheese market is inclined to be easier. Quotation on new cheese has declined one half cent per pound bringing the price down to 30 cents per pound. There is still some old cheese to be found at 33 to 34 cents per pound.

CHEESE		
Large, old	0 33	0 34
Do., new	0 30	0 30
Stilton	0 35	0 36
Twins, 1c higher than large cheese.		Triplets 1 1/2c higher than large cheese.

Lard Declined One Cent

Toronto.
LARD.—There is a decided easy tone to the lard market. Quotations have declined one cent per pound, bringing the price to 26 cents per pound on the tierce basis.

LARD		
1-lb. prints	0 28	0 28 1/2
Tierces, 400 lbs.		0 26
In 60-lb. tubs, 1/2 cent higher than tierces, pails 1/4 cent higher than tierces, and 1-lb. prints 2c higher than tierces.		

Shortening Market Weak

Toronto.
SHORTENING.—There is considerable weakness in the market for shortening and quotations have declined one to two cents per pound. Quotations are now 22 1/2 to 24 1/2 cents per pound on the tierce basis.

SHORTENING		
1-lb. prints		0 27
Tierces, 400 lbs.	0 22 1/2	0 24 1/2
In 60-lb. tubs 1/2 cent higher than tierces, and in 20-lb. pails 3/4 cent higher than tierces.		

Margarine Steady

Toronto.
MARGARINE.—There is a limited demand for margarine. The market is ruling steady at unchanged quotations.

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

Fresh Salmon in Demand

Toronto.
FISH.—There is a good demand for fresh fish. Fresh Red Spring salmon is quoted at 30 cents per pound while Rainbow salmon, which is a smaller variety but of excellent quality, is quoted at 15 to 16 cents per pound. Frozen flounders are higher, now quoted at 10 to 11 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.		0 12
Do., market, lb.	0 04 1/2	0 07
Haddock, heads off, lb.		0 09 1/2
Do., heads on, lb.		0 18
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring		0 12
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring		0 30
Do., Rainbow	0 15	0 16

FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla		0 10 1/2
Flounders	0 10	0 11
Pike, round		0 06
Do., headless and dressed		0 09
SMOKED FISH		
Haddies, lb.		0 13
Fillets, lb.		0 18
Kippers, box	2 25	2 50

ONTARIO MARKETS

TORONTO, August 20.—Live hogs declined during the week. Some cuts of fresh pork are quoted lower. Smoked hams and bacon have declined about two cents per pound. Barrel meats are down \$2.00 to \$7.00 per barrel. The egg market is firmer, due to shortage of supplies. The butter market is easier and quotations are down one cent. The cheese market is inclined to be easier and quotations are down one half cent. Lard and shortening are ruling in an easy market with quotations lower during the week. Fresh poultry is reported rather scarce.

Hogs Are Easier

Toronto.
FRESH MEATS.—Some cuts of fresh pork are down one cent per pound. Live hogs also declined during the week. Other lines are unchanged.

FRESH MEATS		
Hogs		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live, off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 50
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork		
Legs of pork, up to 18 lbs.	0 39	
Loin of pork, lb.	0 45	
Fresh hams, lb.	0 40	
Tenderloins, lb.	0 55	
Spare ribs	0 17	
Picnics, lb.	0 29	
New York shoulders, lb.	0 31	
Boston butts, lb.	0 38	
Montreal shoulders, lb.	0 31 1/2	
Fresh Beef—From Steers and Heifers		
Hind quarters, lb.	0 32	0 34
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loin, whole, lb.	0 38	0 42
Hips, lb.	0 25	0 30
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 23	0 28
Spring lamb, lb.	0 28	0 32
Yearling, lamb, lb.	0 23	0 25
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Cured Meats Lower

Toronto.
PROVISIONS.—Quotations on provisions are somewhat easier this week. Hams are down 2 1/2 cents per pound. Medium hams are bringing 47 1/2 cents per pound and heavier ones 35 1/2 to 43 1/2 cents per pound according to weight. Dry salt bacon lightweight is quoted at 27 cents and heavy at 26 cents per pound. Mess pork in barrels has declined \$7, bringing the price down to \$40 per barrel. Short cut backs are reduced to \$54 per barrel.

Hams		
Medium	0 47 1/2	
Large, 20 to 35 lbs., each lb.	0 43 1/2	
Heavy, 25 to 35 lbs.	0 38 1/2	
Heavy, 35 lbs. and upwards	0 35 1/2	
Bacon		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Boiled		0 67
Breakfast, ordinary, per lb.	0 46	0 48

Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.		0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.		0 41
Wiltshire, three-quarter cut.		0 45
Wiltshire, middle		0 47

Dry Salt Meats—
 Long clear bacon, av. 50-70 lbs. 0 27
 Do., av. 80-90 lbs. 0 26
 Clear bellies, 15-30 lbs. 0 30 1/2
 Fat backs, 10 to 12 lbs. 0 25
 Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork		
Mess pork, 200 lbs.		40 00
Short cut backs, bbl. 200 lbs.		54 00
Pickled rolls, bbl. 200 lbs.—		
Lightweight	66 00	
Heavy	60 00	
Above prices subject to daily fluctuations of the market.		

Ox Tongue Slightly Higher

Toronto.
COOKED MEAT.—There is an active demand for cooked meats and quotations are steady. Boiled ham is firm at 65 to 68 cents per pound. Headcheese is slightly easier, now quoted at 16 cents per pound. Ox tongue is up one cent, now bringing 66 cents per pound.

Rolled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 66
Boiled shoulders		0 54
Head cheese, 6s, lb.		0 16
Choice jellied ox tongue, lb.		0 66
Jellied calves tongue		0 52
Ham bologna, lb.		0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.		0 32
Above prices subject to daily fluctuations of the market.		

Egg Market Higher

Toronto.
EGGS.—Egg quotations advanced one cent per dozen during the week. This advance and firmness of the market is due to the shortage of supplies and loss through shrinkage.

EGGS		
Fresh, selects	0 64	0 65
Fresh	0 59	0 60
Fresh selects in cartons	0 65	0 66
Prices shown are subject to daily fluctuations of the market.		

Butter Market Easy

Toronto.
BUTTER.—The butter market is easy, due to the lack of export business and the increase in supplies. An opinion is expressed in some quarters that the market will be firmer. Quotations since

Fresh Fowl Active

Toronto.

POULTRY.—There is an active demand for fowl and supplies are rather scarce. Quotations are up one to two cents per pound. Ducklings are down five cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-\$0 35	.....-\$0 40

Roosters	0 22	..... 0 25
Fowl, over 5 lbs.	0 32	..... 0 32
Fowl, 4 to 5 lbs.	0 29	..... 0 29
Fowl, under 4 lbs.	0 27	..... 0 27
Ducklings	0 25	..... 0 35
Guinea hens, pair	1 25	..... 1 50
Spring chickens, live	0 35	..... 0 40

Prices quoted to retail trade—

		Dressed
Heans, heavy	0 32	0 38
Do., light	0 30	0 35
Chickens, spring	0 55	
Ducklings		0 40

Some Lines Higher

Toronto.

MISCELLANEOUS.—Snap has advanced to \$2.20 per dozen. Parowax is up to 18 cents per pound in case lots. Babbitts' goods are higher as follows: 1776, soap powder, \$6.60 per case; Cleanser, \$3.60 per case; Kosher \$3.60 per case, and pure lye, \$5.75 per case. Reindeer coffee, large size, has advanced to \$8.50 per case.

WINNIPEG MARKETS

WINNIPEG, August 20.—The produce and provision markets in Winnipeg are pretty much unchanged compared with a week ago. Hogs advanced during the week and selects are now being offered at \$20.50 per cwt. Butter, cheese and eggs are unchanged while shortening declined a cent a pound. Smoked and cooked meats are maintaining a very firm tone.

Hog Market Advancing

Winnipeg.

FRESH MEATS.—The hog market has advanced \$1.50 during the past week and is now being quoted at \$20.50 for select hogs. Hind quarters of fresh beef advanced about two cents a pound and they are now being quoted at 21 to 29 cents. Spare ribs dropped about two cents a pound and are now being quoted at 18 1-2 cents.

HOGS—

Selected, live, cwt.	20 50
Heavy, cwt.	18 00
Light, cwt.	18 00
Sows, cwt.	17 00

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 39 1/2
Loins of pork, lb.	0 37 1/2
Fresh hams, lb.	0 39
Tenderloin, lb.	0 57
Spare ribs, lb.	0 18 1/2
Pienies, lb.	0 27
Shoulders, lb.	0 28

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 21
Front quarters, lb.	0 10
Whole carcass, good grade, lb.	0 15

Mutton—

Choice wethers, 55-70 lbs., lb.	0 25
Choice ewes, lb.	0 20

Lambs—

Choice, 30-45 lbs., lb.	0 28
------------------------------	------

Hams and Bacon Unchanged

Winnipeg.

PROVISIONS.—Trade for ham and bacon has been very steady this week, with practically no change in prices.

HAMS—

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

BACON—

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

Cooked Meats in Demand

Winnipeg.

COOKED MEATS.—Cooked meats are having a steady inquiry, with very little change in prices. Jellied pork tongues are now being offered at 61 1-2 cents per pound, while jellied ox tongues are being quoted at 69 cents.

COOKED MEATS—

Ham, best quality, skinned, lb.	0 67 1/2
Do., roast, lb.	0 67 1/2
Boiled shoulders	0 49
Head Cheese, in 1-lb. tins.	0 21
Do., in 6-lb. tins, lb.	0 19
Jellied Beef Tongue, lb.	0 68

Jellied Pork Tongue, lb.	0 61 1/2
Baked Luncheon Loaf, lb.	0 24

Creamery Butter Firm

Winnipeg.

BUTTER.—Creamery butter is firm, with only a fair supply. There has been no change in the prices since last week.

Creamery, best table grade.	0 63
Dairy butter, best table grade.	0 50
Margarine	0 37

Cheese Market Quiet

Winnipeg.

CHEESE.—Cheese market is reported very quiet and looks for a stiffening up in the very near future.

CHEESE—

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

Shortening Declines

Winnipeg.

SHORTENING.—The N. K. Fairbank Co., Ltd., have reduced their prices on shortening, cottolene and oils 1 cent per pound, effective immediately. This firm also interviewed the Inland Revenue Department, who informed them that in their opinion cotton seed oil when invoiced as such would be exempt from the 1 per cent. sales tax.

Pure Lard, No. 1 quality, per lb.	0 29
(in tierces of 400 lbs.)	
Do., wooden pails, 20-lb. pails.	6 30
Shortening, wooden pails, 20-lb. pail, per pail.	5 50
Do., tierces of 400 lbs., per lb.	0 25

Egg Receipts Light

Winnipeg.

EGGS.—Egg receipts are reported very light, showing shrinkage due to the hot weather. Fresh farm eggs are being quoted at 63 cents per dozen, with fresh candled eggs at 58 cents per dozen.

Fish Ruling Firm

Winnipeg.

FISH.—There has been a noted scarcity of white fish and all other fish are ruling firm and the demand is exceptionally good.

FRESH FISH

Fresh Whitefish, per lb.	0 15
Fresh Halibut, per lb.	0 18
Fresh Salmon, per lb.	0 22
Fresh Pickerel, per lb.	0 17
Fresh Trout	0 22

LET MERCHANTS CANDLE EGGS

Continued from page 59

his neighbor, who is careless and has some bad eggs, should receive the same price as the careful producer.

Eggs which cannot be legally bought or sold in Saskatchewan include addled eggs, mouldy eggs, eggs with an adherent yolk, eggs with a bloody white, black rots, white rots, eggs with a blood ring, and partially incubated eggs.

MARKETS BY WIRE

Continued from page 58

on the basis of 7c per pound, by the bag. It is stated that asparagus, canned, is not in big supply. One salesman is pointing out to his trade that with all dried fruits so high, the bulk of mince-meat, if selling this fall, will be at a pretty steep price. It's worth a thought. One brand of corn flakes is selling today at \$4.85.

SOMETHING ABOUT FLIES

There was a grocer on the corner of one of Montreal's finest streets. His nearest competitor was five blocks away, and he had the opportunity of getting and holding the trade of many hundred families.

One department of his business was devoted to fruits, another to meats, and still another to fish. His floor was covered with sawdust every morning—sometimes it was left for more than one day.

In the summer time he kept no screen over his fruit, fish or meats. Flies of the common house variety and also the great ugly bluebottle kind feasted at will in these departments. Customers came, saw, and went away disgusted. Soon they purchased only package goods from this store, and recently the store was closed and the creditors have taken charge.

LIVERY, \$6

Scene: Small town hotel, worried grocery salesman at writing desk. Before him a small pile of money and a sheet containing a column of expense account figures.

He adds and frowns. Counts money and frowns again. Thinks hard. Frowns harder. Thinks harder. Frown disappears. Smiles. Leans back in chair.

Holds left hand out in front of him and says, "Giddap, hoss, giddap." Holds attitude a minute. Then, "Whoa, hoss."

Adds to column of figures:
"Livery, \$6."



For Your "Best" Trade

MERCHANTS who are at present handling our "DIALSTONE" Brand Hams and Bacon tell us that this brand is giving the highest satisfaction to their customers—and the fact that our sales are constantly increasing in volume proves that "a good line always sells."

"DIALSTONE"

Brand Hams and Bacon

are cut from young Canadian hogs, and owe their mildness and appetizing taste to the special method of curing. All cuts are nice and lean, well trimmed (not "wasty") and have a tenderness and flavor which appeal to all who enjoy good bacon.

In Your Next Order Specify

"DIALSTONE" HAMS—Average 10 to 14 lbs.

"DIALSTONE" BACKS—Either "Rind on, Rib in,"
"Trimmed with Rib in," "Boneless," or "Trimmed
and Boneless" to meet your requirements.

"DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

*Drop us a postcard for current prices
if our traveller is not calling regularly.*

TORONTO

Montreal

Hamilton



M
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“The Greatest Seller of Its Kind in the World”

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



Salt Plant, Windsor, Ontario

Demand For Quality

Our widespread advertising creates a demand for the Salt we sell you. The quality of our goods maintains the demand. Strength, purity and quality characterize

Windsor Table Salt
For general household use

Regal Table Salt
Free running - Sold in cartons

Windsor Dairy Salt

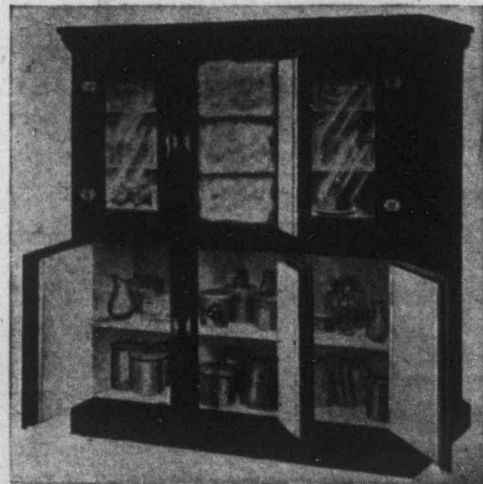
Windsor Cheese Salt

Your orders from any or all of our products will receive our most careful attention.

Made in Canada

The Canadian Salt Co., Limited
Windsor, Ontario

HANSON'S GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

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

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



Profitable Products

Merchants and Clerks will find that the reputation BRUNSWICK BRAND has will be prominently marked by the constant demand there is for this fish. Therefore, a little display in your window or on your counter will be a stepping-stone to future profitable sales.

Let us receive your order at once and we shall reply with an early shipment.

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

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





Have No Hesitation
in choosing
'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

MARTIN M. SICHEL & CO.

Grocery Brokers

212 McGill Street - Montreal

Correspondence Solicited



In California they pack this species as Sardines

but no one packs them with the scrupulous care given to

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:

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

EVERY MORSEL EDIBLE
AND DELICIOUS

Wallace Herrings are Supreme in Quality



and enjoy a steady,
well-earned demand.

WALLACE FISHERIES LIMITED
VANCOUVER

Looking for a Man?

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

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

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

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

Make your advertisement brief—like a telegram.

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

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

Canadian Grocer

143-153 University Ave.
Toronto

A handful of rice and a loin-cloth—

is about all that a coolie
needs in this life.

Would you like to be a grocer in any country where the people have *no desire* for the things you, as a salesman, can easily sell in your present store?

The higher the standard of living, the greater is the range of human desires.

The dealer helps himself to better business when by the selection and distribution of quality brands he goes a long way towards improving the standard of living, and thus enlarges his business.

Our advertising is *making—keeping—improving* a market for you.

Take advantage of it.

A few drops of LEA & PERRINS' will impart to ordinary dishes piquancy and flavor—revealing to the palate new and delightful experiences in food enjoyment.

The unvarying high quality of Lea & Perrins' has made it the Sauce Supreme.

No table or kitchen is complete without it.

In Lea & Perrins' Sauce you have the Best. It has been the best for over eighty years. The quality has never been changed. It is the Original Worcestershire Sauce, and therefore genuine.

Lea & Perrins

HAROLD SEDDON

137 McGill Street

MONTREAL

Special Agent

Recommend LANKA for Iced Tea

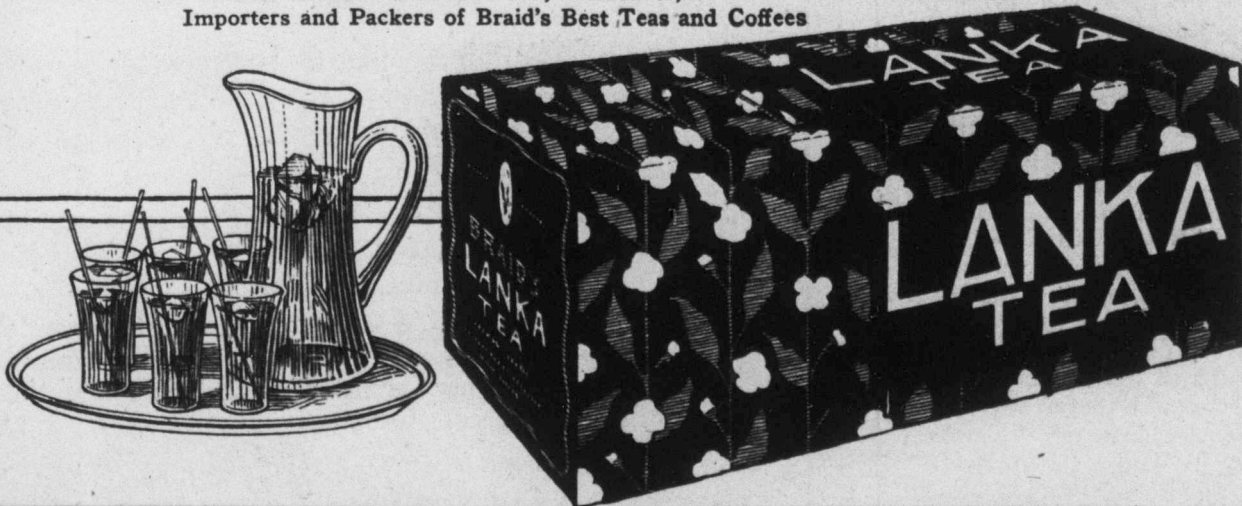
LANKA makes especially good iced tea—goodness due to its wonderful richness of flavor and smoothness of body.

You should explain this to your customers and recommend it for this use. They will appreciate your thoughtfulness and compliment your judgment.

Arrange a tray of glasses and an iced tea jug on your counter backed by some LANKA Tea packages and you make a buying suggestion to all your customers.

Whatever you say about LANKA is backed by LANKA quality to the last word. Begin to display and recommend today.

WM. BRAID & COMPANY, Vancouver, Canada
Importers and Packers of Braid's Best Teas and Coffees



Always Good



Royal Acadia Sugar can be depended upon to be 100% Pure and 100% sweet, a standard that never changes from one year's end to the other.

For every sweetening purpose you can recommend it to your customers with absolute assurance that it will uphold its reputation of "always good."

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

Why You Should Feature

KING GEORGE'S NAVY



pleasing in every particular

"Chewers" generally are discriminating people.

They like tobacco that retains its flavor and keeps moist and good down to the last "toothful."

Hence the big demand for *King George's Navy*, and the big profits that dealers everywhere are making through meeting this demand.

Are you one of them?

Rock City Tobacco Co., Ltd.

Quebec
and
Winnipeg



Cow Brand Baking Soda

Canadian housewives have confidence in Cow Brand Baking Soda because they have learned that its great strength and purity always assures them of successful results in all their baking operations. In every test, Cow Brand Baking Soda has proven its superiority, and its great strength makes it the most economical baking soda on the market.

Church & Dwight, Limited
MONTREAL

COSGRAVE'S PURE Malt Vinegar



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

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

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

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

Ask your Jobber for Cosgrave's.

Toronto Vinegar Works
Toronto

The Vital Test--SALES

Superior Macaroni already has met the big test that interests the grocer—it is selling like everything!

Already we are being forced to consider the enlargement of our plant. Repeat orders are piling up. Only *quality* could make so splendid a record. Stock up with

SUPERIOR Macaroni

Never sours on your shelf because of special drying process. Western hard wheat only is used.

Sole selling agents:

Sainsbury Brothers

Toronto Winnipeg Montreal Halifax

The Superior Macaroni Co., Ltd., Toronto



JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY MARZIPAN CHOCOLATE

Agents:

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

Lind Brokerage Co., Ltd., Toronto





Our "Cut Tobacco" Ads.

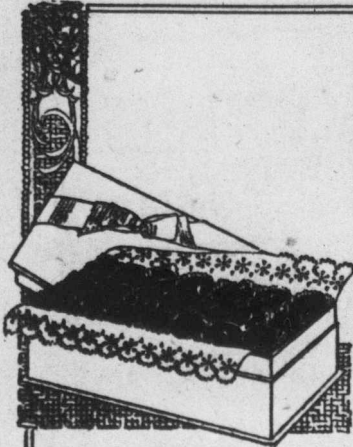
These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

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

Selling Agents:

- Hamilton—Alfred Powis & Son.
- London—D. C. Hannah.
- Manitoba, Saskatchewan and Alberta—
The W. L. Mackenzie and Company, Limited, Winnipeg.
- British Columbia—The W. L. Mackenzie and Company,
Limited, 1314 Standard Bank Bldg., Vancouver.
- Quebec—H. C. Fortier, Montreal.
- Nova Scotia—Pyke Bros., Halifax.
- New Brunswick—Schofield & Beer, St.
John.
- Kingston—D. Stewart Robertson & Sons.
- Ottawa—D. Stewart Robertson & Sons.
- Toronto—D. Stewart Robertson & Sons

W. C. MACDONALD REGD.
 INCORPORATED
 MONTREAL



As Good as their names Imply

"Nobility," "Glendale" chocolates are just as we say—**REAL GOOD**—for you, Mr. Merchant, because they bring real results from the steady demand they have and "Good" to all customers on account of their Purity.

Display "Nobility Chocolates" "**Worthy of the Name**"—also our delicious pan candies and creams—it will pay you.

NOBILITY CHOCOLATES, LIMITED
ST. THOMAS, ONT.

Selling Agents:

Edgar S. Fisher, 12 Herndale Ave., Toronto
Maclure & Langley, Limited, Montreal, Winnipeg

Two Ways for Profit

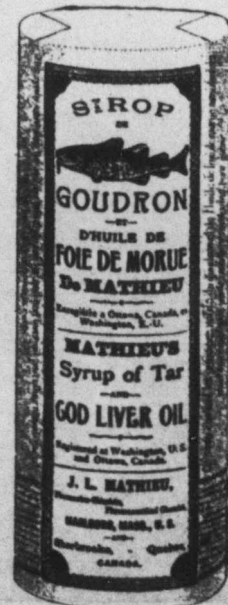


By selling Mathieu's Nervine Powders, also Mathieu's Syrup of Tar and Cod Liver Oil. The former are unequalled for Neuralgia, Nervousness, Headaches, La Grippe, etc. The latter is in demand by those suffering from severe colds and similar ailments.

**An order to-day will bring an Early Shipment—
and subsequent satisfaction.**

J. L. MATHIEU COMPANY

PROPRIETORS
SHERBROOKE, QUE.



Help yourself to the profits!



Put Gold Dust packages
where your customers can
see them.

We can't do it all. Our advertising makes women want Gold Dust. They will buy when they see it on your shelves.

Gold Dust is "Made in Canada" and advertised in Canada. It's a money maker for you.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

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

Please pass this information on to your customers.

G. Washington's COFFEE

ORIGINATED BY MR. WASHINGTON IN 1909
Distributed by Grocers Specialty Company
169 William Street, Montreal



CENTURY SALT



A sparkling white salt refined to the utmost possible point of purity. Well advertised. D deservedly popular.



SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you. DOMINION SALT CO., Limited, SARNIA, Canada. Manufacturers and Shippers.



BONNE SANTÉ THE NEW SELF-RISING FLOUR

For Making
All Kinds of Cakes, Pies,
Croquettes, etc.

Finest Package on the Market

Bonne Sante Products Ltd.

9 Iberville St. Montreal

AGENTS WANTED

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

- "Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
- Screw Vac. Top Glass Jars, 16 oz.
- Strawberry \$5 15
- Currant, Black 5 05
- Pear 4 40
- Peach 4 40
- Plum 4 20
- Apricot 4 50
- Cherry 4 35
- Gooseberry 4 50

"AYLMER" PURE ORANGE MARMALADE

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

PORK AND BEANS "DOMINION BRAND"

- | | Per doz. |
|---|----------|
| Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case | \$0 85 |
| 1s Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1s Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1s Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case | 0 97½ |
| 1½s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2s Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |
| Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case. | |

CATSUPS—In Glass Bottles.

- | | Per doz. |
|-----------------------------|----------|
| ¼ Pts., Aylmer Quality | 1 80 |
| 12 oz., Aylmer Quality | 2 55 |
| Per Jug | |
| Gallon jugs, Aylmer Quality | \$1 65 |
| Per doz. | |
| Pints, Delhi Epicure | \$2 75 |
| ½ pints, Red Seal | 1 25 |
| Pints, Red Seal | 1 90 |
| Quarts, Red Seal | 2 40 |
| Gallons, Red Seal | 6 45 |

BORDEN MILK CO. LTD., 180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

- Terms—Net 30 days.
- Eagle Brand, each 48 cans. \$12 50
 - Reindeer Brand, each 48 cans. 12 00
 - Silver Cow, each 48 cans. 11 50
 - Gold Seal, Furity, ea. 48 cans. 11 35
 - Mayflower Brand, each 48 cans. 11 35
 - Challenge Clover Brand, each 48 cans. 10 60
- EVAPORATED MILK**
- St. Charles Brand, Hotel, each 24 cans. \$7 90
 - Jersey Brand, Hotel, each 48 cans. 7 90
 - St. Charles Brand, tall, each 48 cans. 8 00

- cans 8 00
- Jersey Brand, tall, each 48 cans 8 00
- Peerless Brand, tall, each 48 cans 8 00
- St. Charles Brand, Family, 48 cans 7 00
- Jersey Brand, Family, each 48 cans 7 00
- Peerless Brand, Family, each 48 cans 7 00
- St. Charles Brand, small, each 48 cans 3 70
- Jersey Brand, small, each 48 cans 3 70
- Peerless Brand, small, each 48 cans 3 70

CONDENSED COFFEE

- Reindeer Brand, large, each 24 cans \$7 50
 - Reindeer Brand, small, each 48 cans 8 00
 - Cocoa, Reindeer Brand, large, each 24 cans 6 25
 - Reindeer Brand, small, 48 cans 6 50
- W. B. BROWNE & CO.
Toronto, Ontario
- Wheatoid Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case \$6 00
- 96-lb. jute bags, per bag 8 00
 - 96-lb. jute bags, with 25 3¼-lb. printed paper bags enclosed, per bag 8 50
 - 5-lb. tins, 1 doz. in case 7 15
- HARRY HORNE & CO.
Toronto, Ont.

- Per case
- Cooker Brand Peas (3 doz. in case) 4 20
 - Cooker Brand Popping Corn (3 doz. in case) 4 20
- COLMAN'S OR KEEN'S MUSTARD

- | | Per doz. tins |
|---------------|---------------|
| D.S.K., ¼-lb. | |
| D.S.F., ½-lb. | |
| D.C.F., 1-lb. | |
| F.D., ¼-lb. | |

- Per jar
- Durham, 1-lb. jar, each 11.50
 - Durham, 4-lb. jar, each 25.00

CANADIAN MILK PRODUCTS, LIMITED

- Toronto and Montreal
- KLIM**
- 8 oz. tins, 4 dozen per case. \$12.50
 - 16 oz. tins, 2 doz. per case. 11.50
 - 10 lb. tins, 6 tins per case. 25.00
- Prices f.o.b. Toronto.
- THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

- Boxes
- 40-lb. Canada Laundry. \$0 12
 - 100-lb. kegs, No. 1 white. 0 12½
 - 200-lb. bbls., No. 1 white. 0 12½
 - 40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs. 0 13½
 - 40 lbs., Benson's Enamel (cold water), per case. 4 10
 - Celluloid, 45 cartons, case. 5 30
- Culinary Starch
- 4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)
 - Challenge Corn 0 12
 - 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. 0 16½
 - (20-lb. boxes ¼c higher, except potato flour.)

- LILY WHITE CORN SYRUP**
- 2-lb. tins, 2 doz. in case. \$7 05
 - 5-lb. tins, 1 doz. in case. 8 05
 - 10-lb. tins, ½ doz. in case. 7 75
 - 20-lb. tins, ¼ doz. in case. 6 13½
- Celebrated Prepared 0 13½
- 40-lbs. Canada Pure or Barrels, about 700 lbs. 0 10
- Half barrels, about 350 lbs. 0 10½
- CROWN BRAND CORN SYRUP**
- 2-lb. tins, 1 doz. in case. 6 45
 - 5-lb. tins, 1 doz. in case. 7 45

RAISINS

What is left of 1919 crop of this fruit is certainly getting into very small compass. The extraordinary exports from here to the United States practically cleared the Canadian market and what is left is a mere bagatelle of the quantity usually held here at this season. In past years large quantities of freshly seeded were sent forward from the Coast to take care of the early requirements before the new fruit came to hand.

This year there will be none of this coming forward, for the simple reason that there's none left on the Coast. We have a small lot of the different kinds which we offer subject to unsold, and you who may be in need had better stock up for your Fall trade while the fruit is available.

Griffin	Seedless,	15 oz.	-	.30
Sunmaid	"	15 oz.	-	.30
Sunmaid	Seeded,	15 oz.	-	.28½
Griffin	"	15 oz.	-	.28½
Choice	"	15 oz.	-	.27½
Fancy	"	11 oz.	-	.22¾
Choice	"	11 oz.	-	.22

SEND US AN ORDER.

H. P. ECKARDT & CO
WHOLESALE GROCERS
 CHURCH STREET & ESPLANADE TORONTO



How About This For Profit?

A case of 3 dozen Mapleine laid down in your town costs \$15.30. And this \$15.30 investment clears you \$6.30. Pretty good, don't you think?

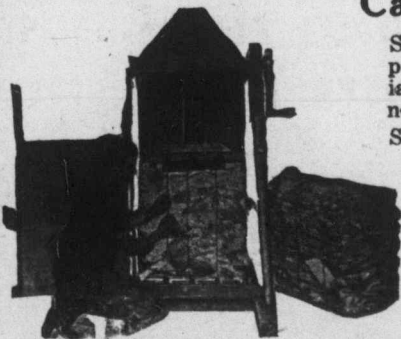
Mapleine

This maple-tasting flavoring is a real treat for maple loving people. Tell customers about the good things it holds in store for them and these 36 bottles will melt from your shelves.

It's money in your packet to stock Mapleine and display it. Order of your jobber or

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

Sell Your Waste Paper, Cardboard, etc.



Serious shortage of paper making materials. Very high prices now.

Send for catalog of
"Climax" Steel Balers

Made in 12 sizes.

Climax Baler Co.
 HAMILTON, ONT.

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

LEMON BROS.

OWEN SOUND - - ONTARIO



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

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

Agents:
 F. Manley, 323 Carry Street
 Winnipeg
 Sankey & Mason, 839 Beatty Street,
 Vancouver.

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

GELATIN

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

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley— Doz.

1-lb. 2 35

1/2-lb. 1 15

Robinson's Patent Groats—

1-lb. 2 35

1/2-lb. 1 15

BLUE

Keen's Oxford, per lb. 0 27

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

NUGGET POLISHES

Polish, Black, Tan, Toney Red,

Dark Brown, White Dressing, each \$1 25

Doz.

White Cleaner (liquid) \$2 00

Card Outfits — Black, Tan,

Toney Red, Dark Brown .. 4 80

Metal Outfits — Black, Tan,

Toney Red, Dark Brown... 5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb. \$1 24

Bobs, 12s 1 18

Currency, 12s 1 18

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

Pay Roll, thick bars 1 30

Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 26

Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 25

Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 34

Forest and Stream, tins, 9s, 2-lb. cartons 1 44

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins 1 50

Master Workman, 2 lbs. 1 25

Master Workman, 4 lbs. 1 25

Derby, 9s, 4-lb. boxes 1 30

Old Virginia, 12s 1 70

Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

THE COWAN CO., LTD.

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

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

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

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

Perfection, 10s size, doz. 1 25

Perfection, 5-lb. tins, per lb. 0 45

Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box doz. 3 50

Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb. 0 47

Supreme Chocolate, 10c size, 2 doz. in box, per box. 2 35

Perfection Chocolate, 10c size, 2 doz. in box, per box. 2 00

SWEET CHOCOLATE

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

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

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

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

Diamond Crown Chocolate, 28 cakes in box 1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 48

Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 49

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 49

Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 49

Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 49

Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 49

No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 49

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

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

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

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

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

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

Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35

Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35

Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47

Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box. 2 45

Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb. 0 47

Fruit and Nut Milk Chocolate Slabs, per lb. 0 47

Milk Chocolate, Slabs, with Assorted Nuts, per lb. 0 47

Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. 6 25

Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 8 36

Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 6 25

Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 8 36

Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. 4 50

Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 50

Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box 2 05

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

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

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

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

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box. \$0 95

Almond Nut Bars, 24 in box, 60 boxes in case, per box. 0 95

Ginger Bars, 24 in box, 60 boxes in case, per box. 0 95

Fruit Bars, 24 in box, 60 boxes in case, per box. 0 95

Active Service Bars, 24 in box, 60 boxes in case, per box. 0 95

Victory Bars, 24 in box, 60 boxes in case, per box. 0 95

Queen's Dessert Bars, 24 in box, 60 boxes in case, per box. 0 95

Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box 0 95

Royal Milk Cakes, 24 in box, 60 boxes in case, per box. 1 00

Cream Bars, 24 in box, 60 boxes in case, per box 0 95

We pack an assorted case of 60 boxes of bars.

Maple Buds—

6c display boxes 1 90

6c pyramid packages, 4 doz. in box 1 90

6c glassine envelopes, per box 1 90

Queen's Dessert, 10c cakes, 24 cakes in box, per box 2 00

W. K. KELLOGG CEREAL CO.,

Battle Creek, Mich.

Toronto, Canada.

The Waxtite Line

Kellogg's Toasted Corn Flakes 4 15

Kellogg's Toasted Corn Flakes Ind. 2 00

Kellogg's Shredded Krumbles 4 35

Kellogg's Shredded Krumbles Ind. 2 00

Kellogg's Krumbled Bran ... 2 25

Kellogg's Krumbled Bran, Ind. 2 00

BRODIE & HARVIE, LTD.

14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz. \$6 40

Do., 3 lbs. 3 24

Superb Self-Rising Flour, 6 lbs. 6 20

Do., 3 lbs. 3 15

Crescent Self-Rising Flour, 6 lbs. 6 30

Do., 3 lbs. 3 20

Perfection Rolled Oats (55 on) 8 00

Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pkgs., doz. 1 60

Post Toasties

Lead the Demand for Corn Flakes

The superiority of these flakes not only insures present sale but continued popularity.

Keep Well Stocked

The demand is sure. The profit is good.

The same square treatment which has built our business will always back the trade from jobber to consumer.



Canadian Postum Cereal Company, Ltd., Windsor, Ont.

California and Georgia PEACHES

Genuine

Freestone Elbertas

NOW AT THEIR BEST

**Bartlett Pears, Plums and
Cantaloupes**

FRESH ARRIVAL:

**California Valencia
Oranges and Lemons**

Local Fruits and Vegetables
in abundance

WHITE & CO., LTD.
TORONTO

CALIFORNIA FRUITS

Peaches Plums Apricots
Cantaloupes Cherries

Now arriving freely—Include some in
your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

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

The House of Quality

Hugh Walker & Son

Guelph Established 1861 Ontario

ROSE'S LIME JUICE



—is a splendid, refreshing summer drink. A counter or window display will remind your customers of a line that will be well worth their purchasing at this season of the year.

A profitable seller. Order ROSE'S LIME JUICE at once, to ensure early shipment.

Holbrooks, Ltd.
Toronto and Vancouver

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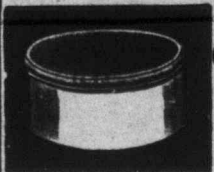


BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS



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

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

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

60-62 JARVIS STREET
TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto

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

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

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

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY Limited

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

Waterloo - - - Ontario

THE "WANT" AD.

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

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

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

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

The "want ad." is the great force in the small affairs and incidents of daily life.

NEW ZEALAND HONEY ARRIVING

Prices on honey, while not yet definitely quoted, appear to be settling at around 20c per lb. for white clover strained, in 60-lb. cases, delivered Toronto. It is expected that considerable New Zealand will be arriving shortly. Ontario beekeepers are reported to be holding their stocks firmly, owing to a light crop, but wholesale dealers claim that the possibility of large importations will have a moderating effect on prices paid for domestic stock.

Good specialty salesman for City of Toronto. Splendid opportunity for first class man. Apply giving references and salary expected.

Box 218, Canadian Grocer,
143 University Ave., Toronto, Ont.

GROCCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.

Phone 1577

THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS.
ASK FOR SAMPLES and QUOTATIONS.
R. M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy
Paraffine boxes for bulk pickles,
Mince-meat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - - ONTARIO

A. B. W. Best Brooms
THE ARE MADE OF FINEST
SELECTED GREEN CARPET
BRUSH

CLOSELY BOUND, AND IS
EASILY THE BEST LIGHT
BROOM ON THE MARKET.

For Prices, etc., write
AMERICAN BROOM WORKS
ST. BASILE, QUEBEC, CAN.

Also looking for a few good
Representatives.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

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

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

WANTED

OUT-OF-TOWN TRAVELLER WANTED TO sell splendid line of confections. Chadwick & Co., 84 Duke St., Toronto.

WANTED - GROCERY CLERK, TOWN 3,600 population. Must be a live-wire and be able to furnish references. Apply Box 216, Canadian Grocer, Toronto, Ont.

WANTED - AT ONCE, SALESLADY FOR country general store, must be well versed in dry goods, be smart and congenial. Furnish reference with first letter. Apply T. R. Craig, Martintown, Ont.

FOR SALE

FOR SALE - GENERAL BUSINESS WITH POST Office. Mostly groceries. Exceptional opportunities. Simcoe County. Apply Box 210, Canadian Grocer, Toronto.

FOR SALE - A THRIVING GROCERY BUSI-ness on one of the principal streets of the city. A good business in a good location. Apply to S. & W. Climie, 117 Gore St., Sault Ste. Marie, Ont.

FOR SALE - GOOD GROCERY BUSINESS. Stock \$8,000. Can be reduced. Fixtures \$2,000. Apply John Purvis & Son, Parry Sound, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

Say You Saw It In
Canadian Grocer,
It Will Help To
Identify You.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

WHEN WRITING ADVERTISERS
PLEASE MENTION THIS
PAPER



RID-OF-RATS
Warm Weather is the Breeding
Time for Rats
and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. \$1.00 per lb. in bulk.
BERG & BEARD MFG. CO., Inc.

100 Emerson Place.

Brooklyn, N.Y.

CATSUP THAT WILL KEEP IS MADE FROM PARKE'S CATSUP FLAVOR AND PRESERVER



A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

NO ADDITIONAL SPICES ARE REQUIRED

Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price. \$2.25
Per Doz.; \$27.00 Per Gross.

PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

A SILENT : SALESMAN

A Silent Salesman illustrated in the Arnett catalog which shows a range of styles to suit every purpose.

Make your whole store do saleswork by installing Arnett Silent Salesman.

Write for this Catalog

THOMAS LEWIS ARNETT SOURIS MAN.



ARNETTIZE
YOUR
STORE

Create The Right Atmosphere

Cleanliness creates a pleasing atmosphere.

Neat and clean merchandise, well-arranged displays, bright show-cases and an absence of dust, create an atmosphere in your store that makes a favorable impression upon your trade.

Dust and dirt cost you money, not only in the deterioration of your goods but in *loss of trade*. The spick and span type of woman shuns the shop of musty surroundings. Banish dust from your shop and make your store bright and attractive.

IMPERIAL FLOOR DRESSING (Standard)

(Formerly "Imperial Standard Floor Dressing.")

is the best ally to wage war on dust. One application cleans and preserves your floor and *prevents the dust from rising*. All dirt and dust which may enter your store is held to the floor so that it may be swept out without contaminating the air. One gallon is sufficient to treat upwards of 700 square feet of floor surface, and one application lasts for months. Imperial Floor Dressing is sold in gallon and four-gallon lithographed sealed cans, half-barrels and barrels.

"Made in Canada"

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



WHEN THE WAITING LINE
GROWS TIRED OF WAITING

Why delay, Mr. Grocer, until vexed
and irritated customers complain?

STRENGTHEN YOUR SERVICE CHAIN; ADD THE MISSING LINK—

THAT OTHER DAYTON

*It's a simple problem with three
sides — solve it yourself before
rush hour overtakes you.*

Why wait for dissatisfied customers to spur you?
Study this easy proposition from all three sides
and when rush hour comes you'll BE READY!

THE CLERK'S SIDE: Why am I helpless and losing
time while time is most precious? Just
another case of trying to make one Dayton do
the work of two.

THE BUYER'S SIDE: Mr. Grocer may waste his
own time—his clerks' time—but not mine.
Good-bye!

YOUR SIDE: Can I afford to keep clerks waiting,
customers waiting, lose trade and proclaim my
inefficiency—or shall I buy "That Other
Dayton?"

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.;
TORONTO, 415 1/2 Yonge St.; HAMILTON, 225 King St. E.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott
Ave.; SASKATOON, 254 3rd Ave.; CALGARY, 127 6th Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)