

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. 24

Kkovah Health Salt

A teaspoonful in the morning makes life worth living—

*Makes you fit—
Keeps you fit*



QUALITY ALWAYS!

THAT is the keynote of the success of Kkovah Health Salt. The high standard upon which its reputation has been built is fully maintained, always, and it is still the finest family aperient.

Strong publicity is increasing the demand daily. Focus that demand to **your** stores by window and counter display. It's a profitable line and worth pushing.

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

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



Ask Your Wife!

THOSE who have not studied the "dye" question have no idea of the sales possibilities there are for a satisfactory Dye Soap, such as "Aladdin."

But just mention "Dye Soap" to your wife or daughter or any female member of your household, and you will get from them an idea of how eager women are to have a dye soap that will really do the work.

Aladdin **will** do the work—it provides the most practical and satisfactory method of dyeing the things women hold dear.

The demand for Aladdin will be enormous. Women will certainly try Aladdin—and having tried it, will buy assorted colors by the dozen. Soon hundreds of thousands of Canadian women will be using this wonderful new dye soap.

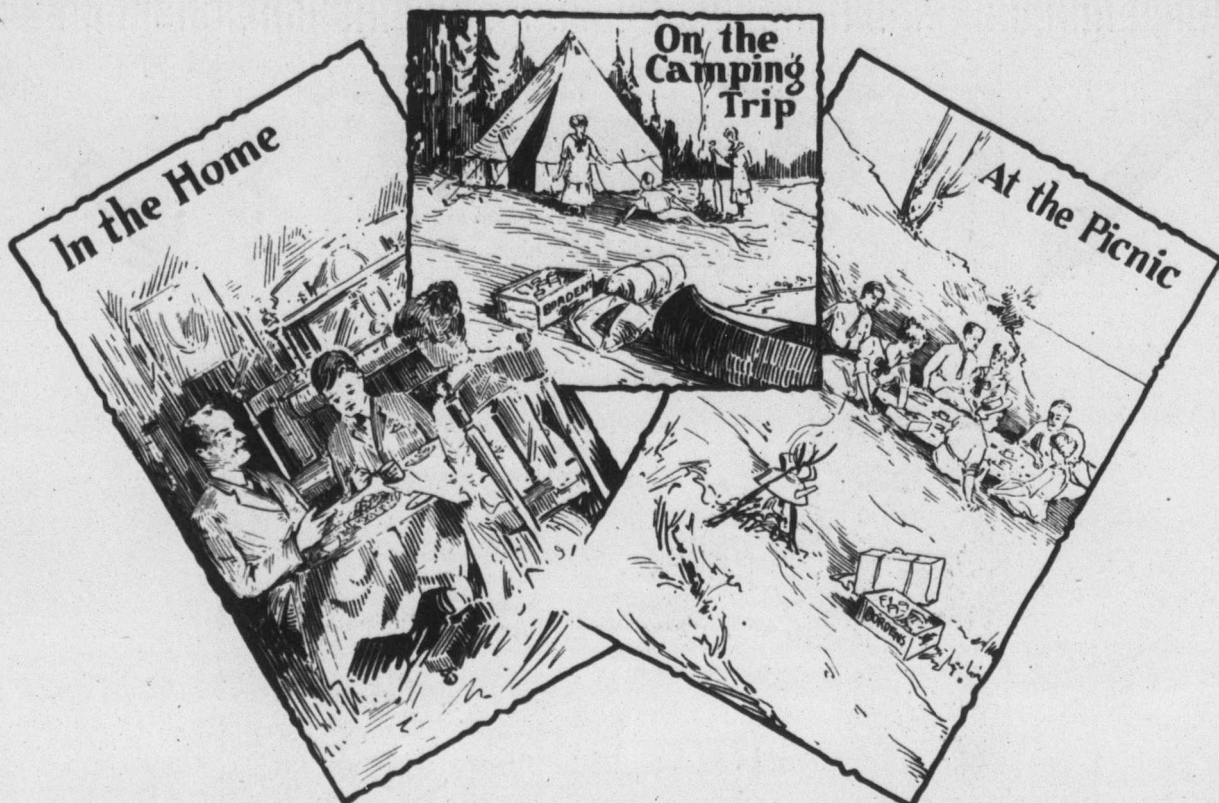
By stocking the line **now**, you will share in the early fruits of the enthusiasm that our advertising is certain to create for Aladdin. Have you seen the big Aladdin's advertisements appearing in the newspapers?

Order an assortment—with our beautiful Revolving Display Stand (Stand free with gross and a half assortment).

Mention jobber through whom you wish order filled.

Aladdin
Dye
Soap

CHANNELL CHEMICAL CO., Limited---Distributors
TORONTO



Borden's MILK PRODUCTS



*For Sixty Three years Borden Milk Products have held leadership and their **never changing quality and purity** have won for them the established reputation that has put such a selling appeal behind the name Borden's.*

Keep your Borden Milk Products well displayed during the summer months and occasionally get up a good window display suggesting their great convenience and usefulness for picnickers, campers and for general household use. Borden sales are pretty steady the year round but summer always adds an impetus and it's up to you Mr. Merchant to prepare for these handsome, extra, summer profits.

SIX CANADIAN FACTORIES

The
Borden
CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER



Garton's
CUSTARD

The New Custard from England

Pure—Wholesome—Nutritious

Enjoyed alike by old and young;
its rich creamy flavour makes
fruit puddings, etc., so tasty.

From all Stores, in
Tins and Packets



Hurrah!

Garton's
CUSTARD

Give it freely to the
children—it's so nutritious

Has a flavour all its own—rich
and creamy—nothing quite like it.

From all Stores.



THE big selling season for Garton's Superb English Custard is *now commencing*, and to help you, Mr. Grocer, to make it a banner selling event, we have launched the Garton consumer campaign (two advertisements of which appear above) in the leading Canadian dailies.

Link up your store with this good-will campaign by featuring *Garton's Custard NOW* when fruits are high-priced and scarce.

Distributors for Canada

W. G. Patrick & Co., Limited

HALIFAX MONTREAL TORONTO WINNIPEG

Cocoanut and Chinese Egg Products

We are in a position to offer for prompt shipment direct from the Orient or from New York and San Francisco, PRIME CHINESE EGG PRODUCTS, as follows:—

**FLAKE ALBUMEN
SPRAY ALBUMEN**

**SPRAY YOLK
WHOLE EGG POWDER**

Packed in tin-lined cases of 200 lbs. net, and guaranteed free of zinc, and to pass the test of the United States Department of Agriculture.

We are willing to introduce the Chinese Egg Albumen by shipping, as a trial order, any quantity, from one case up, and give any orders entrusted us our careful attention.

We can also quote upon application:—

LIQUID YOLK No. 1 QUALITY

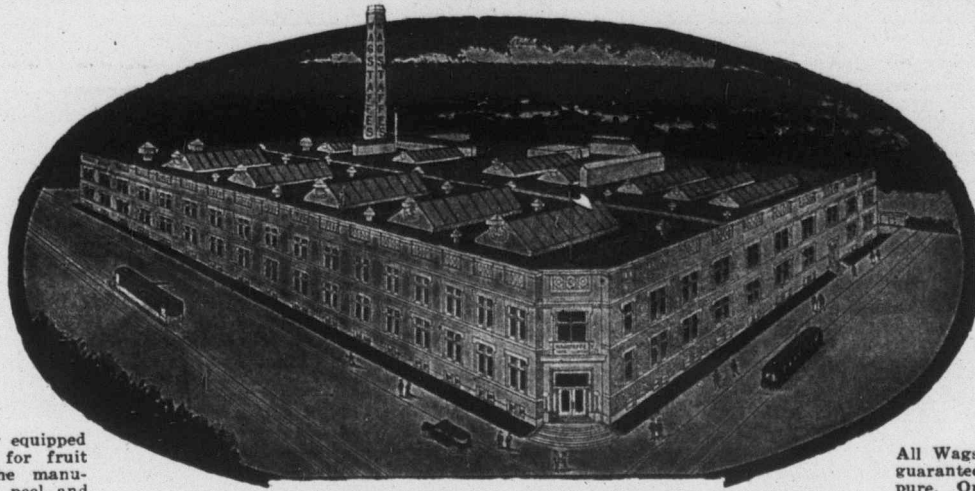
In casks of 430 lbs. net—2 per cent. Boracic Acid.

Also all kinds of Oriental and other imported edible nuts and desiccated cocoanut.

J. ARON & COMPANY, Inc. **NEW YORK**

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

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



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

The Home of Wagstaffe's Jams

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

"When you eat let it be the Best"



WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade

ARE GREAT APPETIZERS

BOILED IN SILVER PANS

Ask Your Grocer for Them





WAGSTAFFE'S

Real Seville
Orange
Marmalade

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

ASK YOUR GROCER FOR IT.



Helping You Sell Wagstaffe's

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

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

WAGSTAFFE, LIMITED

Pure Fruit Preservers

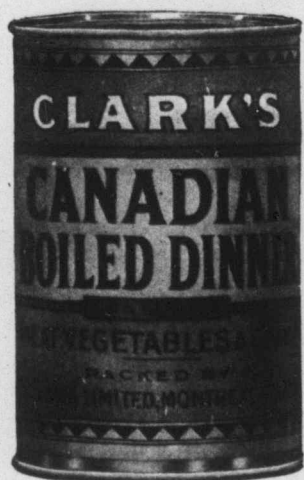
HAMILTON

CANADA

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

ronto, Ont.; H. G. Smith, 356 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

CLARK'S Canadian Boiled Dinner



A perfectly balanced and well cooked Meal, containing the very finest beef and carefully selected vegetables.

Impress on your customer, Mr. Grocer, the fact that a few minutes heating is all that is required and CLARK'S Canadian Boiled Dinner is ready for the table.

No labour, no long cooking process necessary.

One of the best sellers.

Made in Canada--by Canadians

W. CLARK, Limited

MONTREAL

Merchants' Book-keeping Made Easy

A monthly record of goods bought.

A definite monthly sales total.

It dispenses with guessing.

It is good for ten years.

A clean-cut monthly expenses account.

A complete monthly check on credit sales.

Approved by Bankers who have seen it.

It costs \$12.50 complete.

For particulars write

SANDERSON-YORKE SYSTEM

26 Manchester Avenue, Toronto, Ont.



SIZE 28 IN. X 40 IN.

Sunset dealers, NOW IS THE TIME for your SUNSET WINDOW. Dress it up with this brand new, attractive cut-out, together with Sunset Display case, color card and packages. Your customers are now looking over last summer's things to see what garments can be dyed and made to serve this season at the mountains or shore. Your timely Sunset Window will bring this dye trade over your counter. Send for the Sunset Window display to-day.

Sunset is the One Dye for all fabrics and all purposes. Push Sunset and you are sure of big profits, repeat orders and delighted customers.

This Sunset Display is beautifully lithographed in many colors and is one of the finest pieces of window trim we ever have seen. We shall be glad to send it to you free knowing that the increased business for you will more than justify our expense. Please address your request to

North American Dye Corporation, Ltd., Toronto, Canada

Ask your jobber for prices and discounts, or write to

Harold F. Ritchie & Co., Ltd., Toronto, Canada

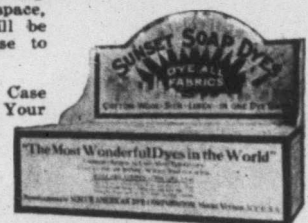
Send for this

New Sunset Window Display

Free to
Sunset Dealers

Write us on your letter head stating that you will give the window space, and this beautiful cut-out will be sent promptly without expense to you.

This attractive Sunset Display Case contains one gross assorted. Your jobber can supply you.



SUN-MAID PROFIT

**Our Advertising Puts This
Into Your Till**

Thirty-eight million Sun-Maid advertisements are entering the better homes of America this year. Sun-Maid customers are in every locality. They live in your own neighborhood. Their number is increasing daily.

Display Sun-Maid on shelf, in window. Let your customers see that you, too, sell these tender, juicy, delicious thin-skinned raisins. It's the brand most women want.

Get your share of Sun-Maid business.

**Order from your
jobber.**

California Associated Raisin Co.

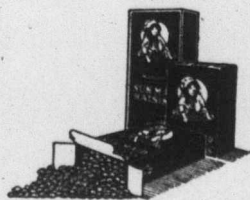
Membership 10,000 Growers
Fresno, California

Three Varieties:

Sun-Maid Seeded
(Seeds Removed)

Sun-Maid Seedless
(Grown without seeds)

Sun-Maid Clusters
(On the stem)



Growers and shippers of
America's all-year nation-
ally advertised brand of
raisins.

Wholesale Grocery Limited

*Wholesale Grocers, Importers,
Exporters, Distributors*

Telephone Adelaide 5895

55 Bay Street, Toronto

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

**For conserving butter,
use**

APROL

contains a higher
proportionate
amount of the same
properties as the
very purest olive oil.

A perfect salad and
cooking oil.

An unrivalled
shortening.



W. J. BUSH & CO. (CANADA) Limited
NATIONAL CITY, CALIFORNIA MONTREAL TORONTO



ARE
THE IDEAL LINE FOR THOSE
of your customers who
demand a
Medium Priced Sardine

Supplied by the wholesale grocery trade

John W. Bickle & Greening
Hamilton, Ontario

A Sweeping Demand

Dust is dangerous. It is the duty of every merchant who handles necessities of life to eliminate dust as much as possible.

Dust rising before the sweeping broom lodges on the shelves, the merchandise, the display counters, carrying with it all the deadly contagion of disease.

IMPERIAL FLOOR DRESSING (Standard)

(Formerly "Imperial Standard Floor Dressing.")

—is a non-evaporating, wood preservative that cleans the surface of floors and *prevents dust from rising*. You can sweep your floors without danger of raising the dust if you treat them with Imperial Floor Dressing. One gallon will treat a floor surface of from 500 to 700 square feet, and one application will assure you of clean and dustless surroundings for months.

Stock up! The spick and span appearance of your store will demonstrate effectively the dust-killing qualities of Imperial Floor Dressing and help you sell it.

"Made in Canada"

IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication
Branches in all Cities

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



KING GEORGE'S
NAVY CHEWING TOBACCO

keeps the cash register ringing

In grocery stores all over the Dominion the sweet, "toothsome" goodness of Rock City Tobacco is winning more and more chewers to its constant use.

And grocers featuring this popular chew find their trade considerably increased and their profits greatly augmented by Rock City sales.

If you are not already a Rock City dealer we suggest a trial supply immediately.



Rock City Tobacco Co., Ltd.



A Cigar Maker or Tire Manufacturer May Market Seconds



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

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

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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



OAKLEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

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

Agents:

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

QUAKER BRAND GOODS WILL'PAY

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

We will need the Grocer's
co-operation.



DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
Canada

Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON

Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.

In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.

VICTORIA - VANCOUVER

Vancouver Office of
Canadian Grocer

314 Carter-Cotton Building

Telephone Seymour 4337
ROY A. HUNTER

ALBERTA

**Calgary Storage & Cartage Co.,
Limited**

Warehousing and Distributing
Our Specialty

Office: 304 11th Ave. East
CALGARY ALTA.

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 194th St., Edmonton, Alta.
(Brokers Exclusively)

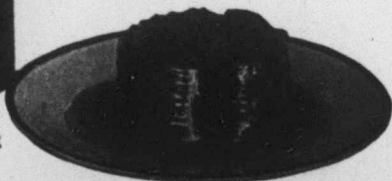
Dried Fruits, Nuts, Beans, Jams,
Cereals, Fresh Fruits and
Vegetables

Say you saw it in Canadian

Grocer, it will identify you.



EVERY MORSEL EDIBLE
AND DELICIOUS



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

Clayoquot Sound Canning Co., Ltd.

VICTORIA

AGENTS:

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



Red Arrow Biscuits

are quite apparently the

Biggest Package for the Money

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

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

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

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

JOHN PRITTY, Ltd. Merchandise Broker and
Manufacturer's Agent
Head Office: REGINA, Sask.
Specializing in Carlots of—
Potatoes, Poultry, Eggs, Butter (Dairy
and Creamery), Rice, Beans, Canned
Fruits, Dried Fruits, Nuts, Raisins, Dates,
etc.
An energetic Western organization with
lots of experience and efficient sales organ-
ization.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and
Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. | 16 Board of Trade Bldg.
Winnipeg, Man. | Calgary, Alberta

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU THE
SERVICE
WHICH SPELLS
SUCCESS

in the marketing of your products.

LET US SHOW YOU.

"BEST IN THE WEST"

Head Office: WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

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

WHEN WRITING TO ADVERTISERS
 PLEASE MENTION THIS
 PAPER

MANITOBA
 SASKATCHEWAN

Wholesale Grocery Commission
 Brokers

ALBERTA
 WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
 WINNIPEG
 and
 Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
 STORAGE
 DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

MANUFACTURERS—This Interests You

Does the RETAILER Know Your Products?

If Not, WHY Delay! HE Should Be YOUR Best Friend

Do YOU NEED a real, live selling organization of SPECIALISTS to introduce to him what you have to offer?

We work the RETAIL TRADE, and are in a position to guarantee RESULTS.

Will you let us handle YOUR LINES and show you what we can do?

DONALDSON PHILLIPS AGENCIES LIMITED, 124 Pacific Building, Vancouver, B.C.

MANUFACTURERS AGENTS WHOLESALE GROCERY AND PRODUCE BROKERS

W. H. ESCOTT CO. LIMITED

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

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

SALES FORCE

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

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

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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

The Norcanner Brand



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

Bravo Brand Sild Sardines



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

Your jobber can supply you

**NORCANNERS, LIMITED
STAVANGER, NORWAY**

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal A. S. May & Co. Toronto Donald H. Bain Co. Winnipeg

Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY -
COMMISSION BROKERS
34 DUKE ST. TORONTO
CAN
CREATE
A DEMAND
FOR YOUR GOODS
THROUGH EFFICIENT
METHODS OF REPRESENTATION

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

Owing to the high freights prevailing
CONTINUE TO IMPORT
supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Sell the Best

.....

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

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

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Geay Building, 24 & 26 Wellington St. W., Toronto.

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

When Writing to Advertisers Kindly
Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO

MANUFACTURERS O. M. SOLMON

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

BRITISH GUIANA

Why not build up your trade in
British Guiana and the West In-
dies, by appointing us your Agents?

McDAVID & CO.

Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara,
British Guiana
Exporters: Coconuts, Coffee, Rice, Cocoa.

PAUL F. GAUVREAU

Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.

I am buyer of flour, feeds, grains of all
kinds, damaged grain, also cereals. Mail
samples.

AGENCIES WANTED

For Food Products, Confectionery, etc.
For the Dominion. Best References.

JOYCE CO., LTD.

307 St. James Street, Montreal

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

WANTED

Agencies for food products for the
City of Montreal, best references

SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Belgo. Canadian Trading Co. "Regd."

Import and Export
General Distributors

We are open to represent Manufacturers or
Growers of Foodstuffs.

13 St. Francois Xavier St., MONTREAL

SYDNEY and CAPE BRETON

business is worth your especial consideration.
Get best results by appointing a resident broker
to look after your interests. Nine years con-
nection. All references. Write.

R. E. McCONNELL,

Manufacturers Agent and Grocery Broker,
Sydney, N. S.

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE

GROCERY BROKER

Importateurs & Exportateurs	Importers & Exporters
Pois et Feves	Peas and Beans
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Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots

A. H. M. HAY

General Produce & Lumbermen's
Supplies

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WHEN ANSWERING ADVER-
TISEMENTS KINDLY MENTION

NAME OF THIS PAPER

RICE

RICE FLOUR

RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

When Writing to Advertisers Kindly Mention
this Paper



Still further Possibilities— in our Cut Smoking

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

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

Plug Smoking

**BRIER
INDEX
BRITISH CONSOLS**

Plug Chewing

**PRINCE OF WALES
CROWN
BLACK ROD (TWIST)
NAPOLEON**

Cut Smoking

Cut Brier & British Consols.

Selling Agents :

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

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

W. C. Macdonald Regd.

INCORPORATED

Montreal

Superior Brand Macaroni



The new Macaroni that is all its name implies.

Superior in Flavor
 Superior in Quality
 Superior in every way



Superior Macaroni is made from the finest Canadian hard wheat flour by experts in a bright, modern factory.



Look over your macaroni, vermicelli and spaghetti stock and try a sample order of Superior Brand—the macaroni that is really superior.

Selling Agents for Canada:

Sainsbury Bros.
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VANCOUVER, B.C.
 134 Abbott St.

WINNIPEG, MAN.
 510 Confederation Life Bldg.

MONTREAL
 116 St. Nicholas Bldg.

HALIFAX
 223 Hollis St.

The Superior Macaroni Co. Ltd.
 Toronto, Ont.

MACARONI

*A Product that Is Becoming More
Popular Daily*

People have realized that macaroni is one of the most nutritious foods produced, and, as a result, wholesalers are finding a more extensive sale than ever for this product.

We have secured the privilege of marketing in Canada, Sweden and the British Isles—one of the finest grades of macaroni produced—"SUPERIOR BRAND"—made by the SUPERIOR MACARONI COMPANY, TORONTO.

A systematic selling and advertising campaign, coupled with the increasing public demand, should make "SUPERIOR BRAND MACARONI" one of the most active selling commodities.

Get in touch with your wholesaler now for a sample order.

SAINSBURY BROS.

REPRESENTATIVES

Vancouver Winnipeg Toronto Montreal Halifax

ALSO AT

San Jose, California

London, England

Stockholm, Sweden



O.K. SAUCE

FINALITY IN
FRUIT SAUCE

as a palate pleasure
and a true digestive

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



Sole Proprietors:-

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

Sales Agents:

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

**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.

Gives all-round Satisfaction

Garton's Custard shows
good profit to the sales-
man — pleases the cus-
tomer, and thus induces
repeat orders.

Garton's Custard is being
widely advertised and is
certain of a steady and in-
creasing demand.

Sold in cartons and tins.

Garton's

CUSTARD

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

S & M Bulk Chocolates

These delicious hand-dipped chocolates are made in
a large variety of Nuts, Fruits and Hard centres,
coated with light and milk coating.

Write us for prices and discounts.

Correspondence solicited from jobbers.

Sole Canadian Distributors

Dominion Sales Company

Southam Bldg.

Montreal

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to Use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your
Wholesaler

1598 Delorimier Ave.
Montreal



Another 'bumper' week

What with travellers' orders pouring in on us by hundreds, telegrams for car lots and mail orders constantly increasing, last week was a pretty busy one *but—every order* went out on time, and we are ready this Monday morning for a still greater record.

Every week this year has shown an increase. The sales of 'Salada' are now well over *a million pounds ahead* in the five months.

Can 'quality' speak any plainer?

"SALADA"

**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



A GOOD SUMMER LINE

for grocers and one that is not only profitable but is also a highly efficient satisfaction winner.

MATHIEU'S NERVINE POWDERS

They are absolutely free from all injurious drugs and contain no morphine, chloral, cocaine or opium and their excellent curative properties invariably win steady repeat orders.

Order a supply to-day.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE

-

QUEBEC

We have just received a shipment of Norwegian Sardines, consisting of:

FJORD QUEEN BRAND, smoked Sardines (bristling) in pure olive oil $\frac{1}{4}$ Dingley tins, 100 each to case.

SHIP BRAND, smoked Sardines in pure olive oil $\frac{1}{4}$ Dingley tins, 100 each to case.

VERONICA LABEL, plain tins, unsmoked Sardines (slid) in oil Club tins, 100 each to case.

Also included in the shipment:

BERGEN BRAND, Smoked Herring in Tomato Sauce, $\frac{1}{2}$ Oval tins, 100 each to case.

These goods are packed by the second largest packers of Sardines in Norway, The United Sardine Factories of Bergen, and we are their representatives for Eastern Canada from Ontario to the Atlantic Coast.

Write or phone for prices and samples.

J. W. WINDSOR, LIMITED
Montreal, Quebec

Wiser to Keep Stocked Up

"SORRY, Ma'am, we're right out." "Oh, well, never mind. I'll call in again, perhaps."

But you know very well your customer goes on up the street to the store of your competitor, and tries again there.



Customers hate to be disappointed when they want Red Rose Tea. Rival merchants and pedlars can't affect your tea trade if it is built solidly on Red Rose.

Red Rose Tea

"IS GOOD TEA"

Does This Apply to You?



The Department of Inland Revenue at Ottawa has seen fit to establish by Order-in-Council a standard of quality for Baking Powder, and a ruling is now in effect that all Baking Powders must have a minimum gas strength of 10%.

EGG-O Baking Powder contains at least 13% gas strength when it reaches the grocer and it really depends on him how long it retains that standard.

There are several causes for Baking Powder deteriorating, chief of which is exposure to moisture impregnated atmosphere; for instance, storage in a damp cellar or warehouse. Then again it is often piled on shelves which are built against an outside wall that sweats. This means that the atmos-

phere along this wall carries a large amount of moisture, and in time affects the Baking Powder.

There are, therefore, two things concerning Baking Powder a grocer should remember: First, store in a dry place, and second, always move your old stock before offering new goods for sale.

The very fact that the Government has seen fit to take a stand in this matter proves that Baking Powder is perishable and manufacturers, knowing this, try at all times to protect their customers and product. They cannot control its sale.

The grocer is just as responsible as the manufacturer for Baking Powder reaching the consumer in good condition.

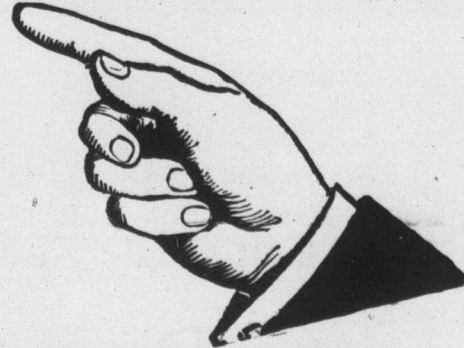
We urge all our grocer friends to cooperate with us by keeping the Baking Powder dry and selling old stock first.

Egg-O is kept in stock by all jobbers.

The Egg-O Baking Powder Co., Ltd., Hamilton, Canada



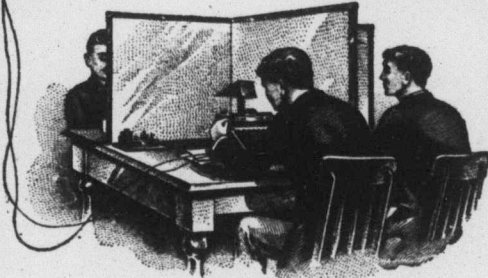
Robinson's
 "Patent" Barley
 and
 Robinson's
 "Patent" Groats



From coast to coast these "All-British" quality lines have won the confidence and approval of the Canadian housewife—a fact that is to-day spelling big turnovers for Canadian grocers.

MAGOR, SON & CO., LIMITED
 191 ST. PAUL ST., MONTREAL 30 CHURCH ST., TORONTO

NICHOLSON - RANKIN, LTD.



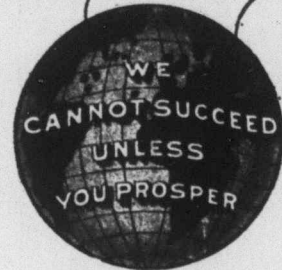
"IN TOUCH WITH THE WORLD'S MARKETS"
 ALL QUOTATIONS SUBJECT TO CONFIRMATION
 TELEPHONE MAIN 6501

**WHOLESALE
 GROCERY BROKERS**

**IMPORTERS
 EXPORTERS**

OFFICES-707-708 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA



CODES
 A.B.C. 4TH EDITION
 ARMSBY'S LATEST
 PRIVATE CODES

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

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

NICHOLSON-RANKIN LIMITED

WINNIPEG

THE SERVICE BROKERS

CANADA

CANADIAN GROCER

VOL. XXXIV

TORONTO, JUNE 11, 1920

No. 24

Wholesale Grocers Press for Change in Sales Tax as It Now Stands

Storming Ottawa with Propaganda Asking that Two Per Cent. Tax be Imposed by Manufacturer, Instead of One Per Cent. Now by Both Manufacturer and Wholesaler. Extract Men Get Explanation of Alcohol Tax.

NO NEW developments have taken place in the new taxation laws as CANADIAN GROCER goes to press. Considerable propaganda work is being carried on by the Wholesale Grocers' Association, in an effort to have the sales tax imposed at the source of supply, and to have the manufacturer pay a tax of 2 per cent. This is urged rather than the present method of collecting 1 per cent. from the manufacturer and likewise the wholesaler. Finance Minister Sir Henry Drayton is being literally stormed with requests that this method of collecting 2 per cent. from the manufacturer be substituted in place of the regulation as it now stands. A. C. Pyke, secretary of the Wholesale Grocers' Association, told a representative of CANADIAN GROCER that every effort is being put forth to have Ottawa see the sales tax, as applicable to the grocery trade, in this light. He stated that many manufacturers were willing that this method of collecting the tax be adopted and thus eliminate any unfairness that might react to the disadvantage of the wholesale grocer. Mr. Pyke remarked that the wholesalers were hopeful that such an amendment would be made to the budget, and believed that with this change in the sales tax law it would be generally viewed with satisfaction.

A Lawyer's Budget

No further action has been taken by the Retail Merchants' Association, following the deputation to Ottawa last week. The retail merchants of Saskatchewan, now in convention at Moose Jaw, heard some pointed remarks at the opening of the budget by Dominion President J. R. Banfield. He expressed the belief that there was still some chance for changes in what he termed the lawyers' budget. He was of the opinion that it was a mistake to have lawyers draft legislation, when it is essentially within the scope of retailers.

RUMORS OF CHANGES IN LUXURY TAXES

Ottawa, June 8.—(Special).—Discussion of the budget resolution in committee will engage the Commons during the present week. The resolutions calling for the imposition of the tax of one per cent. on sales by wholesalers and manufacturers, and of the new excise duties on luxuries will be taken up. They will likely give rise to considerable debate. There are rumors that some changes may be made in the luxury tax schedules.

Alcohol Tax Only Applicable as It Comes Out of Bond

Representatives of the manufacturers of extracts waited on the Finance Minister last week, in reference to the luxury tax of two dollars per gallon on alcohol, and asked for further light as to how it applied to extracts. Interviewing Frank Shirriff of the Imperial Extract Co., Toronto, in regard to the matter, CANADIAN GROCER was informed that nothing definite in the way of changes in this particular clause of the budget was promised, but Mr. Shirriff stated that it was intimated that the tax of \$2 per gallon would apply to alcohol only as it came out of bond, and not as contained in a manufactured essence. Mr. Shirriff would not definitely state that this was the real explanation of the tax as applying to essences, but there was a hint that such might be expected. "The tax already on alcohol is about \$2.40 per gallon, and with an additional luxury tax of \$2 per gallon," Mr. Shirriff stated, "the prices of extracts cannot fail to be higher. Pure extracts contain fifty per cent. alcohol, and it can be easily seen

that advances in quotations are inevitable. Extracts that are not pure contain a considerably smaller amount of alcohol, but these, too, are bound to be affected by the tax."

Prices Already Higher

Charles Cherry, of the Pure Gold Manufacturing Co., Toronto, was also a member of the deputation that went to Ottawa, and like Mr. Shirriff, he was of the opinion that the two dollar luxury tax, would only be imposed on the alcohol as it came out of bond, and not additionally on a manufactured article, of which it is a part. "We have already raised our prices," Mr. Cherry stated, "to meet the new taxes, placing the tax right on the invoice, and the wholesaler and ultimately the retailer figure the added charge in their quotations. The tax on alcohols as it comes from band is \$4.40 per gallon, as there has been already an excise tax of \$2.40. Consequently there was no alternative but to raise prices to meet the extra two dollars that constitute the luxury tax."

How About Baking Powder?

C. M. Wrenchall of White Swan Spices and Cereals, Ltd., Toronto, told CANADIAN GROCER that no definite amendments were promised, but the clause relating to extracts was made clearer.

Another point that was taken up by Mr. Wrenchall was the fact that certain cereals were exempt from the sales tax, while others were taxed on the ground of not being food essentials. Gluten flour now carries the sales tax and it was pointed out to Sir Henry Drayton that gluten flour was absolutely necessary to the diabetic. Baking powder is another article that carries the sales tax and it was explained that baking powder was a food essential because certain foods could not be made palatable without it. The Finance Minister took a note of all the points brought up and

(Continued on Page 51)

Gasoline Service Sells Other Lines

Accommodation for Motorists is Not Only Profitable, But Brings Business in Many Other Grocery Lines—Window Displays Also a Factor, Says James L. Hewson, Oakville, Ont.

MERCHANTS situated along the motor roads have a great opportunity to increase their business by the installation of a gasoline tank in front of their stores. The advantage of the stores so situated over other stores not so happily located is certainly to be envied. The profit on a single gallon of gasoline is not very large, but when it is considered that there is an opportunity to sell 50 to 100 gallons a day the profit is then not to be ignored. Then there is the motor oil. Motor oil costs from 60 cents a gallon up, by the barrel, and it is sold at 20 to 25 cents a pint. This shows a very handsome profit.

Another feature is that when the motorist goes into the store to pay for the gasoline and oil, he will usually buy something else and perhaps before he gets away he has spent several dollars.

Boy Sells Gasoline

"The most successful method of handling gasoline," stated James L. Hewson, Oakville, to CANADIAN GROCER, "is to have a boy especially for that purpose. During the summer season when the motor season is at its height, and we are also busy in the store, it is quite a difficult matter for the clerks to give good service. With a boy it is different. His whole time is devoted to giving service to the motorists, pumping the gasoline and oil or perhaps getting a can of water. It all makes good business. It is very rarely that another sale is not made. It may only be a couple of cigars, but still it is something. Very often when a car drives up for gas with the whole family aboard, we get real business. While waiting for the car to be replenished with fuel, the party will come trooping into the store. Good sales are made very often in this way. One will suggest one thing, another something else, and before they go out, quite a sum is spent."

Where Window Displays Count

Jas. L. Hewson always has attractive window displays which help materially in getting business from passing motorists. Fresh fruits, vegetables, cut flowers and chocolates are tastefully arranged to catch the eye of the passerby. Very often a window display of picnic edibles, such as canned meats, olives, pickles, biscuits, salad dressing, meat sandwiches, olive butter, peanut butter, paper



Jas. L. Hewson, Oakville, Ont., manning a profitable gasoline pump.

napkins and other good things that are especially adapted for the outdoor lunch are displayed in an enticing manner that bring a lot of extra business. "When Toronto fair was on last year there were hundreds of cars passing here every hour during the day," said Mr. Hewson, "and I put in a window display of ——— high-grade chocolates and during that time there were more boxes of chocolates passing out our door than ever before. It appeared to me that nearly every car stopped for a box of chocolates. It was great business."

Growing Scarcity of Tin Plate Serious

Can Manufacturers Withdraw Prices for Packers' Cans—Situation is Said to be Alarming, in View of the Approaching Activity in the Canning Industry

THE growing scarcity of tinplate with its corresponding effect on the canning industry, is such as to be the cause of alarm. According to a recent announcement of the American Can Company, this concern has withdrawn prices for packers' cans. With the canning season about to open up the situation in the United States, as well as in this country, is serious. The New York Journal of Commerce is the authority for the

statement that the reason for this withdrawal of prices, lies in the fact that there is no appreciable volume of tinplate available. Can manufacturers have been operating at less than 50 per cent. capacity for months, due to the inability to get at any price or at any terms, necessary supplies of tinplate. This comparative inactivity is occurring at a time when normal conditions, 100 per cent. capacity is required to meet the country's needs.

Recovery of tin can manufacturing awaits only one thing, says the New York Journal of Commerce, recovery of transportation facilities in the United States. The tinplate people are in the same position, and the same is true of the steel mills.

Confectionery Defined

The Department of Inland Revenue has issued the following definition of the new budget as it affects the confectionery business, both wholesale and retail.

"Confectionery includes candied peel, candied popcorn, candied fruits, candied nuts, sweetened cocoa or chocolate paste or liquor in blocks or cakes weighing one pound or less, and pies or cakes, biscuits, or other pastry that are candied or iced.

Saving Waste Paper Paying Proposition

Many Grocers Are Increasing Their Revenue by Saving Waste Paper, That is Now Bringing \$28 Per Ton, With the Likelihood of Even Higher Quotations—Merchants Using Balers

THAT available supplies of pulp-wood are fast becoming depleted, there seems to be good grounds to believe, newsprint papers advancing to high levels, rendering the saving of waste paper a profitable measure at this time. Newsprint paper has jumped to an enormous figure. A few years ago it was purchased at \$30 per ton. To-day it is costing \$110 per ton and on October first it will cost \$135 per ton.

Vast Amount is Wasted

The vast amount of paper that is wasted, burned or otherwise destroyed is enormous. Paper mills are equipped with machinery to re-convert all sorts of waste paper into useful material. Cardboard, biscuit boxes, candy boxes and cartons are all made from waste paper, and if sufficient waste paper cannot be procured for this purpose, then the better material, which should be used for the manufacture of the higher grade paper, must be used for the purpose of making the lower grades of cardboard.

Apart from the fact that it is the duty of all merchants, and citizens also, to save waste paper, there is the monetary value. Eighteen months ago waste paper, such as accumulates around grocery stores, when baled, was worth \$6 a ton. In February last it jumped to \$20. To-day, it is worth \$28 a ton f. o. b. Toronto, and the market is strong with every indication of further advances. The most systematic method of collecting waste paper is to procure a baler. A baler will not take up any more space in the cellar than a garbage barrel, and all that is necessary when the floor is being swept is to separate the paper from the other sweepings and dump it into the baler, which takes up no more time than the dumping of all the rubbish together. One of the largest buyers of waste paper in Canada stated that it is essential that the paper should be dry and free from foreign material. He cited an instance where nearly a complete bale was ruined by the carelessness of someone dumping a few rotten oranges into the baler. The moisture in these decayed oranges, instead of drying up, was absorbed by the paper, which spoiled nearly the whole bale.

Threw Victory Bonds Away

Many and varied are the stories related by buyers of waste paper. There is one story of where there was the loss of Victory bonds to the value of four thousand dollars and subsequently found them nicely baled with the waste paper.

At another time a large store had been missing parcels from the order department and upon investigation, it was discovered that these parcels had been carelessly dropped on the floor and had been swept up by the cleaners and eventually found their way to the paper baler. If this firm had not been saving the waste paper, this carelessness would never have been exposed and the business would have had to stand a loss of several hundred dollars. Bales are often found to contain valuables, bricks and chunks of cement. Close check is kept on bales for valuables which are always returned to the rightful owners. One buyer of waste paper stated to CANADIAN GROCER that they find everything from gold watches to dead cats and that they had accumulated very nearly enough bricks in a year to build a house. There is one bank in Toronto, and not the largest by any means, whose waste paper savings amount to five hundred dollars a month,

and there is another one that received last year a trifle over three thousand dollars. The price of waste paper last year was just about one-quarter the price it is to-day.

Many Grocers Use Balers

There are many grocers and other stores who make a systematic business of taking care of the waste paper. F. Simpson & Sons, Toronto, have been using a baler for several years and their waste paper amounts to between three and four hundred pounds a week. T. A. Rowat & Co., London, Ont., saves the waste paper too, also D. W. Clark and Michie & Co., grocers, Toronto. Although \$28 a ton is paid for all kinds of scrap paper found around a grocery store, a great deal more than this is paid for other kinds of scrap paper. Newspapers when baled are worth \$35 a ton, and magazines bring \$55 a ton. These prices are all f. o. b. Toronto.

Electric Coffee Mill Has Greatly Increased Sales

THERE is a vast difference in the method of selling coffee in the retail grocery to-day to that of a few years ago. Many a grocer can recollect the small hand coffee mill that used to repose serenely on the back counter and took nearly a half hour to grind a pound of coffee, or perhaps the large mill that stood as high as a man, and used up a two-man power to run it, occupying four square feet of floor space. Compare these old mills with the modern electric coffee mill that takes up very little space and is a handsome piece of furniture. There are many merchants who state that a modern electric mill has increased their coffee sales fully three hundred per cent.

"Since putting in the electric coffee mill our coffee sales have increased wonderfully," stated R. H. Stewart, Sherbourne Street, Toronto, to CANADIAN GROCER upon the occasion of a recent visit. "One day last winter a woman came into the store, when we were grinding coffee and remarked how nice it smelt, and stated that she was an American living for a short time in a near-by apartment, and that she had difficulty in getting the coffee that suited her taste, but this smelt so nice she would try it. A day or so after, she returned and said that was just the kind of coffee she liked and that she was returning to the United States, but eventually she

intended to return and take up her residence in Toronto, and when she did would come and deal with me. That was in the early part of last winter and I had completely forgotten the incident until the lady returned a couple of months ago and said she was now settled in Toronto and would like me to send her over an order. She has become a good customer. Her business averages \$150 a month."

R. H. Stewart has the coffee mill installed near the front door, where the sweet, appetizing odor of the grinding coffee permeates throughout the store, and is often wafted through the open door to greet the passerby. This little tale, as related by Mr. Stewart, just goes to show that a little whiff of freshly ground coffee will very often bring big results.

The Dominion Commercial Travellers' Association presented 330 pairs of gold cuff links to members of the body who had served overseas or to the next of kin of those who had fallen, 33 in number. Only about a hundred attended the presentation in Montreal on Saturday last, many residing in other towns and districts. Gen. W. O. H. Dodds read the roll call and presented the souvenirs.

Co-Operative Buying is Also Needed

"We Co-operate in Selling and I Feel We Should Also Co-operate in the Selection, Transportation and Preservation of Our Raw Materials," says H. A. Telfer in Recent Address on "Commercial or Industrial Economics."

THE following address on "Commercial or Industrial Economics" was delivered by N. A. Telfer, of Telfer Bros., Ltd., Toronto, at the annual convention of bakers and confectioners, held in Montreal recently:

"In my introduction of this subject of commercial or industrial economics I know that other minds as well as my own are feeling the truth of the same ideas and the absolute need of careful thought and study of the subject, and I think this is a very opportune time to get open discussion on the proper steps to be taken as far as our particular industries are concerned. The advance that Great Britain has taken in this respect is very significant. The experience that she has gained is having, and will continue to develop, a very marked effect on her industrial life, and this development, from a competitive viewpoint, we are bound to feel. The interest and trend of our universities in their creation of their faculty of commerce as a part of the study of the fine arts, shows their realization of the necessity of education of industry, with the development of the human brain with powers to comprehend.

Natural Resources the Basis

"The basis of reasoning of industrial or commercial economics is the recognition of securing and training and allowing the skilled man to do the job, whatever it may be, instead of being subjected to a dictated policy from some other source instead of the old form of administration. For comparison—modern business methods and what it has grown into, as against the old idea of what business was, and still being clung to by the ultra-conservative type of business men, who have all been very good in their day, but we now have to recognize and admit that a new order of things exist as modern business can no longer be governed by business administration alone (in the old sense of the word), the technically trained men have to be taken in between. The basis of economics is our natural resources, and instead of the former rule-of-thumb method we recognize that a more

advanced, skilled and trained effort has to be introduced, and naturally conducted by the skilled men.

Co-operative Buying

"If this is so, that the trained man in the capacity of a purchasing agent or buyer as an executive, or the owner as such, they naturally want to meet and ask for some form of solid organization and economically link up, were the consolidation of buying on a co-operative basis, where they can, directly with the producers. We co-operate on the question of selling, and to balance this up I feel that we should also take a step further and co-operate on the more important question of the selection, transportation and preservation of our raw materials, the development of our executives as buyers. We only have to look back at the example of the information compiled by our food boards throughout the war, and we, as separate industries, should develop our skilled buyers through some central agency, where the information and statistics can be compiled through collective data only.

"The strongest point in my effort and support of the suggestion of co-operative buying is the fact that we (as a firm) believe and try to maintain the creative work of our own initiative, or in other words, the development of our own goods, with the intention of off-setting the older idea of copying and imitating other firms (positive points) and in this connection would refer to the general attitude of salesmen in order to show the good points in their goods, show the negative in the goods of their opposition instead of the salesman being fully skilled in their own goods and equipped to educate their buyers on this point instead of the militant idea of being equipped to fight the other fellow.

"If this step of co-operative buying is decided upon I feel that it is only the beginning of an economical and productive effort of our particular industry as a whole, and besides being in our very best interests personally, or it can be viewed from the national view-

point or the country as a whole. The linking up of a central organization with information at first hand of both quantities and quality of our raw material requirements and other manufactured products, is very far-reaching—standardization, distribution, etc. The larger the plants and their operations, the greater benefits in proportion as against the same ratio of losses in proportion to the present system.

"I also advocate the separating and specialization of the biscuit industry from the confectionery, as I claim you cannot think of biscuits and confectionery at the same time. In the fact, however, that these industries are linked up together in Canada, this point will have to be determined by your executives. A similar step was taken of co-operative buying by the American independent biscuit manufacturers, when they formed their purchasing association, but it was done with another object in view, viz., a question of competition in purchasing with the so-called combines. Their operations have been very successful and it has not only allowed the independent firms the opportunity of expansion, as the direct result of their association, but it has curbed the effort of further combines, and I think we must admit, as Canadian manufacturers, in our particular industries, that we are practically in the same position as the American independent firms. On the one hand we have the competition of Great Britain, with her abilities to select and transport raw materials from any point of the world, and on top of this her great experience gained throughout the war; while on the other hand we have the big business, forced production, and advertising abilities of our American competitors. Therefore, I trust that as the result of even the introduction and the discussion of this question, that the result will be the realization that we, as Canadian manufacturers, not only see the necessity but realize that we are compelled to take this important step to not only hold our present position in the world's commercialism but our development for the future.





Illustrating the interior of the store of W. J. Hopgood & Son, at Halifax, N.S. It will be noticed that computing scales are much in evidence and are so placed as to save steps and facilitate the filling of orders.

New Equipment a Feature in this Store

"Up-to-the-Minute Fixtures Make for Convenience and Facilitate Trade, as Well as Give Store an Enviably Appearance," Say Hopgood and Sons, Halifax, N.S.

COUNTERS, display cases, scales, lights, refrigerator, shelving, cash register and accounting system, all form a part of the most up-to-the-minute equipment in the store of Hopgood and Sons, Spring Garden Road, Halifax, N.S. The careful arrangement of stock and equipment gives the store an enviable appearance of modernized prosperity.

The big feature in the store's general appearance is a practically unbroken plate glass front, of about fifty feet, running smoothly into a round corner, and a side street window, which gives the store exceptional window display capacity, and makes the displays remarkably conspicuous and effective.

Utilizing Space

A special feature of the stock arrange-

ment in the Hopgood store is the utilization of the space between the top of the shelving and the ceiling. In many stores this space is left bare and unattractive. "My idea in displaying stock," says Mr. Hopgood, "is to attract the attention of customers and make sales. For this reason I believe in using all available space in which attractive displays can be made. This space between the shelving and the ceiling is really too valuable to be wasted. As you can see it lends itself to a greater variety of display than can be made on the shelves, and the goods we place over the shelves always stand out from the other stock, and invariably attract attention. And then, of course, the freedom allowed in this space permits us to show many lines of goods that would not fit into the shelves,

or in fact anywhere else in the store very well."

NEW LINE OF RICE FROM BRITISH WEST INDIES

The Belgo-Canadian Trading Co. of Montreal has imported a new line of rice from the British West Indies, that is so similar in all respects to Carolina rice that in many instances it is being sold as such. This is a relief to the rice market in view of the present shortage, especially when it is considered that the new rice can be sold considerably cheaper than the present price quoted on rice.

The London "Times" reports that large consignments of sugar are being shipped from Great Britain to the United States. Some of these shipments, it says, have recently arrived from the West Indies.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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EDITORIAL BRIEFS

MODERN store equipment assists the merchant to display his merchandise in such an attractive manner that many an extra sale is made to keep the cash register ringing merrily.

* * *

TO GET all the profit out of the bacon and cooked meat department of the retail grocery, it is necessary to eliminate the waste. The installation of a modern meat slicer will just do that.

* * *

THE old grocer who used to get to the store at seven o'clock in the mornings and grind coffee with the old hand coffee mill for an hour or so, can better appreciate the convenience and value of a modern electric coffee mill.

* * *

DRIED pieces of cheese caused by uneven cutting when cheese is cut by the old-fashioned, wasteful method are eliminated by the use of a modern cheese cutter which cuts and weighs the cheese at one operation.

STORE EQUIPMENT KEEPS DOWN EXPENSES

STORE equipment and accessories have always been an important factor in the retail store. It is doubly so now that the cost of

all commodities has reached such high figures. These high prices mean closer weighing and measuring. By that we mean, that the correct weight and measure should be given, no more and no less. This is easily accomplished by the modern computing scales now on the market. The finest scales will not prevent incorrect weighing unless the clerks—and the proprietor also—are carefully instructed as to the proper use of scales. Every person using scales needs frequent checking, because it does not take many fractions of an ounce given in overweight to make a considerable loss.

Proper bins and receptacles to contain bulk goods are an absolute necessity if labor is to be kept to a minimum. Counters and wall cases that are equipped with bins are great labor-savers, besides permitting the merchant to give better service. "We have saved the wages of one clerk since installing bin equipment," stated a retail grocer.

Modern bin equipment is dust and vermin proof and enables the merchant to handle bulk goods easily and rapidly in a clean, sanitary manner, a factor that is appreciated by everyone entering the store.

BRITISH COLUMBIA HALF-HOLIDAY

NOW that the summer season is here and many stores in cities and towns throughout Canada are closing one-half day a week, it is interesting to note that the Province of British Columbia has enacted a law whereby all places of business, with the exception of confectionery, drug and fruit stores, restaurants and places of amusement, are compelled to close one-half day a week throughout the year from one o'clock noon until six o'clock the following morning. The day on which the half-holiday is to be observed is to be decided upon by a vote of the electors in each electoral district at the annual civic elections. The day can only be changed by vote at these elections and proper notice must be given by advertising. This half-holiday does not apply to weeks wherein another holiday occurs. The half-holiday generally observed is Wednesday, but there are a few towns where places of business close other days in the week, even on Saturday. The hour for closing in the evening is six o'clock with the exception of Saturday. There are some towns, Vancouver for instance, where stores close every evening at six, including Saturday.



Equipment Saves the Cost of a Clerk

Considering the Cost of Modern Fixtures at \$1,000 It Is Estimated That the Time of One Clerk at \$20 Per Week, Which It Will Save, Pays for the Equipment in a year—Equipment Cheaper Than Man-Power.

By HENRY JOHNSON Jr.

HARVARD'S latest investigation reveals one striking condition in the grocery business; that merchants whose turnover is highest and net earnings greatest in percentage are usually those who have paid some attention to the economics of internal arrangement. Those men have given thought to the most costly commodity they handle—TIME. For time and its corollary, man-power, must enter into all our calculations. It enters whether we note it or not. It is the most extensive thing we buy. The wise merchant will not waste it.

Some twenty-five years ago we, in our store, got the notion that sugar was not a profitable item because the margin was less than the average expense of operation. That is a commonly accepted notion and, in passing, I may say it is wrong. But we thereupon rearranged our store, keeping what we regarded as profitable goods forward and putting the "unprofitable" item 'way back out of sight.

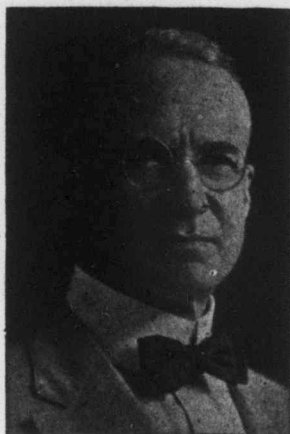
What we had not taken into account was the fact that, whether we would or not, we must sell just about so much sugar—twenty per cent. of our turnover, probably—and therefore must "tote" it across all that extra space. After a particularly busy, hot and trying Saturday, one of us got thinking of that extra fifty feet from the main counter to the sugar. He passed it off roughly and calculated how often that distance had been traversed. We felt that the journey was made on the average of not less than a hundred times daily.

Saving Three Hundred Miles a Year

That showed five thousand feet a day, or just short of a mile. In an average year that meant 300 miles of walking, waste energy, lost time. Believe me, we got that sugar relocated promptly! It seemed to us that as we had to handle that commodity "without profit," we should be wise at least to cut the expense of handling it to a minimum. We concluded that facts were better than theories. We grew to prefer cents to sentiment.

Many times after that I watched grocers work. I saw men walk twenty feet to a scale and back—forty feet, shuttling during the whole day to get goods in constant demand. I wondered why they thought they were saving money by not having extra scales. Count the time and energy against the cost of any scale you can think of and the scale will be earned several times each year. It will prove an investment which yields large returns.

The last store I fitted up had scales



HENRY JOHNSON, Jr.

everywhere. Nobody had to do much more than swing around from any location in the store to reach a scale. The money put into them was a prime investment. Having got started rearranging the store to save steps, we kept at it. We studied daily how we might cut the travel from goods to counter. We located cones of twine and rolls of paper all over the shop to save seconds.

The result was very tangible. It got to be said that we handled more goods per man than any other store in several townships. The counter books used to show scales of \$75 to \$90 for the three or four behind the counter, and each put up himself practically everything he sold. That meant that, counting every employee, the turnover was probably \$1,400 to \$1,500 per month each, at a time when goods were valued at about a third what they cost now.

New Furnishings Help Vastly

But it was when we fitted up the new store complete that we carried this idea to its logical conclusion. The space under every counter was utilized entirely, not a cubic inch of waste room. Everything was concentrated as closely as possible. A man could wait on trade, reaching most things in common demand, and hardly move ten feet in any direction.

But here is a point suggested which did not occur to us, which you can put into effect. Take your sales slips for a month and tabulate the goods sold. Make a column for each item. Then total the column! My impression is that you will be much surprised with the result. You will find that you are travelling miles per month of perfectly avoidable distance. Estimate the time taken on each journey and figure up the total cost. You will discover that you bill for waste time is a very large

percentage of your total wages expenses.

Carry it further. Step from your front counter scale to where you usually pile your cabbage and step back again, counting the steps. Calculate how often that trip is made daily. Figure out the cost against the price of a scale in your vegetable window, convenient for service.

There is a phase of difficulty here. The change of some commodities from distance to proximity will go far to remedy the difficulty, but not all. For in place of certain things moved nearer, others, now near, must be put further away. So thus you have saved, but you have not saved all the loss. How to make the greatest saving possible?

Equipment Cheaper Than Man-Power

Carry the idea clear through. Figure up what a set of fixtures which would concentrate practically all goods within reach, convenient, handy, accessible, yet protected, would mean to you. Then you will be converted, as I was, to the best planned fixtures anybody can devise.

Consider the cost of equipment of this character. Let us say it is \$1,000. If it saves the time of one man at \$20 per week, the entire cost will be wiped out in a year. Remember, too, that he does not need to be much of a man to get that sum nowadays. After the first year it will earn 100 per cent. velvet annually. If it saves only half that sum it still will pay 50 per cent. a year.

This reasoning applies whether the saving is made on a hired man or your own time and energy. Every minute used in service costs so much whether the expense is visible in the outlay Saturday night or not. If you can save your own time to devote to something besides needless stepping you are apt to join the few who make the extra net earnings whom Harvard digs out in its annual investigations.

Cutting the Rental

Such study tends to result in another big, valuable discovery: That likely you have a store much bigger than you need. It is one of the commonest and most costly mistakes grocers make to have too much room.

I have done business in three stores during the past fifteen years, each successively smaller than the former one. In each move I have done a vastly better, larger business. In the first store there was 7,500 feet space altogether. 3,200 in the salesroom. There we did \$33,000 to \$35,000. In the second we had 4,800 feet and there we did \$60,000 to \$65,000. The salesroom in that store contained 2,200 feet. In the third

we had 5,000 feet altogether, but only 1,800 in the salesroom. There we did \$75,000 to \$89,000.

Making some allowance for difference in values between a staple trade and one progressively more fancy, there still was great economy of operation in the smaller spaces. You can see this idea exemplified in any large city. Look at New York, Chicago or Los Angeles and see what big businesses are conducted in spaces that will seem very cramped to you. But note also the economy of operation. Then you will not be surprised to learn how nice a net profit these men earn.

Subletting at a Profit

"I know a grocer in Southern Canada who cut out twenty-two feet of front by forty deep and rented it to a butcher, retaining the back end for storage. Thereby he cut his salesroom in two in the middle. He saved a lot of heat and light and any number of needless steps. He did this by concentration of stock in modern equipment.

At another extreme is a grocer in

Birmingham, Ala., who did much the same thing. He cut out and rented a full store front, retaining the rear. He did not cut the width of his store behind, but he saves a lot of walking. He did this with modern concentrated equipment.

Both those merchants have lessened expenses by subletting space not really

under greater concentration of stocks. It's all right to run a "big store" if you have real use for it; but if it be only a matter of vanity, it won't get you very far. Space should be kept at such minimum as will keep you hustling to find room for things. Then you will avoid another great waste of profit possibilities—overstocking.

Meat Slicer Eliminates Waste and Increases Sales of Bacon

"THERE is no doubt about it, a meat slicer increases sales," remarked Jackson Forde, of Forde & Co., West Market Street, Brantford, Ont., the other day. "We have had a meat slicer now for many years, and we have found, that not only does it increase sales, but we never have any waste. It is the only way to cut up bacon and ham that makes it possible to sell at a profit. With a slicer you can

cut up bacon any size of slice a customer desires, and while it is not very often that people ask for any particular thickness, there are some patrons who do, and we are ever ready to give them the service they request. The grocer with the meat slicer will draw other trade to his store as well, for people will go to the store where they can get their bacon nicely sliced, and in buying their bacon they will buy other lines as well."

Asked to whether he had any difficulty disposing of ends of bacon, Mr. Forde replied that he had not. The slicer made it possible to cut up a bacon pretty close, eliminating waste, and rendering the entire side a profitable sale.

"Computing Scales Essential in Conducting a Grocery"

THOSE scales have never been out an ounce since I installed them," remarked Arthur Harp, Colborne Street, Brantford, Ont., to a representative of CANADIAN GROCER recently, in commenting on the value of this particular computing scale in his business. "I have two of them, and they certainly have proved their worth. In fact I don't think I could get along without them now. The accuracy of these scales is their strong recommendation. The mechanism is all enclosed, and the quickness with which weights can be computed facilitates business in a way that cannot be surpassed."

Mr. Harp has a large computing scale placed conspicuously in the front of his store, chiefly for the convenience of customers, who are anxious to weigh themselves. "It is a fine advertising 'stunt' for the store," Mr. Harp added. "It is surprising the number of people who come in here to be weighed, knowing how conveniently the computing scale is plac-

ed, and that they can be weighed without bothering anybody."

Do you think you get any business by having this scale situated as you have?" Mr. Harp was asked by the CANADIAN GROCER representative.

"I know for a fact I do," he replied. "Display is a big feature in my store, and apart from regular family trade, I get a lot of catch business. Very often a person won't come into the store for the sole purpose of finding his or her weight. In nine cases out of ten they will buy something, and if you have your goods attractively shown, you will sell every time." "I use that table there," he continued, pointing to a long table along one side of the store, "for display purposes, and it sells more goods for me than anything else in the place.

"Modern equipment, generally speaking, and the best computing scales you can buy, are essentials to the successful carrying on of any grocery."

Grocer Should Have Shelving Adaptable to Grocery Trade

"Many retail grocers seem to be under the impression that shelving, counter, etc., which are in the store they take over, are adaptable for the grocery business," remarked a business man to CANADIAN GROCER the other day.

"Even if a merchant builds his own store, the shelving is usually included in the contract. This viewpoint, however, is not correct, as in many cases shelves, counters, etc., have been used for a dry goods, hardware, or other lines; in fact, are adapted for those lines and not for the grocery business. The grocer must remember that he is a specialist in food-stuffs and that "well displayed is half sold." It is ultimately a paving proposition to scrap the original shelves and counters and replace them with modern shelving, built especially for the business in which he is engaged.

"Overhead expenses, the bane of the grocer at the present time, can often be cut considerably by using proper store equipment. Store space can be saved, which means a smaller rent and in many cases less help is necessary. The merchant should use equipment adapted to his own business.

"The average grocer to-day cannot sell much lower than the other fellow, margins are too close, so it isn't always a matter of price but of general satisfaction in the goods and the way they are handled."

Old-Fashioned Way of Cutting Cheese Only Makes for Waste

"THERE was so much waste in the old-fashioned way of cutting cheese, that the cutter has more than paid for itself, many times over, since I installed it," remarked Arthur Colbeck, Market Street, Brantford, Ont., in commenting on the advantages of a modern cheese cutter. Mr. Colbeck, of course, has had a cheese cutter for a great many years, and believes that the cheese cutter, like other modern equipment in a grocery store, accomplishes

a great saving. In the old way, the cheese was always exposed, and in the cutting off of a pound, it was not always possible to estimate it correctly. Mr. Colbeck usually purchases a cheese weighing around 40 pounds, cuts it in half, putting a half on the cutter at a time. This cheese cutter apportions the half into pounds, making twenty portions, and renders the serving of customers comparatively easy.

Modern and Convenient Equipment Makes Shopping Easy in New Davies Store

New Retail Store of Wm. Davies Co., Limited, at 29 Queen St. W., Toronto, is One of the Best Equipped Retail Meat and Provision Stores on the American Continent—Everything Conducive to Pleasant Shopping Abounds.

THE new retail store of the Wm. Davies Co., Limited, at 29 Queen St. W., Toronto, to which the company has just transferred its downtown business, constitutes a striking and outstanding illustration of how marvelously retail merchandising has developed of recent years.

Not only from an architectural point of view, but also from the more important standpoint of utility, this new establishment—which is the headquarters of this company's extensive chain of retail stores—may, without exaggeration, be classed as one of the most attractive and best equipped retail meat and provision stores, not only in Toronto, but on the whole American continent.

Beauty of display—comfort and convenience for the shopper—have all been combined; and no expense or trouble has been spared to erect and equip a retail establishment where everything is conducive to pleasant shopping, and where the comfort of the purchaser has been studied from every angle.

Modern to the last detail

Stepping from the street into the cool atmosphere of the interior, the visitor is impressed by the spaciousness and airiness of the store. The ceiling is arched and lofty, and in addition to the usual ventilation a special system has been installed whereby pure washed air is circulated every few minutes, thus keeping the atmosphere refreshing and pleasantly cool.

Considerable care has been exercised in laying out the various departments for the convenience of the shopper, and inasmuch as the salesmen do not have to handle cash, they are in a position to render better sales service to the customer, and to perform their duties quicker and without waste motion or time. A cashier's office occupies the centre portion of the right-hand counter, and all purchases made in the store are

paid for here. The customer is handed a duplicate slip at the time of the sale, which, in turn, is presented to the cashier when payment is made.

The store has a 36 ft. frontage, and is entered from the street through a handsome revolving door. The ground floor is devoted entirely to fresh meats and provisions, the downstairs section (which is approached by a marble staircase, leading from the rear of the main floor) being arranged for the display of fresh and smoked fish, and general groceries.

Provision Section

Extending on each side of the main floor, along the walls, are 80 ft. of scientifically refrigerated marble-topped counters. All food products on these counters are effectively displayed entirely under glass, the latest system of re-

frigeration ensuring a cold uniform temperature even during the hottest days. The same condition also applies to all meats, fish, etc., shown in the window. The left-hand side of the store is devoted to fresh meats, and offals (all under glass), while on the right-hand side are featured fresh meats, cooked meat, sausage, and general provisions such as lard, shortening, margarine, and dairy products.

The displays of meats are particularly inviting and effective, and the large platters used for this purpose are kept constantly replenished with the choicest and freshest supplies.

In this connection a unique series of lockers has been installed underneath the counters for the storage of supplies. These lockers are refrigerated and are so equipped that, when the sales clerk opens the door, the interior is auto-

matically illuminated by electricity, the light being extinguished as soon as the door is closed. These lockers, or compartments are kept constantly filled with fresh cuts of meat and other products, so that as soon as any article is sold from the counter it can be replaced, thus maintaining a uniform and complete counter display.

Order and Efficiency

A striking atmosphere of good order and efficiency prevails everywhere. There is ample space behind the counters for the salesmen to perform their duties easily and comfortably. Modern equipment abounds on all hands, from the up-to-date slicers in the provision section to the latest type of computing scales, a large number of which are in use throughout the entire store. The gleaming white walls and marble counters with their shining glass show-cases—the restful semi-indirect system of lighting—the clean red-tiled floor, which affords a pleasing note of contrast amid the whiteness of walls and ceiling—all these suggest coolness and sanita-



Exterior view of the new Wm. Davies Co. store at 29 Queen St. W., Toronto, showing a very handsome store front.

tion. There is plenty of space in the centre of the store, and access to each department, even when the store is well-filled, can be gained without crowding.

No cutting of carcass meat is done in the store. A large cutting room at the rear provides facilities for all this work, thus leaving the salesman free to devote all his attention to serving customers. Apart from a little slicing of meat, no cutting at all is done behind the counters.

Groceries and Fish Downstairs

The approach to the basement is gained by a wide marble stairway, broken halfway down by a spacious landing which can, if necessary, be utilized for special demonstrations or displays. The same architectural and decorative scheme is carried out in the basement as upstairs. Refrigerator equipment similar to that on the ground floor has been installed, and under glass-topped counters are displayed every variety of fish—the fresh fish occupying the right-hand side of the store and smoked or cured fish the left-hand side.

The cashier's office faces down the store, while at the further end is situated the grocery section, equipped with up-to-date fixtures and replete with an attractive assortment of staple groceries needed by the busy shopper.

The floor here is also of red tile. Accommodation for bringing supplies into the store has been amply provided for by means of an elevator to the street level. This descends into the basement, where are separate refrigerated storage

rooms in which fresh meats and fish can be held until required. A tracker bar, running the entire length of the basement on one side, permits of carcass beef being brought from the chill room to another elevator where it is hoisted to the cutting room at the rear of the main floor. Here it is cut up for display purposes and placed in the show cases and in the lockers underneath the counters.

Head Office on Second Floor

The exterior of the new store is striking and uncommon. Tall plate glass windows rise to a height of twenty feet from the ground level, and besides providing excellent light for the interior of the store, lend, at the same time, a very imposing and beautiful effect to the outside appearance of the building. The exterior decoration is white and green, with the firm's name appearing in artistic gold lettering on a white fascia.

The building is four floors in height. The head offices of the retail business of the company are situated on the second floor, while on the other floors dressing rooms, lunch rooms, and assembly rooms have been fitted out. This feature is one which provides comfort and pleasure for the working staff in their leisure moments, and is another indication that this firm has the well-being of its employees at heart. Nothing has been left undone in the equipment of the whole establishment which detracts from the assertion that it is the finest store of its kind on the continent.

An Auspicious Opening

The opening of the new store took place on Monday evening of last week, and was an auspicious occasion. With bright music provided by an orchestra of six pieces, and with palms and flowers forming a tasteful decorative scene, the doors were thrown open to the public. Many availed themselves of the opportunity to visit the store for the first time on a tour of inspection, and expressions of admiration were heard on every side. The excellent display of food products was one of the finest and most complete ever seen in Toronto, and visitors to the establishment were courteously taken through by members of the staff.

The company is justly proud of its new home—an establishment which is a distinct credit to Toronto and the advantages of which the housewives of the city will no doubt gladly welcome and appreciate.

NUTRITIVE VALUE OF BUTTER

What is the nutritive value of butter, expressed in calories, according to Government analysis?

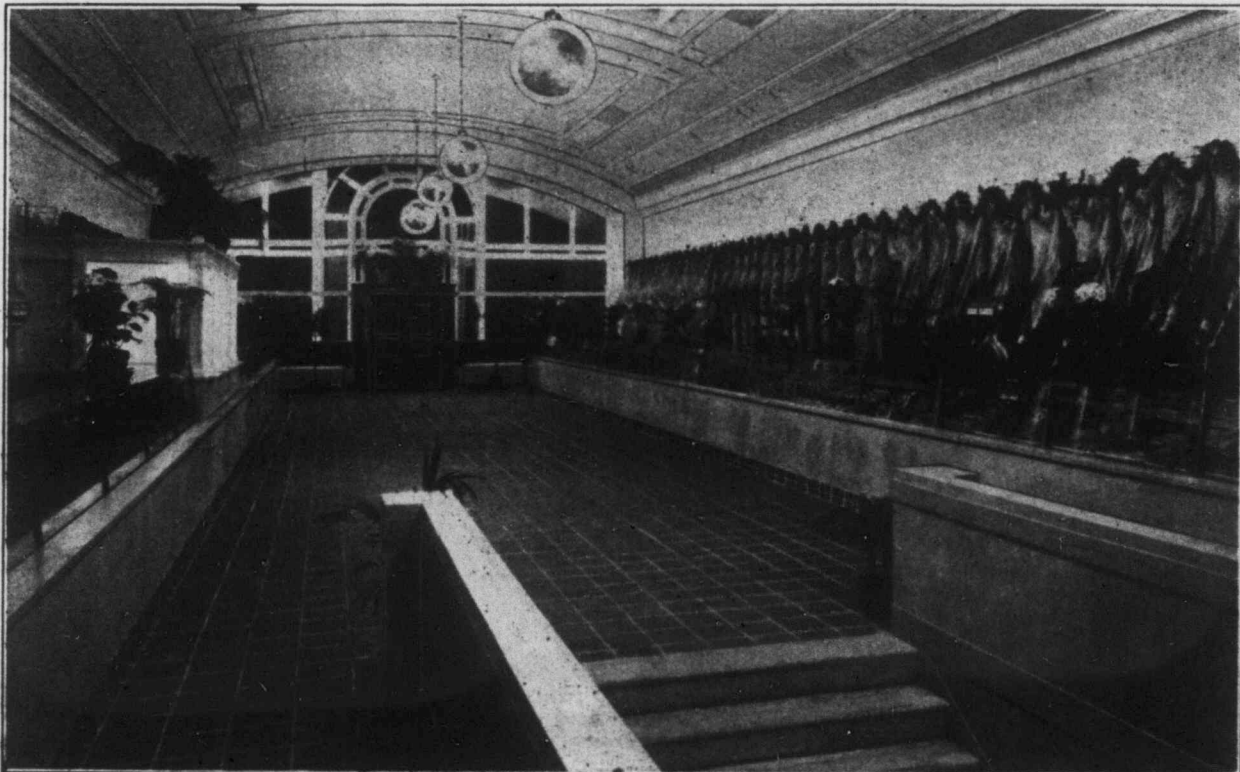
What is the value of oleomargarine?

These questions were asked in Parliament the other day and were answered as follows:

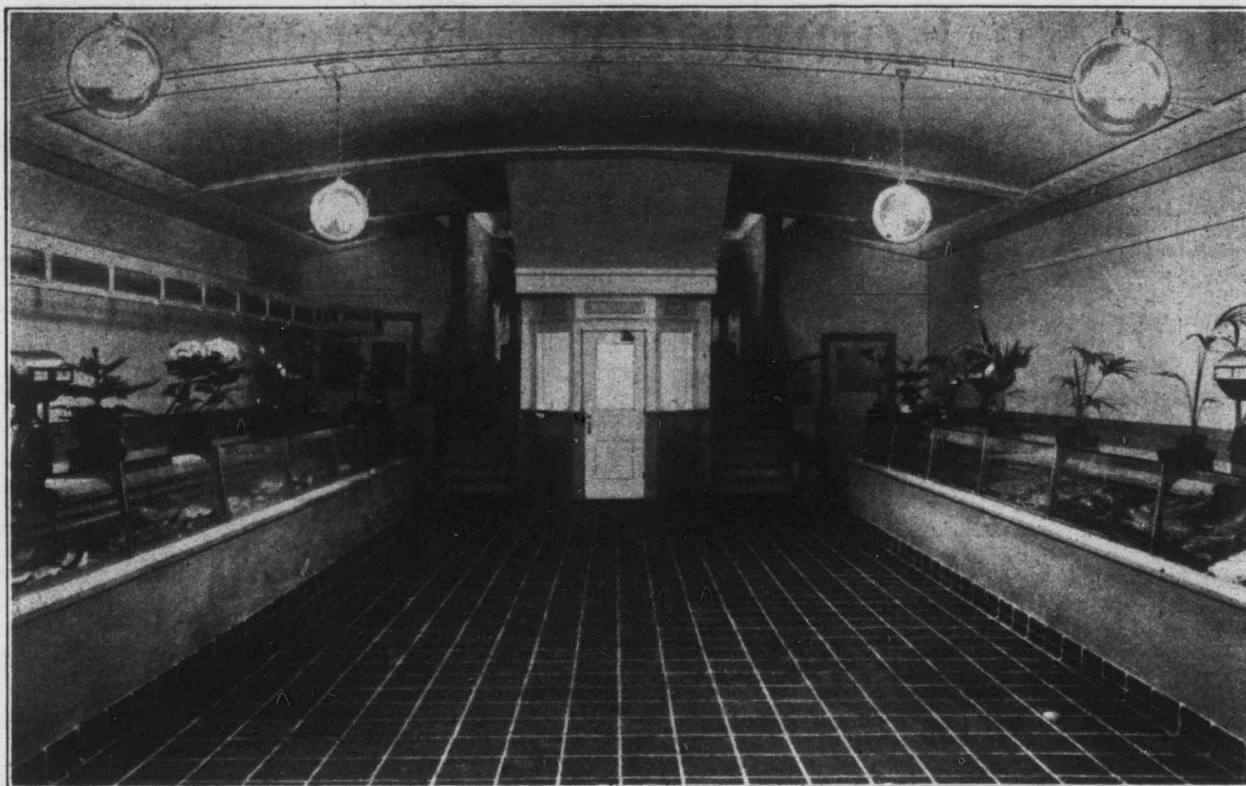
1. Butter—Calories per pound, 3,558.92; calories per kilog. (2.2 lbs.), 7829.62.

2. Oleomargarine—Calories per pound, 3,699.70; calories per kilog., 8,139.34.

Nothing except the Mint can make money without advertising.—Gladstone.



Showing the ground floor of the new Wm. Davies Co. store at 29 Queen St. W., Toronto, looking toward the front entrance. On this floor there are 80 feet of refrigerator counters for displaying both fresh and cooked meats.



This illustration shows the basement of the new Wm. Davies Co. store, described in the preceding pages, where are situated the fish and grocery departments. Notice the spacious stairways leading from the ground floor.

Makes Interesting Comparison of New and Old-Style Equipment

"The Most Important Advantage of the Modern Bins is the Ease and Facility with which They Can be Handled," Says William Carroll, of Hamilton, Ont.—Advantages from a Sanitary Standpoint, Too.

THE numerous and important advantages of up-to-date bin equipment in the grocery store have been fully demonstrated in the experience of William Carroll, the Hamilton, Ont., grocer, who controls a chain of eighteen stores in the Ambitious City. For the past twelve years, Mr. Carroll has been using modern equipment in his stores, and in an interview with a CANADIAN GROCER representative he made an interesting comparison of the new and old-style store equipment.

Are Easily Handled

"The most important advantage of the modern bins is the ease and facility with which they can be handled," said Mr. Carroll. "Take a drawer that will hold 120 pounds and you will find it mighty difficult to pull open and shut. It is a strain on the clerk, and it uses up valuable time in the rush hour. With the up-to-date bin, on the other hand, you have merely to pull the handle, and the bin opens to you by tipping on its pivot. It closes, too, with as much facility. Thus time and labor are conserved. The modern bin can have a

capacity of 140 pounds, and yet require no Hercules to handle it.

"Again, there is the all-important consideration of conserving space in the store. The modern bins are so constructed as to afford the maximum service and at the same time to utilize the minimum amount of space. Congestion behind the counter during the busiest hours is also relieved. Clerks can pass another of their number, who is serving from an open bin, without difficulty, whereas under the old conditions they would be tripping over a person who was wrestling with a heavy, cumbersome drawer.

Sanitary Advantages

"From the sanitary standpoint, also, the modern equipment has every advantage. Every bin is so constructed as to be a closed compartment, and dust and vermin cannot get in.

"Each bin, moreover, is an efficient salesman. The neat show case in front places the product continually on view to the customer, without exposing it to the atmosphere, dust, and to dirty fingers.

"Finally, there is the difference in the

appearance of a store which has the up-to-date equipment. In my opinion there is no comparison between the old and the new bin facilities from the standpoint of appearance. In our stores the modern bin equipment lends the distinctive feature which is at once observable to the customer. There is nothing, in my opinion, that would take its place."

CREDIT REGISTER SAVES OVERTIME WORK

At the end of the counter near the door stands a large credit register in the Nott Grocery Store, on Sorauren Ave., Toronto. In referring to the credit register, Mr. Nott called it one of his best friends. "Before I got it," he said, "I was coming back to the store night after night to post up the ledger, which made a great deal of work and in addition I had to send out my accounts every month. To-day my bookkeeping is over when I close the door and every customer has an account totalled up-to-date, which they can pay at any time. I certainly would not be without the credit register for anything."

CANDLE FACTORIES IN AFRICA

Six candle factories in South Africa have an output valued at \$3,000,000 annually.

Bix.—"I wonder why a Scotchman always says 'hae' for 'have'?"

Dix.—"Possibly it's on account of his thrift. He saves a 'v' every time he does it."—Boston Transcript."

Modern Equipment—Better Service

"In planning this store, I wanted to have three things in particular: system, cleanliness, and ample room for increasing our stock. I have found that the arrangement of the shelves has a great deal to do with securing the maximum sales. Goods piled neatly on the shelves are not only attractive, but ornamental. I believe in keeping a logical place for everything. There is no necessity of making a big display of the necessities. They will be asked for. The most prominent place should be reserved for a line for which a demand has to be created."—W. S. JOHNSON.

MODERN equipment abounds in the store of W. H. Johnson at Lennoxville, Que. The store some months ago replaced an old frame building, and the new grocery, as it now stands, and, as the accompanying photograph will indicate, represents one of the finest in Eastern Canada.

There are two large front windows, one on either side of the entrance. These are finished in varnished maple with the enclosing screen, a white panel framed with carved maple. In this connection, it may be said that the window dressing is simplicity itself and yet it is attractive. In a recent window display there were three small hoops that were wrapped with red tissue paper. In one hoop there were piled about one dozen oranges, in another, apples, and in the last, lemons.

In the opposite window there was simply a pyramid built of a well-known household cleanser.

A Spacious Interior

The inside of the store is quite in keeping with the well-finished appearance of the exterior. The most striking feature is the airy spaciousness. The

Best Business Methods and Convenient Facilities Tend to Ideal Service in a Grocery Store, Believes W. S. Johnson of Lennoxville, Que.—Has Coal Oil Pump on Main Floor—Also Caters to Motor Trade, With Gasoline Pump at Front Door.

By Staff Correspondent CANADIAN GROCER.

ceilings are all finished in white. The electric fixtures are installed with large frosted bowl shades that so diffuse the light as to eliminate all dark corners. One feature that may not be noticed at a glance, but nevertheless lends an airy appearance to the store, is that there is absolutely nothing attached or hanging to the ceiling except the electric fixtures.

System the Secret of Satisfaction

On the left-hand side as one enters the store is the main counter, a display counter of a modern type. The glass containers in the front of this show dried fruits, nuts and biscuits.

System, Cleanliness and Space

"In order to carry on a successful grocery business," remarked Mr. Johnson to CANADIAN GROCER, "a man must adopt the very best business methods to give his customers the best service and the best return for their money. In planning this store I wanted to have three things in particular, system, cleanliness, and ample room for increasing our stock, as I hope to do before very long. We have adopted the cash and carry system and I believe that our customers and friends are better pleased with that way of doing business than

In the Johnson store at Lennoxville, Que., there is a place for everything, and all conforms to the idea of convenience, consistent with the best possible service. The space underneath the windows is made into cupboards. Here is kept paper, twine, bags, and all sundries that are not for immediate use. All bulk cereals, sugar, flour, tea, and dried fruits are kept in hinged bins, just beneath the shelves and behind the counter. Butter, cheese and vegetables are kept in the glass refrigerating counter at the rear of the store.

the old way. It is very satisfactory in a small town. More than that, people feel freer to come in and look around. With this plan, the price is distinctly marked on each article. I believe it stimulates business. I have noticed lines selling freely in this way that were really very slow before. The reason for this, I believe, is that people did not realize how very reasonable the prices were that have attained the reputation of being very high during the war. I have reference in particular to canned goods.

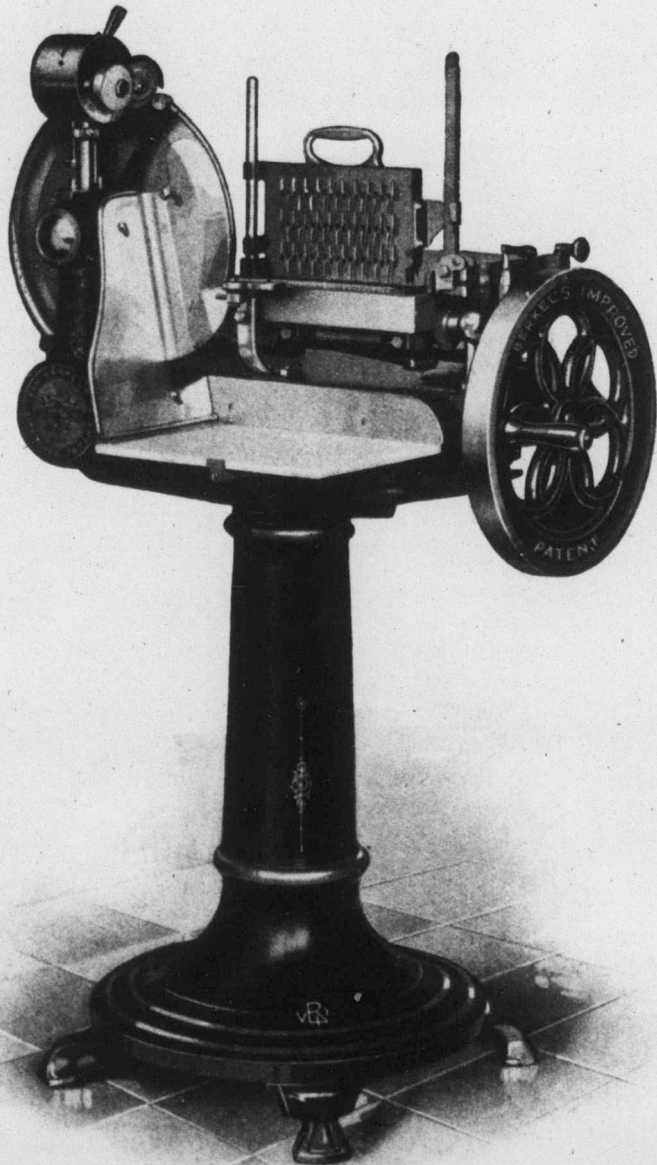
"Another thing I have found that the arrangement on the shelves has a great deal to do with securing the maximum sales. Goods piled neatly on the shelves are not only attractive but are ornamental. I believe in keeping a logical place for everything. There is no necessity of making a great display of the big sellers or the well-known necessities. They will be asked for. The most prominent place should be reserved for a line for which a demand has to be created. It is in this line that the most money is to be made. It is my intention to make this a specialty store in grocery

(Continued on page 58)



Modern equipment abounds in this store of W. H. Johnson at Lennoxville, Que. Notice the fine counter with biscuit display bins, also bins for vegetables. A refrigerator counter for meats and provisions is a feature, as well as a pump on the main floor for kerosene. A broom rack along the side of the wall provides a useful bit of equipment.

The Van Berkel is the choice of Canada's finest provision store



The splendid, new Wm. Davies retail store described in this issue is equipped with three

VAN BERKEL PATENT SLICING MACHINES

Chosen after careful investigation by the Wm. Davies Co., from the world's slicer market.

To the thousands of Canadian grocers who have tested the durability and performance of these efficient slicers, this news will be expected since it is but fitting that *Canada's finest provision store should be equipped with the world's best slicers.*

The Hobart Manufacturing Company

149 Church Street, Toronto

WINNIPEG BRANCH:
Ryan Bros., 110 James, East

VANCOUVER BRANCH:
424 Cordova Street West

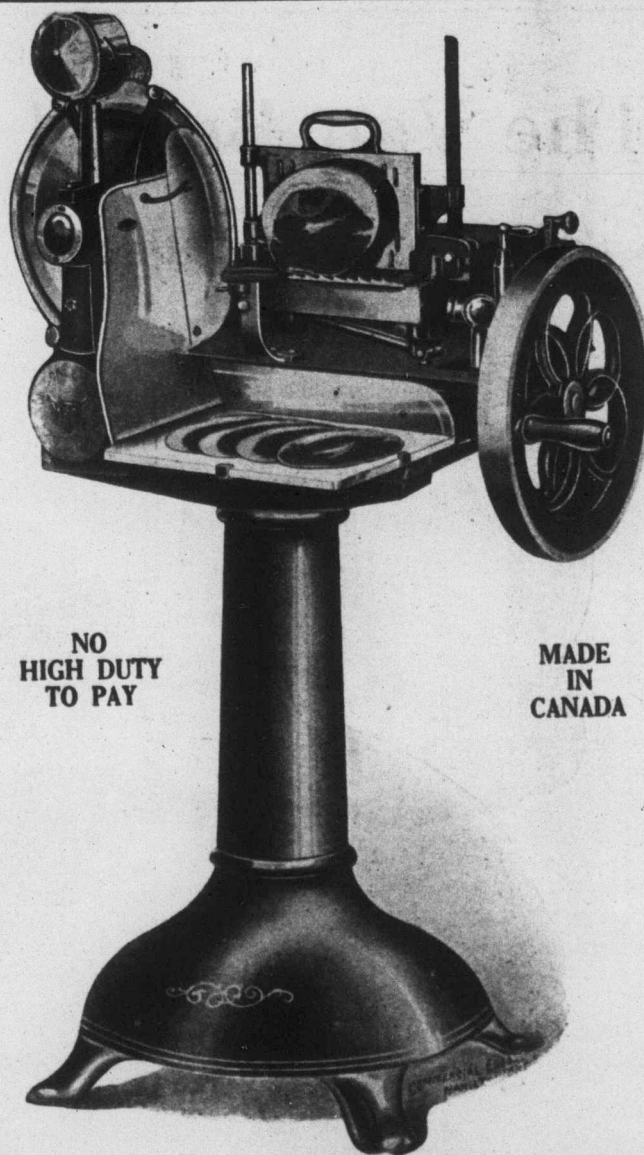
The Toronto Slicer

This is acknowledged to be the best slicing machine made. We know it but you don't have to take our word for it. We will furnish you with a long list of satisfied users. We do not know of a single case where a customer is not thoroughly satisfied and we are selling fully 90 per cent. of the slicing machines in Ontario.

BUILT FOR FUTURE SATISFACTION.

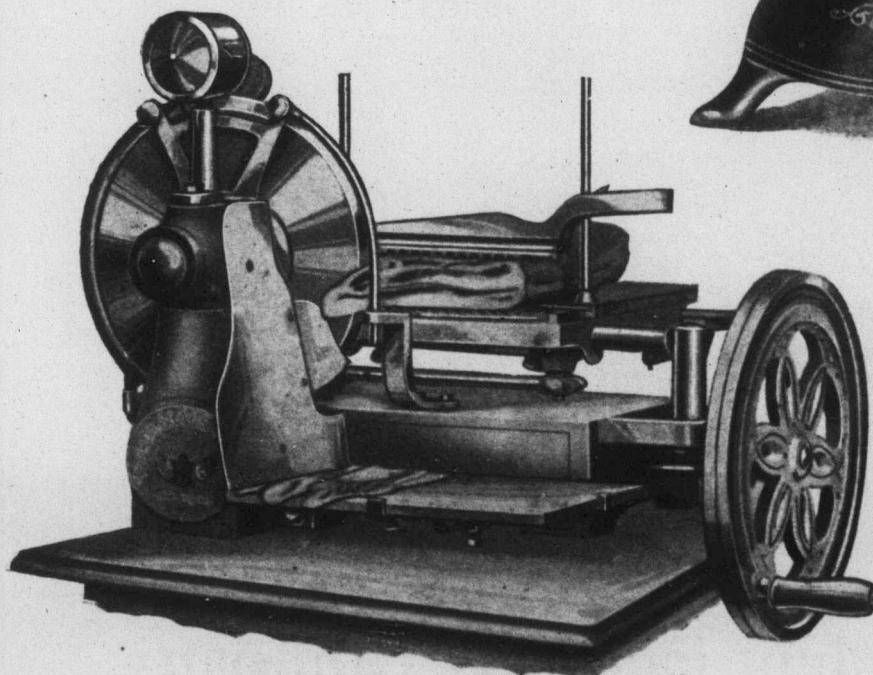
JESSOP'S STEEL KNIFE
BALL BEARING AUTOMATIC GRINDER
MONEL METAL FITTINGS

THE LAST SLICE ATTACHMENT, AND
A DEVICE FOR REMOVING THE RIND.



NO
HIGH DUTY
TO PAY

MADE
IN
CANADA



FULLY GUARANTEED

The Canada Scale & Slicer Co., Ltd.
Factory at Bowmanville, Ont.

THE QUEEN CITY

This is the best value ever offered.

The new model is now ready and we have made it so good that we almost feel ashamed at the low price we are offering it for.

CUTS BACON AND ALL BONELESS MEATS
HAS MANY OF THE SPECIAL FEATURES OF THE TORONTO.

BALL BEARING GRINDER.
JESSOP'S STEEL KNIFE
THE LAST SLICE ATTACHMENT IS SUPPLIED AS AN EXTRA.

PEDESTALS ARE EXTRA WITH EITHER MACHINE.

For full particulars write to Factory or to nearest agent.

THOS. FERGUSON,
482 College Street, Toronto, Ont.

GEO. CAMERON,
223 Sparks Street, Ottawa, Ont.

F. H. HUNGERFORD,
54 Notre Dame St. East, Montreal, Que.

THE WIDE-AWAKE STORE



This being called the Equipment and Accessory Number of the GROCER, we use this self-explanatory illustration showing both fixtures and accessories. By store fixtures or equipment the trade refers to the bin cases and shelving; cake, fruit, and open cases along walls of a store, also counters, refrigerators and show cases, etc., necessary to fit a room or store building before the stock can be placed for display, sale and distribution to the consumer. These may very properly belong to the building if Walker Bin Equipment, since nothing more convenient or moderate priced is to be had for service rendered.

By accessories you at once think of the delicately adjusted, quick weighing computing scale, slicer, grinder or cash register, which are the speedometer, shock absorbers and self-starters, etc., of the grocery trade. You would not think of buying accessories before you had the car, so begin right by installing Walker bin fixtures, made in styles and lengths to suit all stores. Send floor plan with measurements and ideas you have to work out. We will send scaled plan, catalogue and price for any combination you can best use.

Did you notice that six of the eight or nine illustrations in the Spring Special Number of GROCER had Walker Bin Fixtures?

Carroll's Stores, Hamilton, and W. H. Johnson, Lennoxville, Que., are equipped with Walker Bins. (See News Section.)

The Walker Bin & Store Fixture Co., Ltd.

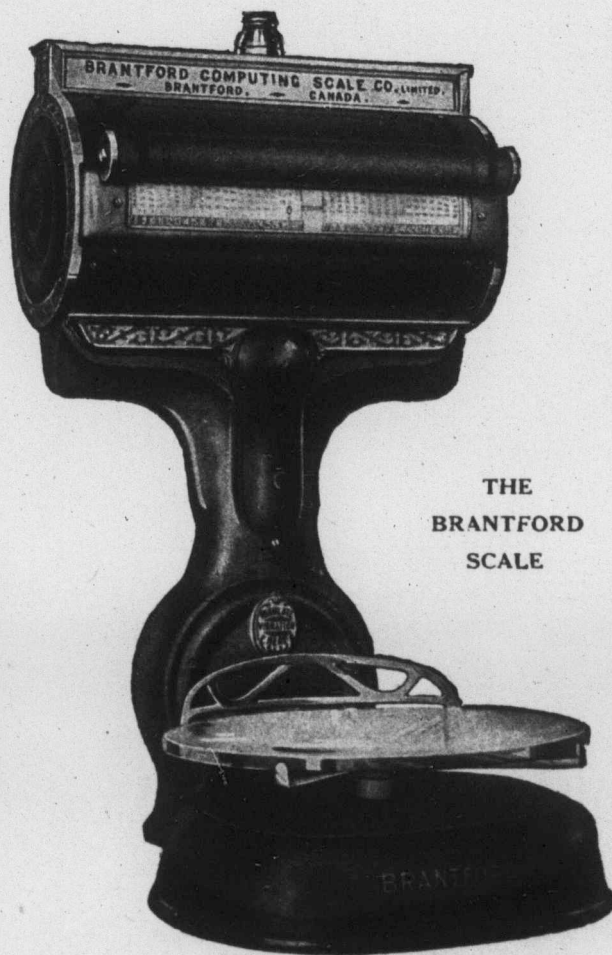
Kitchener, Ontario

Eastern Agents: J. H. Galloway, Hamilton, Ont.; Letts & Skene, Toronto, Ont.; Geo. Cameron, Ottawa, Ont.; H. O'Reilly, Montreal City; Albert Dunn, Quebec City; C. E. Rioux, Sherbrooke, Que., Quebec Province; R. R. Rankine, St. John, N.B., Maritime Provinces.

Money-savers and waste-
of the highest rank--

Brantford Scales and

When you equip your store with Brantford Scales and Slicers there are two things you can depend on—long service and 100 per cent. efficiency. Brantford Equipment is the last word in mechanical perfection, and includes so many, exceptional, added features that it will pay you, Mr. Merchant, to investigate this "Brantford" Superiority before you buy.



THE
BRANTFORD
SCALE

Saves Time Saves Money

Brantford Scales are agate bearing throughout—they are completely enclosed to prevent dust settling on bearings, etc.,—they are made from the finest materials by expert Canadian scale mechanics in our large Canadian factory and their past record has proven them to be the most complete and perfect piece of scale mechanism ever assembled.

There is a handsomely finished Brantford computing scale for every use and a sufficient number of them on your counters will save both time and money.

The Brantford Computing Scale Co.
LIMITED

Brantford, Canada

Offices and showrooms in the larger centres.

eliminators

Slicers

The Brantford Slicer is a remarkably smooth and speedy running machine that saves time, gives better service and eliminates all waste meat ends by cutting them down to the last slice as thick or as thin as you wish. They possess many unusual features, are ball bearing throughout, handsomely finished and made from the best grade materials. Like the Brantford Scale, it has proven itself a money-saver and a waste-eliminator of the highest rank to thousands of Canadian merchants.

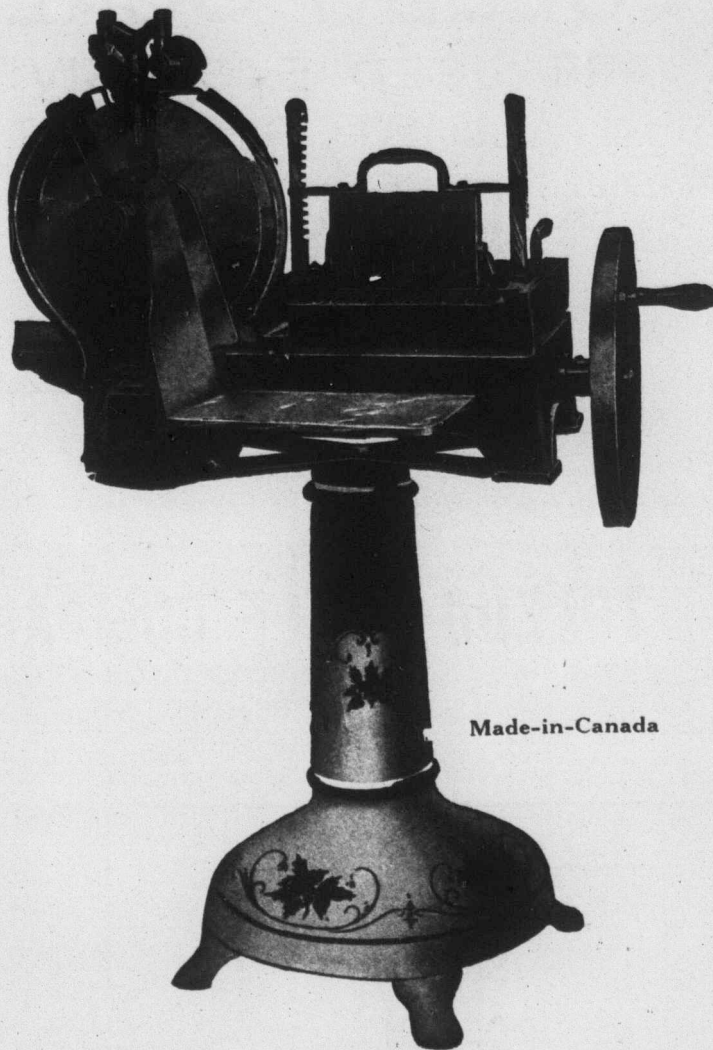
Send for Catalogue

Our Guarantee

Every Brantford Scale and Slicer is guaranteed to give 100 per cent. efficient service and absolute satisfaction and to be accurate and reliable in every way.

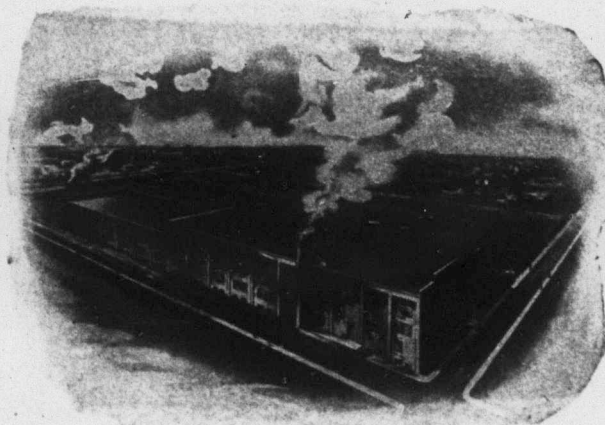
The Brantford Computing Scale Co.
LIMITED
Brantford, Canada

Offices and showrooms in the larger centres.



Made-in-Canada

THE BRANTFORD SLICER



TOLEDO SCALES

ARE USED EXCLUSIVELY
IN ALL STORES OF THE
WM. DAVIES CO. LTD.

They contain no springs and are not affected, as spring scales are, by changes in temperature.

They automatically give honest weight and guarantee an exactly measured square deal on both sides of the counter.

TOLEDO SCALE COMPANY

Offices and Service Stations in all principal Cities in Canada

Head Office : 335 Yonge St., Toronto

Factory : Windsor, Ont.

TOLEDO SCALES

No Springs — Honest Weight



High prices make correct scales more necessary than ever. Short-weight comes out of the customer's pocket, over-weight comes out of the merchant. Honest weight protects both.

Toledo Scales—No Springs—Honest Weight guarantee a square deal to both customer and merchant.

Look for the sign.

TOLEDO SCALES
No Springs Honest Weight
Made in Canada



High Prices Paid

for all waste paper, straw, cardboard boxes, etc., so do not throw away or burn them. CLIMAX all steel Paper Balers keep them safely and conveniently until ready for selling at \$25 to \$35 per ton and by this method baler will soon pay for itself.

Reduce your fire risk in this manner and at the same time earn money.

Our service department will find you a market.

Made in Canada. 12 sizes. Write for Free Booklet, "How to Turn Waste Paper Into Money."

Climax Baler Co.
Hamilton, Ont.

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

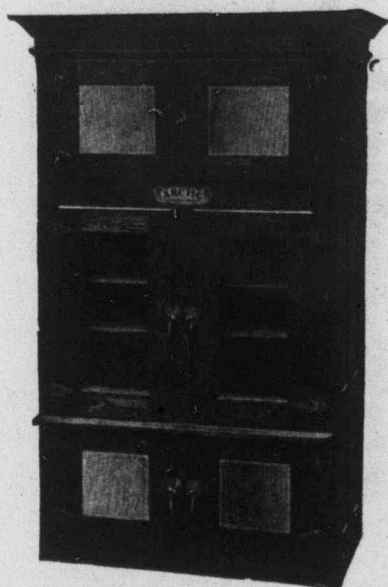
E-PULLAN

6 Maud Street, Toronto

ARCTIC

REFRIGERATORS AND DISPLAY FACILITIES

Now is the time to solve your summer refrigeration needs



No. 375

Arctic Silent Salesman Refrigerator

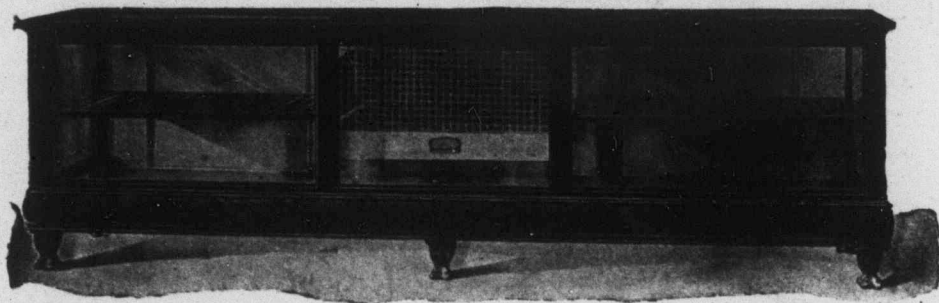
People spend more and buy oftener when perishables are displayed temptingly. Get rid of your awkward unsanitary tables and shelves and give your perishables a chance to display themselves in all their freshness as in the incomparable Arctic Silent Salesman, or in the Arctic

Counter refrigerator. Refrigeration equipment such as these two in your store this summer will boost your sale of perishables in an astonishing manner. Write for our illustrated catalogue showing "Arctic" refrigerators for every need.

ARCTIC COUNTER REFRIGERATOR IN TWO SIZES:

No. 996—72 inches long, 27 inches wide, 36 inches high; shipping weight, 600 lbs.

No. 998—96 inches long, 27 inches wide, 36 inches high; shipping weight, 775 lbs.



Write for Free Catalogue and Prices

JOHN HILLOCK & CO., Limited, Office, Showrooms and Factory:
154 GEORGE ST., TORONTO

AGENCIES: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; F. G. Harris, Halifax, N.S.

ARCTIC

Eureka Refrigeration Equipment *is the standard for the leading stores*



This illustrates the Eureka mechanical refrigeration counters, refrigerator and also office, installed in the up-to-date store of Mr. Wm. Fifield, West Toronto.

Note the business-like appearance.

See pages 33 and 34 in this issue for a description of our latest counter installation in Wm. Davies Co.'s new store in Toronto.

Our service department is at your disposal for advice and suggestion for layout of your store. We are specialists in this work.

Write for our free catalog and submit your refrigeration problems to us. We promise them immediate consideration.

Eureka Refrigerator Co., Limited

Head Office and Factories: Owen Sound, Ontario

TORONTO OFFICE: 11 COLBORNE ST.

MAIN 556

Branches: Montreal, Hamilton, Sherbrooke, Calgary, Halifax and Winnipeg

31 little Salesmen talking for you every minute

**Sherer
Sanitary
Grocery
Counters**

**Make it
more
profitable
to—**

LIKE the good little fairies that delight the children, here are 31 little salesmen that are on the job every minute, keeping your customers informed about the good things you sell.

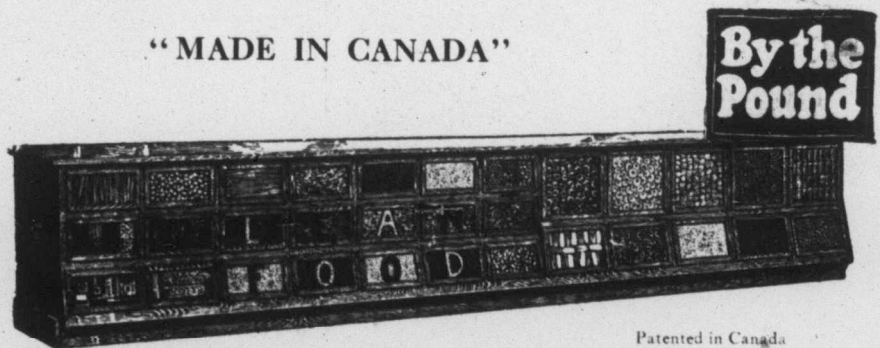
The minute a customer looks their way, each little salesman says "Buy me," or "Take me home"—and they all say in unison, "Buy more."

It would cost a lot to hire 31 big salesmen, but you get all of them when you arrange your store around one single Sherer Counter.

There isn't one owner out of the 70 thousand who would part with his 31 little salesmen and all the extra profit they give him.



"MADE IN CANADA"

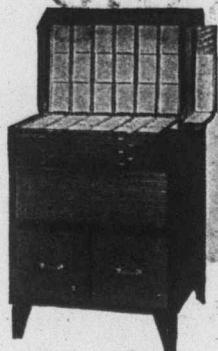


Patented in Canada

Write us for the
New Catalogue
and Terms

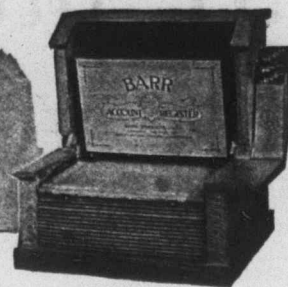
**Sherer Gillett
Co.
Guelph, Ont.**

 Sherer Gillett Co. Dept. 57
 Guelph, Ont.
 Send us particulars and terms.
 Name _____
 Town _____
 Prov. _____



Barr Registers

Manufacturers of
THE BARR ACCOUNT REGISTER



Trenton, Ont.

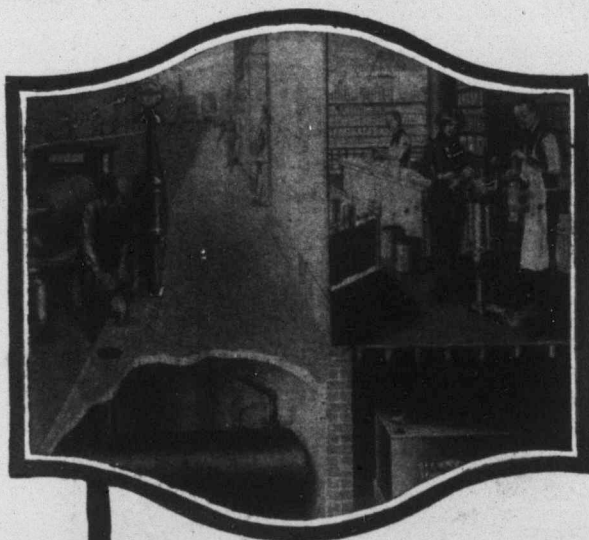
An expert bookkeeper at \$10.00 per month

Would you like this book-keeper?

Without keeping a day-book and ledger and with no effort on your part other than writing your counter check slip, to give you the following results:

- A. Within 5 minutes, to produce an itemized statement of your customers account when he demands it.
- B. To give your customer without offense with each purchase a complete statement of the amount he owes to date.
- C. To give you all the items required by the Dominion Government in making up your yearly Income Tax return, within 6 hours after demand.

We place these facts before you and if you are interested our representative will call without expense to you and thoroughly demonstrate.



Make Your Street Pay

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

Put in a **BOWSER**
ESTABLISHED 1883
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



Riteshape for SERVICE -



Put All Bulk Foods in **Riteshape** Dishes because—

- 1st The **Riteshape** is a wooden dish. It won't spill or spoil the food.
- 2nd **Riteshapes** give the appearance of appetizing quality to all foods packaged in them.
- 3rd There is a **Riteshape** for every package. They come in all sizes from $\frac{1}{2}$ to 10 pounds.
- 4th The **Riteshape** is a clean dish—it is scientifically sanitary.

Ask Your Jobber for

VICTORIA PAPER & TWINE CO., LIMITED

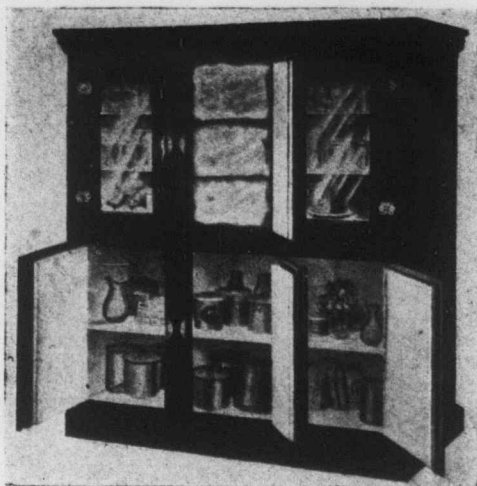
Wholesale Distributors

430 Wellington Street West, TORONTO

Branches: Montreal, Halifax

The Oval Wood Dish Company, Manufacturers, Tupper Lake, N.Y.

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**

**ARNETTIZE
YOUR
STORE**

Arnett Service
—What It Is

Ask for catalog and description of Arnett Service—a free service of store re-arrangement by experts.

Thomas Lewis Arnett
Souris, Man.



Paprus

Pie

Plates

WALTER WOODS & CO.

Hamilton and Winnipeg

Insect Pests are Universal



KEATING'S
is the World-Wide
Insecticide

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

Flies	Ants	Bugs
Fleas	Wasps	Cockroaches
Mosquitos	Beetles	Moths

it is an article in constant demand, and, once used, its merits ensure repeat sales and steady, profitable trade.

Made by **THOMAS KEATING**, London,
England. Established 1788

Sole Agents for Canada:

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

Opposes Collective Buying by Retailers

Western Wholesaler Claims That This is Not the Panacea for Curbing Chain Store and Mail Order Expansion—Wholesalers Are Blamed for Urging Manufacturers to Sell by Contract

THE following letter has been received by the editor of Canadian Grocer, and is reproduced in full:

"We have read with very great interest the article in CANADIAN GROCER, recently reprinted from "Printer's Ink," regarding the phenomenal development of the chain store idea that is taking place in the United States. We believe that this article has not in any way exaggerated the seriousness of this movement or the menace it offers to the grocery trade as at present constituted, both wholesale and retail. For some time past we have foreseen the danger and probability of the movement spreading to Canada, and we have been pointing out the disastrous effects such development might have unless the Canadian grocery trade takes steps to forestall such a movement and render the conditions here unfavorable to its development.

Can't Eliminate Wholesaler's Service

We are not inclined to agree, however, with both the remedies suggested by the writer in "Printer's Ink." We do not believe that collective buying from manufacturers through buying exchanges established by the retail grocers is the best solution of the buying end of the problem; though it will probably come to this if the wholesale grocers of Canada persist in their present policy. If such a development takes place it will come as a direct result of the short-sighted policy at present being followed by the wholesale grocers. The wholesalers may bring about their own extinction; but the service which they perform must be continued by someone. The suggested buying exchanges will have to perform practically the same services that are now given by the wholesale grocers, but they will have to operate on capital supplied by the retailers themselves who usually have no more than is required in their business; and these buying exchanges would perform that service without that competitive factor which alone is the incentive to efficient and economical service. We are convinced that wholesale grocers, with their large aggregation of capital, specialized organization and efficient management, can perform that service more economically and efficiently than the retailers can do it for themselves; but to ensure that efficiency and economy of service, one condition is imperative: the wholesale grocery trade of Canada must get back onto a fully competitive basis. At the present time the wholesale grocers not only accept without protest, control of selling prices provided in the countless agreements and contracts submitted to them by manufacturers, but they are constant-

ly exerting pressure through their organizations to induce other manufacturers to exercise similar control. To the extent to which wholesalers accept and encourage price agreements, to that extent are they assisting, in our opinion, in bringing about conditions which may eventually result in their own extinction and may work deadly injury to the trade of the retailers as well. In our opinion, the only agreement between wholesalers should be one to the effect that they would, without exception refuse to handle the product of any manufacturers who sell at wholesale prices to concerns which are not wholesalers—no matter how big they may be—thus placing the customers of the wholesalers at an unfair disadvantage.

Believe in Quantity Price

With the wholesalers on a fully competitive basis, the retailer's buying problem will be solved as effectively as it can be. It will then remain for the retailer on his part to adopt the methods which have made the chain store dangerous. They must buy for quick turnover rather than for big margin. We have long recognized the importance of this in our own business and have always made a practice of selling any uncontrolled lines in quantities suited to the needs of our smallest customer at the lowest possible big-quantity price.

The retailer must also get nearer to the chain store basis in the matter of selling. Obviously he cannot meet chain store prices if he includes in his price both the cost of his goods and a lot of very costly service which the chain store does not attempt to give its customers. For some time past we have been urging our town and country customers to sell their goods and their service separately; that is, to price their goods on a cash and carry basis as the chain store does, then make a separate charge for delivery and for credit accommodation if they give any, for customers who want such service and accommodation. This enables the individual grocer to make practically chain store prices for those who demand it; and at the same time permit him to retain other customers by affording them additional service if they want it and are willing to pay for it.

Urges Pay For-Service System

With the wholesale grocers functioning properly under the spur of unrestricted competition; with the retail grocers with a proper conception of the importance of quick turnover and volume rather than big margins; and with the adoption of what we call the pay-for-service system suggested above, we see no reason why

the Canadian grocer should lose sleep about either chain store or mail order houses. Territory where these suggested conditions prevail has no attraction for either, but if on the other hand both wholesalers and retailers refuse to recognize the trend of events and fail to forestall the attack of the common enemy, we can see no good reason for confidence that the chain store will not invade Canada, or will be any less disastrous if it does, than it has been in the United States, where Mr. Colver, chairman of the Federated Trade Commission, predicts that the wholesale grocers will be out of business in five or six years and the retail grocer as we understand the term at present, is to see his finish in about twice that time. If such development occurs, the responsibility will rest primarily with the wholesale grocers who are building a comfortable protective wall of price agreements which will protect their margin of profit, but may destroy their trade.

Macdonald-Cooper, Limited,

H. H. Cooper, Vice-President.

Edmonton, Alta., May 11, 1920.

Editor's note.—CANADIAN GROCER would be glad to hear from others on the questions raised by Mr. Cooper's letter.

NEW AGENCY FOR NORWEGIAN SARDINES

J. W. Windsor, Ltd., Montreal, have been appointed sole agents for Ontario and Eastern Canada, for the United Sardine Factories Ltd., of Bergen, Norway, which are the second largest packers in that country. They own and operate three large factories, employing upwards of 6,000 people during the packing season. All their factories are of the most modern character, being built of concrete throughout in the most sanitary manner. The United Sardine Factories, Ltd., have their own fishing fleet as well as their own hydroplane for use between their different factories. Their output is upwards of half a million cases of sardines annually.

J. Bailey, manager and foreign buyer for Goodwin's, Ltd., grocery department, has just returned from a buying trip in England, France and Spain. Mrs. Bailey accompanied her husband as far as England.

Sheely-Mott, manufacturer's agents, 3 St. Nicholas Street, Montreal, have dissolved as such, and Mr. Mott is handling the agency. However there still exists a partnership in that the Sheely-Mott Company are now manufacturers of Veterinol. W. J. Sheely is managing the manufacturing business.

CURRENT NEWS OF THE WEEK

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

MARITIME

The grocery store of Yerxa & Co., in Queen street, Fredericton, N. B., was entered a few nights ago, but nothing of any great value was taken. Some chocolate bars were taken, and it is believed the burglars were very young boys.

ONTARIO

After having the daylight saving measure in operation for a fortnight, Cobourg has reverted to standard time.

John G. Reith, Grand Valley, Ont., has purchased the business of R. F. Taylor for \$4,000.

Learn and Matthews, Simcoe, Ont., have purchased the grocery business of James Egan.

A Trenton, Ont., grocer was recently fined \$50 and costs for selling margarine for butter.

John Sherriffs, a grocer at 1034 Bloor Street West, Toronto, has purchased the property for \$17,000.

The citizens of Oakville, Ont., have adopted daylight saving, commencing on Sunday last.

D. R. McPhail, Kincardine, Ont., recently took over the grocery business of S. R. Haldenby, calling his store the XLCR grocery.

Grocers and butchers in St. Thomas, Ont., have decided to close their stores at 10 o'clock on Saturday nights, and at 6.30 on other evenings.

Burglars entered the store of E. W. Neil at Merlin, Ont., and stole a considerable quantity of merchandise. The sum of \$12 was stolen from the store of J. W. Widows.

The ratepayers of Gananoque recently carried a by-law to purchase a site and furnish 1,000 yards of gravel to the Eastern Ontario Milk Produce Co., Ltd., at a cost of \$4,500. The company intends erecting a plant at a cost of \$85,000 for the manufacture of powdered milk and other products.

Hooton Chocolate Co. Now Dom. Chocolate Co.

Reorganization of the Hooton Chocolate Co., Ltd., under a Dominion charter, as the Dominion Chocolate Co., has taken place. The flotation of \$400,000, eight per cent. cumulative stock, is announced. This will be issued with a thirty per cent. bonus of common stock. The new concern is capitalized at \$2,000,000, of which \$500,000 preferred and the full amount of common, which is in \$25 units, will be issued now.

BUSINESS CHANGES

E. Thompson, Toronto, has disposed of his business to C. W. Cooper.

Fred Breker, Englefeld, Sask., has sold his general store.

George Greening, Lloydminster, Sask., has disposed of his business.

T. H. Halliwell, Lloydminster, Sask., has sold his grocery store.

George W. Burtch, Hamilton, Ont., has sold out his grocery business.

H. J. Gallagher, Ottawa, Ont., has sold his grocery business to J. K. Regan.

John Gowdy, Toronto, has been succeeded in business by P. Shaw.

F. H. Westlake, Toronto, has disposed of his grocery to S. G. Henry.

Narcisse Longtin, St. Constant, Que., for many years in the grocery business, is reported dead.

H. S. Heyd, Watrous, Sask., has sold his grocery, flour and feed business to A. Gibb.

Zachaeus Legere, Richibucto, New Brunswick, proprietor of a hotel and general store, is reported dead.

Grimsby Merchant Disposes of Store

J. H. Wells Takes a Holiday After Fourteen Years in the Grocery Trade

J. H. Wells, Grimsby, Ont., has disposed of his grocery business there to A. J. Esser, of Welland. Mr. Wells had been fourteen years in the trade at Grimsby, and is now going to take a holiday, leaving shortly for Calgary and the Pacific Coast. He went from Toronto to Grimsby to enter the grocery business, and at the time had never had any experience selling groceries. By diligent effort, and close attention to business, Mr. Wells told CANADIAN GROCER that he had made a success, and he is now going to have a well-earned rest. He had made a point of always watching the markets closely, and buying to advantage during a period of rising prices. This, he believed, had been the secret of his success, coupled with efficient service. During the fourteen years that he had been in business, Mr. Wells was a reader of CANADIAN GROCER.

Chain of Cash and Carry Stores May be Established in Ottawa

At the usual meeting of the Ottawa Retail Grocers' Association on May 27th, President B. G. Crabtree announced that a chain of cash and carry grocery stores would soon be established in the city. He said a very large financial corporation had quite decided to go ahead with that idea and had made actual offers to some of the city grocers with the object of taking over their stores as part of the chain that will encircle the city so that all sections will be covered.

It was felt that steps should be promptly taken to meet the situation, and further meetings will be called to arrange a basis of operations as to the future. It was also agreed that every effort should be expended to increase the carry part of the trade and to eliminate deliveries as far as possible.

A Hardship to Light Housekeepers

The new tax on smoked ham and bacon was spoken of as being hard upon many people who could not cook, especially mentioning girls in the civil service and business houses who board themselves, who appreciate cooked ham, and find no chance to prepare it for themselves, while other meats will not keep in the

house where facilities are often not of the best. No steps were taken as far as protesting was concerned, but the members were urged to attend a meeting of the Retail Merchants called for immediately.

Difference in Sugar Prices

Some considerable difference in retail prices of sugar were shown at the meeting of the Ottawa Retail Grocers' Association, on May 27th, the members present stating that they were then charging 22, 24, 25, 27, 28 and 30 cents per lb. The rather startling news caused some discussion, but it was shown that the profits were based upon costs, and that profiteering had not been resorted to.

Following this meeting, the Board of Commerce was busy investigating the case of a returned soldier, who had bought 5 lbs. of sugar from the firm of Gosselin & Durocher, Eastview, at 36 cents, that the Board established showed a profit of about 50 per cent. A searching enquiry will be conducted with the object of getting to the different profits made on sugar from the refinery to the consumer. It was stated that the firm referred to had refunded 6 cents per lb. to the purchaser.

Greatest Fruit Crop in Four Years

Fruit Prospects Have Never Been So Bright Since 1916—Peaches Promise Prolific Crop

St. Catharines, Ont., June 7. (Special)—Although not on daylight saving many fruit growers of the Niagara District rose much earlier than usual last Saturday, feeling grave concern for their fruit buds and discovered that they had a very narrow escape from frost.

"Increasing cloudiness after 2 o'clock in the morning alone prevented hundreds of thousands of dollars damage," said a leading grower. "It was indeed a close call."

Indications to-day all over the district are for the greatest fruit crop in four years. Strawberries have been much helped by the generous rain of Saturday night.

Tree fruit prospects, however, have not been so bright since 1916. Plums, pears, cherries and peaches promise a prolific crop, and apples are better than in many years.

No Commission For Fisheries

No Hope for the Appointment of a Commission to Administer B. C. Fisheries

Vancouver.—"The minister did not hold out any hope that our request would be granted," said Mr. Henry Doyle, on his return from Ottawa, where he interviewed Hon. C. C. Ballantyne, Minister of Fisheries, with regard to the proposal that a commission be appointed to administer the British Columbia fisheries, with headquarters in Vancouver. Mr. Doyle represented the fishing interests of this province, and he was accompanied by Mr. J. J. Coughlan, representative of the Vancouver Board of Trade.

Mr. Ballantyne at first, when the matter was brought to his attention, was absolutely opposed to any change from the existing system, explained Mr. Doyle, but later, after listening to the arguments advanced by the two Vancouver spokesmen, he promised to give the suggestion his consideration.

In asking for the creation of a board to administer the fisheries, the delegation did not cast any reflection upon the officials of the Dominion Fisheries Department. A draft of the suggested act which would bring the board into being was submitted to the minister. It was taken bodily from the legislation creating the Vancouver Harbor Commission.

The question of establishing a board of this kind will be the most important matter to be discussed at the approaching Canadian fisheries convention, and it is anticipated that further pressure will be brought to bear upon the Ottawa authorities as the result of the convention's deliberations on this problem.

OTTAWA GROCERS HAVE WEDNESDAY HALF HOLIDAY

A peculiar situation has arisen in Ottawa over the request of the Retail Clerks' Association for a weekly half-holiday for all clerks during the summer. Fifteen members of the Ottawa Retail Grocers' Association have decided to give their employees a half-holiday, but owing to the fact that Saturday is a busy day, Wednesday has been chosen as the day for the rest. June 2nd was the first day that the new order was in force. The other members of the Association have decided that they are unable to see their way to fall in line with the fifteen firms headed by A. A. Johnson and A. E. Kelley. President Crabtree says that most of the members who cannot agree to close are giving their employees holidays in the summer on full pay, and that is as much as they can afford under present conditions.

ONE OF OUR OLDEST SUBSCRIBERS

Among the old subscribers to CANADIAN GROCER is John Gilbert, a retailer in Kingston, Ontario. Mr. Gilbert has been reading CANADIAN GROCER for a good many years. He sent us the other day a copy of the Annual Fall Number of 1891, which he has kept through all these years. CANADIAN GROCER was established in 1886.

We would be pleased to hear from subscribers who have been taking the paper longer than the 29 years represented by Mr. Gilbert's copy. It is interesting to note that among the advertisers in the Fall Number of 1891 were the following:—E. B. Eddy Company, National Licorice Company, Toronto Salt Works, Borden's Condensed Milk, Hudon, Hebert & Cie, L. Chaput, Fils & Cie, H. P. Eckardt & Co., Eby-Blain & Company, National Cash Register Company, J. H. Wethey, Walker Baker & Company, W. G. A. Lambe & Company, and a number of others who are using space to-day.

WHOLESALE PRESS FOR CHANGE IN SALES TAX

(Continued from Page 25)

stated that they would be carefully gone into.

Luxury Tax Hits Hard the Five Cent Confections

Montreal, June 7.—As a result of the new tax on confectionery from the manufacturer to the retailer there has been a change in the price of certain small package lines that have been very popular as five cent packages. Perhaps the very reason that they are five cent pack-

ages is the very excuse for their being on the market at all. On these lines there are two taxes: First the ten per cent. tax as a luxury, and second the one per cent. sales tax. Most of these lines, apart from the chocolate bars, cost approximately sixty cents for a two-dozen box. The selling price of this box is \$1.20. Since the tax has been added, the cost to the retailer is at the outside figure sixty-seven cents, an advance of seven cents.

May Kill the Sale

In the case of a number of retail grocers and confectioners that have been interviewed by CANADIAN GROCER here, there is a prediction that is already coming true, that the added odd cent in the price to the consumer will to a great extent kill the sale. As has been previously pointed out, the principal selling merit of these packages are that they are the last of the many five cent packages that used to be so popular. Customers have got into the habit of taking a package in change for a five cent piece. A man in a store with his hand in his pocket fingering a nickel is sorely tempted by the package, and as a result there has been a wide market for such a confection. They have gained popularity. It will be short lived, however, many merchants feel, if the merchant is forced to ask the extra cent for the article. Already the effect is being felt in the sale.

Now Breaks a Dime

There are several reasons evident. In the first place, five cents looks small these days and is easily parted with, but when a customer is obliged to hand over a dime it looks a good deal bigger, regardless of the fact that he is to get four large coppers in return. The very fact that these coppers are large is perhaps the second reason why he will stop to think twice before he makes the purchase. The average man dislikes as much carrying around four bulky coppers as he does surrendering a small nickel to have one cent extracted. There is a third reason, the resentment among the consumer class, to which we all belong, to having the obnoxious tax thrust before him everywhere he goes. The more it is camouflaged the better he likes it. Manufacturers ask, should they reduce the size of the package to consume the tax?

There is no doubt that something should be done to save the day for the small confection, and keep it as the popular five cent line. It might be unwise to suggest that either the manufacturer or the retailer should stand the small tax on the article and so preserve its sale, but it must be confessed that it is much smaller matter for either of them than the consumer who cannot split cents in his business transactions. Perhaps it might pay the retailer too. There is no doubt it would materially help the sale.

NEWS FROM WESTERN CANADA

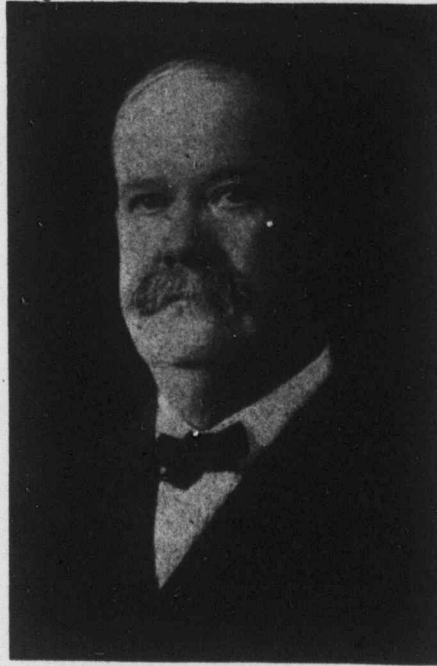
Over 300 Merchants Attend Saskatchewan R.M.A. Convention

MOOSE JAW, June 8 (Special).—The seventh annual convention of the Saskatchewan Retail Merchants' Association opened here this morning with an attendance of over three hundred. The president, S. D. McMicken, was in the chair. At the morning session reports were presented and were followed by a discussion. In the afternoon the grocers' section of the convention was addressed by F. Hedley Auld, Deputy Minister of Agriculture, who spoke on the Egg Marketing Act.

A ten-minute talk was also given by J. R. Banfield, Dominion president of the Retail Merchants' Association, on greater co-operation. In the course of his remarks he expressed the opinion that there was still some chance for changes in what he termed the lawyers' budget.

"When we are sick we do not ask a hardware man or a grocer to prescribe for us, we want a doctor. Surely the same proposal should apply in a case like this, when lawyers are allowed to draft legislation which is essentially within the scope of retailers," remarked Mr. Banfield.

On Tuesday evening, Hon. W. E. Knowles, of the Saskatchewan Legislature, addressed the entire assembly on the subject of commercial law.



S. D. McMICKEN.

President of the Saskatchewan R.M.A., who is presiding at the convention in Moose Jaw.

Winnipeg R.M.A. Dissatisfied With New Taxation

Retail merchants of Winnipeg, in expressing dissatisfaction with recent taxation, state that the expense of collection is too great, and that there is a degree of uncertainty that all will be collected. It is also claimed that it places a restraint on trade, and will put some lines out of business through lack of business rising therefrom. As an alternative to the present taxation, they would suggest a tax on invoices of manufacturers and importers, when goods are billed out at a rate per cent., sufficient to raise the amount desired. Then again, if it is desired, to tax goods held by jobbers and retailers, the Retail Merchants' Association of Winnipeg would place a tax on all sales of jobbers and retailers, for a period of two years; and then place the

tax on manufacturers and importers only. This plan would be very simple and keep business moving.

On the other hand a large confectionery jobber in Winnipeg, in discussing the luxury tax with CANADIAN GROCER, thought it a splendid idea, and was not averse to it in any way. He claimed that the Government had taxed the right luxuries, but under the present system the public is paying for these luxuries, where the manufacturer and jobber, who should be taxed, are getting away without it.

Another manufacturer deplored the fact that such necessities as extracts and flavorings should be taxed. He claimed that commodities such as these are not luxuries.

WESTERN

E Nicholson, of Nicholson-Rankin, Ltd., of Winnipeg, is making an extended business trip to the branch offices in the West, and will also make a business trip to the Coast before his return.

O. D. Gould and George Donnell, branch managers respectively at Regina and Saskatoon for H. P. Pennock & Co., Ltd., were visitors to Winnipeg this week. Both gentlemen reported business to be very good in territories under their jurisdiction.

Arthur Wheeler has disconnected his service as wholesale salesman with the W. H. Escott Co., Ltd., of Winnipeg, and is devoting his attention to the wholesale trade.

Frank Mason is doing detail work with the W. H. Escott Co., Ltd., of Winnipeg, calling on the retail trade with Van Camp's Line.

Com. Travellers Form a New Branch

Meeting Held in Swift Current, Sask.
Recently—The Officers Elected

Swift Current, Sask.—A branch of the United Commercial Travellers was duly instituted by Supreme Grand Councillor Davidson, of Edmonton, at Swift Current, Sask., last week. He was assisted by Messrs. McKibbin and Rouse, of Regina, and Mr. Bloombfield, of Moose Jaw.

The officers of the new organization were elected as follows: Senior councillor, H. J. Watson; junior councillor, Dave Bullock; past councillor, A. W. Forsythe; conductor, J. Fred Davie; page, K. S. Wiltse; sentinel, W. Cameron; secretary-treasurer, George Bailey; executive—Lee Huyck, Wm. Rae, W. J. Tripp, J. W. Freeman. After the inauguration ceremonies, a banquet was held.

CANADIAN GROCER IN FAR DIS- TANT TRINIDAD

Port of Spain,
Trinidad, B. W. I.

May 18th, 1920

Messrs. The MacLean Publishing Co.,
Ltd., Toronto, Canada.

Dear Sirs,

Re your issue of 3rd April, 1920, page 72. What are COCOA Door Mats? I know of door mats made from COCONUT Fibre. The fibre comes from the outside covering of the nut.

This error comes from the persistent way in the United States of spelling COCO-NUT as COCOANUT.

In Great Britain and the Colonies the error has long been corrected. Both the French and Spanish word for Coconut is "COCO." COCOA is euphonized from the word CACAO, from which beans are made Chocolate Sweetmeats and Powders.

Yours faithfully,
H. WALKER.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets generally are firm with the usual weekly advances registered on some lines of commodities. There is no indication as yet that prices will come down. Sugar supplies are scarce and the grain market is extremely strong. Business, however, is reported rather quiet due to the readjustment of prices caused by the fixing of the luxury and sales tax.

MONTREAL—Summarizing the market this week there is very little change. The general tone is strong with a very good seasonable demand. The price of meats is unchanged except that the price on cooked hams is higher. The price of eggs, butter and cheese is unchanged but the supply is very good. The sugar market is exceedingly strong and present quotations are only nominal. There is a decided break in the price of walnuts. Canned peas, tomatoes, corn, are quoted higher as the supply is very low. There is no change in the price of either tea or coffee but the market continues strong. Vegetables are in very good supply and the price is even lower this week. The fruit market is unchanged. There is another rise in the price of wrapping paper and soap chips are slightly dearer.

TORONTO—The trend of all grocery markets is upwards with advances registered on marmalade, cleansers, tobacco, wrapping paper, chocolate bars, and maple butter. The situation in the sugar market is unchanged. Granulated sugar is scarce in so far as wholesalers are concerned, but retailers are

fairly well supplied. There is a strong market for molasses. Barbadoes is in scant supply and quotations are high; ordinary molasses is also in a firm market and quotations are likely to be higher. The strong condition of the grain market tends toward higher prices on cereals; the demand, however, is very quiet. Tea importers are having difficulty in procuring teas showing quality; the cheaper, lower grade, for which there is very little demand, is plentiful; the finer grade teas, however, are scarce in a firm market. Peanut butter and salted peanuts are reduced in price. Extracts have advanced 25 to 35 cents per dozen. This is to take care of the recent tax on alcohol. The market for dried fruits is steady with the exception of figs. In some quarters figs are being quoted to the trade at less figures than the original cost to jobbers. The unsettled condition manifest on nuts a couple of weeks ago still prevails; the reason for this is that importers have had their orders doubled, with the result that stocks of nuts are far in excess of what they should be at this season. The rice market is unchanged; the improvement noted on shipments of rice last week is maintained and all varieties are fairly well represented. Vegetables are arriving freely. Quotations on old potatoes are lower. The first car of watermelons is due to arrive this week, but prices are high. Other fruits are plentiful.

Fresh pork cuts have advanced one cent per pound. Smoked and cooked hams are also higher. The egg market is easier. The butter market is firm. Shortening, lard, margarine and fish are unchanged.

QUEBEC MARKETS

MONTREAL, June 10.—The sugar market is very serious this week and while the price of \$19.00 per cwt. is unchanged it is only nominal, as higher prices must be paid in most cases in order to obtain any stock. The new taxes have affected many package cereals and as a result higher prices are quoted on puffed rice and puffed wheat and cornflakes. Another brand of imported cocoa has been increased in price by 5c per dozen. The prospects for the new crop of tea still remains very poor and it is definitely decided that higher prices will be in force for the new crop. There is no change in the price of rice this week, but a new rice is featured on the market which can be sold cheaper than the present price on Carolina rice. Walnuts are very cheap this week, in fact the price put on walnuts is below the cost, as the market is overstocked and the demand is very poor. Canned peas, corn and tomatoes are higher in price as the supply is very limited.

Sugar Continues Scarce

Montreal.

SUGAR.—The sugar situation remains as indefinite as it has been for some weeks. The situation is such now that the price of nineteen dollars per hundred is only nominal, and many firms are forced to pay higher to get any supply. Most of the refineries here have begun work again, but it is only a case of how large the supplies of raw sugar are until higher prices will be quoted on sugar.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., extra crystal granu.	18 50
St. Lawrence Sugar Refineries	19 00
Iceing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20

Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 50
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

Molasses Market Strong

Montreal.
MOLASSES.—As a direct result of the high price of sugar, both raw and refined, there is a very strong market for molasses. What has been said above about the sugar market also applies to molasses. There is no change this week in the price of syrups.

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 09 1/4
Half barrels	0 09 3/4
Kegs	0 10 1/4
2-lb. tins, 2 doz. in case, case	6 70
5-lb. tins, 1 doz. in case, case	7 75
10-lb. tins, 1/2 doz. in case, case	7 25
2-gal. 25-lb. pails, each	3 00
3-gal. 38 1/2-lb. pails, each	4 45
5-gal. 65-lb. pails, each	7 15
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	7 30
5-lb. tins, 1 doz. in case, case	8 35
10-lb. tins, 1/2 doz. in case, case	8 05
Cane Sprup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85
Prices for	
Barbaque Molasses—	Island of Montreal
Punchoons	1 75
Barrels	1 78
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

Cereals Affected by Tax

Montreal.
PACKAGE GOODS.—There is no change in the price of package goods this week. The changes of last week cover pretty well the whole market that is materially affected through the new taxes, which will be added in the cost to the retailer. Corn flakes, pancake flour, puffed rice, puffed wheat, farina, hominy, spaghetti, noodles, macaroni, package rolled wheat and bran, will all come under the 1 per cent. sales tax and the cost will be raised to cover that.

PACKAGE GOODS	
Breakfast food, case 18	3 50
Cocoanut, 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
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Roller 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
Buckwheat Flour, case	3 60
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.)	
doz.	3 15
Do. (6-lb. pack.), doz.	6 20
Corn Starch (prepared)	0 14

Potato flour	0 16
Starch (laundry)	0 12 1/2
Flour, Tapioca	0 16
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Cellulose Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25

Corn Meal Strong

Montreal.
CEREALS.—The market on corn continues strong, although there has been no definite change in the price of corn products. Corn meal is very strong, and particularly white corn. The oat market remains firm, with just the usual demand considering the summer weather.

CEREALS—	
Cornmeal, golden granulated	5 60
Barley, pearl (bag of 98 lbs.)	8 00 8 25
Barley, pot (98 lbs.)	7 25
Barley (roasted)	.....
Buckwheat flour, 98 lbs. (new)	6 00
Hominy grits, 98 lbs.	6 50
Hominy, pearl (98 lbs.)	6 50
Graham flour	6 00
Do., barrel	13 25
Oatmeal (standard granulated)	6 00 6 75
Rolled Oats (bulk), 90s	5 60 6 00

Canned Tomatoes Higher

Montreal.
CANNED GOODS.—The supplies of canned peas and tomatoes are very low and prices are quoted higher here on what stocks are left. Canned corn, peas and tomatoes in the 2-lb. tins are five cents a dozen higher. The 2 1/2-lb. tins of tomatoes are 2 1/2 cents higher. Packaged sardines are reduced \$2 per hundred 1 1/4 size tins.

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 45	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2 1/2s	1 82 1/2	1 97 1/2
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)	.....	4 00
Peas, standards	1 95	2 05
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s	.....	3 00
Do., Sweet Wrinkle	.....	2 00
Do., fancy, 20 oz.	.....	1 57 1/2
Do., 2-lb. tins	.....	2 75
Peas, Imported—		
Fine, case of 100, case	27 50	
Ex. Fine	30 00	
No. 1	23 00	

CANNED FRUITS

Apricots, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, 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, 1/2s, 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. 2 1/2	4 80	5 15
Do., No. 2	20 00	20 90
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	.....	9 50
Do., gal., table	.....	10 00

Pears, 2s	4 25	4 50
Do., 2s (light syrup)	.....	1 90
Do., 2 1/2s	.....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	.....	1 90

Big Break on Walnuts

Montreal.
NUTS.—The market for walnuts has got to the point now where stocks are actually being sold at a loss. One firm quotes 38 cents on French walnuts, which is below cost. The reason is that the demand has fallen off so that importers are sacrificing their stock rather than risk it being destroyed by the weather. The remainder of the market continues strong. There is a good demand for pecans and the price is slightly higher.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	.....	0 75
Brazil nuts (new)	.....	0 28
Chestnuts (Canadian)	.....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	.....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	.....	0 19 1/2
Do., salted, Java, per lb.	0 25	0 30
Do., shelled, No. 1 Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	.....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	.....	0 45
Fancy splits, per lb.	.....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	.....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	.....	0 28
Do., shelled	.....	0 50
Do., Chilean, bags, per lb.	.....	0 33

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

No Change on Dried Fruits

Montreal.
DRIED FRUITS.—There is no change in the dried fruit market this week. The demand is good and the prices remain firm. There is rather a weak market on currants at the present time, and prunes vary in price, but not sufficiently to make any definite change in list prices. The market on candied peel is getting more serious every day as the sugar market continues to get stronger and more unobtainable. Some of the manufacturers have had to hold up their production on that account.

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
Pears, choice	0 30	0 35
Drained Peels—		
Choice	.....	0 26
Ex. fancy	.....	0 30
Lemon	.....	0 45
Orange	.....	0 46
Citron	.....	0 68
Choice, bulk, 25-lb. boxes, lb.	.....	0 22
Peels (cut mixed), doz.	.....	3 25
Raisins (seeded)—		
Muscatsels, 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
Fancy seeded (bulk)	.....	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	.....	0 20
Do., Greek (16 oz.)	.....	0 24
Dates, Excelsior (36-10s), pkg.	.....	0 15 1/2
Fard, 12-lb. boxes	.....	3 25
Package only	0 19	0 20
Dromedary (36-10 oz.)	.....	0 19
Package only, Excelsior	.....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, 1b.	.....	0 40

Do., 2 1/4s, lb.	0 45
Do., 2 1/2s, lb.	0 48
Do., 2 3/4s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 12
Do., Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 10-lb. box	2 75
Do., mats	4 75
Do., 22-lb. box	1 90
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 23
60-70s	0 22
70-80s	0 20
80-90s	0 19
90-100s	0 17 1/2
100-120s	0 16 0 17

A New Rice Offered

Montreal.
RICE.—There is no change in rice except that there is a new rice listed on the market that is claimed to be of the best quality and at a very moderate price as prices are at the present time. The remainder of the rice market is rather quiet with a very short supply.

RICE—

Carolina, ex. fancy	19 00	21 00
Do. (fancy)	18 00	
Rangoon "B"	14 00	
Rangoon "CC"	13 75	
Broken rice, fine	10 00	
Bell rice, fine	17 00	
Tapioca, per lb. (seed)	0 12 1/2	0 13 1/2
Do. (pearl)	0 12 1/2	0 13 1/2
Do. (flake)	0 11	0 12 1/2
Honduras, fancy	0 20	
SIAM	0 14 1/2	

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

Wrapping Paper Higher

Montreal.
MISCELLANEOUS.—There are a few changes in the price of miscellaneous articles. Wrapping paper is higher again. Manila paper is up 1/2 cent to 11 cents per pound. Brown wrapping paper is 1/4 cent higher at 10 1/4 cents per pound. St. Croix soap chips are up 1/2 cent, now listed at 15 cents per pound. Epps' cocoa is 5 cents a dozen higher, now offered at \$1.25 per dozen.

Spices Remain Unchanged

Montreal.
SPICES.—The market for spices continues strong with little change. The supplies are only sufficient to cover the trade, and in some cases are not sufficient.

Allspice	0 22
Cassia (pure)	0 33 0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 46
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 30
Cinnamon—	
Rolls	0 35
Pure, ground	0 35 0 40
Cloves	0 85 0 90
Cream of tartar (French, pure)	0 75 0 85
Do., American high test	0 80 0 85
Ginger (Jamaica)	0 40
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins.	1 00
Mixed spice	0 30 0 32
Do., 2 1/2 shaker tins, doz.	1 15
Nutmegs, whole	0 60 0 70
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 41
Do., white	0 52
Pepper (Cayenne)	0 35 0 37
Pickling spice	0 28 0 30
Paprika	0 80
Tumeric	0 28 0 30
Tartaric acid, per lb. (crystals or powdered)	1 00 1 10
Cardamon seed, per lb., bulk	2 00
Caraway (nominal)	0 30 0 35

Cinnamon, China, lb.	0 40
Do., per lb.	0 40
Mustard seed, bulk	0 35 0 40
Celery seed, bulk (nominal)	0 76 0 80
Pimento, whole	0 18 0 20

No Change on Tea

Montreal.
TEA.—The market on tea continues strong with no prospect of better prices on the new crop. One local firm, however, expects a break in the tea prices, but they stand alone in their opinion on the subject.

Ceylons and Indians—	
Pekoe Souchong	0 48 0 54
Pekoes	0 62 0 60
Broken Pekoes	0 56 0 64
Broken Orange Pekoes	0 58 0 66
Javas—	
Broken Orange Pekoes	0 58 0 65
Broken Pekoes	0 45 0 50
Japans and Chinas—	
Early pickings, Japans	0 63 0 65
Do., seconds	0 50 0 55
Hyson thirds	0 45 0 50
Do., pts.	0 58 0 67
Do., sifted	0 67 0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—

Choice (to medium)	0 72
Early picking	0 77
Finest grades	0 82
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.

Another Cocoa Higher

Montreal.
COFFEE AND COCOA.—There is no change in the price of coffee. The market is firm and the demand is good. The cocoa prices remain the same except that another firm shipping cocoa into Canada, Epps, have raised their price five cents a dozen on 1-5 lb. tins. The other prices on cocoa remain unchanged.

COFFEE—	
Rio, lb.	0 33 1/2 0 35 1/2
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-lb., per doz.	6 25
In 1/2-lb., per doz.	3 25
In 1/4-lb., per doz.	1 70
In small size, per doz.	1 25

No Change in Fruit Prices

Montreal.
FRUIT.—There is very little change in the price of fruit this week. The prices vary in some cases. Bananas in some quarters are quoted 25 cents higher, but there is little reason for this as the supply is reported to be very good on the market here. Cocoanuts are a little stronger in price, and in some places they are quoted as high as \$10, otherwise the market is unchanged with a very good demand.

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

Cocoanuts	9 75
Pineapples, crate	8 50

New Potatoes Sold at \$18

Montreal.
VEGETABLES.—There are much lower prices current on the vegetable market this week. Montreal head lettuce is offered at \$1.50 per dozen heads. Yellow onions are down to \$10 per bag. Canadian radishes are selling at 40 cents per dozen. Shallots are considerably lower at \$1 per dozen. Spinach is sold at 75 cents per box. New potatoes are on the market but are demanding \$18 per barrel, Cucumbers are higher, \$5 per hamper being asked. Although the prices are a little easier this week the offerings on the market are not what might be expected at this time of the year.

Beans, wax, per hamper	5 00
Beans, new string (imported) hamper	5 00
Cucumbers, hamper	5 00
Chicory, doz.	0 50
Cabbage, crate	4 50
Carrots, bag	2 50
Garlic, lb.	0 50
Horseradish, lb.	0 60
Lettuce (Montreal), head, per doz.	1 50
Leeks, doz.	4 50
Mint	0 50
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	10 00
Do., Texas, crate	3 00
Parsley (Canadian)	0 75
Peppers, green, doz.	0 50
Parsnips, bag	1 75
Potatoes, Montreal (90-lb. bag)	6 50
Do., New Brunswick	6 50
Do., sweet, hamper	3 50 3 75
Canadian Radishes, doz.	0 40
Spinach, box	0 75
Turnips, Quebec, bag	2 50
Do., Montreal	2 00
Tomatoes, hothouse, lb.	0 40
American parsley, doz.	1 50
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	3 00
Tomatoes (Florida), crate	12 00
New Carrots, hamper	4 50
Shallots, doz.	1 00
Wash. Celery	2 50
New Potatoes, per barrel	18 00

No Change in Flour

Montreal.
FLOUR.—There is no change in the price of flour this week, the market being strong at the advanced price quoted last week. White corn flour especially is strong this week.

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

Hay and Grain Unchanged

Montreal.
HAY AND GRAIN.—There is no change in the price of hay this week. The market remains firm with only a fair offering on the market. The rains of the past week will help considerably in the improvement of the hay crop for this year and give a better outlook to the hay market. The grain situation remains unchanged.

Hay—	
Good, No. 1, per 2,000 lb. ton	33 00
Do., No. 2	30 00
Do., No. 3	28 00
Straw	15 00
Oats (bulk)—	
No. 2 C.W. (34 lbs.)	1 29 1/2
No. 3 C.W.	1 24
Extra feed	1 24
No. 1 feed	1 23
No. 2 feed	1 21
Tough 3 C.W.	1 22
Barley—	
No. 3 C. W.	
No. 3	

No. 4 C. W.	.....
Feed barley	.....	1 60
Prices are at elevator.		
Crushed Oats, per ton	.....	83 00

Ground Feed	.....	74 25
Hog Feed	.....	83 00
Cracked Corn	.....	88 00
Crushed Oyster Shell	.....	35 00

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 Flour, 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

ONTARIO MARKETS

TORONTO, June 11.—The trend of all markets continue firm. The sugar situation is unchanged. Syrups and molasses are strong with the trend toward higher prices on molasses. Cereals are ruling strong in a quiet market. Shirriff's marmalade has again advanced. Cream of tartar is higher. Peanut butter and salted peanuts are reduced in price. Extracts are higher, also Dustbane, Babbitt's cleanser, manila and kraft paper, maple butter and tobaccos. The nut market is unsettled and quotations on shelled walnuts are lower. Vegetables and fruits are arriving in plentiful supply.

Sugar Market Unchanged

Toronto.
SUGAR.—The situation in the sugar market is unchanged. Granulated sugar is scarce, but all wholesalers are fairly well supplied with yellow. Refineries are not as yet in operation and have no sugar to offer. It is an assured fact that prices will be higher on the first lot that is offered.

St. Lawrence, extra granulated, cwt.	.....	19 21
Atlantic, extra granulated	.....	19 21
Acadia Sugar Refinery, extra granulated	.....	19 21
Dom. Sugar Refinery, extra granulated	.....	18 71
Canada Sugar Refinery; granulated	.....	18 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.		
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.		
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.		

Molasses Market Strong

Toronto.
SYRUPS.—There is no change in the market for syrups. The market is firm under a heavy demand.

MOLASSES.—There is a strong market for molasses. Barbadoes is scarce and quotations are high. Ordinary cooking molasses is in a very strong market and quotations are likely to be higher.

Corn Syrups—		
Barrels about 700 lbs., yellow	.....	0 10 1/2
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	.....
Cases, 2-lb. tins, white, 2 doz. in case	.....	7 30
Cases, 5-lb. tins, white, 1 doz. in case	.....	8 35
Cases, 10-lb. tins, white, 1/2 doz. in case	.....	8 06
Cases, 2-lb. tins, yellow, 2 doz. in case	.....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	.....	7 75
Cases, 10-lb. tins, yellow, 1/2 doz. in case	.....	7 45
Cane Syrups—		
Barrels and half barrels, lb.	.....
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over.	.....
Cases, 2-lb. tins, 2 doz. in case	.....	7 00
Molasses—		
Fancy Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	.....
West India, bbls., gal.	.....	0 64
West India, No. 10, kegs.	.....	6 50
West India, No. 5, kegs.	.....	3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	.....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	.....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	.....	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	.....	8 60

Tins, No. 2, baking grade, case 2 doz.	.....	4 20
Tins, No. 3, baking grade, case of 2 doz.	.....	5 50
Tins, No. 5, baking grade, case of 1 doz.	.....	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.	.....	4 25
West Indies, 1 1/2s, 48s	.....	4 60 6 95

Cereals in Strong Market

Toronto.
CEREALS.—Business in the cereal market is reported very quiet, which is normal for this season of the year. The situation in the grain market is strong. Oats have reached the highest point on record. Corn and barley are also higher. The strong condition of the grain market tends toward higher prices on cereals.

	Single Bag Lots	
	F.o.b. Toronto	
Barley, pearl, 98s	.....	9 00
Barley, pot, 98s	.....	7 50
Barley Flour, 98s	.....	6 25
Buckwheat Flour, 98s	.....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	.....	6 75
Oatmeal, 98s	6 25	6 50
Oat Flour	.....
Corn Flour, 98s	.....	6 75
Rye Flour, 98s	.....	6 25
Rolled Oats, 98s	5 60	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

Starches Are Firm

Toronto.
PACKAGE GOODS.—With the exception of starches, this market is a quiet one. Starches are moving freely in a firm market. Self-rising pancake and buckwheat flour are now quoted at \$4.10 per case of 24 packages. Package cereals are firm.

PACKAGE GOODS		
Rolled Oats, 20s, round, case	.....	6 50
Do., 20s, square, case	.....	6 50
Do., 36s, case	.....	4 10
Do., 18s, case	.....	2 42 1/2
Corn Flakes, 36s, case	3 90	4 15
Porridge Wheat, 36s, regular, case	.....	6 00
Do., 20s, family, case	.....	6 80
Cooker Package Peas, 36s, case	.....	3 60
Cornstarch, No. 1, lb. cartons	.....	0 14
Do., No. 2, lb. cartons	.....	0 12 1/2
Laundry starch	.....	0 12 1/2
Do., in 1-lb. cartons	.....	0 12 1/2
Do., in 6-lb. tin canisters	.....	0 16 1/2
Do., in 6-lb. wood boxes	.....	0 15 1/2
Celluloid Starch, case	.....	5 50
Potato Flour, in 1-lb. pkgs.	.....	0 16
Fine oatmeal, 20s	.....	6 75
Cornmeal, 24s	.....	4 25

Marmalade is Higher

Toronto.
MARMALADE.—Shirriff's marmalade has advanced. The new quotations are as follows:—Individual jars, \$1.45 per dozen; 7 1/2 ounce jars, \$2.55 per dozen; 10 ounce jars, \$3.15 per dozen; 12 ounce jars, \$3.70 per dozen; 16 ounce jars, \$4.80 per dozen; 22 ounce jars, \$6.40 per dozen; 2 pound jars, \$8.60 per dozen; 4 pound tins, \$14.40 per dozen; 7 pound tins, \$25.20 per dozen.

Cream of Tartar Up

Toronto.
SPICES.—The spice market generally is steady. Pure cream of tartar, in 8 ounce tins, has advanced 25 cents per dozen. Ginger is scarce. Peppers are unsteady, and quotations in primary markets are fluctuating.

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

Coffee Market Steady

Toronto.
COFFEE.—The demand for coffee has somewhat slackened due to the season of the year. The market, however, is steady and quotations are unchanged.

Java, Private Estate	.....	0 51	0 58
Java, Old Government, lb.	.....	
Bogotas, lb.	.....	0 49	0 50
Guatemala, lb.	.....	0 48	0 52
Mexican, lb.	.....	0 55	
Maracaibo, lb.	.....	0 47	0 48
Jamaica, lb.	.....	0 45	0 46
Blue Mountain Jamaica	.....	0 53	
Mocha, lb.	.....	0 55	
Rio, lb.	.....	0 35	0 37
Santos, Bourbon, lb.	.....	0 46	0 47 1/2

Cheap Teas Are Plentiful

Toronto.
TEA.—Importers are having difficulty in procuring teas showing quality. The cheaper, lower grade variety, for which there is very little demand,

has flooded the market. The finer grades are scarce and the market remains firm.

Ceylons and Indians—			
Pekoe Souchongs	0 48	0 54	
Pekoes	0 52	0 60	
Broken Pekoes	0 56	0 64	
Broken Orange Pekoes	0 58	0 66	
Javas—			
Broken Orange Pekoes	0 58	0 65	
Broken Pekoes		0 50	
Japans and Chinas—			
Early pickings, Japans	0 63	0 65	
Do., seconds	0 50	0 55	
Hyson thirds	0 45	0 50	
Do., pts.	0 58	0 67	
Do., sifted	0 67	0 72	
Above prices give range of quotations to the retail trade.			

Peanut Butter Reduced

Toronto.
PEANUT BUTTER.—Some brands of peanut butter have declined. Squirrel brand peanut butter is now quoted as follows:—No. 1 tins, \$3.95 per dozen; No. 5 tins, \$18.00 per dozen; 15-pound tins, 31 cents per pound; 55-pound tins, 30 cents per pound. McLaren's peanut butter in bulk also reduced—15-pound pails, 31 cents per pound; 24-pound pails, 30 cents per pound.

Salted Peanuts Lower

Toronto.
SALTED PEANUTS.—Squirrel brand salted peanuts are reduced as follows:—Whole salted with skins on, cases of 4/10 pound tins, \$3.60 per tin. Halves blanched cases of 4/10 pound tins, \$4.10 per tin. Whole blanched cases of 4/10 pound tins, \$4.50 per tin.

Canned Fruits Firm

Toronto.
CANNED GOODS.—With the arrival of fresh vegetables the demand for the canned variety is somewhat lessened. Canned peas are rather scarce, Aylmer Early June are quoted as high as \$2.50 per dozen. Canned fruits are well represented and moving freely. The market is firm.

Salmon—			
Sockeye, 1s, doz.		4 75	
Sockeye, 1/2s, doz.		2 75	
Alaska reds, 1s, doz.	4 25	4 50	
Do., 1/2s		2 50	
Lobsters, 1/2-lb., doz.		6 50	
Do., 1/4-lb. tins		3 90	
Whale Steak, 1s, flat, doz.	1 75	1 90	
Pilchards, 1-lb. talls, doz.	1 75	2 10	
Canned Vegetables—			
Tomatoes, 2 1/2s, doz.	1 95	2 00	
Peas, Standard, doz.	2 25	2 50	
Do., Early June, doz.		2 40	
Do., Sweet Wrinkle, doz.	2 50	2 70	
Beets, 2s, doz.		1 45	
Do., extra sifted, doz.	2 77 1/2	2 82 1/2	
Beans, golden wax, doz.		2 00	
Asparagus tips, doz.	4 25	4 75	
Asparagus butts, 2 1/2s, doz.		2 50	
Canadian corn	1 75	2 10	
Pumpkins, 2 1/2s, doz.		1 85	
Spinach, 2s, doz.		2 15	
Do., 2 1/2s, doz.	2 52 1/2	2 80	
Do., 10s, doz.		10 00	
Pineapples, sliced, 2s, doz.	4 75	5 25	
Do., shredded, 2s, doz.	4 75	5 25	
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10	
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2	
Do., standard, 10s, doz.		5 00	
Apples, gal., doz.		6 25	
Peaches, 2s, doz.		4 15	
Pears, 2s, doz.	3 00	4 25	
Plums, Lombard, 2s, doz.	3 10	3 25	
Do., Green Gage	3 25	3 40	
Cherries, pitted, H. S.	4 35	4 40	
Blueberries, 2s	2 25	2 40	
Strawberries, 2s, H. S.		5 25	
Blueberries, 2s	2 35	2 45	
Jams—			
Apricots, 4s, each		1 08	
Black Currants, 16 oz., doz.	5 00	5 15	
Do., 4s, each	1 30	1 35	
Gooseberry, 4s, each		1 08	

Do., 16 oz., doz.	4 25	
Peach, 4s, each	1 02	
Do., 16 oz., doz.	4 15	
Red Currants, 16 oz., doz.	4 30	
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Extracts Are Higher

Toronto.
EXTRACTS.—Owing to the recent tax on alcohol extracts have advanced 25 to 35 cents per dozen. Artificial extracts are now quoted at \$1.35 per dozen. Pure extracts in one ounce bottles are quoted at \$1.50 per dozen; in two ounce bottles, at \$2.60 per dozen.

Figs Are Cheap

Toronto.
DRIED FRUIT.—The market for dried fruit is steady with the exception of figs. Figs are being offered at a variety of prices. In one-quarter mat figs are offered at 10 cents per pound; four crown layer figs at 25 cents per pound, and Locuum figs, in two-pound boxes, at 45 cents per box. Raisin supplies are fairly well represented. Seeded in packages are quoted at 26 cents, seedless in packages at 27 cents; Turkish sultanas are 26 cents per pound.

Evaporated apples	0 24	
Apricots, cartons, 11 oz., 48s.	4 55	
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	5 70	
Dromedary, 9 doz. in case	7 25	
Fard, per box, 12 to 13 lbs.	3 50	
New Halloween dates, per lb.	\$ 18	0 23
Figs—		
Taps-Comarde, lb.		
Layer, lb.		
Comarde figs, mats, lb.		
Smyrna figs, in bags		
Cal., 6 oz., 50s, case		
Cal., 8 oz., 20s, case		
Cal., 10 oz., 12s, case		
Prunes—		
30-40s, 25s	0 31	
40-50s, 25s	0 25	0 28
50-60s, 25s		0 22 1/2
60-70s, 25s		0 20
70-80s, 25s	0 18	0 21 1/2
80-90s, 25s		0 20
90-100s, 25s		
Sunset prunes in 5-lb. cartons, each		1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.		
Extra fancy, sulphur blech., 25s	0 28 1/2	
Seedless, 15-oz. packets	0 26 1/2	
Seedless, 15-oz. packets	0 27	
Seeded, 15-oz. packets	0 26	
Crown Muscatels, No. 1s, 25s.	0 25	
Turkish Sultanas	0 26	

Nut Market Unsettled

Toronto.
NUTS.—The unsettled condition manifested on nuts a couple of weeks ago still prevails. The reason given for this is that importers have had their orders doubled with the result that stocks of nuts are far in excess of what they should be at this season of the year. Shelled Bordeaux walnuts are quoted at 60 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.		0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.		0 34
Do., Marbot		0 30

Filberts, lb.		0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.	0 33	0 40
Do., sweetened, lb.		0 40
Peanuts, Spanish, lb.		0 26 1/2
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 63	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.		0 60
Do., Manchurian		0 60
Peanuts, Spanish, lb.		0 25
Do., Chinese, 30-32 to oz.		0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.		1 10

Tobaccos Are Higher

Toronto.
TOBACCO.—Cut and plug tobaccos have advanced, some of the new quotations are as follows:—Stag plug, \$1.09 per pound; Old Virginia, \$1.72; Shamrock, \$1.26; Black Watch, \$1.21; Currency, \$1.14; Forest and Stream, 1-9s cut, \$1.45 per pound; Great West, 1/8s cut, \$1.31; Seal of North Carolina, 1/8s cut, \$2.22; Old chum, 1-14s cut, \$1.72; Old Chum 1/8s, \$1.66; Meerscham, 1-14s, \$1.72; Rex, 1-14s, \$1.72; Player Navy Cigarettes, \$7.07 per box; Millbank Cigarettes, \$6.06 per box; Sweet Caporal, \$7.07 per box; Gold Crest Cigarettes, \$6.31 per box; Fatima Cigarettes, \$2.93 per box; Columbia Little Cigars, \$4.84 per box; Hassan cork-tip cigarettes, \$7.07 per box; Murad, \$4.79 per box; Mogul cigarettes, \$4.79 per box.

Rice Shipments Improved

Toronto.
RICE.—The rice market is unchanged insofar as quotations are concerned. The improvement noted on shipments last week is maintained and all varieties are well represented.

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

Paper and Other Lines Up

Toronto.
MICELLANEOUS.—Kraft paper in rolls is quoted at 15 cents per pound, and manila paper in rolls at 12 cents; one cent less in 5 roll lots. Babbitt's cleaner is now selling at \$3.35 per case of 50 cans. Dustbane is now quoted at follows:—Barrels, 250 pounds, \$9.75; half barrels, 150 pounds, \$6.75; kegs, 75 pounds, \$3.75; kegs, 37 1/2 pounds, \$2.25. Senior's fish paste in 2 1/2-ounce glass, has advanced to \$2.30. Old Tyme maple butter, in one pound tins, has advanced to \$9.50 per case of 24. Rose's lime juice is quoted as follows: Cases of 36 small bottles, \$4.25 per dozen; cases of 24 medium bottles, \$5.50 per dozen; large bottles, \$10.50 per dozen.

Old Potatoes Are Easier

Toronto.
VEGETABLES.—Domestic vegetables are arriving quite freely and quotations are lower. Spinach is now down to 50

cents per bushel box. Florida new potatoes are arriving in car lots, but quotations remain high. Old potatoes are easier in price. A few turnips are offered at \$2.00 per bushel. Other vegetables are as listed below:

Potatoes—		
Ont., 90-lb. bags	6 75	
New Brunswick Delawares	7 00	7 25
Do., Reds		6 00
Turnips, bag	2 00	2 25
Mushrooms, 4-lb. basket.....		4 00
Lettuce, Canadian Head, 2 doz.		
to box	2 50	3 75
Do., leaf, doz.	0 40	0 50
Cabbage, large crate		5 00
Green Onions, doz. bunches.....	0 20	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.		1 75
Florida Tomatoes, case	10 00	12 00
Cucumbers, Florida, hampers		4 50
Do., hothouse, basket	4 00	4 50
New Carrots, hampers		3 25
Asparagus, per basket		2 00
New Beets, hampers		3 25
Wax Beans, hampers		4 50
Spinach, bush. box		0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crates		3 00
Hothouse Tomatoes, lb.	0 50	0 60
New Potatoes, Florida—		
No. 1, per barrel		18 50
No. 2, per barrel		17 00
No. 3, per barrel		14 00

First Watermelons Arrive

Toronto.
FRUITS.—Valencia oranges have dropped 50 cents per case. California lemons are also 50 cents lower. Supplies of Cuban pineapples are becoming lighter and prices are 25 cents per case higher. Verdill lemons, the summer keepers, are arriving and quoted at \$6.00 per case. The first car of watermelons are due to arrive this week, and are quoted at \$1.75 each for melons averaging 26 pounds each. California cherries are quoted at \$5.50 per case of 8 pounds net. California canteloupes are selling at \$14.00 to \$15.00 per case. Strawberries are holding at 47 cents per quart box.

Cal. Navel Oranges—		
126s, per case		6 00
150s, per case		6 50
176s, 200s, 216s, 250s, per case		7 00
Oranges, Valencia—		
80s, 96s		5 00
126s		7 00
150s		7 25
176s, 200s, 216s, 250s		7 50
Bananas, Port Limons		0 10
Lemons, Cal., 300s, 360s		5 50
Do., Messinas, 300s		5 00
Do., Verdillis		6 00
Grapefruit, Florida—		
64s, 80s, 96s	6 00	7 50
Grapefruit, California Seedless—		
48s		4 50
64s, 70s, 80s, 96s, 126s	5 50	8 50
Boxed apples, all sizes		5 50
Strawberries, quarts		0 47
Pineapples, Cuban—		
18s, 24s, per crate		7 00
30s, 36s	6 25	6 75
California cherries, box of 8 lbs.		5 50
Watermelons, 26-lb. aver., each		1 75
California canteloupes, case.....	14 00	15 00

No Change in Flour

Toronto.
FLOUR.—There is no change in the flour market. The market, however, is strong and there are indications that higher prices will be reached.
 Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags

Bran and Shorts Scarce

Toronto.
MILLFEEDS.—No improvement is manifest in the millfeeds. Bran and

shorts are scarce, and no immediate relief is looked for.

MILLFEEDS—	
Bran, per ton	54 00
Shorts, per ton	61 00

DEMOCRACY

Democracy depends upon the spirit of the people. It presupposes on the part of every individual citizen that amount of self-respect and independent energy which will save him from becoming sub-

jugated to any other man's dictum. It is dependent upon the amount of independent thinking each citizen does, and his readiness to take a virile stand for his unprejudiced convictions. It is a matter of true manhood and true womanhood. It is the expression of a firm, rational, social attitude. It is a blending of the instincts of individual self-preservation and of those social instincts which make the individual an integral part of an organized whole.—“Educational Foundations.”

Why My Grocer and I Parted Company

From “The Red Ball”

THE other morning upon arising, my wife discovered that she had neglected to order bread the night before. She immediately phoned our grocer, explained her predicament, and asked if he would kindly send over a loaf in time for breakfast. The clerk who took the order said he would send it over on the first delivery and hung up. This first delivery, by the way, meant that we would get the bread about 10 o'clock. It was then 8 o'clock and the store in question was two blocks away. My wife phoned again and tried to tell the clerk that the first delivery would be too late for breakfast and inquired if he would kindly make an effort to send the bread over right away by messenger, but all to no avail.

“Hearing the above conversation, and with one side of my face shaved and the other full of lather, I rushed for the phone and inquired for Mr. B, the proprietor. Again I rehearsed for his benefit the same tale my wife told the clerk, but to my surprise. Mr. B. informed me that if he sent a yeast cake or a quart of

milk, etc., to everyone that wanted them immediately, he would have to employ a dozen extra clerks. Further words were said with the result that I told Mr. B. to close my account which was an active one running in the neighborhood of \$50 to \$60 a month for the past five years. In the meantime, or rather five minutes later, the bread came over, but the account so far as I am concerned is closed.”

A Retailer's Opinion

In commentary on this incident a Norwich grocer says:

“If this woman was in the habit of doing this, not only daily but three or four times a day, the service she demanded would more than eat up any profits on her account. Though, of course, there are different ways of telling her so, but perhaps when the account was closed all the staff breathed a sigh of relief and another grocer found his worries increasing.”

Editor's Note.—We would be glad to receive the views of other retail grocers who make service their motto.

TO KEEP ICE CREAM HARD

Goodness is Lost When Frozen Delicacy Has Once Softened—
 Tastes as Though it Were Weeks Old.

CARE should be taken to keep ice cream hard. When the cream has once softened, and frozen again, the goodness is lost. Not only are there small formations of ice throughout the mixture, but it always tastes as though it were weeks old.

The man who closes his place of business on Sunday, often finds himself with an over supply of ice cream to look after.

If before leaving Saturday night, the fountain is packed with a generous helping of freezing salt, with the ice, and several wet sacks placed over the cans, with salt on the sacks, Monday morning will find the cream in good condition, providing the brine is kept in the compartments.

Don't allow your soda clerks to serve mushy ice cream. When it begins to soften, get somebody on the job icing it up. If you can't depend on the soda clerks to watch the ice, look at it yourself frequently. The lack of ice at a soda fountain is fatal to success with the business. Everything must be cold — cold syrups, cold carbonated water, cold milk, cold plain water, cold glasses. To save a dollar a week on ice means to lose fifty dollars worth of business. If the ice man is a little uncertain, figure ahead on your ice. Have a box for an extra piece or two. Ice is the most important part of your stock in hot weather.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, June 10.—The market for staples generally is firm. Sugar is still scarce and dealers are supplying the retail trade with difficulty. Ordinary cornmeal has advanced to \$4.95. Rolled oats are firm, now being quoted at \$13.50. Butter is easier. Dairy is quoted at 55 to 56 cents; tub butter is 55 to 54 cents per pound. Evaporated apples have lowered to 21 cents per pound. Bananas are firmer. Potatoes are holding firm at \$9.50 to \$10. Seed potatoes are ruling at high prices.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 95
Roller oats	13 50
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	15 00
Molasses	1 75
Sugar—	
Standard, granulated	19 10
No. 1, yellow	18 60
Cheese, N.B.	0 33½
Eggs, fresh, doz.	0 48
Lard, pure, lb.	0 29½
Lard, compound	0 29
American, clear pork	52 00
Tomatoes, 2½s, standard case	4 25
Beef, corned, 1s	4 00
Breakfast bacon	0 45
Butter, creamery, per lb.	0 62
Do., dairy, per lb.	0 55
Do., tub	0 53
Raspberries, 2s, Ont., case	4 00
Peaches, 2s, standard, case	7 30
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75
Strawberries, 2s, Ont., case	19 50
Salmon, Red Spring flats, cases	11 00
Do., Pinks	11 50
Do., Cohoes	15 00
Do., Chums	9 00
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27½
Potatoes, Natives, per bbl.	9 50
Lemons, Cal., case	7 00
Grapefruit, Cal., case	9 00
Apples, Western, box	5 00
Bananas, per lb.	0 11

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 10.—Fry's cocoa has advanced 25 cents per dozen on the half-pound size. Sal soda in 50-pound sacks is up 20 cents. Siam rice has advanced to 14 cents per pound. Cheese is quoted at 31 to 32 cents. Dairy butter has declined; quotations are now 40 to 45 cents. New-laid eggs are easier and quoted at \$13.50 per case. Raspberries in No. 2 tins are up to \$10.60 per

case. Tomatoes in 2½ tins are \$4.60 to \$5 per case. Corn is quoted at \$4.25 to \$4.50.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00
Roller oats, 80s	5 80
Rice, Siam	14 00
Japan, No. 1	15 50
Tapioca, lb.	0 10½
Sago, lb.	0 11
Sugar, pure cane, granulated, cwt	23 92
Cheese, No. 1, Ont., large	0 31
Butter, creamery, lb.	0 59
Do., dairy, lb.	0 40
Lard, pure, 3s	17 60
Eggs, new laid, local, case	13 50
Tomatoes, 2½s, standard, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 20
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 60
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 21½
Do., 25s, lb.	0 21
Peaches, evaporated, lb.	0 25½
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 29
Do., package, 11 oz.	0 21
Currants, Australian	0 23
Filiatras Currants, lb.	0 22
Salmon, pink, tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	21 50
Grapefruit	6 50
Potatoes, Alta., per ton	100 03
Lemons	7 00
Oranges	7 50

MODERN EQUIPMENT MEANS BETTER SERVICE

(Continued from page 36)

lines. The old stable lines will not be neglected, but by developing the most paying side of the business I will be able to cater to my customers in the most satisfactory manner possible.

Gasoline Tank at Door

"I have lots of room here, perhaps too much for the present needs, but in building the place I conserved space as much as possible. The space underneath the windows is made into cupboards. Here I can keep my paper twine, bags, and all sundries that are not for immediate use. All my bulk cereals, sugar, flour, bulk tea and dried fruits are kept in hinged bins just beneath the shelves and behind the counter. My butter, cheese and vegetables I keep in the glass refrigerating counter at the rear of the store.

"I keep my coal-oil down cellar, while the regular pump in the rear of the store pumps it up and measures it without any waste, smell or loss of time. There is a big motor traffic through here in the summer as we are on the main road to the border. I believe there will be a bigger traffic than ever this year on the way to Montreal. I have planned

to get my share of the business thus brought our way by installing a big gasoline tank and pump at the front of the store. The tank is beneath the ground. I am sure it will pay for itself, both in the gasoline sales and in the grocery sales it will bring from the passing motorists.

Proud of Heating System

"I am very proud of my heating system. The register in the floor shows in the picture you have of my store. There are no pipes to my furnace and as a result my cellar is always cool, an ideal place for keeping reserve stock and vegetables. There are two parts to the register. One part leads the cold air to the furnace and the centre section feeds hot air into the room.

"We have a large country trade here and a result we do a considerable exchange business. This kind of trade takes careful handling and thought to keep from being a loss instead of an asset. A man is under a certain obligation to his regular customers to take their produce in exchange whenever possible, and yet in a small place it is a real problem to watch that an over-supply of produce is not accepted. Still there is a danger that a refusal will mean a good customer going elsewhere.

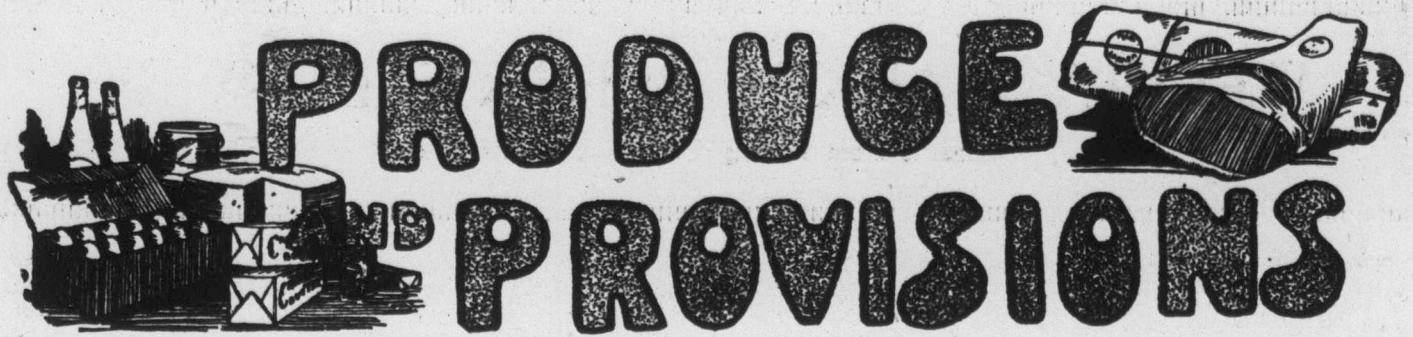
A Candy Pillar that Sells

"What about the glass candy pillar on the front of your counter?" the CANADIAN GROCER representative asked.

"It is a small thing but it is a splendid candy clerk. It sells from ten to fifteen pounds of candy for me a week, a thing I thought impossible before this little case was introduced into my store. It is filled from the top and automatically feeds out of the bottom as quantities are taken out. The confection always looks fresh and attractive and is kept away from flies and dust.

"Another unique feature I have adopted is an automatic switch for turning out the lights in the store of the window long after I have gone home. It is run like an alarm clock and can be set to turn off the lights at any hour desired. The result is that we get the full benefit of our window displays in the evening and at night when the people are out for a walk, the very time they have time to stop and look.

"I am strongly of the opinion that a grocer who has developed the confidence of his customers can sell anything that he makes any effort to sell. It is up to the grocer to be so familiar with all his stock that there is no risk of getting behind any product that is going to endanger the confidence of his patrons."



PRODUCE AND PROVISIONS

Sells 3,000 Pounds of Cheese in Four Months

Ginn's Grocery, Centre Island, Toronto, Makes
a Specialty of Stilton Cheese—Stocks Cheese a
Year Ahead—Shows It in a Glass Case.

FOR the last fourteen years Mr. Ginn, of Ginn's Grocery, Centre Island, Toronto, has been making a specialty of Stilton cheese. During this period Mr. Ginn has stocked his cheese a year ahead. The cheese on sale this year was bought last July, and during the winter each block of cheese was turned over once a week, and so the moisture has been kept circulating all the time, and the result is a deliciously flavored cheese.

Mr. Ginn states that ever since he adopted this process fourteen years ago, his sales of cheese have grown each year till now he believes he sells more cheese than any other grocer in Toronto. He carries other lines such as Roquefort and Camembert and, of course, cream cheeses, of which he has also normal sales, but last year he sold 3,000 pounds of his specially cured Stilton cheese in four months.

Egg Carriers Reduce Loss by Breakage to a Minimum

LOSS sustained by many grocers through breakage of eggs when being delivered, amounts to quite a considerable sum of money in the course of a year. The profit on eggs is usually small, and with the price of eggs soaring to high levels, it takes very little breakage to eat up the profits on a case of eggs. The safe and sure method of delivering eggs is to use a box with divided sections, that keeps the eggs separate, and even then there is a loss unless a system is adopted whereby empties are charged or returned.

"We always charge 25 cents right on the invoice for every wooden egg carrier that leaves the store, and then when it is returned credit is given for it," remarked D. W. Clark, Avenue Road, Toronto, to CANADIAN GROCER. "We also use egg cartons on which we make a charge of two cents, whether these are delivered or carried away, but of course the two cents is refunded when the carton is returned."

Another advantage in using egg carriers is that they can be filled during spare moments, thereby saving a lot of time during rush hours.

"Egg carriers save a lot of time and

breakage," said W. J. McCully, Stratford, "and they enable us to give better service, because there is very little cause for breakage. Then again, we always keep a hundred or so filled up ready for the busy hours, which save us a great deal of time when orders come in with a rush."

WE GUARANTEE TO PLEASE

If we make a mistake tell us. Please help us reduce waste of man-power by concentrating all your orders to ONE delivery per day. The Egg Carrier is installed by us to eliminate breakage of your eggs and to give you real Quality and Service. You are charged with a deposit of 25c for which you will be given credit on the return of the wooden carrier.

KEEP this TRAY to hold your EGGS in.

Phone Hillcrest 670 D. W. Clark

A copy of a card sent with egg orders from the store of D. W. Clark, Avenue Road, Toronto.

SHOWN IN GLASS CASE

It is shown in a glass case on the counter, and sales have developed through the worth of the cheese having become known. Mr. Ginn has customers from the mainland who come over and buy this cheese from him. He states that the cheese during the long winter's curing becomes so thoroughly moist that it will keep for another winter, and there are old customers for whom he puts up from ten to twenty-five pound packages, at the end of the summer. These packages are done up in oil-paper and then waxed.

The cheese is now selling at 40c per lb. and judging by the sales that have already been made this season he anticipates that there will be a larger sale than ever this year.

THE GREAT FRASER HAS BEEN FISHED OUT

Vancouver, June 7. (Special).—"The run of sockeye salmon in the Fraser River, once the greatest salmon river in the world, no longer can be called great," declared J. T. Babcock, Assistant Commissioner of Fisheries for British Columbia, in addressing the Canadian Fisheries Association convention here Saturday. "The Fraser is fished out," he said, and this condition is "a monumental record of man's folly and greed." The only redeeming feature is that it is not too late to take steps to restore the Fraser to its former greatness.

NEW OFFICERS OF CANADIAN FISHERIES ASSOCIATION

Vancouver, B.C., June 7 (Special).—The new officers of the Canadian Fisheries Association meeting here were elected as follows: President, A. L. Hagar, Vancouver, B.C.; 1st vice-president, J. A. Paulhus; 2nd vice-president, A. Bontille, Montreal; 3rd vice-president, F. E. Burke, Vancouver.

J. A. McDowell, Winnipeg, Man., is disposing of his stock of groceries, being forced to vacate his present premises on account of the expiration of the lease.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 11.—There is very little change this week in the produce market. The main feature is the improved supply of fresh fish with lower prices as a result. The price of butter and eggs remains unchanged, with a very good supply of both coming to the market. Cheese remains the same. Some firms are asking one cent higher for mild cheese, namely, 31 cents, but the prevailing price remains unchanged. Hams are two cents higher again this week as a result of the increased demand in the hot weather. Fresh meats are strong at the advanced prices of last week. Margarine is one cent a pound lower this week as a result of the lower price of butter. Lard is unchanged. The poultry market remains quiet and unchanged.

Fresh Meats Remain Firm

Montreal. FRESH MEATS.—There is no change this week in the price of fresh meats. Last week a higher price was listed and this remains although the price of live hogs is slightly lower this week. Beef and lamb remain quite firm at the advanced prices.

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

Barrelled Meats Unchanged

Montreal. BARRELLED MEATS.—No change is recorded this week in the price of barrelled meats. The present demand is mainly for export business and the demand is very good. The market remains firm.

BARRELLED MEATS	
Barrel Pork—	
Canadian short cut (bbl.), 30-40	.....
pieces	57 00
Clear fat backs (bbl.), 40-50	.....
pieces	58 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	48 00

Further Advances on Hams

Montreal. BACON AND HAMS.—The price of hams has further advanced this week in view of the increased demand for the summer months. The new price is 45c per pound. Bacon maintains a strong market at the advanced prices.

BACON—	
Breakfast, best	0 46 0 56
Smoke Breakfast	0 31 0 44

Cottage Rolls	.....	0 38
Picnic Hams	.....	0 29
Wiltshire	.....	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	.....	0 45
Do., 14-20	.....	0 45
Do., 20-25	.....	0 40
Do., 25-35	.....	0 35
Over 35 lbs.	.....	C 34

Cooked Meats in Demand

Montreal. COOKED MEATS.—The prices on cooked meats remain strong at the advanced quotations given last week. In consequence of the warm weather and the summer season the demand is heavy and prices may be expected to at least remain strong at their present quotations.

Jellied pork tongues	.....	0 47
Jellied Pressed Beef, lb.	.....	0 33
Ham and tongue, lb.	.....	0 38
Veal and tongue	.....	0 35
Hams, cooked	0 55	0 59
Shoulders, roast	.....	0 50
Shoulders, boiled	.....	0 43
Pork pies (doz.)	.....	0 80
Mince meat, lb.	0 15	0 19
Sausage, pure pork	.....	0 25
Bologna, lb.	.....	0 18
Ox tongue, tins	.....	0 65

Cheese Market Unchanged

Montreal. CHEESE.—Cheese remains firm this week at prices quoted. In some cases Quebec and new mild cheese are selling at 31c, but 30c seems to be the prevailing price this week.

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

Good Supply of Butter

Montreal. BUTTER.—The price of butter is unchanged this week following the drop in price of last week. The supply is very good and prices are expected to be still lower unless the American market remains as high as it is at the present time, which will attract the Canadian butter.

BUTTER—	
Creamery prints, qual., new	0 56
Do., solids, quality, new	0 55
Dairy, in tubs, choice	0 50
Dairy, prints	0 51

Margarine One Cent Lower

Montreal. MARGARINE.—Lower prices are asked this week for margarine. The lower price of butter is responsible, no doubt, for the change. Margarine is offered at 36c a pound in prints.

MARGARINE—	
Prints, according to quality, lb.	0 36
Tubs, according to quality, lb.	0 31 0 34

Price of Shortening Firm

Montreal. SHORTENING.—The price of shortening remains unchanged this week. The demand is quite normal following the advance given last week of one cent per pound.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 27½
Tubs, 50 lbs., per lb.	0 27¾
Pails, 20 lbs., per lb.	0 28
Bricks, 1 lb., per lb.	0 28¼

No Change on Lard

Montreal. LARD.—No change in the price of lard is recorded this week. There was an advance in the price last week and the new prices remain firm this week.

LARD—	
Tierces, 360 lbs.	0 29
Tubs, 60 lbs.	0 29¼
Pails, 20 lbs.	0 29¾
Bricks	0 31

Egg Supply Improves

Montreal. EGGS.—The price of eggs remains the same as it has been for the last two weeks. The market is well supplied and eggs continue to come in better quantities. The price asked is 54c per doz.

Poultry Market Quiet

Montreal. POULTRY.—The poultry market remains very quiet as is usual in the summer months. Chickens are offered a little lower, but the demand and the offerings are not large.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 38	0 44
Chickens, roasting (milk fed)	0 42	0 45
Ducks—		
Brome Lake (milk fed green)	0 47	
Young Domestic	0 42	
Turkeys (old toms), lb.	0 55	
Do. (young)	0 58	
Geese	0 34	
Old fowls (large)	0 39	
Do. (small)	0 32	0 34

Much Lower Fish Prices

Montreal. FRESH FISH.—The fish market is much improved this week. The supplies are coming more regularly and the quantities are larger. The prices are, as a result, much lower both on fresh lake fish and on frozen fish. Gaspe salmon and fresh halibut are in better supply. Lake trout and doré are in better supply, but brook trout remains very scarce.

FRESH FISH	
Haddock	0 07
Steak cod	0 10
Market cod	0 06
Mackerel	0 15

Flounders	0 10	
Prawns	0 50	
Live Lobsters	0 36	
Skate	0 12	
Shrimps	0 40	
Whitefish	0 20	
Shad, roes, lb.	0 40	
Do., bucks, lb.	0 30	
Gaspé salmon	0 42	
Halibut	0 22	
Gaspereaux, each	0 04	
Whitefish	0 20	
Lake trout	0 22	
Brook trout	0 50	
Pike	0 12	
Perch	0 13	
Fresh eels, each	0 40	
Fresh Herrings, each	0 03	
FROZEN FISH		
Halibut, large and chicken	0 16	
Halibut, Western, medium	0 22	
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	0 17	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	0 19	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½

Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 06
B.C. Red Salmon	0 19	0 23
SALTED FISH		
Codfish—		
Large bbls., 200 lbs.	16 50	
No. 1, medium, bbl., 200 lbs.	15 00	
No. 2, 200-lb. bbl.	14 00	
Strip boneless (30-lb. boxes), lb.	0 18	
Boneless (24 1-lb. cartons), lb.	0 18	
Ivory (2-lb. blocks, 20-lb. boxes)	0 16	
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	15 00	
Skinless, 100-lb. boxes	16 50	
Pollock, No. 1, 200-lb. barrel	13 00	
Boneless cod (2-lb.)	0 18	
SMOKED		
Finnan Haddies, 15-lb. box	0 13	
Filletts, 15-lb. box	0 19	
Smoked Herrings	0 24	
Kippers, new, per box	2 10	
Bloaters, new, per box	2 00	
Smoker Salmon	0 36	

ONTARIO MARKETS

TORONTO, June 11.—The fresh meat market is quite firm, with slight advances registered on pork cuts. Smoked hams are higher, also salt and barrelled meats. The warm weather has created a heavy demand for cooked hams and quotations are one cent per pound higher. The butter market is firm; prices, however, are unchanged. Eggs are easier and lower prices are looked for. Lard, shortening and margarine are unchanged. Poultry, with the exception of broilers, is easier.

Pork Cuts Up One Cent

Toronto. **FRESH MEATS.**—The market for fresh meats is firm, with advances registered on most pork cuts. These advances are one-half to one cent per pound. Beef, veal and lamb remain unchanged.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.		20 00
Live, fed and watered, per cwt.	19 75	
Live, f.o.b., per cwt.	18 75	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 39	
Loins of pork, lb.	0 43½	
Fresh hams, lb.	0 41	
Tenderloins, lb.	0 60	
Spare ribs	0 19	
Picnics, lb.	0 27	
New York shoulders, lb.	0 30	
Boston butts, lb.	0 36½	
Montreal shoulders, lb.	0 30½	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 28	0 31
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 28	0 32
Chucks, lb.	0 18	0 20
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 26	0 28
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 25
Spring lamb, each	10 00	12 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 24
Above prices subject to daily fluctuations of the market.		

Smoked Hams Are Higher

Toronto. **PROVISIONS.**—Smoked hams continue to advance and the market is firm due to big demand. Medium weight hams are quoted at 43 to 45 cents per pound. Long, clear salt bacon is down one cent per pound, while salt clear bellies are up one cent. Mess pork in barrels is up \$1.00 per barrel.

Hams—		
Medium	0 43	0 45

Large, 20 to 25 lbs. each, lb.	0 41½	
Heavy, 25 lbs. upwards, lb.	0 33½	
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
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 29½	
Fat backs, 10 to 12 lbs.	0 26	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	50 00	
Short cut backs, bbl., 200 lbs.	56 00	
Pickled rolls, bbl., 200 lbs.—		
Heavy		62 00
Lightweight		62 00
Above prices subject to daily fluctuations of the market.		

Cooked Hams Advance

Toronto. **COOKED MEATS.**—The warm weather has created a heavy demand for cooked hams, and quotations are one cent per pound higher. Jellied ox tongue is slightly easier, now quoted at 63 cents per pound.

Boiled hams, lb.	0 60	0 63
Hams, roast, without dressing, lb.	0 59	0 62
Boiled shoulders	0 50	
ing, lb.		
Head Cheese, 6s, lb.	0 14	
Choice jellied ox tongue, lb.	0 63	
Jellied calves tongue	0 52	
Above prices subject to daily fluctuations of the market.		

Butter Market Firm

Toronto. **BUTTER.**—The butter market has firmed. Quotations on fresh creamery butter are 55 to 58 cents per pound, according to the quality. There is very little dairy butter offered, and quotations are unchanged.

BUTTER—		
Creamery prints	0 55	0 58
Dairy prints, fresh, lb.	0 51	0 53
Dairy prints, No. 1, lb.	0 50	0 51

The Egg Market is Easier

Toronto. **EGGS.**—There is quite an easy feeling manifest in the market for eggs. Eggs can be brought in from the West at a lower price than quotations here, and buyers are reluctant to pay the higher figure asked; consequently they are holding off, which has created an easy feeling on this market.

EGGS—		
Fresh		0 53
Fresh selects in cartons		0 56
Prices shown are subject to daily fluctuations of the market.		

Shortening is Steady

Toronto. **SHORTENING.**—The shortening market is steady with a fair demand noted. Prices are unchanged.

SHORTENING—		
1-lb. prints	0 29	0 30
Tierces, 400 lbs.	0 26½	0 27

Lard Quotations are Low

Toronto. **LARD.**—There is no change in the market for lard. Lard is quoted at 27 to 28 cents per pound for tierces and one pound prints are two cents per pound higher than tierces.

Margarine Prices Hold

Toronto. **MARGARINE.**—There is a steady demand for margarine. Prices remain unchanged.

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

Cheese Market Firm

Toronto. **CHEESE.**—The market for cheese is firm. New cheese is offered freely at 32 to 33 cents per pound. There is still a fair supply of old cheese and is offered to the trade at 33 to 34 cents per pound.

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

Fresh Fish is Moving

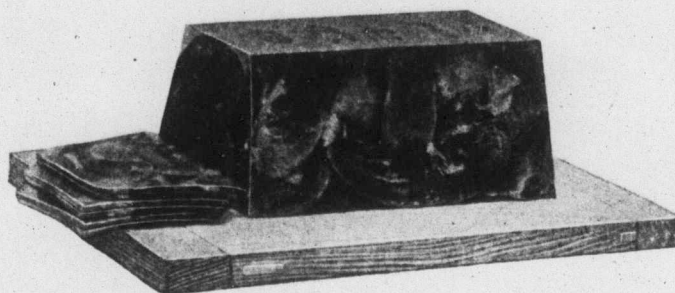
Toronto. **FISH.**—There is a quiet business noted for fish. Fresh fish is arriving in good supply while the frozen variety is about cleared up. Fresh trout is arriving freely and is quoted at 16 cents per pound.

Old Hens are Plentiful

Toronto. **POULTRY.**—Old hens are more plentiful and quotations are lower. Broilers are in good demand and prices are held.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 35	0 35
Fowl, 4 to 5 lbs.	0 35	0 35
Fowl, under 4 lbs.	0 28	0 28
Ducklings	0 40	
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 60	0 65
Prices quoted to retail trade:—		
Dressed		
Hens, heavy		0 38
Do., light		0 35
Chickens, spring		0 70
Ducklings		0 45



The Season's Best

Have a "Cold Luncheon" counter — and feature Davies' Cooked and Jellied Meats.

These are just the "ready-to-serve" products the housewife is looking for. You can't offer a more appropriate line of summer season's delicacies.

For the table—the summer cottages—the motor trip—the picnic—Davies' cooked and jellied meats are just the thing for dainty dishes and tasty sandwiches.

Economical because there's no waste. Every slice is saleable and good.

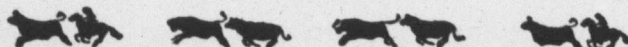
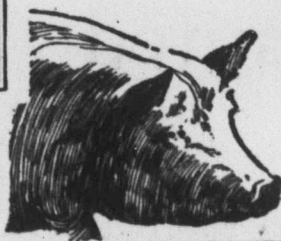
Order to-day. Now is the season.

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

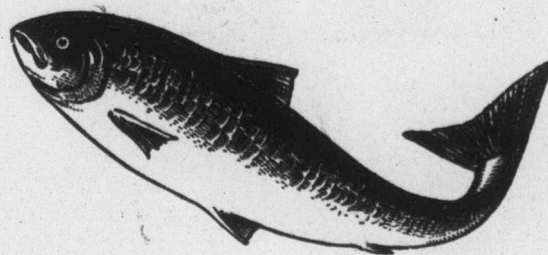
Davies' Roast Pork
Davies' Pork and Tongue
Davies' Jellied Pork
Davies' Cooked Pressed Pork

THE **DAVIES** COMPANY
WILLIAM LIMITED

TORONTO - MONTREAL



Brunswick Brand



Careful Selection

Brunswick Brand fish are all carefully selected and packed and will be found a tasty and appetizing dish—particularly handy for preparing lunches for picnics, etc.—no cooking or similar preparation necessary—ready to serve.

Place your order at once to ensure early shipment.



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

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



Tempting and Delicious

Why? Because our sausages are made of pure meat, something that every particular customer is looking for. The result is, their entire satisfaction and your desire always, because it increases sales.

Schneider's Guaranteed Bacon

may be described in a similar manner, as it comes from the same sanitary plant. It's wholesome flavor will win unstinted praise from your most exacting customers.

Send for a trial order and get our quotations on Smoked Meats.

Drop us a Card for Sausage and Smoked Meat Quotations. Satisfaction guaranteed on all mail orders.

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

Tasty Cooked Meats that Will Speed up Summer Provision Sales



H. A. BRAND Cooked Meats if properly featured will keep your provision department busy during the summer season and will net you a good substantial profit margin. Their tempting appearance and appetizing flavor ensure a steady run of repeat sales wherever they are introduced.

The big selling season is now on and it is up to you, Mr. Grocer, to make the most of it by featuring and suggesting H. A. Brand cold meat treats to every customer.

Let us send you a trial assorted order

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA

Gunns "EASIFIRST" Shortening

Always Satisfies Your Customers

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

Be prepared to sell "Easifirst"
It will pay!

Phone Junc. 3400

GUNNS LIMITED

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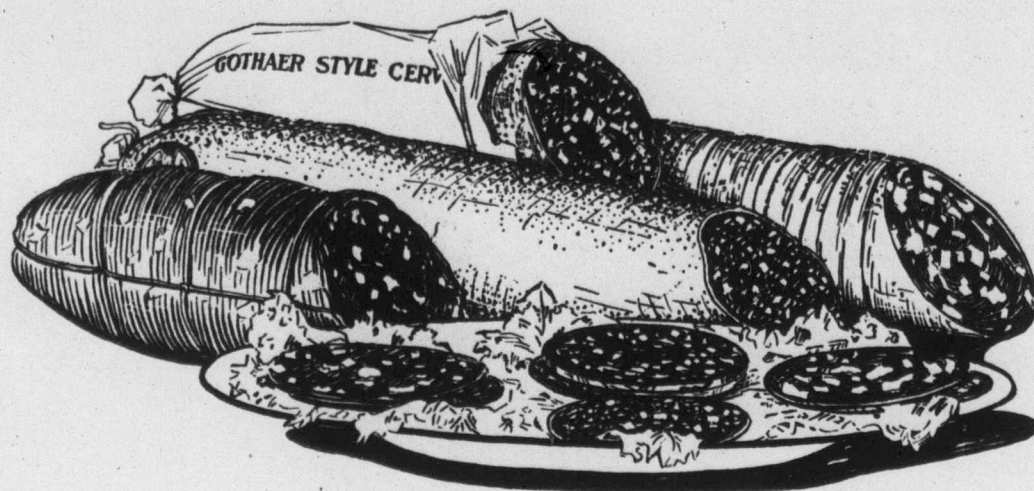
"The Greatest Seller of Its Kind in the World"

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

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

CANADIAN DISTRIBUTORS:

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



These Are Days for **ARMOUR'S SAUSAGE**

You should be fully prepared for summer trade by having a good assortment of **Armour's Dry Sausage**. It is just the product that will enable you to supply picnickers and automobilists with what they need for their lunch baskets.

During the summer, in the home, it is delicious in sandwiches, in soups, in salads or in casserole. It is the basis of many hot weather meals.

There are dozens of kinds—a variety to suit every taste—smoked and unsmoked—fully dried and comparatively fresh—highly flavored and mildly seasoned.

The top grades are made from the choicest selections of pork and beef—

no sinews, gristle or coarse fibres. Cheaper grades are provided for those who demand them.

You can sell every morsel—there is no waste. The profit is good, the turnover rapid and steady.

It will pay you to tell your customers of the high food value of **Armour's Dry Sausage**. Many people do not know how delicious and satisfying they are. Once they try them, they become permanent customers.

Ask the **Armour Salesman** to help you select the kind best suited to your trade. The rapidly increasing demand for these lines assures you good business and good profits.

ARMOUR COMPANY

Branches

HAMILTON, ONT.

TORONTO, ONT.

MONTREAL, QUE.

ST. JOHN, N.B.

SYDNEY, N.S.

CANADIAN PACKING COMPANY LIMITED

Wholesale Grocers and Produce Merchants

44 NICHOLAS ST.

OTTAWA, ONT.

Dried Fruits Our Specialty

Best Brands Only

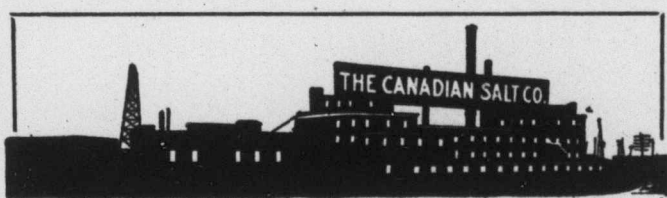
Raisins, Currants, Prunes, Peaches, Apricots, Pears, Dates, etc.

Quality unequalled. Consult us before you buy.

Try Our Celebrated Butter

Sweet Clover Brand

A trial order will convince you.



Satisfy Customers

Housekeepers appreciate the qualities of

Windsor Table Salt

(For general use)
and

Regal Table Salt

(Free running—Sold in cartons)

Farmers of experience will always ask for

Windsor Dairy Salt

Successful cheesemakers know the value of

Windsor Cheese Salt

Made in splendid up-to-date plant, every product of the Canadian Salt Company is noted for quality.

THE CANADIAN SALT CO., LIMITED

WINDSOR, ONTARIO

The "Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



Pounds and Half
Pounds

**British
Columbia
Packers'
Association**

Vancouver, B.C.

An Old, Old Friend —always the same

Recognized as the *Best Sauce*



By Appointment

The Sauce of the Epicure and the Gentleman



THERE is refinement and prestige in serving Lea & Perrins' Sauce, entirely lacking when this first and original "Worcestershire" is replaced by second-grade sauces and spurious imitations. No dinner is complete without LEA & PERRINS—THE BEST.

Lea & Perrins

NATIONALLY advertised—on the market for over 80 years—known to the Best Trade—as the Best Sauce.

Your customers to-day are looking for Quality Brands, not second grade lines.

Lea & Perrins

The ORIGINAL
Worcestershire Sauce

HAROLD SEDDON
137 McGill Street MONTREAL Special Agent

Rose's Lime Juice



The Perfect thirst quencher

There are many lime juices on the market, but not one that you can more readily recommend than ROSE'S. A few bottles regularly displayed on your counters will net you profits that are most attractive.

Order your requirements to-day and try the pulling power of a neat display.

Holbrooks, Ltd.
Canadian Distributors
TORONTO and VANCOUVER

Seasonable Now With Cold Meats



"It has the Nip"

Well flavored and strong, this mustard will be found to meet your customers; particular needs. Costs less than imported mustard.

Made in our Canadian factory. Put up in attractive packages: $\frac{1}{4}$ pounds, \$2.25; $\frac{1}{2}$ pounds, \$4.00.

At all Wholesale Grocers.

**White Swan Spices & Cereals
Limited**

Toronto - - Canada



Junket Powder NESNAH

Now is the time to feature JUNKET POWDER (Nesnah). This delicious dessert comes in four flavors in attractive packages and retails at 15c.

Junket

MADE with MILK

the economical and tempting dessert for hot weather meals, that comes in 10-tablet packages and retails at 15 cents, with an excellent profit.

Chr. Hansen's

Canadian Laboratory
TORONTO, CANADA

Selling Agents for Canada:
LOGGIE, SONS and CO.
32 Front St. West - TORONTO



A Phenomenal Seller—
Chicken Haddies
(Lily Brand)



This economical and healthful food enjoys a remarkable sale.

Packed in a cannery which is a model of cleanliness, and wrapped in a waxed parchment covering, it is one of the freshest, cleanest foods on the market.

A "quality" product that assures the dealer a generous profit.

The new pack is ready for shipment. **ORDER NOW.**

Packed at Canso, N.S., by the

Maritime Fish Corporation
Limited

General Sales Office:
MONTREAL

*Packers of the celebrated Maple
Leaf Brand Codfish Flakes*



“The Goods Sell Well”

DEALERS in all parts of the country report that Imperial Parowax, Imperial Household Lubricant and Imperial Ioco Liquid Gloss “sell well” all the year round.

And no wonder: These household products are used in many ways around the house. The good housewife uses them regularly every week in her daily work.

Dealers who have handled them know that they are not seasonal but regular, year-round-in-demand, staple specialties.

Profit! Splendid on a regular turnover—more than on competing lines.

Is your stock of each sufficient?

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication
Branches in all Cities

A Beverage for a

Particular Customer

A Summer

Social Favorite

Champagne de Pomme

If you do not sell it

some one else will

No Government Restrictions

No Bottles Returned

A Quick Turn-Over

A Pleased Customer

Made from the Juice

of Canadian Apples



PACKED IN PINTS AND SPLITS

CIE. CANADIENNE D'IMPORTATIONS

P. DAoust, SELLING AGENT—OFFICE 140 ST. CATHERINE ST. EAST, MONTREAL

Profitable Quality

—is what you will find Brodie's XXX Self-Raising Flour possessing. Continued steady sales have proven its baking efficiency.

See that your next order is Brodie's. It's an active seller.



Brodie & Harvie, Limited

Bleury Street, Montreal

A Small Investment Brings Good Profit MAPLEINE



yields a good profit and the investment is small.

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

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

Can you supply them? Order now of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg
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A New Lemon Pie Filler

Enough in each can to make 4 delicious pies.

A splendid seller showing a good profit.

Agents wanted in all parts of Canada

Mellow Food Products Co., "Regd"
146 Garnier St., MONTREAL

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

LEMON BROS.

OWEN SOUND - - - - - ONTARIO

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 request.

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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Haliton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry	95 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 30
Apricot	4 60
Cherry	4 85
Gooseberry	4 60

"AYLMER" PURE ORANGE

MARMALADE

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

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	90 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 95 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97 1/2
1 1/2's (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 60
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 62 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts., Aylmer Quality	\$1 80
12 oz., Aylmer Quality	2 55
Per jar	
Gallon jugs, Aylmer Quality	\$1.65
Per doz.	
Pints, Delhi Epicure	\$2.75
1/2-Pints, Red Seal	1 25
Pints, Red Seal	1 90
Qts., 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 00
Reindeer Brand, each 48 cans	11 50
Silver Cow, each 48 cans	11 00
Gold Seal, Purity, ea. 48 cans	10 85
Mayflower Brand, each 48 cans	10 85
Challenge Clover Brand, each 48 cans	10 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

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

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

Wheatgold Breakfast Cereal.

Packages, 28-oz., 2 doz. to case, per case	\$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3 1/2-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.,
Toronto, Ont.

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

COLMAN'S OR KEEN'S MUSTARD

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

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

CANADIAN MILK PRODUCTS, LIMITED.

Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	\$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.

Manufacturers of the

Edwardsburg Brands Starches	
Laundry Starches—	
Boxes	
40-lb., Canada Laundry	\$0 12 1/2
100-lb. kegs, No. 1 white	0 12 1/2
200-lb. bbls., No. 1 white	0 12 1/2
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 14 1/2
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, 1/4c higher, except potato flour.)	

SALMON

The season for free selling of Salmon is now about here and it might be well for you to be prepared for it. Therefore, having this in mind, we have anticipated your requirements by getting in supplies, and can offer you very good value in all kinds—attractive quality, and at prices to suit all pockets.

We are very careful regarding the goods put out under our own brands and you can safely rely on their giving the best of satisfaction.

We quote:—

Monarch Sockeye	1s tall	5.25
“ “	1/2s	2.95
Victor Red Spring	1s tall	4.45
“ “ “	1/2s	2.55
Courtier Fancy Cohoe	1s tall	3.70
“ “ “	1/2s	2.25
Herald Fancy Northern Pink	1s tall	2.35
Libby's “ Alaska Red	1s tall	4.65

Send us an order.

H. P. ECKARDT & CO
WHOLESALE GROCERS
 CHURCH STREET & ESPLANADE TORONTO



Put Gold Dust packages
where your customers can
see them.

Sold! A quick way of cashing in

You don't have to sell Gold Dust. Our advertising takes care of that. Just *display* it on your front shelves and watch the sales pour in.

Don't forget that Gold Dust is "Made in Canada," and that the margin of profit is right.

THE H.K. FAIRBANK COMPANY

LIMITED
MONTREAL



Whittemore's
Shoe Polishes
Are Superior

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

Send for Complete Catalog

Canadian cheques on Montreal accepted at par



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

FLORIDA AND TEXAS TOMATOES

After a month of very great scarcity, Tomatoes now coming forward in limited quantities.

We specialize on Quality

New Verdelli Lemons

Now In

**Texas and Egyptian
Onions**

White and Co., Limited

Wholesale Fruits and Vegetables
Toronto

PHONE : MAIN 6243

PINEAPPLES

The season is now on. Book your order with us now. We will ship when prices are lowest. From now until end of season we will have fresh arrivals daily.

**ORANGES, BANANAS, LEMONS,
STRAWBERRIES, TOMATOES,
TEXAS ONIONS, CABBAGE**

and all other

**IMPORTED and DOMESTIC
FRUITS and VEGETABLES**

The House of Quality

Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario



A Thrifty Selection

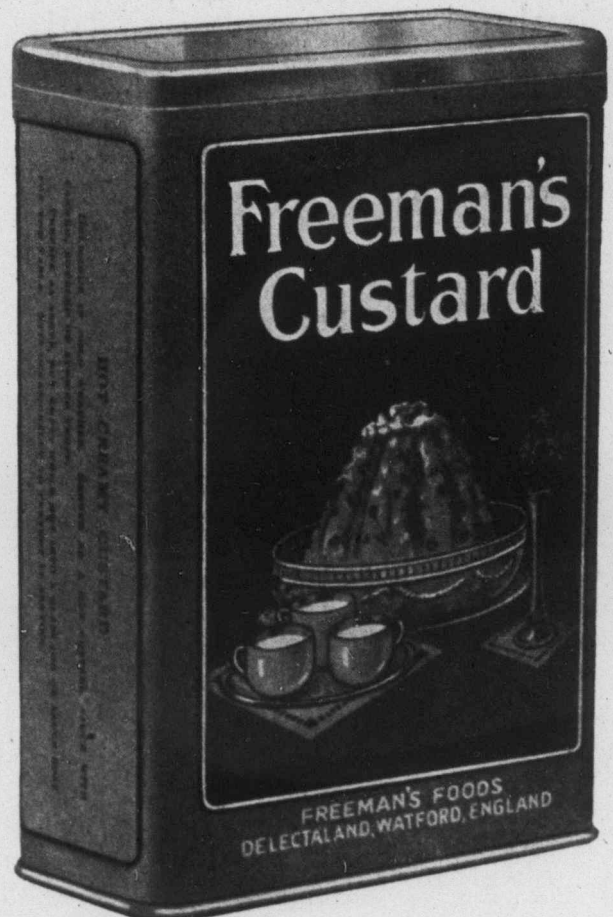
—will be a few bottles of Marsh's Grape Juice and after making a display your sales are bound to increase. Its reputation as a pure and delicious Grape Juice is steadily increasing and a display will meet the constant demands of your customers for this wholesome drink.

**The Marsh Grape
Juice Company**

NIAGARA FALLS, ONT.

*Agents for Ontario, Quebec
& Maritime Provinces*

**The MacLaren Imperial
Cheese Co., Limited**
Toronto, Ont.





"FULCREEM" CUSTARD POWDER

In 3 pint packages, half pound tins
and one pound tins. All Flavors

Fulcreem, Egg Substitute Baking Powder, Yorkshire Pudding Powder, Etc.

Highest Award obtained
Paris Exposition, November, 1919

*Quality Supreme
The Most Attractive Package on the Market
Good Profits*

PLAISTOWE & CO., LTD.
LONDON, ENGLAND

Ask your Jobber or write to
F. MANLEY
323 Garry Street, Winnipeg, Man.

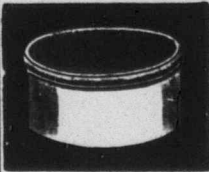
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

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

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

60-62 JARVIS ST.

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.

CEREALS ARE LIKELY TO ADVANCE

The strong condition of the grain market is being reflected in the market for cereals. Corn, oats and barley have reached almost the highest prices on record. Manufacturers state that cereals are being sold at a much lower price than the cost of manufacturing to-day.

PEPPERS MAY BE LOWER

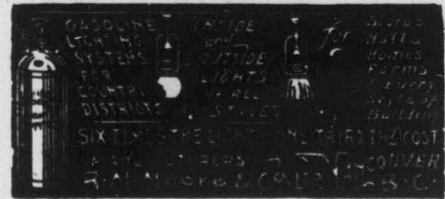
Black and white pepper are in a very easy market and there are indications that quotations will be lower.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.

Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:

- Ice Cream Cartons, Parafined.
- Butter Cartons, Parafined.
- Egg Cartons; Special Egg Fillers.
- Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mince-meat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

- 30 DOZ. CASE FILLERS
- ONE DOZ. CARTON FILLERS
- 1/4-INCH CUSHION FILLERS
- CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - - ONTARIO



TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baits and poisoned flies dropping into foods or drinks.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

These one-inch spaces
only \$2.20 per insertion
if used each issue in the
year.

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.

POSITIONS WANTED

WANTED — POSITION BY EXPERIENCED groceryman, to take charge of grocery store or department. Regina or Prince Albert District preferred. Good buyer and salesman, highest references. J., Box 233, Outlook, Sask.

SITUATIONS VACANT

WANTED — GOOD CLERK IN GENERAL store: country; small town; single man if possible. Write M. Danef, Grant, Ont., C.G.R.

WANTED—A SALESLADY, ALSO A CASH-ier, Centre Island, Toronto. Pleasant surroundings. Experience in grocery business preferred. Apply Box 144, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — IMMEDIATELY BY GOODWINS Ltd., Montreal, an experienced jam and marmalade maker. State experience, present position and salary desired. Address Employment Department.

WANTED

WANTED—A SECOND-HAND PAPER PRESS in A1 condition, 100 lbs. capacity. Box 176, W. G. Howes, Tamworth, Ont.

FOR SALE

FOR SALE—CORNER GROCERY BUSINESS and property across street from city boundary. Good paying business, good range of stock; county taxes. Owner retiring. Can vacate quickly. Apply Box 150, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—GENERAL STORE BUSINESS AT Bruce Mines. Stock about \$15,000. Good business, one that has been a money maker. Ill health reason for selling. Will sell property at assessment values, which is about one-third property cost. Business can be bought at a big advantage as stock was well bought. For further information apply to Box 98, Bruce Mines, Ont.

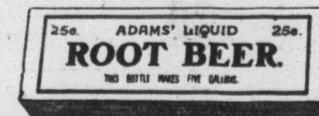
FOR SALE—BRAND NEW BODY FOR FORD or Chevrolet car, built for grocery delivery, bevel plate glass windows in back doors, painted dark bottle green. A real bargain at \$125. J. H. Leach. F.o.b. Goderich, Ont.

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.

Opportunities
are offered
every week
on this page.

Are you
making use
of them?



AND



Make the Best Home Made
SUMMER DRINKS

25c bottles make 5 gallons

15c bottles make 2 gallons

WHOLESALE PRICES

25c sizes \$2.10 per dozen, \$24 per gross
15c sizes \$1.20 per dozen, \$14 per gross

Manufactured and for Sale by
PARKE & PARKE, LIMITED
MacNab St. & Market Sq., Hamilton, Ont.

Opportunities
are offered
every week
on this page.

Are You
making
use of
them?



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.

100 Emerson Place.

Brooklyn, N.Y.



Now is the Time to Feature Cooked Meats
For Hot Weather Trade

Customers don't want to be "always cooking" they crave "something different." Satisfy this demand by displaying and suggesting Swift's high quality Cooked Meat Specialties. Perhaps the housewife hasn't thought of their convenience and the satisfactory meals which can be prepared with these products. It just needs a suggestion from you to start your customers buying regularly.

**SWIFT'S
 COOKED MEAT
 SPECIALTIES**

are made from choice quality meats and prepared with the utmost care to ensure a high-grade product. Their delicate flavor—and appetizing appearance—make instant appeal. Helpful hints please the housewife and increase business.

Try a few of these lines now and suggest them to your customers:

Swift's Premium Cooked Ham

Swift's Baked Luncheon Loaf

Swift's Baked Ham

New England Style Cooked Specialty

Premium Minced Specialty

Swift's Jellied Beef

Jellied Beef Tongue

Jellied Pork Tongue

Ashland Cooked Specialty

Swift Canadian Co.

Limited

Toronto

Winnipeg

Edmonton

COWAN'S PERFECTION COCOA

TO PROGRESSIVE DEALERS

PUT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best. One sale makes a permanent customer.

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "CacaoTheobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.



MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO