

**PAGES  
MISSING**

# CANADIAN GROCER

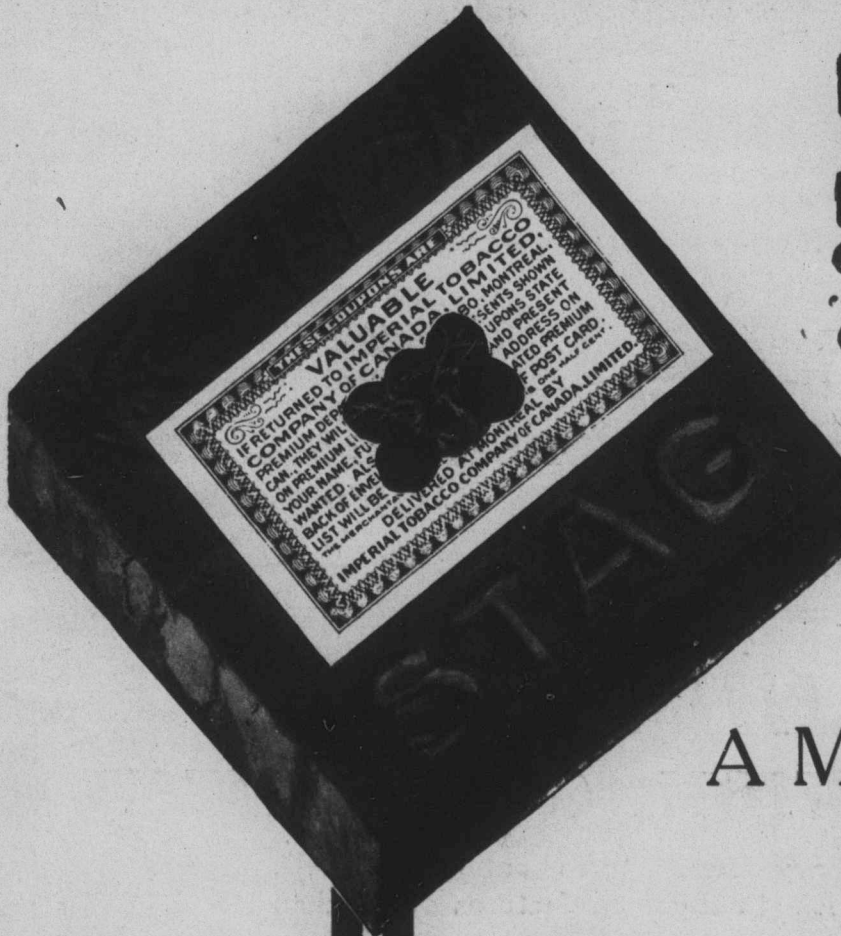
Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI.

PUBLICATION OFFICE: TORONTO, JULY 6th, 1917

No. 27



## STAG

CHEWING TOBACCO

*"Ever-lasting-ly Good"*

A Message  
to Grocers---

Build up your Tobacco Department by handling only those brands which you can honestly recommend---such as STAG

*Quality* alone has made STAG the favorite it is.

YOUR WHOLESALER HAS IT

CANADIAN GROCER

*More  
Sales*



*More  
Profits*

## If This Stood on Your Counter

Think of the increase in sales this small and attractive Counter Display would make for you. A constant reminder to every customer that she possibly needs some O-CEDAR POLISH—here is the place—now is the time to get it.

This little salesman has surprised many dealers with the steady and increasing trade it has built up for

Free with Display Deal No. 61.

7½ Doz., 4-Oz. O-Cedar Polish \$22.50  
3 Doz., 12-Oz. O-Cedar Polish 18.00  
1 Only Counter Display Stand Free

\$40.50

(Subject to Usual Discount.)  
Order from Your Jobber.

# O-Cedar Polish

Free with Display Deal No. 62.

2½ Doz., 4-Oz. O-Cedar Polish \$ 7.50  
5½ Doz., 12-Oz. O-Cedar Pol-  
ish ..... 33.00  
1 Only Counter Display Stand Free

\$40.50

(Subject to Usual Discount.)  
Order from Your Jobber.

CHANNELL CHEMICAL COMPANY, LIMITED  
369 Sorauren Avenue, Toronto

# **PROHIBITION** BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD,  
or the USE of LEAD in any manufactures other than

## **MUNITIONS OF WAR**

This regulation precludes our manufacturing (for the present)

## **BOTTLE CAPS**

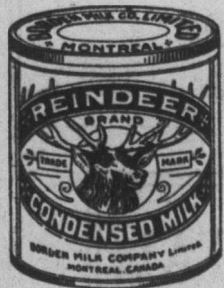
in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

### **BETTS & COMPANY, LIMITED**

1 Wharf Road . . . . . LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

# “It’s Borden’s, Madam”



Most housewives when they think of milk products, think of Borden's. In the popular mind, all that is best, cleanest, sweetest in these lines is Borden's.

Borden's Milk Products are bought steadily and consistently on confidence. Experience has taught users that Borden quality is uniform and dependable.

To say to a woman, "It's Borden's, Madam," is to make a sale—and to make one sale of Borden's is to forge the first link in a chain of sales that will continue as long as your business.

Borden Milk Products are easiest to sell, because Borden quality has backed up Borden publicity.

## Borden Milk Co., Ltd.

*"Leaders of Quality"*

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

*If any advertisement interests you, tear it out now and place with letters to be answered.*

# Dealers Profit from Coffee- Satisfaction

Never has an American commodity so quickly won wide-awake Canadian dealers as has Royal Blend—the popular coffee from the U.S. Dealers have taken to it because of the large and easy profit to them, and because their customers find that Royal Blend Coffee enables them to serve the same coffee as is served by Canada's best hotels.

Order a case from any of the following importers:—

BELLEVILLE—J. E. Walmsley & Co.  
HAMILTON—James Turner & Co.  
KINGSTON—W. G. Craig & Co.  
LINDSAY—J. E. Adams & Co.  
LONDON—M. Masuret & Co.  
OTTAWA—H. N. Bate & Sons, Ltd.  
PETERBORO—Rishors Ltd.  
SUDBURY—D. L. McKinnon  
TORONTO—Groceries Ltd.



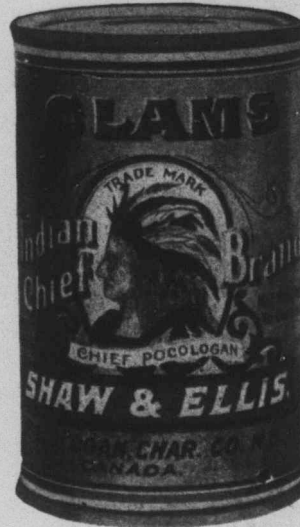
## ROYAL BLEND COFFEE



The Choice of Canada's Choicest Hotels

## INDIAN CHIEF BRAND CLAMS

Always Reliable



Prepared and packed ready for market the same day they are taken from the Clam beds. By so doing they are always put into the cans fresh and new.

Another thing is, in our new and up-to-date factory, the most careful attention is given to having the work done in the most sanitary manner.

Order from your Jobber.

Packed By

**SHAW & ELLIS**  
Pocologan, N.B.

## FINEST CRYSTAL GELATINES

Powdered and Sheet

## FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINES

OURY, MILLAR & CO.  
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

**F. S. Jarvis & Co.**  
18 TORONTO ST., - TORONTO

# CLARK'S SOUPS

Highly Concentrated, Absolutely Pure and prepared from the Very Finest Ingredients.

The quality is superb, selling price is popular, and your margin is good.

*GET IN LINE. THE SEASON IS ON.*



## MADE IN CANADA



Dairy Butter is HIGH. Peanut Butter is more nutritive and CHEAPER, while the consumption is rapidly growing.

Don't neglect a profitable line, and remember that the best you can buy is

# CLARK'S PEANUT BUTTER

W. CLARK LTD.

MONTREAL



*If any advertisement interests you, tear it out now and place with letters to be answered.*

**JAPAN TEA**

Fresh from the land of  
cherry-blossoms, packed  
and exported under the control of  
the Japan Tea Growers' Associa-  
tion which guarantees its purity and  
quality. Japan Tea reaches you in all  
its unadulterated strength, delicacy of  
flavor and delightful aroma.

ON SALE AT ALL  
GROCERS



The Japanese Government prohibits  
adulteration and coloring of Tea

The quickest way to convince yourself of the wisdom of selling Japan Tea is to give this popular product a "try out" in your own store.

It's delightfully "different" flavor and full flavored goodness has made a decided hit with discriminating tea lovers.

Our consumer advertising is swinging big profits towards Japan Tea Dealers. Get in now and secure your share.

*If any advertisement interests you, tear it out now and place with letters to be answered.*

# Are you selling these two sales boosters?

More and more grocers are becoming alive to the big advantages obtainable by pushing the two money-makers here shown—

## *Krackley-Nut and O-Pee-Chee Gum*



These delicious lines will please every customer of yours—young and old. A display, backed up by a little judicious suggestion, will start big business coming your way, for both Krackley Nut and O-Pee-Chee Gum are cash get- ters — reliable profit makers that make a big “hit” every time.

### *And Premiums too*

Send for our Premium Catalogue. Handsome and useful premiums for the Dealers with O-Pee-Chee Chewing Gum, Mintees, Wintees, Cintees and Clovees. Write now for full particulars.

# O-Pee-Chee Gum Co.

Limited  
LONDON CANADA

Clip the Coupon.

**CUT THIS CORNER OFF AND MAIL TO-DAY!**

O-Pee-Chee Gum Co., Ltd.,  
London, Ont.

Send us your 1917 Premium Catalogue.

Retailer .....

Post Office .....

*If any advertisement interests you, tear it out now and place with letters to be answered.*



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# Orders Promptly Delivered On new 1917 E.D.S. Strawberry Jam

The 1917 new pack jam, now ready, is of fine quality, easily equal, if not superior to previous packs.

Send in your orders now to ensure your stock of Pure E.D.S. Strawberry Jam—a Jam you can confidently recommend to be unsurpassed by any on the market for purity, quality and flavor.

**E. D. Smith and Son, Limited**  
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Wm. H. Dunn, Ltd., Montreal, East Ontario, Quebec, and Eastern Maritime Provinces; Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B. C. Merchandise Brokerage Co., Vancouver, B.C.

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*If any advertisement interests you, tear it out now and place with letters to be answered.*

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES



## Confidence as a Basis of Trade

We place at your disposal the advantage of an established confidence built up on fair and aggressive methods during the fifteen years of our experience in the West.

We represent Christie, Brown & Co., Ltd., and Robertson Bros., Ltd., Toronto.

## Scott-Bathgate Company, Ltd.

149 Notre Dame Ave. East  
**WINNIPEG**

Also at Regina, Moose Jaw and Saskatoon.

### F. D. COCKBURN

Grocery Broker & Manufacturers' Agent

We represent Pugsley, Dingman & Co., Ltd., John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.

149 Notre Dame Avenue East, Winnipeg

CANADIAN GROCER has readers in every Province—You should use its advertising pages to help you.

### THE H. L. PERRY CO.

214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage      Distributing      Forwarding

# EL ROI-TAN PERFECT CIGAR

## Mr. Manufacturer Are you represented in Alberta?

If not, now is the time to go after the business. Prospects are good for large farm returns this year, and with the steady flow of thrifty settlers coming all the time, business is sure to increase. I have first-class storage, and am in direct connection with a large number of City and Country Merchants.

I want to represent you.  
Reference: Standard Bank, here.

**T. M. HANLEY**

Broker and Commission Merchant

10154 103rd Street, Edmonton, Alta.

## The Cost of Selling

Scarcely necessary; is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close-up work in  
**THE FARMER'S MAGAZINE**

A half-page 12 times will cost you \$367.20 (\$30.60 per insertion). A full page, \$714.00 (\$59.50 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

*N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.*

Published by

**The MacLean Publishing Co., Limited**  
43-153 University Avenue, Toronto, Ontario

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WESTERN PROVINCES.

**GEO. W. GRIFFITHS & CO., LTD.**  
Manufacturers Agents

Do you want the services of a live firm to sell your line in the West? Then write us.

402 Chambers of Commerce, Winnipeg

THE  
**Robert Gillespie Co.**  
MALTESE CROSS BUILDING  
WINNIPEG

Importers, Brokers, Manfs. Agents,  
Grocery, Drug and Confectionery  
Specialties.

DISTRIBUTION & SERVICE  
from  
COAST to COAST.

**W. H. Escott Co.**  
Limited

Manufacturers' Agents  
Wholesale Grocery Brokers

Winnipeg, - Manitoba

BRANCHES: Regina Saskatoon  
Calgary Edmonton

ESTABLISHED 1907

**G. B. Thompson & Co.**

Wholesale Commission Broker  
and Manufacturers' Agent

We can handle a few more good lines.  
Storage Warehouse and Transfer Track.  
137 Bannatyne Ave. East, WINNIPEG  
Established 1898

**WATSON & TRUESDALE**  
Wholesale Grocery Brokers and Manufacturers' Agents

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.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage  
Storage  
Distri-  
bution

**C. H. GRANT CO.**

Wholesale Commission Brokers  
and Manufacturers' Agents

508 Merchants Bank, Winnipeg

We have several good accounts, but can give you results on yours.

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

## TO MANUFACTURERS AND SHIPPERS

If you want real live representation throughout Western Canada get in touch with us. We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and with our organization can guarantee you satisfactory results.

# Donald H. Bain Co.

HEAD OFFICE: WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton,  
Lethbridge, Vancouver.

We have good, live sales forces at each of the above points, with fully equipped offices and warehouses, and are in an unexcelled position to handle storage and consignments and to look after the distribution of cars.

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ONTARIO

## Live Representation

**ON TORONTO MARKET  
SECURES BUSINESS**

If you are looking for new business,  
communicate with

**WHITE & McCART, LIMITED**

*Car Lot Distributors*

309-310 Board of Trade Bldg.

TORONTO ONTARIO

Reference: Dominion Bank, Toronto.

## Maclure & Langley, Limited

Manufacturers' Agents

Grocers, Confectioners  
and Drug Specialists

12 FRONT STREET EAST TORONTO

## Gallon Apples

Fancy and Choice  
Seeded Raisins

## W. H. Millman & Sons

Wholesale Grocery Brokers  
TORONTO

Commission Agent covering the ground between Cobalt and Cochrane and from Cochrane to Hearst, and also the Porcupine District, wants a few good lines on commission. Address A. L., P. B. 123, Timmins.

## 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

## Hamblin-Brereton Co., Limited

Wholesale Grocery and Confectionery  
Brokers

KITCHENER WINNIPEG CALGARY

## The HARRY HORNE CO.

Toronto, Can.

BROKERS AND IMPORTERS

Food Stuffs, Grocery Sundries, Drug  
Sundries and Confectionery.

We carry stocks in our own Warehouse  
(when necessary).

We employ a steady staff of salesmen.  
(Get in touch with us.)

Trade Papers are  
Pioneers of Business  
Expansion

## DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties

**H. W. Ackerman**

BELLEVILLE ONTARIO

## W. F. ELLIOT

Importer & Manufacturers' Agent  
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

## OPEN FOR AGENCY FOR THE CITY OF OTTAWA

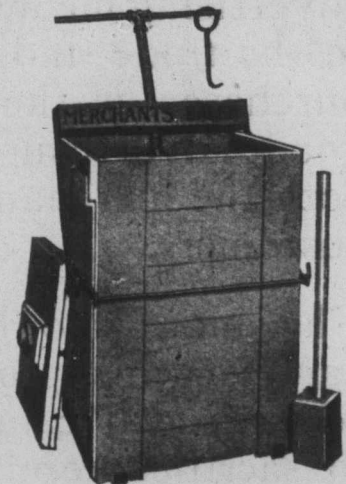
Satisfaction Guaranteed.  
Best of Reference.

**M. M. WALSH**

310 BAY ST. OTTAWA

## Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

**Stephenson, Blake & Co.**

Manufacturers

60 Front St. West, - Toronto

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

**QUEBEC'S RESPONSIBLE BROKERS**  
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars.  
**BEANS AND CORN A SPECIALTY**  
**ALFRED T. TANGUAY & COMPANY**  
Commission Merchants and Brokers,  
91 DALHOUSIE ST. - QUEBEC CITY

**Want Ads.**

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

**OATS, PEAS, BEANS, ETC.**  
handled in any quantities to best advantage by  
**ELZEBERT TURGEON**  
Grain and Provision Broker  
MONTREAL, P.Q. QUEBEC, P.Q.  
Selling Agent for  
The Maple Leaf Milling Co., Ltd., Toronto

*Buyers and Sellers of*  
**All Kinds of Grains and Seeds**  
**Denault Grain and Provision Co. LIMITED**  
SHERBROOKE, P.Q.

**M**ORE important than the fact that intelligent advertising means economy to the trade and the final purchaser, is the fact that good advertising protects both the merchant and his customers.

The man who has put a name on his product and advertised it cannot afford to sacrifice reputation for temporary economies. That is why advertised products are usually the best in their line.

**Sell these two**

There is always a demand for them. And the margin of profit on each sale makes a little display always worth while.

**Mathieu's "Nervine Powders" and "Syrup of Tar"**

can be safely recommended to every customer. They are dependable remedies and will give perfect satisfaction.

**J. L. Mathieu Co.**  
Proprietors  
Sherbrooke Quebec

If any advertisement interests you, tear it out now and place with letters to be answered.



Copyright in Canada By Kellogg Corn Flake Co., Limited

# DOMINION Toasted Corn Flakes



Are made in Toronto exactly as they are made in Battle Creek, Mich., by the manufacturers of Kellogg's Toasted Corn Flakes of the United States.

**ALWAYS PACKED  
WAXTITE**

Kellogg Toasted Corn Flake Company  
Toronto, Canada

Mr. Grocer:—

You will gain favor with your customers by urging them to buy

## DOMINION TOASTED CORN FLAKES in the WAXTITE package

which means "fresh from the oven."

Everyone enjoys eating these dainty golden flakes, there is nothing else just like them on the market. They will really know how good Corn Flakes can be when they have eaten

## DOMINION TOASTED CORN FLAKES

W. K. KELLOGG CEREAL COMPANY, Selling Agents, TORONTO

*If any advertisement interests you, tear it out now and place with letters to be answered.*

# Royal Shield Products will always satisfy

The unexcelled goodness of every line bearing the Royal Shield Brand makes first sales the fore-runners of steady repeats.

You can unhesitatingly recommend any Royal Shield Product as being the very best that care and human ingenuity can produce.

Write any of the houses listed below for a trial supply. This will prove the splendid selling value of Royal Shield Brand of Goods.



*Our Head Office  
at Winnipeg*



## Campbell Bros. & Wilson, Limited

Wholesale Grocers and Importers, and  
Packers of Royal Shield Brand of Goods

*Branches: Campbell, Wilson & Horne, Limited, Calgary, Lethbridge, Edmonton, Red Deer; Campbell, Wilson & Miller, Limited, Saskatoon; Campbell, Wilson & Strathdee, Limited, Regina and Swift Current.*

*If any advertisement interests you, tear it out now and place with letters to be answered.*

# N. C. R. Service a Sign of Success



## The History of the old Cash Drawer

- Mistakes
- Losses
- Temptation
- Uncertainty
- Laziness
- Carelessness
- Disputes
- Customer Dissatisfaction
- No Records
- Overwork
- Late Hours
- Inefficiency
- Small Profit
- Stunted Business

## Before and After Confederation and a message for to-day

Those of us who can look back to the days of Confederation, re-live as the old associations are recalled.

The store of the early days had many pleasant associations. The wooden Till could tell an interesting story—one which would perhaps reveal human weaknesses, losses to the merchant on account of mistakes, disputes with customers, forgotten charges, etc.

Doing business in an efficient or systematic way was little thought of in those days. The temptation which was placed before employees was criminal.

A merchant of Dayton, Ohio, in thinking of the dangers to himself and his employees because of no system, devised a crude mechanism for registering money. This was the first step from the old-fashioned Till to the present highly specialized Cash Register.

The story of the years of struggle and patience on the part of the founder of The National Cash Register Company, Mr. John H. Patterson, to perfect a register which would relieve the retail merchant of work and worry, remove temptation from his employees, is a most interesting one.

The story of Mr. Patterson's early struggles is told by himself in an interesting booklet—"The Troubles of a Store-Keeper and How to Correct Them." This booklet is of especial interest to every retail merchant. Send us your address and we will gladly forward you a copy.

THE  
**National Cash Register Co.**  
 OF CANADA, Limited  
 HEAD OFFICE AND FACTORY:  
 350 Christie Street - TORONTO, ONT'



## The History of N. C. R. SERVICE

- No Mistakes
- Losses Stopped
- Temptation Removed
- Accuracy
- No Disputes
- Customer Satisfied
- Quick Service
- Correct Information
- Instantaneous Audit
- Immediate Balance
- Highest Protection
- Success

# A "National" Serves and Protects

If any advertisement interests you, tear it out now and place with letters to be answered.



# WAGSTAFFES'

## New Season 1917

# Strawberry Jam

### Now Ready for Delivery

---

The quality of Berries  
this season is excellent.

Get your orders in early.

---

## WAGSTAFFE LIMITED

### Pure Fruit Preservers

### HAMILTON, CANADA

*If any advertisement interests you, teage and keep with letters to be answered.*



**SELL  
PRESNAIL'S  
PATHFINDER CIGARS**

**Furnivall's**  
FINE  
FRUIT  
**PURE JAM**

—the finest nature and science can produce.

There is only one **Best Jam** to-day and that's Furnivall's—a name that stands for tip-top quality and customer satisfaction.

Keep your stock displayed.

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto, Montreal—Geo. Hodge & Son, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon — Mowat & McGeachy. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

**FURNIVALL-NEW, Limited**  
Hamilton, Canada



**Have No Hesitation**

in recommending to your best customer

**'Bluenose' Butter**

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

SOLE PACKERS.

**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax - N.S.

SMITH & PROCTOR — HALIFAX, N.S.

# Prove your loss to a cent in case of fire

*You can do it with an  
International Account Register*

This account keeping system is the simplest, most complete and most quickly operated system made. You have no extra safe to buy, no shifting of bill-holders to and from the safe to register.

An International gives you a quick and accurate service. Every credit transaction is totalled to the minute. Prevents mistakes and forgotten charges. Keeps delinquents in check, makes for regular payments and provides absolute safety in case of fire. The "International" is the modern system for modern and progressive merchants.



*Write for booklet "I" which further explains and shows you how to solve the credit problems. Write now.*

**INTERNATIONAL SAFE COMPANY, LIMITED**  
FORT ERIE, ONTARIO

# SUMMER IS COMING!

That means your customers are going to be more particular about their shoes. A window display of these polishes occasionally has proven very profitable. Summer time is polish time—get your stock in without delay—it pays.



The Season's Leaders



Ask for Prices and Complete Catalog



**Top Notch**  
White kid and white leather cleaner.

**Albo**  
White round cake, canvas cleaner and whitener, in lacquered metal box (2 sizes).

**Bostonian Creams**  
Put up in all the popular colors and shades. Most perfect cleaner and polishing cream for the finest grade of colored kid and calf leathers.

**Cleanall**  
Cleans and freshens cloth top shoes, also silk and satin.

**White Heel**  
Instantly makes white, heels and edges. Will not crack or chip off. Will have a big sale this season.

**Quick White**  
(Liquid) makes dirty canvas shoes clean and white. A sponge in every package, so always ready to use.

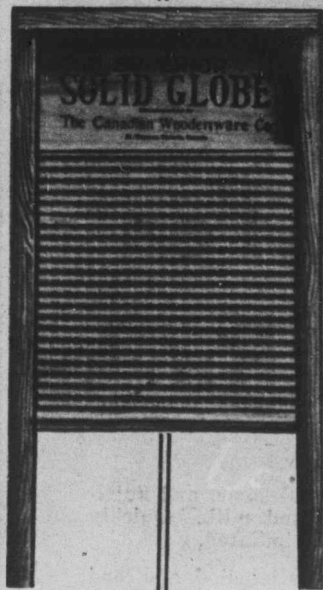


**Get In Touch With Your Jobber Now**

or write Whittemore Bros., Corp., Boston, Mass.

*If any advertisement interests you, tear it out now and place with letters to be answered.*

Show the housewife  
this serviceable  
washboard



You'll find it an easy seller, for the big value it offers will appeal to her, and the profit on every sale makes a little effort on your part worth while.

**The Superior Solid Globe**

will give every satisfaction under the severest wear. Make a little display in your store.

**CANADIAN WOODENWARE COMPANY**  
Manufacturers of Washboards in  
Zinc, Glass and Metal  
ST. THOMAS ONTARIO

**Display Raisins**

Raisins *sell themselves* when the appetite is tempted

Raisins—heavily advertised by us for three years—are an *economical, highly nourishing, delicious* food. And millions know it.

Let people know *you sell them*. Put Sun-Maid Raisins in your windows and display them on your shelves. Identify *your store* with the *only extensively advertised* brand of raisins sold.

There's a *lusciousness* in raisins that attracts and charms the appetite. Take advantage of it. *Display Raisins!*

**California SUN-MAID RAISINS**

**Seeded — Seedless — Clusters**  
Seeds Extracted Without a Seed On the Stem

Sun-Maid Raisins, three varieties as above. Be sure to order a full line. Display Sun-Maid Vineyard Run Clusters (in 50 and 100-pound boxes) and our "tray pack" Sun-Maid layers, a new, convenient package which prevents waste.

Write us for reproduction of ideal window to serve as a model in arranging your display.

**California Associated Raisin Co.**

Membership 8,000 Growers  
Fresno, California



"Out of sight" sometimes means out of mind.

Are you showing

**OCEAN BLUE?**

It is surprising how much trade is attracted by the bright 5c. packets of Ocean Blue. Put it in your window and

**Order from your Wholesaler.**

**HARGREAVES (CANADA) LIMITED.**  
The Gray Bldg., 24-26 Wellington St. W., Toronto  
**WESTERN AGENTS:**—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon, — Creeden & Ivory, Rooms 2 & 3, Jones Block, 407 Hastings Street W., Vancouver, B.C.



**Every Housewife needs these two**

We illustrate below two particularly useful articles that every good housewife will appreciate. These sell easily and give you a worth-while profit. Write for our illustrated list.

**The Toronto Pottery Co., Ltd.**

617-618 Dominion Bank Bldg.  
King and Yonge, TORONTO



Preserve Jars  
With Stone Covers



Light and Dark or White Glazed outside. Tall Butter Jars — Dark Glazed inside.

New higher price list being issued this week.

Orders reaching us prior to July 10th old prices will be effective.

If any advertisement interests you, tear it out now and place with letters to be answered.

**You  
should  
sell**

**REGINA  
BAKING  
POWDER**

It's a big favorite with every woman who has ever tried it. Put up in 16 oz. tins only. Retail at 50c per lb.

Keep a stock displayed and note the "repeats."



**The Robert Gillespie Co.**  
WINNIPEG, MANITOBA, Agents for Canada

*The New Breakfast Food*



**Dutch  
Tea  
Rusks**

They are appetizing, wholesome, and nutritious, containing eggs and milk. Quickly prepared, and easily assimilated.

Packages are attractively labelled, and lend themselves to displays, both for store interior and the window.

Packed 36 15c packages to the case.

**The Robert Gillespie Co.**  
WINNIPEG, MAN.  
Agents for Canada



**Build up your Summer Profits with  
Malcolm Milk Products**

Here's an entirely all-Canadian line that has won the admiration and confidence of good housewives everywhere. A Malcolm display in your window or some such place where your customers will see it will quickly show you the

advantages of constantly featuring it. Stock up now for the hot weather trade. 5-case lots delivered to any point in Ontario, Quebec and Maritime Provinces. Freight paid up to 50c per 100 lbs.

**The Malcolm Condensing Co., Ltd., St. George, Ont.**  
"The Only Canadian Milk Company"

# Perfection Computing Cheese Cutter

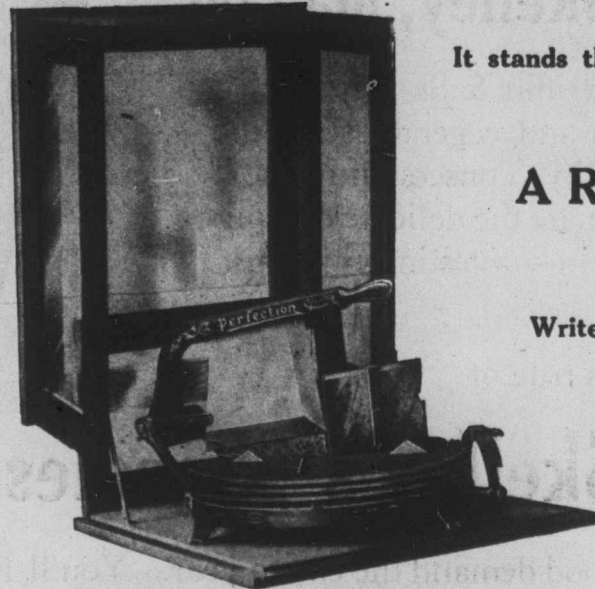
(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter  
worth having

## A REAL COMPUTER

and, yet simpler than all  
others in construction  
and operation

Absolutely no figuring  
to do.



It stands the test for durability, for it  
lasts a lifetime.

## A REAL PROFIT SAVER

Write for Prices and Terms.

We have special combina-  
tion prices with cabinets  
and pedestals.

IT SAVES  
ITS COST in a  
few months and  
lasts a lifetime.  
BUY IT NOW.

**AMERICAN COMPUTING  
COMPANY**  
HAMILTON, ONT.

IF BUSINESS  
is BAD or GOOD,  
you need a PROFIT-  
SAVER.  
BUY IT NOW.

In our Prohibition Provinces and elsewhere, most  
people are delighted with this delicious beverage.  
And so are dealers, for

## Hop Malt Beer Extract

sells quickly and sells well, wherever presented.  
Helps anyone to make a most delightfully flavored,  
genuine wholesome Lager Beer at home. Con-  
forms strictly to Temperance Act. No license  
necessary. Agents still required in many places.  
Write at once.

**HOP MALT COMPANY**  
Dept. S. Beamsville, Ont.

## PAPER BALERS



ALL STEEL  
**CLIMAX**  
FIREPROOF

"Turn Waste Paper,  
Cardboard, etc., into  
money."

Write us to-day.

**Climax Baler Co.**  
Hamilton, Ont.

## Why Keep Your Customers Waiting?



No. 35

### The Elgin National Coffee Mill

eliminates all that adjusting and  
waste of time so common with the  
old-fashioned mill. The Elgin grinds  
the coffee quickly, easily, and in  
just the degree of coarseness that  
your customer likes best. There is  
no tedious adjustment; the mill can  
be regulated while running.

We have just the right mill for  
your store. See full description in  
our new list. Mailed you on re-  
ceipt of a postcard asking for cata-  
log No. 24C.



No. 40

**WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.**

## More Dollars

You can make "Dollars Grow" out of your *spare*  
*time*. Spare-time efforts have made hundreds  
of dollars for MacLean Representatives. To-day  
there are in Canada, men and women, who find  
that our proposition worked for an hour or two  
daily provides for many of the added luxuries of  
life. You supply us the time,—we'll supply  
you the money. Write for full particulars.

**The MacLean Publishing Co., Limited**  
Dept. M, 143-153 University Avenue, Toronto, Can.

If any advertisement interests you, tear it out now and place with letters to be answered.

Say to your customer :

**“Griffin & Skelley, madam”**

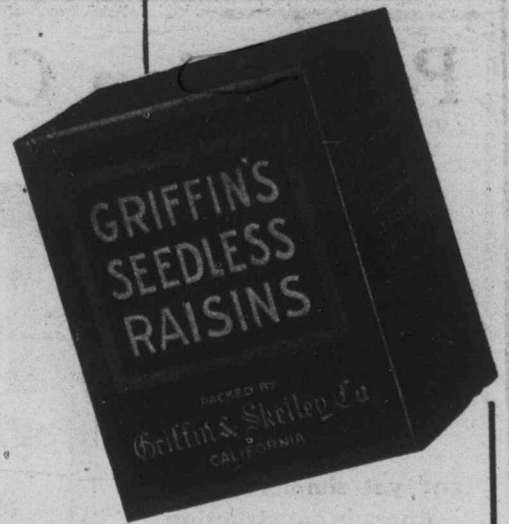
She knows that Griffin & Skelley's dried and canned fruits and vegetables are the very acme of quality; consequently she'll be quick to appreciate the delicate compliment you pay her in suggesting this high-grade brand.

Particularly is this true of

## Griffin & Skelley's "Seedless" Raisins

This line is in good demand the entire year. You'll find it far more acceptable to your trade than any other raisin line you can suggest.

*Your jobber can supply you. Ask him.*



### The Real Live Selling Line

is what you want—H.P. Sauce is what you are looking for.

It is well advertised, and sells freely.

*Your customers are delighted with*

# H.P.

# SAUCE

W. G. Patrick & Co., Ltd., Toronto, Montreal, Etc.  
R. B. Seeton & Co., Halifax, N.S.



Cleans  
Scours  
and  
Polishes  
Baths  
Sinks  
and  
All  
Enamel  
Ware.



Mr. Merchant:



Note the name and the package.

You will stock this line some time. Why not now?

Manufactured by

THE B & L MFG., CO. Ltd.

SHERBROOKE.

If you were absolutely sure that Red Rose Tea was the best tea on the market and that it would please more of your customers than any other tea, you would certainly make a special effort to recommend it.

*Your wife will prove this to you if you take a package home to-day.*

**T. H. Estabrooks Co., Limited**  
 St. John, Toronto, Winnipeg, Calgary



# GOLD DUST

## SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE V. K. **FAIRBANK** COMPANY  
 LIMITED  
 MONTREAL

**“Let the GOLD DUST TWINS do your work.”**

*If any advertisement interests you, tear it out now and place with letters to be answered.*





**Makes Good Profits for You**

Every time you sell a package of Keen's, you build for the future. Display it prominently on your shelf and counter. This will help your sales. You can recommend it always without any hesitation. The makers stand back of it.

**Magor, Son and Company, Limited**

191 St. Paul St. West, MONTREAL      30 Church Street, TORONTO  
 AGENTS FOR THE DOMINION OF CANADA

**Mutual Purchasing Company, Limited**  
 Purchasing Agents and Importers

Groceries and Green Fruits      Buying Agents for the Undermentioned  
 Wholesale Grocery and Fruit Houses.

**WHOLESALE GROCERY HOUSES**

- Alexander Grocery Co., Ltd.....Camrose, Alta.
- Brandon Grocery Co., Ltd.....Brandon, Man.
- Camrose Grocery Co., Ltd.....Camrose, Alta.
- Crown Grocery Co., Ltd.....North Battleford, Sask.
- MacLean Grocery Co., Ltd.....Regina, Sask.
- Medicine Hat Grocery Co., Ltd..Medicine Hat, Alta.
- Moose Grocery Co., Ltd. ....Moose Jaw, Sask.
- Red Deer Grocery Co., Ltd. ....Red Deer, Alta.
- Simington Co., Ltd. ....Calgary, Alta.
- Swift Current Grocery Co., Ltd..Swift Current, Sask.
- Weyburn Grocery Co., Ltd.....Weyburn, Sask.
- Yorkton Grocery Co., Ltd. ....Yorkton, Sask.

**WHOLESALE FRUIT HOUSES**

- Acme Fruit Co., Ltd. ....Calgary, Alta.
- Bright Emery Co., Ltd. ....Winnipeg, Man.
- Canadian Fruit Co., Ltd. ....Moose Jaw, Sask.
- Early Fruit Co., Ltd.....Saskatoon, Sask.
- Kerrobot Merc. Co., Ltd.....Kerrobot, Sask.
- Lethbridge Merc. Co., Ltd.....Lethbridge, Alta.
- Northern Fruit Co., Ltd.....Saskatoon, Sask.
- Pioneer Fruit Co., Ltd.....Brandon, Man.
- Portage Fruit Co., Ltd. ....Portage, Man.
- Prince Albert Fruit Co., Ltd....Prince Albert, Sask.
- Rex Fruit Co., Ltd.....Moose Jaw, Sask.
- Rogers Fruit Co., Ltd.....Winnipeg, Man.
- Royal Fruit Co., Ltd.....Edmonton, Alta.
- Sterling Fruit Co., Ltd.....Winnipeg, Man.
- Stockton Mallinson Co., Ltd.....Regina, Sask.
- Walker Fruit Co., Ltd.....Weyburn, Sask.
- Lloyd Fruit Co., Ltd.....Regina, Sask.
- Mitchell Fruit Co., Ltd.....Calgary, Alta.
- Brown Fruit Co., Ltd.....Edmonton, Alta.

We invite Correspondence from **Manufacturers and Shippers**

**Mutual Purchasing Company, Limited** 401 ROSS AVENUE WINNIPEG, MANITOBA

E. NICHOLSON, General Manager

*If any advertisement interests you, tear it out now and place with letters to be answered.*

# CANADIAN GROCER

Vol. XXXI.

TORONTO, JULY 6, 1917

No. 27

## Modern Equipment as Business Builders

A Champion of Cash Trade, Has Added Effectiveness by the Consistent Use of Time-saving Devices—How Cutting Down the Labor of Clerks Has Meant Better Service to the Customer—A Word on the Value of Auto Delivery.

**T**HERE is a vast amount of differing opinions as to the wisdom or unwisdom of a strictly cash business, and it is possible to get either view enthusiastically championed.

Among those merchants who have adopted the cash system and have proved to their own satisfaction that it is the best method of business is the firm of Fielding and Son, of Sandwich Street, Windsor. The firm does not do an entirely cash business, but it is so close to it that Mr. Fielding calls it a cash business. In the few instances where credit accounts are carried they have to be settled promptly and in full, for Mr. Fielding does make it a principle to carry no balances from month to month.

About two years ago it was decided to change the system of doing business from a credit basis to a cash basis. The result of this two years' experience induces Mr. Fielding to believe that the cash system has too many advantages over the credit system for him ever to return to the other method of business. More than that it has proved of financial advantage to him. In the two years that this plan has been in operation, they have done better than during the past sixteen years of their business existence. The idea of a cash business with Mr. Fielding, however, was something more than the idea of protecting himself against loss. He found that he could buy far more advantageously when he bought with the money in his hand as it were. There are plenty of fine chances that are awaiting the man who pays spot cash, in his way of thinking, and this is the idea behind both his buying and selling. He is able to buy at advantageous figures, and he gives his customers the benefit of this. Therefore he believes that both store and purchasers stand to benefit by the change. By purchasing in large quantities and watching the market care-



The three delivery trucks that have proved good business for Fielding & Son.

fully he finds that he can usually get a little the edge on the current price and the customers benefit.

It is Mr. Fielding's policy, too, to go after customers with a good strong advertising campaign, letting them know that they are going to profit. These advertisements appear twice a week, on Mondays and Thursdays, and have proven a great drawing card for the store.

### Keeping Stock Moving by Judicious Advertising

Not only do they feature attractive prices that are bound to catch the public attention, but they are arranged to help move items that are inclining to drag. Whenever one commodity shows a tendency to hang behind the others, it is booked for attention in the next advertisement, and by this method of calling attention to these lines, the trying problem of just how best to handle dead stock, or stock that is in the process of dying has been largely eliminated.

### A Simple Check on Sales

The store has a simple yet effective method of looking after sales. All payments are made direct to the store office. Slips noting the amount to be charged are given to the customer by the clerk serving them. The customer takes these to the office where the necessary change is made by the cashier, the ticket is marked O.K. and the check is then returned to the serving clerk before the parcel is

delivered. In this way it is possible every night to accurately check over the transactions of the day. The cash received must of course agree with the total of the clerks' check stubs. One cashier is able to handle this work, and the mere matter of the clerks not having to make change, not only avoids a number of mistakes that

are otherwise bound to occur, but releases the clerk more quickly for other work.

### Using Modern Devices to Save Labor Charges

The matter of substituting time-saving devices for the labor of clerks, and thus being able to do a much heavier business without any increase in the staff, is quite a hobby with Mr. Fielding. To get good responsible clerks, and surround them with every available modern device for making their service effective, and by so doing add to their efficiency, appears to be good business. It is the sort of good business that adds to the comfort of the customers, and adds generally to their respect for the store. It means prompt service, by eliminating a lot of old and toilsome activities, and cuts down the time required to serve a customer to the minimum. This is one way of gaining the customer's good will, and Mr. Fielding has found it a very satisfactory way. Modern bin counters and refrigerators, silent salesmen display cases bring the goods attractively to the attention of the customer, while at the same time keeping them easily within reach of the serving clerk. Cutting machines saves the large wastage that is represented by the ends of meat that so often eat up the profit obtainable without the merchant becoming aware of this fact. Electric coffee and meat grinders and modern scales, not only add to the modern appearance of the store, but



The Staff of the Fielding & Son Store, Windsor, Ontario.

each in its own way assures a better service rendered.

Still another item of business that probably in itself carries the greatest possibilities of satisfaction or dissatisfaction of any one single item in the modern store, is the matter of delivery. Here again Mr. Fielding has found it good business policy to give the very best service that the best of equipment could provide. For that reason there has recently been added to the store's equipment three auto delivery cars that enable the store to give a prompt and speedy service anywhere. Mr. Fielding has found this a very successful venture. The use of these three trucks have enabled them to get their deliveries out in just about half the time.

They employ competent drivers who know something about a car, and by so doing it has been found that the cost is no higher than the old time delivery by horse-drawn vehicle. The store will do an average business of \$1,000 every Saturday, which represents a very substantial business, the better part of which, of course, has to be delivered. That is a big undertaking, and one that was impossible to handle without encroaching on the Sunday hours by the old method of delivery. With the auto delivery, however, there is a great improvement in the service and by 11 p.m., the cars are back in the garage, and the service has been far better handled than would have been possible under the old system.

In figuring the profits to be made on the business, Mr. Fielding estimates his charges in this way: Advertising 1½ per cent.; delivery, 3 per cent.; other fixed charges less than 7 per cent., a total of between 11 and 12 per cent., while they figure on getting 15 to 17 per cent. of profit above cost.

There will be those who disagree with Mr. Fielding's contention that a strictly cash business is the most effective business method, but there are many other ideas in this story of his store methods that will have the heartiest approval of all wide awake merchants.

## Commission Will Investigate B.C. Canneries

### Conditions Detrimental to the Financial Success Will be Considered—Rapid Growth of Small Canneries, Licensing of Fishermen and the Bonus System Are Among the Most Important Questions to be Considered.

FOR some time past British Columbia fishing and canning interests have been vigorously opposing any suggestion on the part of the Government of any change from present systems and have been just as vigorously urging a commission of disinterested business men to go thoroughly over the ground and investigate the requirements of the actual situation.

Such a commission has now been appointed, and its personnel represents men that should be capable of a broadminded handling of the various questions under discussion.

The members of this commission are J. T. James, of Toronto; W. Sanford Evans, of Winnipeg, and H. B. Thompson, of Victoria, B.C.

The commission will begin its work practically immediately, Mr. James having arranged to leave Toronto Sunday night and will meet his confreres at the Coast. It is expected that their deliberations will take the better part of six weeks.

The main features of the fishing activity of the coast that will come under the observation and discussion of the commission is the practice of granting almost a limitless number of cannery licenses to operate canneries and the practice of licensing fishermen and appointing them to one particular factory.

#### Too Rapid Growth of Canneries

The canning interests have been complaining of recent years against what they claim is an unjustifiable increase in the number of canneries, which they claim is militating against the best interests of the industry. The supply of fish is barely sufficient to meet the requirements of some of the earlier and

larger factories, and the springing up of so many smaller companies, all of whom enter into competition for a supply of fish that is actually insufficient to meet the actual needs, it is claimed is compelling many of the factories to run at an actual loss, so that the cannery business on the Pacific Coast according to those most actively engaged in it has fallen upon rather sad days. Whether the commission will have power to act on this matter is not known, but in any event their findings on this phase of the situation would certainly go a long way toward remedying the difficulty.

The question of fishing licenses is also a matter of a good deal of moment. In the past it has been the custom to grant a certain number of fishing licenses and to apportion these to different canneries, thus possibly a cannery has 100 fishermen who are precluded from selling to any other party or for any other purpose. This, it is claimed, though not by the canneries, has had the effect of curtailing competition, and made the fishermen practically dependent on the canneries.

Because of the actual scarcity of salmon there has grown up a bonusing abuse that is not, it is believed, in the best interests of the business. For instance, a fisherman may be bonused say 2½ per cent. for bringing all his fish to one cannery. Competition being so keen he is certain to get a very fair market value for his fish in any event, and the bonus represents an extra charge that the canneries have to make in order to ensure their pack, that really is an unwarranted charge against the costs of production.

To meet this difficulty it has been suggested that the fishermen might be given

a stated sum. It would probably be difficult to get the fishermen to agree to such a scheme, and as any disagreement with the fishermen right in the heart of the canning season is not to be thought of, it is hardly likely that such action would be taken.

These, however, are some of the prob-

lems that the commission will be called upon to investigate.

Mr. James, when seen by the representative of the CANADIAN GROCER, stated that he had only been notified of his appointment a few days previously, and had had no opportunity of looking into the matter at all carefully, nor had

he been in touch with any of his fellow-commissioners regarding the subjects likely to be investigated. He admitted, however, that from his present knowledge, the subjects mentioned above were likely to constitute the main points of investigation, though many minor points would naturally be considered.

# What to Do With a Sick Business

## Cut Out the Dead Wood—Gather Money-Capital — Curtail Credit — Reduce Rental Expense—Make Haste Slowly.

By Henry Johnson, Jr.

**T**HIS intimate letter comes from a point about as far as possible from Ontario; but because it is so intimate, I want to use it as it stands so that we may reach the meat of the nut, I date it from

Ontario, March 25, 1917.

Dear Sir,—Seeing in the CANADIAN GROCER that you had given a man some advice on his business, I ask for an opinion on mine, which has me guessing.

I have been here two years and took over the above business which was an old-established one and had done a large turnover in earlier days, but was let run down through indifferent management. When I took the business it was turning \$34,000 to \$35,000, and they had a staff of 3 men in grocery, 1 girl at china, 1 man in back shop—flour and feed—2 drivers, 4 horses, and 1 bookkeeper; a wage roll of \$84 per week. I have cut this to \$54 and got rid of two horses and one driver, one man in store, and cut out man in flour and feed, which does not pay at all, but a certain amount has to be kept for farmer accommodation.

After doing my hardest, and turning over nearly \$38,000, I was away on the short side and I am at a loss to know how to get over the trouble. There is no cutting here. Most of us agree on certain prices and stick to it pretty well, but in a town of this size there only seems to be about so much to go round. We have 31 good stores here, and a few little corner ones springing up all the time owing to the munitions works coming here which is to employ 1,400 hands.

China is not paying and takes up one side of the store. Made \$720 last year and carry about \$2,800 stock, which is not turned over once. Wages were about \$320; interest on money, \$190, leaving only about \$210 for rent for half the store and part of cellar.

Now it has been suggested to me that I get rid of the china, rent back store, put in a butcher's department in place of china, and go after the cash business. What do you think of this idea? The people here are very tight buyers and always on the lookout for bargains; and I am led to believe there is a whole lot of cash in the town if it were got after.

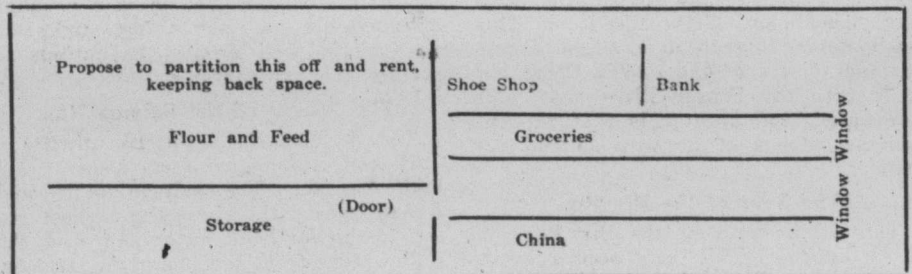
I did about \$20,000 cash and \$1,700 (\$17,000?) credit last year. To turn it into cash would mean a loss, or partial loss, of \$1,700 (\$17,000?)—not all of it, for

I would try to hold the R. R. trade and give them credit as usual. As my capital is limited the suggestion was to rent part of the store to a good live butcher, but I see difficulties in this, because then the store is not your own and he might not want to run it on my lines. I have always had a well-kept store and my windows cannot be beaten in this town at any rate. I had no trouble in building up a business from \$18,000 to \$50,000 in Blankton, but I cannot seem to make the jump here; there is not enough of the good class trade which I have been used to, so it seems one has to get after the volume. The rent is very high—\$11,000 (?) including taxes. There is a by-law saying that no butcher can have for sale or expose or keep any groceries, tea, or canned goods. I am not sure under this that I can open up along those lines, but might induce a druggist to take that side.

I have enclosed a rough sketch of the store and would be glad to have your opinion. Don't want to give up if there is a chance of pulling through. Some people think the munitions will work wonders here, but I am not so sure that it will do all they expect. I know it will start a lot of small shops on the corners of back streets. If I cut, there are two or three old established men here who could give me a pretty lively turn if they felt so disposed. They may sit back and laugh at a cash proposal as some have done before, and let a man get his fill. Any advice will be greatly appreciated.

Yours truly,  
H — J — F —

Side Street



### Statement a Bit Incomplete

My friend's letter evidently was written hurriedly and is not complete enough for me to feel entirely sure on all points; but there is enough there for a begin-

ning of a diagnosis and suggested treatment.

First, there are sales of \$38,000. Then there was \$20,000 cash. So there must have been more than \$1,700 credit. Maybe he meant to write \$17,000, for there are several "abouts" which admit of variations in exact amounts. Or perhaps he means to say that he has \$1,700 outstanding.

Second, he says his rent is \$11,000. Surely, what he means is \$1,100. For with \$11,000 he would be beaten before he started with a rental equivalent to nearly 29 per cent. on sales. A rental of \$1,100 would be just under 3 per cent., and that is high enough in all conscience.

Third, I have no means of knowing exactly what his expense-ratio is, except as I can approximate it. There is wages of \$54 weekly, or \$2,808 a year; rent, \$1,100; his salary or living, say, \$900; interest evidently he figures at 7 per cent., but let us estimate 6 per cent. and say his total investment is \$8,000, and we have a charge here of \$480; allow 1 per cent. for advertising, which is probably more than he spends, and we have \$380; and other items very probably run to fully 3 per cent., or \$1,140. Here we have a total of \$6,808, or just a fraction over 18 per cent., including losses, depreciation and shrinkages.

Taking one thing with another, allowing for my estimates being strong here and weak there, I feel quite sure that 18 per cent. is not far from the actual expense account of this business. But my friend is in a position to know how near I am to the facts, so can get something out of the estimate.

Now, if he were running all departments profitably, he should make 20 per cent. on the average. That would leave him 2 per cent. to carry to net gain. That  
(Continued on page 28.)



Salmon Fishing Boats at the Mouth of the Fraser River, B.C.

## Romance and Business of Salmon Run

Some Information Regarding the Peculiar Phenomenon of the Big Run on the Fraser River—Some Explanations of This Peculiar Circumstance—A Word About the Various Kinds of Salmon—How the Salmon is Canned—A Word Regarding Present Prospects For the Big Run This Year.

**F**IFTY years ago in all the 7000 miles of sea washed shores of the Pacific Coast there was only one cannery and the fisheries were represented by only a few scattered vessels. To-day the fisheries of British Columbia represent yearly asset of upwards of \$14,000,000 and are the largest item in the fisheries of a country that stands well at the head of those countries which boast of huge fishery resources.

The salmon fisheries are the greatest asset of the province of British Columbia, and the salmon from the canneries on the Fraser and Skeena Rivers, River Inlet and Naas River have gone to every part of the civilized world.

Of the great fishing rivers of the Pacific Coast the Fraser stands far at the head. It is one of the great fishing rivers of the world and the one that is connected most intimately with the peculiar phenomenon of the Big Run. This phenomenon is seen in a slight degree in other rivers of the Pacific Coast but it is with the Fraser River that it is associated, and here it is that the enormous catches of Sockeye salmon are made.

### The Year of the Big Run

This is the year of the Big Run, as it is known. This run occurs every four years. There has been a great deal written about this peculiar phenomenon ever since 1768 when the peculiarity of this river was first noticed. None of the romantic suggestions that have been woven around this phenomenon

have had the benefit of proof, and so the real reason for the return remains unknown. The young salmon after they have made their trip down the river spend the better part of their four years in the sea. The romancers have it that they in some way hear their parent river calling to them from far at sea. It is a poetic idea but the probability is against it. The more likely solution is that the salmon have never moved farther than 20 to 100 miles from their parent river. So when the spawning season comes with the impulse to seek the cooler water of the rivers they are not far from the river mouth and so they come in contact with the cold water of their parent river that in this way surely calls them. Even if you set aside the idea, that a special instinct calls the salmon home to the place of its birth, there is yet in this peculiar circumstance a something unknown that might well arouse the curious to picturesque explanations.

### The Season of the Salmon Run

The main part of the run starts in July and is in force from then on till mid August. The salmon male and female ascend the river, the earliest going to the far head waters, to meet the cool waters from the mountain streams, for the salmon will not spawn until the temperature is as low as 54 degrees. There in water one to four feet deep, the male scoops out a gravelly bed where the female lays the eggs, the male then covering them with milt. This done the

parent pair begin to drift down the river, just drifting tail foremost making no effort to reach the sea, no matter at what distance they may be from it, and in a week or two weeks all die. The young salmon mature in somewhere between 120 and 180 days and in due season seek their way to their natural element the sea, not to return to the river again until the season of their maturity. Of the life of the young salmon little is known. It is not definitely known how long they remain in the river before they finally seek the sea, nor is anything known of their feeding grounds in the ocean. It is presumed that leaving the river they make for the open sea, and remain there until their spawning season comes, for they are never found in the inland bays of the coast.

### Will the Big Run Come This Year

The sockeye is a four-year fish. This means that the fish spawned in the Fraser in 1913 will return to the river this year to spawn and this year according to the calendar is the big year. Whether it will be this year or not remains to be seen. Not that the Sockeye has changed its nature, but that circumstances four years ago were disastrous to the spawning salmon. The Canadian Northern Railway was blasting its way along the banks of the Fraser, and much of the debris was thrown into the already swift waters of the river. In this way many of the rest-

ing places used by the salmon in their long journey up the river were filled in and the salmon were unable to make way against the stream. Realizing the danger the British Columbia Department of Fisheries spent hundred of thousands in the building of a fish way to help the salmon past these swifter places. This was only partially successful and hundreds of thousands of fish died before they were able to reach the spawning grounds. For this reason there is a strong feeling that the beds were only partially seeded and that the Big Run for this year at least will not materialize and that the finest of the canning fishes will be still more at a premium, than in the past.

**A Word About the Varieties of Salmon**

There are five varieties of salmon caught and packed on the Pacific coast. Among these the Sockeye is the only one in which the phenomenon of the fourth year run is noted. Of them all to the Sockeye stands well at the head of the list. The Sockeye is a fish weighing on an average 3 to 10 pounds though greater weights are sometimes found. One of the reasons for the preference for this fish is the color of the flesh which is a deep and unfailling red. They enter the Fraser river as early as April, but they are not taken till July and the run is at its height during the first ten days of August. The spawning period extends from August to as late as October.

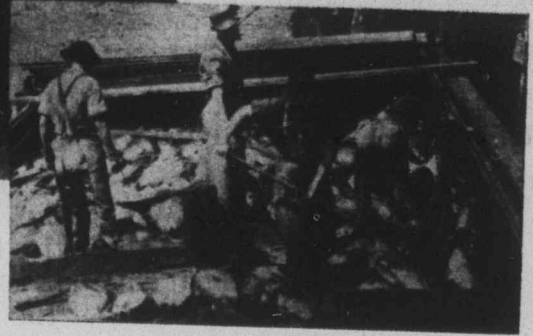
**The Red Spring of Uncertain Color**

The Quinnot or Red Spring salmon is the variety of next importance. It is a much larger fish than the Sockeye ranging from 18 to 30 pounds, while specimens have been discovered that reach 100 pounds. This was for many years, the first and only salmon used for canning. In the spawning season it becomes almost black in color. The thing that militates against the favor of this particular variety is the uncertainty regarding the color of their flesh, which runs all the way from a deep red to a light pink, and sometimes almost to white. Not that this actually affects the food value of the fish. They are no less rich in flavor or oil than the redder colored varieties but the demand has been for the colored varieties, and therefore the canneries are disposed to be prejudiced against them. The run in the Quinnot begins early in the spring and continues till about August.

The Silver salmon known to the trade as "Coho," has of late years become a



Interior of Salmon Cannery.



Unloading Salmon from Scow.

considerable factor in the canning products. In size it is about the same as the Sockeye ranging on an average at from 3 to 8 pounds. Their season is the fall, the run on the Fraser occurring in September and October.

The Dog salmon or "Chum" averages in weight from 12 to 15 pounds. Until a few years ago these salmon were considered valueless, but of recent years they have been caught in large numbers. They are mainly used for oriental trade, a big business having grown up with Japan in dried fish of this variety.

**The Humpback Salmon a Two year Fish**

The Humpback salmon or "Pink" is the smallest of the species found in Canadian waters it ranges from 3 to 6 pounds. Every second year there is an abundant run of these fish, that come in just at the end of the Sockeye run. These fish too were formerly considered of little value, but the great increase in the demand for all canned fish, has made them quite a factor in the business.

**The Improved Canning Methods**

With the growth in the importance of this great industry there has come also a wonderful improvement in the handling of this product. Work that was formerly done by hand, by Chinese, Japanese or Indians, is now almost entirely done by machinery. The salmon are taken from the boats by conveyors which deposits them on a table close by a machine that is called the "Chink," after the oriental gentleman whose place it has taken. It is a machine fitted with an intricate arrangement of knives and

cutters. This machine dexterously slices off heads, tails and fine, scales the fish, slits it and removes the entrails. It then passes to the cutter where it is shaped in pieces to fit the cans. During all these operations water is constantly playing on the fish, so that it is thoroughly cleaned. The fish is then packed in cans that are soldered as they pass along a belt. They are then passed through test tanks, where any defective cans are detected by rising bubbles. It is then placed in retorts and cooked at a high heat. From there it passes to the packing and labeling rooms for its final handling before it goes to the distributor.

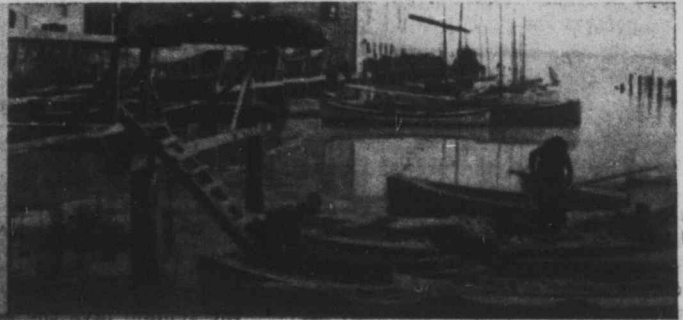
**The Canning Situation**

Now what about the canning situation in British Columbia for this year. The general belief is that it will be light. So light some expect, that there is a good deal of doubt whether there will be sufficient supply for the canneries to work at a profit. Most of the canneries have anticipated this condition, and have made no provision for a large run, so that should it eventually transpire there is the other possibility that they would be without the necessary materials to handle it.

There are others who look with gloomy eyes on the future of this great industry. They claim that the waters are being gradually depleted, and men whose judgment is sound are urging the wisdom of closing the river for three years to come to allow the salmon to repopulate the waters. This is probably



A fishing wheel on the Fraser River, B.C.



A British Columbia cannery wharf on the Fraser River

an over gloomy outlook for while the salmon have undoubtedly been taken in great numbers, the government has stepped into the breach and is carrying on a great fish spawning industry, so that young fish may be produced without the dangers of the hazardous trip to the spawning grounds. There is unquestionably however, a serious situation fac-

ing the British Columbia canneries in the probable short run, combined with the enormous increase of all the necessary commodities and labor. On the other hand there is this bright side that the demand for these goods is unwavering and will unquestionably handle at good figures everything that can be produced this year.

## WHAT TO DO WITH A SICK BUSINESS

(Continued from page 25.)

would be \$760; and that would equal 9½ per cent. on his capital to be carried into surplus account. That would not be big, nor even normally satisfactory; but he would thereby have his living and a real profit, and so would be better off than most storekeepers.

But evidently—very palpably—he is not doing anything like that. For his flour and feed is unprofitable; and his china is all of that, or worse.

### What to do?

Traders in stocks have a rule of conduct of which we always can take heed. "Take a loss quickly," they say, and, "The first loss is the least loss." When they see things going against them, they close out at once and thereby stop from getting in worse. Let me put this in few words, since space is limited; but I hope you will read this over several times and believe that I emphasize every word.

Make it a rule of your life to stop doing anything which does not pay. Business can afford few "accommodation departments." So close up the door to storage and make a diagonal passage with door across corner of space now devoted to flour and feed; then rent that entire side street space instead of stopping at the dotted line. The diagonal door will give you access to storage into your grocery section; and that storage space must serve for all your flour and feed, for your cellar is enough for surplus stock—probably too much. I suppose you can get \$20 to \$25 a month for the side street space.

Next, clean out the china. Sell it by pushing hard. Get any old prices on what does not move out by usual sale tactics. Sell the odds and ends to anybody anywhere, at any prices—just get your capital out of it as speedily as possible.

Then you will have a full half of your store which you can rent to a butcher—a scheme which appeals to me as very sound and suitable, provided you can do it right. My suggestion would be that you arrange a moveable partition down the middle of the store, so the butcher can be completely cut off from your store at nights, or when you are not there; and let the butcher have his space as an entirely separate business. Do not mix with him at all. You should get \$400 a year, \$33.33 per month from him; and may let him sink his ice box through the back partition, though he should have all the room he needs without that.

I shall write a little more next week, for my space is now exhausted. Meantime, think this over.

## WELL WORTH THE MONEY

We are very much pleased with your publications and think the GROCER especially is well worth the money we pay for same. **WOODMAN & McKEE,** Coaticook, Que.

## Further Discussion on Question of Vinegar

### An Interesting Letter in Response to an Article That Appeared in a Recent Issue in Which the Writer Energetically Challenges the Opinions of the Former Writer—A Discussion That Should Lead to a Better Understanding of the Product.

SOME little while ago we published a brief article by Alby Robinson, of Woodstock, outlining his idea on the question of vinegar. We are in receipt of a letter from M. W. Graves & Co., of Bridgetown, N.S., who, in vigorous language adopts an entirely different viewpoint. As we published the one opinion, we are glad to give equal publicity to the opinion of a champion of cider vinegar.—Editor's note.

Bridgetown, N.S., June 24, 1917.  
Editor CANADIAN GROCER:—

Dear Sir,—We notice in a recent issue of your valued paper, an article headed "Spirit vs. Cider Vinegar," by Mr. Alby Robinson, Woodstock, Ont. The only outstanding feature of which seems to us to be the entire lack of knowledge of the subject this gentleman has undertaken to discuss; and any one having the slightest knowledge of vinegar making or fruit raising would regard this article as an attempt to advertise spirit at the expense of cider vinegar, which has so far overreached its aims as to defeat its own purpose, not a single sentence of the contents being in accordance with the facts.

Your correspondent, in describing what he terms "the Government Analyst's claim about cider and spirit vinegar," quotes this authority as saying that spirit vinegar "is brewed from grain." The only vinegar brewed from grain is malt, and the description given of spirit vinegar by the Government analysts will be found in section 5 of the Order-in-Council of December 19, 1913, as follows, viz.: Spirit vinegar; alcohol vinegar; grain vinegar is made by the acetious fermentation of dilute alcohol.

The statement that spirit and cider vinegar of equal acetic strength have the same preserving quality is not correct, as cider vinegar contains, in addition to acetic, malic acid and other preserving qualities which are absent in spirit vinegar.

The Government supervision referred to by your correspondent is for the purpose of collecting the proper amount of revenue on the spirits used from the bonded warehouse, and is no special guarantee as to quality or age of the vinegar when marketed. The bonded warehouse may be large or small according to the circumstances of the proprietor, and in many of these establishments, vinegar is

marketed as fast as it comes from the generators, and no attempt is made at "ageing."

With reference to Mr. Robinson's assertion that "Cider vinegar is made from decayed and wormy apples, shovelled from the ground, where hogs, sheep and cattle are pastured," this statement is too absurd to need comment, as any of the animals named would consume all apples within reach and destroy the trees, were they allowed to roam in orchards. No modern orchardist would allow such conditions to exist on his premises.

"Decayed and wormy apples" will not make a marketable cider vinegar; the great bulk of apples used in this business are hand-picked fruit of good quality, from the warehouses where apples are packed for foreign shipment.

To get good results, the manufacturer of cider vinegar requires to exercise great care in the selection of fruit and handling of cider, after made, during the process of fermentation and oxidization, as any decayed matter or mold will destroy either process and cause trouble in the generating.

All authorities of recognized standing on the subject of vinegar, place cider vinegar in a class next to that of grapes. Paul Hassack, an expert in vinegar fermentation, editor of the Vinegar Bulletin, New York, in his issue of January last, says of the apple: "Its juice, when extracted, makes a delicious beverage, sweet or fermented, and for vinegar it is the only standard to go by."

Being engaged in the manufacture of cider vinegar we can say that any attempt to produce this article on a commercial basis from the quality of apples described by Mr. Robinson is foredoomed to failure, as nothing but cider free from mould and decay will give satisfactory results. The same care is required in the process of fermentation and filtration for vinegar as for the best cider beverages.

Trusting you will find space in your valued columns for this refutation of a manifestly unfair and misleading article, we remain,

Yours truly,

M. W. GRAVES & CO.

Per J. W. Salter.

## Set Sales Price in Face of Order-in-Council Canada Sauce and Vinegar Company Refuse to Abandon Their Contract Despite Mr. O'Connor's Threat That He Will Take Action Against Them—Nothing Heard From the Commissioner For Some Months Past.

The Canada Sauce and Vinegar Company was incorporated on June 21, with a capital of fifty thousand dollars, which is divided into five thousand shares of ten dollars each. The head office of the company is at 519 King Street West, Toronto.

This company has come into some considerable prominence prior to incorporation, owing to their price contract, that Mr. O'Connor claimed was a direct infringement of the terms of the Order-in-Council.

The contract of the company provides an iron-bound selling price that is maintained with the wholesaler, through them to the retailer and so on to the consumer, and provides a forfeiture clause, that annuls all contracts when once any infringement of this selling price is proved. More than that, the wholesale contract provides that any wholesaler must refuse to sell the product to any customer when notified by the firm that this customer has broken his contract and has sold below the agreed upon figure.

Mr. O'Connor early in March got wind of this contract and notified the president of the company, W. W. Leith, that he must at once cancel all contracts then in force, and from then on sell in the open market. Mr. Leith consulted his solicitors, Mulock, Milliken, Clark and Hedman, who wrote Mr. O'Connor championing the case of their client. Mr. O'Connor's reply was a statement that the contract of the company was illegal and must be discontinued. In this reading of the Order-in-Council the company's solicitors were unable to concur. They pointed out that there was no effort to increase the price of the product by this contract, but rather the reverse. As Mr. O'Connor still remained of the same opinion, the company was advised by its solicitors that their position was sound, and that they should maintain their position despite Mr. O'Connor's judgment.

Mr. O'Connor's letter stating that he would in due season take action against the company on the ground that they were conspiring to restrain trade was dated April 10, and since then nothing has been heard regarding the matter. In the meantime the company has notified all its customers that the contract is still in force and must be rigidly adhered to.

### TO PUT TOBACCO BUSINESS ON A SOUNDER BASIS

The Tobacco Merchants' Association of the United States have started a great campaign to put the tobacco selling trade on a sounder business basis. It is claimed that the matter of price cutting has become such a menace in this trade that retailers are practically mak-

ing nothing on their business. Legitimate price cutting, the association members feel, is all right, but in the tobacco industry it has gone somewhat beyond this. The cut prices of yesterday are the accepted prices of to-day; nobody considers them a cut and nobody looks upon them as a bargain, and consequently the tendency has been to cut prices far beyond a reasonable level.

Therefore the association has decided on a nation-wide campaign to bring about a readjustment and to put the business on a better footing.

### SHOULD ORDER WHOLE WHEAT FLOUR

Hon. W. R. Motherwell, Saskatchewan Minister of Agriculture, advocates the prohibition by the Federal Government of the manufacture of white flour and of the use of grains for the manufacture of liquor. He recently stated that it was nothing short of national scandal that nothing had been done when the world was confronted with a possible bread famine within the next year. He stated that only ideal conditions would ensure even an average crop in Saskatchewan,

and urged that the Ottawa authorities should order the sole use of whole-wheat flour which would increase the quantity and food value of the wheat crop by 20 per cent.

### SHOULD ADOPT WAR FLOUR IN CANADA

At a recent gathering of the Board of Grain Supervisors in Winnipeg, a recommendation of the Dominion Millers' Association urging that Canada adopt war flour similar to that used in Great Britain was under discussion. W. E. Milner, manager of the Maple Leaf Milling Company, stated that the problem was either to establish a flat price or a minimum price, believing that by this means a fair price could be guaranteed to all. He contended that the option market might then be opened and the whole machinery of the grain business maintained.

### NOT TO FOLLOW AUSTRALIA

In the English House of Commons it was recently questioned as to whether in view of the fact that the Australian Government had commandeered wheat for the use of the Empire, that the estimated exportable surplus of 80,000,000 bushels in Canada would be asked for. Bonar Law replied that the question of wheat supply from Canada had been discussed with the Canadian Government and that it was not proposed to adopt the suggestion. The same system of control was declared to be unsuitable in view of the geographical differences between the two colonies.

## Beware the Ever Present Trading Stamps

It has been brought to the attention of this paper that a new scheme is in operation in several cities of Western Ontario that is a direct Contravention of the Trading Stamp Act.

A goodly number of merchants have been caught, by what appears to be a novel advertising scheme. Though not resembling the old time trading stamp, this scheme is none the less a type of trading stamp and as such renders the merchant using it liable to prosecution.

The Trading Stamp Act provides, that any trading stamp, cash receipt, or premium ticket, "which does not show upon its face the place of its delivery;" that is to say, that does not bear upon it the name and address of the merchant who gives it to the customer;

"the merchantable value thereof;" that is, that there must appear upon the premium slip or receipt the exact amount that may actually be received for this particular receipt;

"or is not redeemable at any time;" that is, that the value of each individual ticket or receipt, must be obtainable by the holder at any time that he may demand it; there can be no stipulation that they will be redeemed when a certain number have been collected; is a direct violation of the law.

Any premium ticket, receipt, coupon or other device that does not live up to these provisions is a direct infringement of the Trading Stamp Act and as such provides a penalty:—

For the manufacturer, "One year imprisonment, and a fine not exceeding five hundred dollars."

For the merchant: "Six months imprisonment and a fine not exceeding two hundred dollars."

For the purchaser, "A fine not exceeding twenty dollars."

It would be advisable for any merchant who has any such scheme presented to him to bring it to the attention of his lawyer, or consult his trade paper before taking any action that may well cause him serious difficulty.



# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, Limited

JOHN BAYNE MACLEAN - - - President

H. T. HUNTER - - - Vice-President

H. V. TYRRELL - - - General Manager

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

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UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborne Bldg., 105 West Monroe St.; Phone Randolph 3234. Boston—C. L. Morton, Room 783, Old South Bldg.; Phone Main 1024.

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

SUBSCRIPTION: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

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

Vol. XXXI.

TORONTO, JULY 6, 1917

No. 27

## EDITORIAL NOTES

THE New York State Food Commission makes the statement that \$750,000,000 a year is wasted in food products in the United States. This is a serious charge, and it has been made more than once. In Canada, of course, the wastage would not total that enormous figure, but it is just a question whether proportionately we are not as wasteful as our American cousins. That wastefulness may have been pardonable in other years before the war had set its mark on the world. It is not pardonable now.

\* \* \*

IT IS urged in extenuation that people do not know that they are wasting food. That can hardly be the case after long months of campaigning to bring this matter to the public attention. There is no extenuation for wasteful living now. Food must be conserved. The world must save or starve.

\* \* \*

BARON RHONDDA, Britain's new food controller, is going at the work with even more energy than was displayed by Lord Devonport. One of his first acts was the formation of a department to arrive at the actual cost of food, with the idea of fixing prices within a reasonable limit.

\* \* \*

IN BRITAIN, where at the present time practically every item of food has to be imported, this may possibly be a successful measure. On this continent the adoption of such a measure, as a large part of the daily press would suggest, could be nothing but a calamity.

\* \* \*

THE COAL barons have agreed to reduce the price of coal at the mines by from \$1 to \$1.50 per ton. Let

us refrain from any carping criticism of old-time grievances, and as Eugene Field used to say, "Just be Glad."

## WHOLESALEERS BACK MR. HOOVER

THE National Wholesale Grocers' Association of America, representing 1,200 members of the wholesale grocery trade of the United States, have waited upon Herbert Hoover, the American Food Dictator, and have offered him the full machinery of the Association to do with it as he pleases in the interests of his food conservation campaign. It is understood, too, that the President of this Association, Theodore F. Whitmarsh, will probably be one of Mr. Hoover's right hand men in the carrying on of the conservation campaign. Another probable appointee is Charles H. Bentley, of California, representing the canning interests.

There seems to be a feeling in the United States that even the food handlers can be patriotic citizens to be entrusted with the fortunes of the nation. Therefore, the food handlers rally round to do their share. There would be better results achieved in Canada if the Government and its officials did not start out with the idea that all handlers of food products were conscienceless profiteers.

## THE AMERICAN FOOD CONSERVATION BILL

EARLY this week the United States Congress passed the Food Control Bill by an overwhelming majority. While the Bill has now to be ratified by the Senate, those best versed in the situation believe that there also it will be endorsed, with possibly a few minor amendments.

The provisions of the Bill give to President Wilson extraordinary powers to cope with the food situation, as well as providing \$152,500,000 for its enforcement. The Bill provides the power to control the distribution of food, feed and fuel, as he may deem necessary to best protect the interests of the country and the interests of the country's allies.

Probably the most notable provisions of the Bill as passed were the clauses dealing with the liquor interests. This clause forbids the use of any food-stuffs for the manufacture of intoxicating beverages. These clauses also give the President discretionary powers to take over any stocks of liquor that he may deem necessary to meet the requirements of the Government in the manufacture of munitions and other military and hospital supplies. There is expected to be a dissent from this prohibition in so far as it affects the manufacture of beer and wines, but other than this there is not expected to be any opposition in the Upper House.

By this Bill the President will be empowered to deal with this year's crop, a thing that has been much desired. The United States certainly seems to be putting her war preparations on a very wise and sound basis.

### NEW POWERS OF BRITAINS' FOOD CONTROLLER

**M**ORE and more the countries at war are putting their machinery of government and administration on a business basis. More and more power is being delivered into the hands of administrative authority. In Britain, in the world at large, the question of food has become the outstanding question. Even the production of munitions takes second place to the production of food. Therefore it has been found necessary to take the same extraordinary measures to govern the food of the nation that was taken to govern the productions of the country for the manufacture of munitions.

Baron Rhondda, the British Food Controller, has been granted supreme power to meet the needs of the most crucial situation at present facing the warring nations. A recent order-in-council has given him identical powers, under the Defence of the Realm Act, with those enjoyed by the Admiralty, the Army Councils and the Ministry of Munitions.

Under this new order it will be possible to requisition the whole or any part of the production of any manufactory, paying for the goods requisitioned on the basis of the actual cost of production, plus a reasonable pre-war rate profit.

This is business, the business of winning the war. We may be coming to that on this continent sooner than we now believe.

### CANADA'S FOOD CONTROLLER SPEAKS

**W**. J. HANNA has with commendable promptness made public his first statement as Food Controller for Canada. Those who were expecting any suggestion of drastic changes will, no doubt, be distinctly disappointed. The report deals unquestionably with matters of outstanding importance, but the ideas are not new. They are new only as coming from anyone in actual authority. These very ideas might very well have been expressed by any one of a half dozen of Cabinet Ministers two or more years ago. That no such statement was made is not so much credit to the novelty of the idea, it is a suggestion of the culpable negligence of those who should have been far-seeing enough to enunciate these principles, before the world supply of food had come as close to exhaustion as it is to-day.

Two years ago such a statement might have been of incalculable value in meeting a difficult situation; to-day the enforcement of the suggestions contained in Mr. Hanna's report are an imperative necessity. Perhaps the report was intended to convey some hint of this further action. One may well hope that this is the case.

It is certainly to be hoped that under his guidance officials will cease to pay undue attention to the high price bogey, and get down to matters that are of premier importance; and the most important point at the present is not what foodstuffs cost, important as that may be, but what foodstuffs can be made avail-

able for the use, not for ourselves, but for the furtherance of the cause for which we stand.

As Mr. Hanna vividly points out the almost criminal wastage and misdirection of food products must stop, if Canada is to do her share, her vitally necessary share in feeding the fighting armies of the allies.

### TWO SIDES TO THE QUESTION

**F**ROM the Lindsay *Warder* of Lindsay, Ontario, of recent date we cull the following illuminating market report —

"Butter prices were away down this morning, 35c. being the highest paid at the farmers' market.

The women disclaimed against the reduction and were curious to know what had transpired during the past week to cause such a drop.

Another woman said it was her last Saturday on the market offering butter for sale, as she would send to the creamery next week. It was easier money she considered.

"I am going to send my milk to the Reaboro cheese factory," said a South Ops farmer, "for a month on trial, but I hear so much about the testing of cheese in Montreal and then again in England that I do not like the way the Government is manipulating the cheese industry. Anything to beat the farmer," he said. Nearby a pleasant faced woman stood over a basket of eggs, which she was selling at 30c. a dozen. "I am not going to sell another one at that price so long as I can get water glass to pack them in. I will sell them at 60c. a dozen next winter," she remarked, as she sold out the last dozen and left for home.

The Chatham *Planet* of Chatham, Ont., on the same date carried the following item:—

"Chatham people are beginning to wonder whether it pays to make purchases on the local market.

"On the market this morning the price of butter ranged from 35 to 38 cents a pound, and eggs by the dozen also sold at these figures. By going to the stores citizens could purchase butter at prices ranging from 30 to 35 cents, and eggs for 30 cents a dozen.

"The farmers are certainly making a fat profit out of the citizen," declared a ratepayer to the *Planet* to-day. "Local store keepers who have rent and taxes to pay, it would appear, can sell butter and eggs, make a reasonable profit, and still be commanding lower figures for these commodities than the farmers are asking. Are they entitled to fleece the public in this way?"

For once the unfortunate middleman has escaped condemnation, and the dear deluded public comes in for its share. In one instance it is the people who are attempting to rob the farmer, and in the other instance the farmer who is attempting to rob the people. Probably both wrong, but any change in the agitation is a blessing.



## CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



### Maritime Provinces

F. M. Murchie, grocer, St. Stephen, N.B., is dead.

A. Gallant, grocer, Bathurst, N.B., has sold to O. Genest.

G. E. Barbour, of the G. E. Barbour Co., Ltd., St. John, N.B., wholesale grocers, has been elected president of the local Y.M.C.A., in which he has taken an active interest for many years.

Frederick M. Murchie, one of the leading merchants of St. Stephen, N.B., died on June 26 at the age of seventy-five years. He was a former mayor and took a prominent part in the public life of the city. For many years he conducted a large grocery and general store.

A heavy run of mackerel has had the effect of lowering fish prices in general at St. John. Salmon has dropped from forty to sixteen cents per pound, shad at from twenty-five to fifty each, and mackerel at twenty-five cents per pound. North shore fishing interests report that the lobster season which has just closed has been well up to the average in spite of a poor start.

The wreck of the schooner Edgar Murdoch off the coast of Maine has deprived Canadian dealers of 340,000 gallons of molasses. The vessel was on her way from Barbadoes to St. John with a cargo of 3,400 puncheons when she was lost. Part of the shipment was for local dealers but the bulk of it was for the West. At present high prices this represents a loss of about \$200,000, besides aggravating the shortage of molasses supplies.

G. W. Ganong, president of Ganong Brothers, Ltd., St. Stephen, N.B., manufacturers of confectionery, and also largely interested in the St. Croix Soap Mfg. Co., Ltd., manufacturers of soaps, St. Stephen, has been selected as the next Lieutenant-Governor of New Brunswick. Mr. Ganong, who sat in the Dominion House of Commons from 1900 to 1908, is one of the leading citizens of New Brunswick and his appointment has been received with satisfaction by both political parties.

### Quebec

N. Jodoin, grocer, Montreal, is selling out.

Owens Bros., general store, Montebello, Que., has sold out.

Montreal, Que.—Eastern Distributors, Limited, tobacconists, have been Federally incorporated with a capital of \$1,000,000.

Laurin & Thomas, general store, Mt. Laurier, Que., have been succeeded by J. Cuellette.

Gilmour Co., soap manufacturers, Montreal, have dissolved, W. A. Kennedy continuing.

J. L. Freeman, Montreal Manager for H. D. Marshall, Broker, has returned from a visit to Sherbrooke, and is visiting Quebec at the end of this week.

Visitors to Montreal business circles during the past week were I. W. Steinhoff, Toronto, E. M. Raney, Toronto, A. E. Silverwood, London, Ont., and J. M. McLean, Toronto.

Much sympathy is expressed in business circles with Mr. Samuel De Coss, Manager of Gunn's Limited Branch, Bon Secours Market, Montreal, on the death of his wife after an illness of some time.

Armand Chaput of L. Chaput Fils et Cie., Montreal, spent the Dominion Day week-end in Quebec, travelling there by automobile. He found conditions seasonably lively in the historic city with a great number of visitors there.

Montreal wholesalers remark in some cases on the evident tendency to thrift on the part of consumers at present, as judged by the movements of the luxury lines and other products which give an idea of what the people are using most commonly for food. The fact that thrift is being practised is favorably commented on.

### Ontario

Schultz Bros., grocers, Pembroke, Ont., have been succeeded by W. Fox.

Chas. Collard, grocer, Toronto, has been succeeded by S. E. Skillen.

H. P. R. Ranch, Limited, has been incorporated at Toronto with a capital of \$40,000 to carry on a general farming and dairy business.

O. S. Matchett, of Matchett & Goheen, grocers, Peterborough, Ont., motored to Toronto for the holiday. He returned to Peterborough on Wednesday. While in Toronto he was a visitor at the office of

### Western Provinces

Geo. Graf., general store, Rhein, Sask., has sold out.

C. H. Picott, general store, Laxo, B.C., has sold to G. Ardley.

McLean Grocery Co., Moose Jaw, Sask., dissolved partnership.

White Grocers, Ltd., retail grocers of Saskatoon, Sask., have sold out.

A. H. Benedict, president Hanna Trading Co., Ltd., Hanna, Alta., is dead.

F. Brudie, grocer, Lipton, Sask., has been succeeded by H. Koplevitch.

Michie & Donnell have opened up a grocery store at Brandon, Man.

W. Spooner is commencing the grocery business at Alberta Beach, Alta.

Mrs. L. Powell has sold out grocery business at Brandon, Man.

Stanley's Grocery, Winnipeg, Man., has registered partnership.

S. Hanley has commenced the grocery business at Vancouver, B.C.

S. Gordon has commenced the grocery business at Blaine Lake, Sask.

Sanders Bros., Ltd., grocer, Hawarden, Sask., have gone out of business.

James Stuart, grocer, Edmonton, Alta., has been succeeded by R. Angerer.

Geo. Yost, has sold grocery business to W. J. Shephard at Winnipeg, Man.

R. Williamson, grocer, Medicine Hat, Alta., is moving his stock to Sidewood.

Wilton & Co., grocers, have been succeeded by Moffett & Douglas at Winnipeg, Man.

Great West Grocery, Edmonton, Alta., has sold Bruderheim business to Olyan & Bricker.

Mrs. M. Doray has been succeeded in the grocery business by Doria, Montpetit at Edmonton, Alta.

J. H. McLandress, general store, Sinclair Station, Man., has been succeeded by C. S. Jackson.

Gallagher Bros., grocers, Elmwood, Man., have dissolved partnership, F. Gallagher retiring.

George C. Armstrong, for the last thirty years with the Ogilvie Milling Co., is dead in Vancouver, B.C.

A. S. Warren has been succeeded in the grocery business by Warren & Willows at Tompkins, Sask.

Osmond Marrin, buyer for John Marrin Co., wholesale grocers, Winnipeg, left for the East on Saturday last.

Fred Archibald, of D. H. Bain Co., Winnipeg, has just returned from an extensive trip, during which he called at all their branches in Western Canada.

J. E. Macfarlane, general manager of the Western Canada Flour Mills Co., Ltd., has just returned to Winnipeg from the West, and will proceed east at once.

Following the Retail Merchants' Association convention held at Winnipeg, it was decided to hold meetings throughout the province when the roads were in good condition, so that merchants could get together conveniently.

Geo. W. Markle, president of the Winnipeg branch of the R.M.A. has been delegated to represent the retailers at the conference held in Minneapolis, June 28. Other Winnipeg bodies will be represented. The object is to discuss the effect of the war on trade conditions.

Parkinson's Cash Grocery have succeeded N. B. Honeyman, at the corner of Lilac and Jessie Avenue, Winnipeg. Mr. Honeyman recently enlisted for active service. Mr. Parkinson, his successor,

was formerly connected with Robinson & Co., the well-known Winnipeg department store.

Horace Chevrier, G. W. Markle, C. F. Rannard, F. V. Humphries, traffic managers of the Hudson's Bay Co. and Robinson & Co., as well as J. H. Curle, secretary of the Retail Merchants' Association, Winnipeg, appeared before the Railway Commission last week, together with other Western bodies, to protest against the increase of 15 per cent. in freight rates and against the proposed Classification No. 17.

Horace Chevrier, Dominion President of the Retail Merchants' Association, had a narrow escape from death when he appeared with the other members of the Retail Merchants' Association before the Railway Commission last week, when a piece of plaster, 1½ inches thick and 6 feet long, fell thirty feet from the ceiling. The plaster fell at a time when Roderick McKenzie was speaking on behalf of the Canadian Council of Agriculture. At the time he was using a very large figure, something like a billion dollars, which was far too much for the plaster. The council chamber was so crowded that the space on which it fell was the only space where it could have fallen without killing somebody.

#### SOME PRIZE-WINNING TORONTO HORSES OF INTEREST TO GROCERY TRADE

On Monday of this week the Toronto Open-air Horse Parade Association held its fifteenth annual show. It would be hard to imagine a finer display of horse flesh than those represented in the parade. A number of the winners would be of especial interest to the grocery fraternity.

In the class for pair and outfits for milling companies the Lake of the Woods Milling Company took first place.

Pair delivery horses and outfits, over 1,250 pounds—1, Swift Canadian Co.; 2, Swift Canadian Co.; 3, William Neilson Co.

Single horse and outfit, grocers, east side of Yonge and east of Yonge Street—1, Groves Bros.; 2, J. H. Barr; 3, J. H. Maynard.

Single horse and outfit, grocers, west side of Yonge and west of Yonge Street—1, F. Simpson & Son; 2, R. Barron, Ltd.; 3, J. Blood; 4, R. Barron, Ltd.; 5, R. Barron, Ltd.

Single horse and outfit, fruit, fish and game dealers—1, D. McIntyre; 2, F. T. James; 3, Stronach & Sons; 4, F. T. James; 5, Frank Consentino.

Single horse and outfit, flour and feed merchants—1, John Williamson; 2, Lake of the Woods Milling Co.

Single horse and outfit, wholesale and retail produce merchants—1, Gunns, Limited; 2, Gunns, Limited; 3, Gunns, Limited; 4, Swift Canadian Co.; 5, Gunns, Limited.

Single horse and outfit, open to all trades, weighing 1,250 pounds and under—1, Robert Simpson Co.; 3, Robert Simpson Co.

Horses weighing between 1,050 and

1,300 pounds—1, White & Co.; 4, Nasmith's, Limited.

#### CANNING PROSPECTS GOOD

Canning prospects for the coming season are good, apart from the possible can shortage. The many fruit and vegetable crops are facing the adverse weather conditions and the lateness of the season with considerable chance of pulling through. Experts state that prices generally will be lower than those of last year although the refusal of American can-makers to fill large orders will tend to keep prices up.

#### A. MACDONALD CO. HOUSES

Some interesting changes have recently been made by the A. Macdonald Co., wholesale grocers, with branches in all large centres in Western Canada. John Downey, formerly manager of the Edmonton branch, has been appointed manager in Winnipeg, to succeed A. Badenoch, who has gone west to Vancouver to take charge of the new branch there. Mr. Downey, prior to his connection with A. Macdonald Co., was with the Riley Ramsay Co., Port Arthur, a Toronto firm. W. F. Stewart is now acting manager at Edmonton. As stated in our last issue, the manager of the Lethbridge branch died recently. H. P. Morson is

now managing that branch. Edwin Mateer will shortly go to North Battleford. Mr. Mateer has been buyer at the Winnipeg branch for a long time, and his friends in Winnipeg will be sorry to see him go. He is succeeded by A. M. Long, who was formerly buyer of the Riley, Ramsay Co., Port Arthur, and who was with other wholesale grocery houses in Toronto.

#### FISHING INDUSTRY LACKS SALT IN NOVA SCOTIA

The fishermen of Nova Scotia are threatened with a salt famine which will result in the loss of millions of dollars to the fishing industry if something is not done immediately. Fish merchants speak of the importance of the fishing industry and of the prohibitive freight rates that private importers would have to pay for salt and of the gross neglect of this vital problem by the Government at Ottawa. One prominent exporter of dry and pickled fish states that the high cost and freight on coarse salt has brought about the threatened famine in salt, and that importers have not booked any cargoes from Portugal or the Mediterranean. The herring and cod fishery season is just beginning, the industry cannot operate without salt, and as far as is known there is only one small cargo boat on passage to the port of Halifax.

## Eliminating Unnecessary Service as a War Measure

Advertising to Eliminate Delivery Abuses—Pressing Home the Slogan of "Carry Your Own."

THE Commercial Economy Board of the Board of National Defence the organization that is doing so much to put the United States on a sound war footing has of recent date sent out letters to the large grocery activities urging the necessity of the curtailment of the delivery systems at present in vogue, both as a matter of economy, and as a means of releasing for the public service many men who are employed in maintaining needless delivery. The board realizes the difficulty that is presented by anything but concerted action and is therefore urging that all grocers band together to further this idea of curtailing, unnecessary delivery. The idea is not to entirely do away with the delivery service of stores, but merely to see that this service is kept within the narrowest bounds of actual necessity. In this way it is believed that the heavy delivery costs, that amount on the average to 3 per cent. of the gross sales, can be materially lessened, without in any way injuriously affecting the service given by the stores.

To achieve this result it has been urged that there is need of a campaign of publicity. If such a campaign were undertaken, the Board are confident that the public could readily be made to understand the situation. As most things can be obtained by judicious ad-

vertising, it is proposed to get the public acquiescence to this change by judicious suggestion.

#### Signs Suggested

Signs prominently displayed in every retail grocery store in the country, asking purchasers not to require needless deliveries, would have a wonderfully beneficial effect. For instance, it is suggested that every grocer display such a card as this:

Don't have it sent if you can carry it home.

Your country needs the men and money now being wasted in needless delivery of goods.

Be Patriotic—carry your own.

Or such a sign as this:

Lighten your Country's burden by carrying your own.

Millions of dollars and thousands of men are tied up by needless delivery of goods.

These men and this money can be released for vital service if you will help.

It is patriotic to carry home all possible parcels.

Begin to-day.

While this is not dealing directly with Canadian conditions. In this regard at least there is little difference between Canada and the United States and this idea is one that might very well be considered by every grocer.

## Morgan's Men—the Magic Circle of Wall Street

A Brief But Intimate Introduction to the Partners of the Great Financial House.

**R**EADERS of CANADIAN GROCER read on this page last week an intimate sketch of America's greatest financier, J. P. Morgan. It was a "close-up" of the head of the great money house and revealed that his part in the operations of the big firm was that of the dominant influence rather than that of the guiding hand. J. P. Morgan is not himself a man of parts, but the House of Morgan is very much an organization of parts. As might be guessed, then, the partners in the firm, the men who come more directly into touch with the direction of affairs, are important factors in national and international finance. In fact to be a member of the firm of J. P. Morgan and Company is to belong to the house of peers of the American financial world; it is Wall Street's patent of nobility.

Of what stuff Morgan picks his men and why has always been of very keen interest to the business world. The selection of a new partner is an event—an event to the man himself, and to Wall Street. It means the recognition of a new genius of finance. Gossip has it that only once has an invitation to join the company been declined. The man in question was and is the head of one of the greatest banks in the United States and he preferred to keep his job. Let us look at the men who have accepted and who are to-day members of the magic circle of American finance. They are intimately and briefly described by Albert W. Atwood in *Every Week*.

Henry P. Davison, whose desk is next to Morgan's, is a keen, hard-surfaced business man, as his pictures show him. He is stockily knit, together with steel-blue eyes. His mouth is about the straightest, firmest mouth I have ever seen, and he can be as cool as ice under excitement. Years ago, when he was a paying teller in a little bank in New York, this document was handed in at the window:

"I promise to pay to the order of Almighty God the sum of \$1,000 when presented by Charles Freeman. Penalty if forfeited—death."

"You will have to be identified," said Davison.

"No, I won't," replied the lunatic, as he shoved a loaded revolver toward the young teller's face. "I want the money to fund a cure for consumptives. Hurry up, or suffer the consequences."

"How do you want the money, in dimes?" asked Davison—after having read the check in a loud voice, to attract attention.

Then, while he slowly counted out the money, the house-detective, attracted by the unusual noise, seized the madman from behind.

But Davison has gracious manners, and makes many friends, even though he is firm, decisive, and quick acting. Back of his aggressive self-confidence and the almost steel-like mechanism of him, there is intelligence, wide-reading, vision, imagination, and a careful study of economic, political, and international conditions. Like Mr. Morgan, he is singularly free from affectation. If he has something to say he says it plainly, straight from the shoulder, with no beating about the bush.

Outside of business, Davison is full of a

spirit of play and humor. He is generous and intensely loyal to his friends, a trait for which all Wall Street knows him. But his loyalty is based on the merit system, in that promotion and preferment never go to friends unless they have ability. Davison is probably the most powerful patron that a young and aspiring business man could have. He has pushed more young men to positions of prominence in finance than any other man in America. No one's friendship is more valuable financially, or perhaps as valuable, as his. Take six young men with equal ability, and the one who gets ahead is the one who knows Davison; but he doesn't get ahead at all unless he has "the goods."

Davison worked his way up through the banking business, his first salary being \$300 a year. He was offered a partnership in Morgan's because he showed great knowledge of local banking conditions in the panic of 1907, when the elder Morgan became financial dictator. The old man never liked hesitating people—which fact accounts for several of his partners.

### Lamont Was a Newspaper Reporter.

Thomas W. Lamont, next in chronological order of the more widely known Morgan men, is a very different type. He started as a newspaper reporter after a course at Harvard, whereas Davison began as a bank clerk. He has the rather more human and mellow outlook upon life that characterizes newspaper-trained men in distinction to those trained in business. When he was a reporter he became interested in a small company that distributed food products. It was in the panic of 1893; and Lamont, along with a Harvard classmate, had a desperate time raising money. But the two young men curtailed waste in every department, and put life and energy into the little company. Lamont was really an efficiency engineer before such a creature had been discovered.

About the same time, Lamont and his classmate tried to buy another small food distributing company. They needed \$25,000, and raked the town for it. About \$25,000 was pledged, but they could not get the other \$5,000. If they had succeeded they would have made millions. But finally Lamont was able to get the American selling rights for a famous European chocolate, and from that time on he prospered. He embarked upon a selling campaign for this chocolate that made it famous from the Arctic to the Antarctic. Other articles were merchandised by him with the same degree of success, and it was his rapid upward movement in this field that led to an invitation to enter the banking business.

Lamont has an amazingly wide variety of educational and philanthropic interests. He is an authority on railroad finance, but his particular forte is negotiation. His tact, moderation, and self-control make him an ideal man for conducting big negotiations.

Then there is William H. Porter, the commercial banker of the concern. He was president of the Chemical National Bank, the richest for its size in New York, when he was invited to enter Morgan's. He carries much of the burden of the daily business of the office. Morgan's, besides its business of foreign exchange—"underwriting" huge bond issues, buying supplies for the Allies, and acting generally for the Allies, as the Rothschilds used to act for European nations—has a huge regular banking business, something like \$80,000,000 of deposits. It also owns stocks in many banks.

Porter is the typical American banker rather than the international financier. He has an extraordinary knowledge of bank-

ing methods, commercial paper, credits, institutions, and so forth. He reads banking literature without end, and keeps up with the technique of the thing—the law and science of it. He is a man who feels he must do things himself—a terrific worker with amazing powers of quietly sticking to a job until it is accomplished.

### The "Different" Partner.

Edward R. Stettinius is different from all the others. He is the one who actually knows how to run corporations himself, and has done it. Essentially he is not a banker at all. His father was president of one of the first insurance companies in the middle West, in St. Louis. The son began as a broker, but became interested in a harvester company, later was president of a large boiler company, and then became head of the Diamond Match Company. He took these two concerns when they were nearly down and out, and built them up to success.

Stettinius was taken into Morgan's when the firm began to organize the business of buying supplies for the Allies. This amounted to more than \$100,000,000 a month; in one class of supplies alone to more than a million dollars a day. No one knows more about manufacturing plants in this country than Stettinius.

Stettinius is a "strong man" without rigidity or severity. He can play as hard as he can work. He loves children—he has four of his own—and children love him. One summer, while on a yachting trip, he landed in a little town, and soon was talking to several newsboys. Almost before the boys knew what had happened, he had bought out the nearest fruit-stand as a treat for them. It was no carefully planned charity with large headlines in the local paper, but merely his way of showing his fondness for boys wherever he met them.

The youngest partners are Dwight W. Morrow and Thomas Cochran—the last being the "baby" of the firm. Morrow and Charles Steele, an older man who was inactive for several years on account of ill-health, but who now is able to resume many of his duties, are the legal partners.

Like all of Morgan's men, Morrow believes in getting things done. He was a member of a commission appointed on January 22 of this year by the Governor of New Jersey to investigate the scandals of the Trenton prison. On February 5, two weeks after the commission was appointed, it made its report.

"I'm going to get quick action," said Morrow when he was appointed; and he did. The commission sat one day from 10 a.m. to 10 p.m.

Morrow is noted in the financial world for his powers of mental concentration, a highly desirable quality for one who has to work out intricate and difficult legal-financial problems. When his mind is concentrated on any given problem he forgets everything and everybody else in the world. He works as if in a trance.

Thomas Cochran, now at the foot of the class, has an extraordinary history of pluck. His father was rich, but lost his fortune when "Tom" was a student at Yale. The young man worked his way through his last year, and, while in no sense obligated, he assumed all the father's debts. These amounted to a couple of hundred thousand dollars, and in the course of some years Cochran actually paid them off.

Most young men would consider such a handicap an insuperable obstacle to success. Cochran tried all sorts of occupations. At first he tutored boys for Yale. Then he entered the hardware business in St. Paul, the railroad business in Albany, and the real estate business in New York. As in the case of nearly all successful men, a certain small element of luck played its part, in that he was thrown in contact with Mr. Davison, just as Davison, in his turn, was thrown in contact with the elder Morgan. Davison put Cochran in as an officer of a new trust company he was forming, and Cochran's rise was rapid.

# WEEKLY GROCERY MARKET REPORTS

## Statements From Buying Centres

### THE MARKETS AT A GLANCE

**T**HERE is an uncertain tone to the flour market, due to the possibility in large measure to speculation as to what the Canadian food controller is likely to do. In the United States it is anticipated that the food controller may take full control of the purchase and distribution of wheat and that millers will come under this control. This would place the handling of the flour in the hands of the Government. Should this be effected in the United States there is strong probability that it might have a bearing on the Canadian situation as the food controllers of both countries are avowedly working in harmony. There was a decline in flour during the week.

Sugar held in steady position, although there was a disposition to look for higher prices in view of the advancing market in the United States. Consumption of sugar is reported to be increasing, as the preserving of fruit necessitates heavier drains on stocks. Strawberries will be at their point of heaviest production during the latter part of the present or first part of next week.

Butter was in easier market, declines having been recorded, due to the big production. Eggs are also easier in price, but there is a disposition to anticipate the bottom of the market is somewhere near on eggs. Live hogs commanded considerably higher prices, with fairly heavy arrivals. Poultry arrivals were better during the week, but the demand is light and prices have declined. New potatoes are reaching the market in larger quantities from the United States and prices are now down to a basis of old potatoes.

Among the lines in which changes were recorded in an upward direction are cotton clothes lines, cotton twine, lampwick, hand cleaner, shoe polish, salt, sulphur, jar rings, vinegar, rolled oats, cornmeal, cornflakes. Business continued to be quiet during the week.

## QUEBEC MARKETS

**M**ONTREAL, July 4.—With flour weakening at date, the whole market for foodstuffs seems to be in a quieter conditions than has been noted for some time. Advances in miscellaneous lines are mostly due to cost of containers. Certain cereals are firmer priced, especially those made from corn. Corn syrups and starches are unchanged, and no hint was given of any coming advances. Sugar is showing a firmer trend, however, and there is no relief as to tea, though supplies may be more plentiful than had been at first anticipated when ship shortages developed. Molasses is none too plentiful. Canned goods are in demand and firm. Fish and provisions are in less firm market to some extent, and fruits and vegetables show the season's effects in more abundant supplies at lower prices, with some exceptions, notably bananas.

### Many Sundry Lines Show Price Advances

**Montreal.** **VARIOUS LINES.**—Certain corn-

based package cereals have shown a 5 per cent. advance. Principal lines affected are "Post Toasties," now \$3.30 per case, and "Krinkle Corn Flakes," now \$3.25 per case. The firmness of the corn market is held responsible, in part, also cost of packing materials. Certain made in Canada jams are higher, due to cost of containers, etc. E. B. Smith's raspberry jam, 16-oz. package, is now \$2.85 per doz. An advance of 5c on Geo. P. Jacobs' jams per doz. was also mentioned. Robin Hood porridge wheat, 20's, in wood case, costs \$6.30 per case now, and 36's cost \$6.50. Eureka minute tapioca, prices on which were withdrawn lately, is now \$1.75 doz., instead of \$1.40. Two-ounce packages of Epsom salts are now 40c doz., an advance of 10c, due to cost of packages.

### Sugar Market Shows Stronger Tendency

**Montreal.** **SUGAR.**—The market for sugar is stronger. It would appear as if the weakness experienced during the past short

period has taken the turn towards firmness. No actual change in price had been made at time of writing, but there were indications of firmness, and raw Cubas had actually advanced in New York by half a cent a pound. This would justify advances in the refined product, but the market was hesitating over taking the step up. An advance of considerable proportions might be looked for. Some opinions were suggesting 50c a hundred pounds; some were less inclined to predict. Demand was reported improving, and though refiners feel that there is still a lot of sugar in consumers' hands, if not on retailers' shelves, the advance of preserving time and strength of raw market combined indicate firmness to be anticipated, and also more demand.

	100 lbs.
Atlantic and St. Lawrence Sugar Companies, extra granulated sugars	8 05
Acadia Sugar Refinery, extra granulated	8 05
Canada Sugar Refinery, extra granulated	8 05
Dominion Sugar Co., Ltd., crystal granulated	8 05
Special icing, barrels	8 25
Diamond icing	8 25
Yellow, No. 1	8 25
Yellow, No. 2 (or Golden)	7 55
Yellow, No. 3	7 45
Powdered, barrels	8 15
Paris lumps, barrels	8 65
Paris lumps (boxes), 100 lbs.	8 75
Crystal diamonds, barrels	8 65
Crystal diamonds (boxes, 100 lbs.)	8 75
Assorted tea cubes, boxes	8 65
Cut loaf (50-lb. boxes)	8 90
Cut loaf (25-lb. boxes)	9 10

For deliveries in Montreal City district add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

### Canned Goods In Demand And Firm

**Montreal.**

**CANNED GOODS.**—Demand for canned goods continues steady, the holiday and camping season having accounted for some extra call for this class of foodstuffs. One firm of wholesalers have advanced their Golden Wax beans to \$1.65 a dozen. In other quarters the price was 5c lower. This line is getting scarcer. Absent from stocks for a long time, canned succotash has reappeared at \$1.75 per dozen. Prices on new pack salmon were expected by some wholesalers this week, but nothing was heard on the subject up to time of writing. Canned blueberries grow scarcer and firmer. One firm has advanced their gallon line to \$6.50 per dozen, an increase of 50c. Blueberries in "2's" still sell at \$1.35 a dozen. Outlook is for firmer priced canned goods.

Salmon Sockeye—		
"Clover Leaf," 1/2-lb. flats.....	2 45	
1 lb. talls, cases 4 doz., per doz.	3 00	
1/2 flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls.....	1 45	
Pinks, 1-lb. talls.....	1 75	1 80
Cohoes, 1-lb. talls.....	2 65	
Red Springs, 1-lb. talls.....	2 70	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.....	2 25	2 00
Canadian sardines (case).....	6 75	7 00
Canned Vegetables—		
Tomatoes, 3s.....	2 25	2 30
Tomatoes, U.S. pack.....	2 25	
Tomatoes, 2 1/2s.....	2 15	2 20
Peas, standards.....	1 35	
Peas, Early June.....	1 45	
Beans, golden wax.....	1 60	
Beans, Refugees.....	1 50	1 60
Corn, 2s, doz.....	2 00	
Corn (on cob, gal. cans, doz.)	8 50	
Red raspberries, 2s.....	2 25	2 45
Simcoes.....	2 75	
Red cherries, 2s.....	2 25	
Strawberries, 2s.....	2 40	2 50
Blueberries, 2s, doz.....	1 35	
Pumpkins, 2 1/2s.....	1 60	1 70
Pumpkins, 3s.....	1 75	
Pumpkins (gallon), doz.....	6 00	
Apples (gallon).....	3 75	4 00
Peaches, 2s (heavy syrup).....	1 75	
Pears, 3s (heavy syrup).....	2 45	
Pineapples, 1 1/2s.....	2 25	

**Dried Fruit Conditions Still Uneventful**

Montreal.

**DRIED FRUITS.**—There is a very dull condition of market as regards dried fruits just at present. Demand is at the minimum; and it is thought by some wholesalers that the principle of economy is applying amongst consumers to bring about the lack of demand. Most of the dried fruits are very firm in price. Prunes are high, both Oregon and California crops being in firmer market. Raisins are rumored to be in for firmness, and dried apples are very firm for such supplies as are at present available. There are, however, reports of a good forthcoming apple crop. Greek currants will probably be available in a few months, and in the opinion of an experienced importer may be quoted about 19c to 20c New York (cleaned). There are not many dates now available, and bulk dates are not in demand to any extent.

**EVAPORATED FRUITS.**

Apples, choice winter, 25-lb. bxs.	Per lb.	0 13
Apples, choice winter, 50-lb. bxs.	0 13	0 13 1/2
Apricots—		
Choice, 25's, faced, new crop.	0 23	
Nectarines, choice.....	0 11 1/2	
Peaches, choice.....	0 13	
Pears, choice.....	0 15	

**DRIED FRUITS.**

Candied Peels (to arrive)—		
Citron.....	0 32	
Lemon.....	0 24	
Orange.....	0 27	

Currants—		
Filiatras, fine, loose, new.....	0 21	0 22
Filiatras, packages, new, lb.....	0 21	0 22
(In the present condition of market prices are considered merely nominal.)	currant	

Dates—		
Dromedary, pkg. stock, old, 1-lb. pkg.....	0 12 1/2	
Figs, choicest.....	0 12 1/2	
Hallowes (loose).....	0 13	
Excelsior.....	0 11 1/2	
Anchor.....	0 09	

Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.....	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.....	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.....	0 11 1/2	
1 lb. glove boxes, each.....	0 12	
Cal. bricks, 8 oz., doz.....	0 95	
Cal. bricks, 10 oz., doz.....	1 20	
Cal. bricks, 16 oz., doz.....	1 40	

Cal. layers, 10 lb., 5 rows, box.....	1 60
Cal. fancy, table, 10 lbs.....	1 60
Figs—	
Spanish (new), mats, per mat.....	2 40
Comadore (Portugal), per mat 35 lbs.....	2 40
Prunes, California—	
30 to 40, in 25-lb. boxes, faced.....	0 13 1/2 0 15
40 to 50, in 25-lb. boxes, faced.....	0 13 0 14
50 to 60, in 25-lb. boxes, faced.....	0 12 1/2
70 to 80, in 25-lb. boxes, faced.....	0 12 0 13 1/2
90 to 100, in 25-lb. boxes, faced.....	0 11
Prunes (Oregon)—	
30s.....	0 13
40-50s.....	0 12 1/2
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$3.00; 4-crown cluster, \$3.50; 6-crown.....	3 75
Muscateles, loose, 2-crown.....	0 10 1/2
Muscateles, loose, 3-crown, lb.....	0 11
Muscateles, 4-crown, lb.....	0 11 1/2
Cal. seedless, 16 oz.....	0 12 1/2 0 14
Fancy seeded, 16 oz. pkgs.....	0 12 1/2
Choice seeded, 16 oz. pkgs.....	0 12
Valencias, selected.....	0 11
Valencias, 4-crown layers.....	0 11 1/2
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.	

**Not Making Much Choice Molasses**

Montreal.

**MOLASSES AND SYRUPS.**—Molasses has been reported amongst arriving cargoes at St. John, N.B., and the need for more supplies is felt in Montreal, where, though there is sufficient for the time being, anxiety is suggested as to winter requirements. At present railway transportation from St. John is heavily congested, and wholesalers await their shipments. No cargoes of molasses have arrived at Montreal this week. News from Barbadoes is to the effect that little or no choice grade molasses is being made on the Island this year, demand being all for fancy. Cane syrups are firm, but unchanged this week.

Barbadoes Molasses—	Prices for	
Puncheons.....	Fancy, Choice,	Island of Montreal
Barrels.....	0 78	0 72
Half barrels.....	0 81	0 75
	0 83	0 77
For outside territories prices range about 3c lower.		
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Cane Syrup (Crystal Diamond)—		
2 lb. tins, 2 doz. in case, per case.....	5 50	
Barrels, per 100 lbs.....	6 50	
Half barrels, per 100 lbs.....	7 00	

**Higher Prices For Walnuts Anticipated**

Montreal.

**NUTS.**—Again peanuts are higher, No. 1 Spanish and No. 1 Virginia being both quoted at 17 1/2c to the jobber by importers. Prices to the retailer, however, have been held very steadily at figures under these high quotations. Supplies of peanuts are available to meet immediate demand, but it is said to be increasingly difficult to get large supplies suitable for the manufacture of peanut butter. Oriental peanuts are available at lower prices than Spanish and Virginia, but firmness of market is felt in these also. Walnuts from Europe have been arriving in small quantities, and are quoted at very firm prices. For finest cracked walnuts, as high as 55c is being asked of the importer now, and it is felt that prices to the retailer will almost in-

evitably advance. Brazils and other nuts are unchanged, and in quiet market.

Almonds (Tara), per lb.....	0 18	0 20
Almonds (shelled).....	0 39	0 41
Almonds (Jordan).....	0 70	0 70
Brazil nuts (1916 crop), lb.....	0 20	0 21
Brazil nuts (new).....	0 18	0 20
Filberts (Sicily), per lb.....	0 18	0 20
Hickory nuts (large and small), lb.....	0 10	0 15
Peanuts, Bon Ton.....	0 15 1/2	0 16 1/2
Peanuts, "Diamond G".....	0 13 1/2	0 14 1/2
Peanuts (coon), per lb.....	0 12 1/2	0 13 1/2
Peanuts (Jumbo), per lb.....	0 16 1/2	0 17
Pecans (new Jumbo), per lb.....	0 21	0 21
Pecans, New Orleans, No. 2.....	0 21	0 24
Pecans, "paper shell," extra large Jumbo.....	0 40	
Pecans (shelled).....	0 30	
Walnuts (Grenoble).....	0 18 1/2	
Walnuts (shelled).....	0 52	
Walnuts (Marbots), in bags.....	0 13	0 16
Walnuts (California), No. 1.....	0 24	
Cocanuts, 100 size, per sack.....	7 50	

**Beans And Peas Scarce And High**

Montreal.

**BEANS.**—Lima beans are off the market in some quarters, and very scarce. The small supplies of Canadian hand-picked which were available after seeding time had passed have been lasting fairly well, considering that there were really only an odd carload or two. Three-pound pickers have also held out well. The high prices prevailing have helped conserve supplies, but there has been quite a fair demand for beans of the best qualities. Imported beans have been in only light demand, but have moved along reasonably well. Peas are scarce and firm, with fair demand experienced.

Beans—		
Canadian, hand-picked.....	10 50	12 00
Canadian 3-lb. pickers, per bu.....	9 50	10 50
Canadian 5-lb. pickers.....	7 90	8 50
Yellow Eyes, per lb.....	0 15	0 15 1/2
Lima, per lb.....	0 30	
Chilean beans, per lb.....	0 14 1/2	0 15
Manchurian white beans, lb.....	0 15 1/2	0 16
South American.....	5 70	
Peas, white soup, per bush.....	5 00	
Peas, split, new crop, bag 98 lbs.....	10 00	10 10
Barley (pot), per bag 98 lbs.....	6 00	7 25
Barley, pearl, per bag 98 lbs.....	7 50	8 00

**Rice And Tapioca Remain Unchanged**

Montreal.

**RICE AND TAPIOCA.**—Quiet conditions and steadiness as to quotations characterize the market for rice at present. The demand, while normal, is not over-active, belief being that a good deal of rice was secured before the last advance. While the market for flour is not so strong, advances in rice are not anticipated, and the reports as to United States crops of this cereal are also of a nature to keep prices steady. Tapioca maintains its very firm market, with small chance of declines until the shipping situation improves.

"Texas" Carolina, per 100 lbs.....	9 90
Patna (fancy).....	10 15
Real Carolina, per 100 lbs.....	11 00 11 50
Patna (good).....	9 40
Siam, No. 2.....	7 25 9 15
Siam (fancy).....	8 40
Rangoon "B".....	7 35
Tapioca, per lb.....	0 14 1/2 0 15
Tapioca (Pearl).....	0 14 1/2 0 15

**Coffee In Dull Steady Market**

COFFEE.—Absolute dullness besets

the coffee market still, and though on the American side efforts have been made to work up a little excitement over this product, there has been no stir of any kind, but rather a declining tendency. Brazil growers are in grave doubts as to the placing of the present crop since the war is still apparently to endure, and the markets of Germany and Austria will remain firmly sealed for some time. Local conditions are unchanged. Prices remain as previously quoted, and there is not much indication of changes coming. Cocoa is also in dull market, and for both coffee and cocoa demand is not at its most active just now.

Coffee, Roasted—		
Bogotas, lb. ....	0 28	0 32
Jamaica, lb. ....	0 23	0 25
Java, lb. ....	0 33	0 40
Maracaibo, lb. ....	0 23	0 24
Mexican, lb. ....	0 28	0 29
Mocha, lb. ....	0 34	0 37
Rio, lb. ....	0 19½	0 20
Santos, Bourbon, lb. ....	0 24	0 25
Santos, lb. ....	0 23	0 24
Cocoa—		
Bulk cocoa (pure) ....	0 30	0 35
Bulk cocoa (sweet) ....	0 18	0 25

### Tea Markets Are All Very Firm

Montreal. TEA.—Japan teas are in firming market. There is a rumor that the United States Government will ask Japan for ships to transport troops. This will affect tea transportation. China teas are likely to be very high. Shipping conditions will be worse for these than for Japans, in the view of men of Oriental experience now looking into the situation. For India and Ceylon teas conditions as to large shipments will be still worse, but because these teas are in such steady demand efforts will be correspondingly greater to improve affairs, and small shipments may be expected intermittently right along. The outlook is better for Java teas, and some shipments have been coming along in better quality than ever before. Great firmness still besets the whole market, but package teas may maintain prices with less change than markets would warrant, owing to the fact that the package tea men have been early in the field to secure good supplies of bulk teas.

Pekoe, Souchongs, per lb. ....	0 42	0 45
Pekoes, per lb. ....	0 47	0 50
Orange Pekoes ....	0 49	0 51

### Spice Market Is Very Uneventful

Montreal. SPICES.—A condition of quietness prevails in the main supply sources for spices in New York. Demand which has been erratic and in some cases heavy has been only average of late, but always some activity is found as to spot stocks, and near arrivals. The peppers keep firm, seeds and herbs also showing signs of scarcity. Cloves are scarce. Nutmegs steady. There is no special feature of the local market except the prevailing quietness of tone. It is thought that spices may be much higher should they fall under taxation in the States as a luxury, and a very little more in the way of marine losses may work serious diffi-

culty for spice importers. Prices, however, remain unaltered to retailers so far.

5 and 10-lb. boxes		
Allspice .....	0 16	0 18
Cassia .....	0 25	0 30
Cayenne pepper .....	0 28	0 35
Cloves .....	0 35	0 40
Cream of tartar, 60c		
Ginger, pure .....	0 25	0 35
Ginger, Cochin .....	0 25	0 35
Ginger, Jamaica .....	0 30	0 35
Mace .....	0 80	1 00
Nutmegs .....	0 40	0 60
Peppers, black .....	0 35	0 38
Peppers, white .....	0 38	0 40
Pickling spice .....	0 25	0 25
Tumeric .....	0 21	0 23
Cardamon seed, per lb., bulk .....	2 00	2 00
Carraway, Dutch, nominal .....	0 60	0 75
Cinnamon, China, lb. ....	0 22	0 25
Cinnamon, per lb. ....	0 35	0 35
Mustard seed, bulk .....	0 25	0 25
Celery seed, bulk .....	0 46	0 46
Shredded coconut, in pails .....	0 21	0 23
Pimento, whole .....	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

### Expect New Canadian Strawberries Soon

Montreal. FRUIT AND VEGETABLES.—With favorable weather the event of the week (expected) would be the arrival of Canadian strawberries. No predictions as to prices of these have been made. California soft fruits come in much greater supply now. Bananas have advanced about 50 to 75 cents. Lemons are also higher. Several lines of green and root vegetables are a little easier this week owing to better supply. Canadian spinach is on the market at 50 cents a box. Parsley is more plentiful. Florida tomatoes are practically off the market, and Mississippi flats are higher. New potatoes are coming in, and there is a tendency now to reductions in the old crop spuds, lots of a few bags or so being available from time to time at reduced prices, but in condition requiring rapid handling at retail as deterioration is swift.

Bananas (fancy large), bunch. ....	3 50	4 00
Oranges—		
Navels, per box .....	4 50	5 00
Floridas .....	5 00	5 00
Valencia, ordinary and large .....	4 25	5 00
Grape fruit .....	2 75	3 25
Lemons .....	5 00	5 50
Limes, box of 80 .....	1 50	1 50
Pineapples, Cuban, crate .....	3 50	4 00
Watermelons (U.S.), each .....	0 60	0 75
Apples (in boxes)—		
Winesap .....	4 00	4 00
Ben Davis .....	4 00	4 00
Cauliflower, per doz. bunches .....	2 00	2 00
Celery, greentop, per crate .....	4 00	4 00
Celery (U.S. washed), doz. ....	2 00	2 00
Onions, Bermuda, crate 50 lbs. ....	3 25	3 25
Onions, Texas (crystal wax), crate 50 lbs. ....	2 00	2 25
Texas onions (red), crate .....	2 00	2 00
Onions, Australian, sack 100 lbs. ....	6 00	6 00
White onions, per bag (100 lbs.) .....	6 00	6 00
Potatoes (Green Mt.), bag, 80 lbs. ....	4 25	4 25
Potatoes (new), per hamper .....	4 50	4 50
Potatoes (new), per bag .....	8 50	8 50
Potatoes (N.B.), bag .....	4 25	4 25
Potatoes (Quebec) .....	4 00	4 00
Potatoes (sweet), per hamper .....	4 00	4 00
Carrots, per bag .....	3 50	3 50
Carrots (new), doz. bunches .....	0 50	0 50
Beets, per bag .....	2 00	2 00
Beets (new), doz. bunches .....	0 75	0 75
Parsnips .....	2 00	2 00
Pears (new), per hamper .....	3 00	3 00
Turnips (new), per doz. ....	1 25	1 25
Lettuce, curly, per doz. ....	0 15	0 15
Lettuce, Romaine, doz. ....	1 00	1 00
Lettuce, Boston, box of 2 doz. ....	2 25	2 25
Tomatoes, Mississippi Flats .....	2 65	2 65
Horse radish, per lb. ....	0 25	0 25
Cabbage (new), Charleston, crate .....	3 25	3 25
Cauliflowers (doz.) .....	3 50	4 00

Beans, U.S. wax, basket .....	3 25	3 75
Beans, U.S. green, basket .....	3 75	3 75
Leeks, per doz. bunches .....	2 00	2 00
Parsley, doz. ....	0 50	0 50
Mint, doz. ....	0 50	0 50
Watercress, doz. ....	0 50	0 50
Spinach (Canadian), box .....	0 50	0 50
Rhubarb, per doz. ....	0 25	0 35
Eggplant, per crate .....	6 50	6 50
Cauliflower, crate .....	4 00	4 00
Garlic (Venetian), lb. ....	0 10	0 10
Endive (Canadian), lb. ....	0 25	0 25
Strawberries (Louisiana), pints .....	0 12	0 12
Strawberries (quarts) .....	0 20	0 20
Cucumbers (Fla.), basket .....	3 25	3 50
California plums, box .....	4 00	4 00
Do., peaches, box .....	2 75	2 75
Do., apricots, box .....	3 00	3 00
Cherries (Calif.), box .....	3 25	3 25

### Fish in Steady, Not Too Firm Market

Montreal. FISH.—Demand for all kinds of fish is active, and as supplies are adequate, prices keep easy. No advances are looked forward to for some time to come, if we except Gaspe salmon, which is in more changeable market than other lines. Owing to 4th of July holiday observation in the United States a big consumption of fish was experienced as in the past, and this may have its accustomed effect in producing some reaction upon prices in these markets. Halibut is plentiful, also haddock and codfish, and with improvement in the lake fisheries prospects are for improved supplies and easy prices. A few enquiries are coming along for pickled, salted, and cured or prepared fish, and as stocks are pretty low a brisk demand will be expected as soon as arrivals take place.

SMOKED FISH		
Haddies .....	0 10	0 11
Haddies, fillet .....	0 14	0 15
Digby herring, bundle of 5 boxes .....	0 90	0 90
Smoked boneless herring, 10-lb. box .....	1 40	1 40
Smoked eels .....	0 12	0 12
SALTED AND PICKLED FISH		
Herring (Labrador), per lb. ....	10 00	10 00
Salmon (Labrador), per bbl. ....	20 00	20 00
Salmon (B.C. Red) .....	17 00	17 00
Sea Trout, red and pale, per bbl. ....	15 00	15 00
Green Cod, No. 1, per bbl. ....	14 00	15 00
Mackerel, No. 1, per bbl. ....	22 00	22 00
Codfish (Skinless), 100-lb. box .....	10 00	10 00
Codfish (Skinless), blks. "Ivory" Brd., lb. ....	0 10	0 10
Codfish, Shredded, 12-lb. box .....	1 80	1 80
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb. ....	0 30	0 30
Prawns, Imperial gal. ....	3 00	3 00
Shrimps, Imperial gal. ....	2 50	2 50
Scallops .....	2 75	2 75
FRESH FROZEN SEA FISH.		
Halibut .....	15	17
Haddock, lb. ....	06	06
Mackerel .....	10	10
Cod steak, fancy, lb. ....	8	8
Salmon, Western .....	15	15
Salmon, Gaspe .....	16	18
FRESH FROZEN LAKE FISH.		
Pike lb. ....	0 10	0 12
Perch .....	0 10	0 11
Whitefish, lb. ....	0 14	0 15
Lake trout .....	0 14	0 15
Eels, lb. ....	0 10	0 10
Dore .....	0 11	0 12
Smelts, No. 1 .....	0 15	0 15
Smelts, No. 1 large .....	0 20	0 20
Oysters—		
Selected, gal. ....	2 00	2 00
Ordinary, gal. ....	1 75	1 85
Malpeque oysters (choice), bbl. ....	12 00	12 00
Malpeque oysters (choice), bbl. ....	12 00	12 00
Cap Cod shell oysters, bbl. ....	10 00	10 00
Clams (med.), per bbl. ....	8 00	8 00
FRESH FISH		
Haddock .....	0 05	0 06
Steak Cod .....	0 07	0 07
Market Cod .....	0 05	0 06
Carp .....	0 10	0 11



Dore	0 14	0 15
Lake trout	0 13	0 14
Fike	0 10	0 11
B. C. Salmon	0 18	
Gaspé Salmon	0 16	
Gaspereaux, each	0 03	
Western Halibut	0 17	0 18
Eastern Halibut	0 16	0 17
Shad (Roe), each	0 50	0 65

Do., (Buck)	0 40	0 45
Flounders	0 06	0 07
Perch	0 09	0 09
Bullheads	0 12	0 12
Whitefish	0 14	0 15
Eels	0 10	0 10
Brook trout	0 30	0 30
Mackerel (large), each	0 20	0 20
Mackerel (medium), each	0 18	0 18

## ONTARIO MARKETS

TORONTO, July 4.—With the starting of the fruit preserving season refiners report the demand for sugar is again starting. The market has been firm during the week in the face of the strength exhibited in the New York market. Flour showed weakness and a decline was recorded. Butter is coming to market in good supply and prices were considerably lower. Eggs were also easier by 1c per dozen. Advances were recorded in a number of lines of package oats. Salt and sulphur are two lines that have been increased in price. Salmon prices on new pack had not been announced at the time of writing but they are expected to be given out in the near future. Cotton products all show an upward tendency, clothes lines, cotton twine, lampwick being included. Business has been quiet in the city during the week due to the exit to summer resorts. Wholesalers anticipate a quiet time for the next few weeks.

### Sugar Market Develops Strength

Toronto. SUGAR.—During the latter part of last week considerable strength developed in the raw sugar market in New York due to the withdrawal of free offerings from the market by operators which was occasioned by the better demand for sugars from refiners in the United States. Fruit preserving is well under way in the United States and this has stimulated demand from refiners. Refined sugar advanced ¼c during the period of strength and was quoted on the basis of 6.27c duty paid. Three of the American refiners advanced their quotations 25c per hundred. The weekly production continues to exceed that of corresponding weeks of the two preceding years on the Island of Cuba. This year is gradually catching up on last year, the estimated visible production to date being 2,714,536 tons against 2,829,700 to corresponding date last year and 2,316,713 tons in 1915. General rains have fallen on the Island during the week. It is estimated there are still 24 centrals grinding, compared with 17 last year and 20 in 1915. Advices as to the crop of sugar in Java are excellent as many more factories are working than at this time last year and the yield is big. Authorities in the face of these conditions are inclined to place the crop as high as 1,800,000 tons. Australia is apparently going to have a good beet sugar crop, the estimated crop for 1917-18 being 265,000 tons as against 175,000

tons last year. In Mauritius the crop is also estimated one-third larger locally there has been a noticeably better demand during the week, presumably on account of the berry season.

Atlantic, St. Lawrence extra granulated sugars	100 lbs.	8 19
Acadia Sugar Refinery, extra granulated		8 19
Can. Sugar Refinery, extra granulated		8 19
Dom. Sugar Refinery, extra granulated		8 05
Yellow, No. 1		7 79
Specing icing, barrel		8 40
Powdered, barrels		8 40
Paris lumps, barrels		8 79
Assorted tea cubes, boxes		8 79

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

### Salt And Cotton Products Go Higher

Toronto. SALT, COTTON PRODUCTS, HAND CLEANER.—With the recent advances in the raw cotton market higher prices have been made effective on cotton clothes lines, cotton twine and lamp wick. Following are the prices now prevailing on cotton clothes lines: 30-foot, \$1.75 dozen; 40-foot, \$2.10; 48-foot, \$2.50; 50-foot, \$2.65; 60-foot, \$3.15; 72-foot, \$3.75; 80-foot, \$4.25; 100-foot, \$5.25. Cotton twine in three-ply is quoted at 50c to 52c per pound and 4-ply at 54c to 56c. Lamp wick in 32-yd. lengths, No. 0 is quoted 60c to 65c; No. A. 75c to 80c bundle; No. B, \$1.10 to \$1.15. Slick hand cleaner is now quoted at \$1.15 per dozen. Nugget shoe polish has advanced 5c and is now quoted at 90c dozen. Harry Horn health salts have also advanced and are now quoted at \$1.20. An advance of approximately 60c per barrel has been made in the price of salt which now makes the following prices prevalent: 120's to barrel \$4.50; 103's, \$4.30; 65's, \$4.05; 42's, \$3.90. Assorted sizes, 21's, \$4.35; 50's, \$4.35; 30's, \$3.85; 15's, \$3.60. Bulk ordinary fine in 280-lb. barrel is quoted at \$2.15, and advance of 25c; coarse is quoted at \$2.40, also an advance of 25c ordinary fine in bags is quoted at 45c per 50 lb. bag and ordinary coarse in 50-lb. bags is quoted at 52c per bag. Dairy salt in 50-lb. bags is quoted at 75c, while ice cream salt in 200-lb. barrels is quoted at \$1.35. These prices are f.o.b. warehouse. Smith's 16-oz. crab apple jelly is now quoted at \$2.45 and pure raspberry jam in 30-lb. tins at 17c per pound, an advance of ½c. Sulphur in 112-lb. bags is quoted at 4½c. Zinc and

lacquered gem jar rings have been increased 50c per gross, making the selling price now \$3.50. Canadian malt vinegar has been advanced 5c per gallon and is now quoted at 45c.

### Prices On New Peas Expected Soon

Toronto.

CANNED GOODS.—Wholesalers anticipate the price on new-crop peas will be announced in the not distant future. Some are already booking on prices that are not firmly given. Canned salmon prices are also in the same tentative stage, as canners at the time of writing had not yet announced their prices on new pack. Some wholesalers are advising their customers that the outlook for salmon looks very poor on all grades and state that it would not be surprising if proportionate delivery will be comparatively low. In the face of this condition they have instructed their salesmen not to take orders in excess of their allotment as their deliveries will have to be in the same proportion as the canners make to them. Cohoes in 1-lb. tins were marked higher during the week in certain quarters ranging as high as \$2.90. Supplies of canned goods are getting in narrow limits with demand decreasing now that fresh vegetables are coming.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
Alaska reds, 1-lb. talls	3 10	3 25
Alaska pinks, 1-lb. talls	2 45	2 75
Chums, 1-lb. talls	1 45	1 65
Pinks, 1-lb. talls	1 75	1 90
Cohoes, ½-lb. tins	1 45	1 60
Cohoes, 1-lb. tins	2 55	2 90
Springs, 1-lb. talls	2 50	2 85
Lobsters, ½-lb., doz.	2 65	3 00
Canned Vegetables—		
Beets, 3s	1 50	1 90
Tomatoes, 2½s	2 35	2 50
Tomatoes, 3s	2 45	2 50
Peas, standard	1 42½	1 50
Peas, early June	1 52½	1 55
Beans, golden wax, doz.	1 45	1 50
Asparagus tips, doz.	3 00	3 25
Corn, 2's, doz.	2 10	2 25
Pumpkins, 2½s	1 95	2 10
Apples, gallons, doz.		4 00
Pineapples, 2s, doz.	2 45	3 00
Pineapples, 1s, doz.		1 50

### Molasses Demand Is Falling Off

Toronto.

MOLASSES, SYRUPS.—With the coming of summer weather there has been a noticeable falling off in demand for molasses and syrups of all kinds. Prices were firmly maintained, however, one of the concerns still continuing to remain out of the market on canned goods. Bakers and housewives are not using such large quantities of molasses in baking at present as they did during the cooler weather.

Corn Syrups—		
Barrels, per lb.	0 06½	
Cases, 2-lb. tins, 2 doz. in case	4 60	
Cases, 5-lb. tins, 1 doz. in case	4 95	
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.		
Cane Syrups—		
Barrels, first grade	0 06½	
Barrels and half barrels, second grade, lb.	0 06	
Cases, 2-lb. tins, 2 doz. in case	4 80	

Molasses—		
Fancy Barbadoes, gal. ....	0 78	0 82
West India, ½ bbls., gal. ....	0 46	0 50
West India, 10-gal. kegs. ....		0 60
Tins, 2-lb., table grade, case 2 doz. ....		4 25
Tins, 3-lb., table grade, case 2 doz. ....		5 65
Tins, 2-lb., baking grade, case 2 doz. ....		3 00

### New Prune Crop Reported Very Heavy

**Toronto.**  
**DRIED FRUITS.**—Reports are very encouraging for an extra heavy yield of prunes in California this year but new prices have not yet been set as there is an uncertainty in the market due to the possibility of control by the United States. Growers of prunes through their association are endeavoring to get the United States Government to contract for large quantities of the fruit but there has been no offer made so far. In some quarters the belief prevails that the opening price of 5½c base will be named but this is even thought to be too high in view of the promising crop conditions. Growers are confident that they will get a good price, however. Locally the market for dried fruit is somewhat quiet in view of the appearance of fresh fruits on the market.

Apples, evaporated, per lb. ....	0 14	0 14½
Apricots, choice, 25's, faced. ....	0 24	0 26
Candied Peels—		
Lemon .....	0 25	0 26
Orange .....	0 26	0 27
Citron .....	0 30	0 33

Currants—		
Filiatras, per lb. ....		0 22
Australians, lb. ....	0 23	0 24

Dates—		
Excelsior, pkgs., 3 doz. in case	3 60	3 75
Dromedary dates, 3 doz. in case	4 50	4 60

Figs—		
Taps, lb. ....	0 05½	0 06
Malagas, lb. ....		0 10

Prunes—		
30-40s, per lb., 25's, faced. ....		0 16
10-lb. boxes, 30-40s. ....		0 16½
40-50s, per lb., 25's, faced. ....		0 15½
50-60s, per lb., 25's, faced. ....		0 15
70-80s, per lb., 25's, faced. ....		0 13¾
80-90s, per lb., 25's, unfaced. ....		0 12½
90-100s, per lb., 25's, faced. ....		0 10½

Peaches—		
Standard, 25-lb. box .....		0 13
Choice, 25-lb. boxes .....	0 13½	0 14
Fancy, 25-lb. boxes .....		0 15

Raisins—		
California bleached, lb. ....	0 14½	0 15
Valencia, Cal. ....	0 10½	0 11
Valencia, Spanish .....	0 10	0 12
Seeded, fancy, 1-lb. packets. ....	0 12	0 13
Seedless, 12-oz. packets .....	0 12½	0 13½
Seedless, 16-oz. packets .....	0 15½	0 16

### Tea Market Holds Firm; Prices Steady

**Toronto.**  
**TEAS.**—There is an uncertainty in the tea market over the quantities to arrive as definite advices have not been received. There is considerable tea on order in Colombo and Calcutta but importers have to await with patience arrival of teas in this market. Locally there has been a quiet tone to the market, some large dealers anticipating that during the month of July there is naturally very little interest in buying. Prices on the local market were firmly maintained during the week. Freights

from the Far East are reported to have advanced from 5c to 6c per pound within the past week or ten days. This is a factor that will make for still dearer teas on shipments to arrive.

	Per lb.	
Pekoe Souchongs .....	0 45	0 46
Pekoes .....	0 46	0 47
Orange Pekoes .....	0 48	0 50
Broken Pekoes .....	0 50	0 55
Broken Orange Pekoes .....	0 52	0 55

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movements.

### New Crop Coffee Beginning To Move

**Toronto.**  
**COFFEE, COCOA.**—With the new crop Brazilian coffee just now beginning to reach the market there was an easier tone dominant in the primary situation. Locally however, there was no chance and prices remained steady. There is little activity in coffee in the primary market due to the atmosphere of uncertainty with respect to the food control measure. Stocks of coffee in the United States total 1,723,532 bags as compared with 1,296,888 bags in 1916. With 382,000 bags afloat there is therefore a total quantity of 2,105,232 bags as compared with 1,398,888 bags last year. Demand locally has been fair. Chicory is almost entirely out of the market. Cocoa prices held steady with a good demand reported.

Coffee—		
Bogotas, lb. ....	0 28	0 30
Maracaibo, lb. ....	0 25	0 28
Mexican, lb. ....	0 27	0 31
Jamaica, lb. ....	0 26	0 27
Mocha, Arabian, lb. ....	0 35	0 40
Rio, lb. ....	0 20	0 25
Santos, Bourbon, lb. ....	0 25	0 26
Chicory, lb. ....	0 17	0 20
Cocoa—		
Pure, lb. ....	0 25	0 30
Sweet, lb. ....	0 16	0 20

### Great Britain Places Embargo On Cloves

**Toronto.**  
**SPICES.**—Announcement has been made by the British Government that embargo exists with respect to the transportation of Zanzibar cloves and prices have gone up in New York in accordance with the situation. Locally there are very small quantities of cloves in dealers hands and in the United States the stocks are also low. Goods now en route may steady the price somewhat but there is no telling how long the embargo will hold effective. As long as it holds there will be a very firm situation in this spice. Black Tellicherry pepper is also in very firm market. In the local market dealers in some instances have advanced their prices on cloves 3c per pound, which makes the range in that instance from 38c to 45c.

	Per lb.	
Allspice .....	0 15	0 18
Cassia .....	0 25	0 35
Cinnamon .....	0 40	0 50
Cayenne .....	0 30	0 35
Cloves .....	0 35	0 45
Ginger .....	0 25	0 35
Mace .....	0 90	1 25
Pastry .....	0 25	0 30
Pickling spice .....	0 22	0 25
Peppers, black .....	0 33	0 38

Peppers, white .....	0 38	0 45
Nutmegs, selects, whole, 100's. ....		0 40
Do., 80's .....	0 45	0 50
Do., 64's .....		0 60
Mustard seed, whole .....	0 25	0 30
Celery seed, whole .....	0 40	0 45
Coriander, whole .....	0 30	0 38
Carraway seed, whole .....	0 75	0 90
Cream of Tartar—		
French, pure .....		0 60
American high test .....		0 65

### Nut Prices Hold In Steady Market

**Toronto.**  
**NUTS.**—There was little interest manifested in nuts of any description during the week except for the soda fountain trade. There is during the summer months a good demand for walnut halves for use in sundaes and other delicacies of like nature. Peanuts were also in steady market, following the recent activity in this commodity.

In the Shell—		
Almonds, Tarragonas, lb. ....	0 20	0 22
Walnuts, Bordeaux .....	0 18	0 20
Walnuts, Grenobles, lb. ....	0 18	0 20
Filberts, lb. ....	0 18	0 20
Pecans, lb. ....	0 18	0 20
Peanuts, roasted, lb. ....	0 14	0 18
Brazil nuts, lb. ....	0 15	0 20
Shelled—		
Almonds, lb. ....	0 40	0 48
Walnuts, lb. ....	0 55	0 60
Walnuts, California .....		
Peanuts, lb. ....	0 17	0 18

### Ground Rice Has Registered Higher

**Toronto.**  
**RICE, TAPIOCA.**—The price on ground rice was advanced in some quarters during the week from \$7.50 to \$8 per hundred. Other rices held in steady market. From the South reports are not encouraging as to the outlook according to some authorities on conditions. It is stated that the bayous are getting low and that there is danger of pumping salt water into the rice fields. Texas reports that there has been no rain for 60 days and that unless relief comes soon the crop may be seriously affected. Considerable rice has been going out from New Orleans in export. While there was an easier tendency in the rice market noted a short time ago locally wholesalers are now holding firmly to prices announced at that time.

Texas, fancy, per 100 lbs. ....	9 50	10 50
Blue Rose Texas .....	9 00	9 50
Honduras, fancy, per 100 lbs. ....		0 12
Siam, fancy, per 100 lbs. ....	7 50	8 00
Siam, second, per 100 lbs. ....	7 00	8 00
Japans, fancy, per 100 lbs. ....	8 50	9 50
Japans, second, per 100 lbs. ....	7 50	8 50
Chinese, per 100 lbs. ....	7 75	8 00
Tapioca, per lb. ....	0 13½	0 15

### Canadian White Kidney Beans Are In Market

**Toronto.**  
**BEANS.**—Canadian white kidney beans are in the local market and are being quoted at \$9.50 to \$10.50 per bushel. There is not so much interest in the bean market now that fresh vegetables are reaching the market in goodly quantities. Canned beans however, are finding a good sale. Arrivals of Rangoon beans have not yet been re-

ported, although they are expected in the near future according to the time they left Indian ports. Limas are somewhat scarce but are being quoted at the prices of last week.

Ontario, 1-lb. to 2-lb. pickers, bu.	9 50	11 00
Canadian white kidney, bush.	9 50	10 50
Rangoons, per bush.	9 00	9 50
Yellow eyes, per bushel	9 60	
Japanese, per bush.	9 00	
Black eyes, Cal., bushel.	6 50	
Limas, per pound	0 17	0 20

### Package Oats All On Upward Grade

Toronto.

PACKAGE GOODS.—Higher prices were recorded in a number of lines of package cereal during the week, Robin Hood 20's having advanced from \$4.50 to \$4.80; with regular size 18's from \$1.60 to \$1.75. Quaker oats 20's have been advanced from \$4 per case to \$4.80 with 18's at \$1.75, an advance of 30c per case. Tillson's 20's have been increased 10c per case to \$5. Quaker cornmeal moved upward to the extent of 20c, the price now being \$2.85 per case. Quaker cornflakes advanced 30c to \$3.30. Quaker puffed rice and wheat are not yet being quoted. Prices on Krinkles and Post Toasties have been withdrawn but wholesalers continue to sell at present list prices subject to having in stock. Starches remained in steady market during the week.

Cornflakes, per case	3 00	3 40
Rolled oats, round, family size, 20s		4 80
Rolled oats, round regular 2-lb. size, case		1 75
Rolled oats, square case, 20s		3 00
Shredded wheat, case	4 00	
Cornstarch, No. 1, pound cartons	0 10%	
No. 2, pound cartons	0 09%	
Starch, in 1-lb. cartons	0 10%	
Do., in 6-lb. tins	0 12½	
Do., in 6-lb. papers	0 09½	

### Fresh Pike Shows Firmer Tendency

Toronto.

FISH.—There was a firmer tendency in fresh pike during the week, quotations being made at 10c per pound. Fresh lake herring is selling at 10c, with white-fish range narrowed from 13c and 15c to 13c and 14c. Tullibeas were quoted at slightly firmer prices, the range being from 9c to 10c per pound. The market was somewhat quiet during the week due to the intervention of the holiday.

#### SMOKED FISH.

Haddies, per lb., new cured	0 11	0 12
Haddies, fillets, per lb.	0 14	0 15
Kipper herring, per box		1 50
Digby herring, bundle 5 boxes	1 10	1 25

#### PICKLED AND DRIED FISH.

Acadia cod, 20 1-lb. blocks		2 60
Salt mackerel, kits 15 lbs.		2 25

#### FRESH SEA FISH.

Halibut, medium, fresh, lb.	0 16½	0 17
Halibut, frozen	0 16½	0 17
Salmon, Restigouche, lb.	0 17	0 18
Haddock, fancy, express, lb.	0 07	0 08
Steak cod, fancy, express, lb.	0 09	0 10
Mackerel, lb.	0 10	0 12
Flounders, lb.	0 09	0 10
Winkles, per bag		1 75

#### FRESH LAKE FISH.

Herring, lb.		0 10
Pike, lb.		0 10
Whitefish, lb., fresh	0 13	0 14
Trout, lb., fresh	0 13	0 14
Herrings, frozen	0 06	0 06½
Tullibeas, fresh, lb.	0 09	0 10

## New Potatoes Drop \$3.50 Per Barrel

Toronto.

VEGETABLES.—With larger supplies of new potatoes reaching the market there was a decided movement toward lower prices, potatoes in barrels from the Southern States selling from \$8 to \$8.25 per barrel, which represents a decline of \$3.25 to \$3.50 per barrel. On this basis it is pointed out that new potatoes are now as cheap as the old ones at \$4.25 per bag. There are three bushels to a barrel whereas a bag contains a bushel and a half. Canadian cabbage in hampers reached the market during the week and was quoted at \$1.50 to \$1.75. Green peas in hampers are about off the market but Canadian peas in 11-quart baskets are quoted at \$1, representing a decline of 25c per basket during the week. Radishes are in weak market due to the knockout blow given by backyard gardens. Vegetables are arriving in fairly good supply at present.

Asparagus, Can. grass, 11-qt. bkt.	1 25	2 00
Beets, crates		3 50
Do., doz. bunches	0 40	0 50
Beans, green, string, hamper		3 25
Beans, golden wax, hamper		3 25
Cucumbers, Can., hothouse, 11-qt. basket	1 25	2 00
Cucumbers, Florida, hampers, 6 doz.	3 50	3 75
Cabbage, case		4 00
Canadian, case		4 00
Canadian, hamper	1 50	1 75
Carrots, new, hamper	2 00	2 25
Celery, Florida, half case		3 00
Lettuce, leaf, doz. bunches	0 20	
Canadian head lettuce, doz.	0 50	1 00
Mushrooms, 4 lbs.		
Onions—		
Texas, 50-lb. box	2 25	2 50
Green, per doz. bunches	0 20	0 25
Potatoes—		
Elbertas, bag	4 00	4 25
New, barrel	8 00	8 25
Peas, Canadian, 11-qt. bkt.		1 00

Radishes, doz. bunches	0 15	0 20
Spinach, bushel hamper	0 40	0 50
Green peppers, doz.		1 00
Tomatoes, Miss., 4-bkt. carriers	2 00	2 25
Parsley, basket		0 75
Watercress, basket	0 30	0 50
Turnips, new, basket	0 40	0 50

## Canadian Berries Heavy Next Week

Toronto.

FRUIT.—Production of Canadian strawberries increased considerably during the week and prices were down 5c per quart, the range of prices being from 14c to 17c. It is anticipated the production will be at the heaviest point either during the later part of the present week or the first part of next week. Recent rains have swelled the berries to big sizes which militates against their keeping qualities. Southern cantaloupes are now in the local market and are being quoted at \$6 for crates of 45's. Canadian gooseberries are in the local market and are being quoted at \$1 to \$1.50 for 11-quart basket. Lemons are in firm market, both California and Verdilis being quoted at \$6 per case. Baskets of white cherries were quoted at \$1 to \$2 for 11-quart size.

Apples—		
Boxes, American		2 75
Bananas, yellow, bunch	3 00	4 00
Bananas, red, bunch	2 50	3 00
Cherries, Cal., box	3 00	3 25
Cherries, Can., basket	1 00	2 00
Oranges—		
Cal. late Valencias	4 50	4 75
Grapefruit, Cuban, case	4 00	4 25
Lemons, Cal., case		6 00
Do., Verdilis, case		6 00
Pineapples, Cubans, case		4 00
Peaches, Georgia, 6-bkt. carrier	4 25	4 50
Plums, Clyman, box	2 75	3 00
Rhubarb, doz. bunches	0 20	0 30
Do., Canadian, 1-qt.	0 20	0 25
Strawberries, quart	0 15	0 17
Watermelons, each	0 60	0 90

## MANITOBA MARKETS

WINNIPEG, July 4.—The surprise this week was a marked firmness to sugar. Following on the heels of two declines of 15c per cwt., this came as a surprise to the trade. In view of this firmness, buying in and around Winnipeg was stimulated early this week.

There was a decline in flour of 50c per barrel the middle of last week, and another of the same amount on Saturday, June 30. Bran also eased off to \$27 per ton. Rolled oats in bulk declined to \$3.50 for 80's, but package oats went up to \$4.75 per case.

### Sugar Market Reacts; Stimulates Buying

Winnipeg.

SUGAR.—The market reacted last week very strongly in New York, and raw sugar jumped 50c. in two days. Refined in New York also went up about 25c in one day. It was not quite clear in Winnipeg what was the cause of this, but it was pretty certain that a change had taken place in the sugar situation, and that the market was now beginning to go up at a good rate of speed. The feeling

seems to be here that the market will go much higher. There is again talk of ten-cent sugar. Naturally, this change in New York has affected the strength of the Canadian market considerably. The demand has improved considerably since the market firmed up, although the trade in Western Canada have bought very heavily within the last month. Attention is drawn to the fact that fruits are likely to be high, that is, many of the fruits required for preserving, and this will no doubt have considerable effect on the demand for sugar.

### Cane Syrup May Influence Corn Syrup

Winnipeg.

SYRUPS.—It was stated here this week that the corn market was a little easier. This had no effect on corn syrup. The B.C. Sugar Refinery, Ltd., have been a little behind in their orders lately; now they are catching up, the corn syrup situation is likely to be affected somewhat, as cane syrup is considerably lower in price, in fact, about twenty per cent. lower. It is usually the other way about, that is, corn syrup is usually cheaper than cane

syrup. Molasses is very firm, the tin plate situation accounting mainly for this.

**CORN SYRUP.**

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	4 73
5-lb. tins, 1 doz. case, per case.....	5 13
10-lb. tins, 1/2 doz. case, per case.....	4 86
20-lb. tins, 1/4 doz. case, per case.....	4 87
White Clover and Lily White—	
2-lb. tins, 2 doz. case, per case.....	5 23
5-lb. tins, 1 doz. case, per case.....	5 63
10-lb. tins, 1/2 doz. case, per case.....	5 36
20-lb. tins, 1/4 doz. case, per case.....	5 37
Barbadoes Molasses—	
In half barrels, per gal.....	0 85
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 50

**Evaporated Apples Up; Other Lines Advance**

**Winnipeg.**  
**DRIED FRUITS.**—There seems to be more firmness to the evaporated apple market, and the following prices are higher than those that have been quoted for some time: 50-lb. boxes 14c, 25-lb. boxes 14 1/2c, 3-lb cartons 46c. There has been a firming up on pears, apricots and peaches. Pears are worth fully 15c for 25's, and quotations are even higher than that. There is no change in the raisin situation; the market is not easy, but good stocks are held in Winnipeg. Currants continue very high, and are likely to be higher. Australian goods are about the only ones that can be figured on just now. Further supplies might arrive from Greece now that the situation has cleared up, but nothing is known as yet. Australian currants can be had at 19c, but some prices are higher than that.

Dried Fruits—	
Apples, evap., 50-lb. boxes, lb. ....	0 14
Apples, 25-lb. boxes .....	0 14 1/2
Apples, 3-lb. cartons, each.....	0 46
Pears, choice, 25's .....	0 15
Apricots—	
Choice, 25's .....	0 29 0 30
Choice, 10's .....	0 30 0 31
Peaches—	
Choice, 25-lb. boxes .....	0 12
Choice, 10-lb. boxes .....	0 13
Currants—	
Fresh cleaned, half cases.	
Australian, lb. ....	0 19 0 22
Dates—	
Hallowees, 68-lb. boxes .....	0 12 1/2
Fards, box, 12 lbs. ....	2 00
Raisins, California—	
16 oz. fancy, seeded .....	0 11 1/2
16 oz. choice, seeded .....	0 11
12 oz. fancy, seeded .....	0 09 1/2
12 oz. choice, seeded .....	0 08 3/4
Raisins, Muscatels—	
3 crown, loose, 25's .....	0 09 1/4
3 crown, loose, 50's .....	0 09
Raisins, Cal. Valencias—	
3 crown, loose, 25-lb. boxes. ....	0 10
3 crown, loose, 10-lb. boxes. ....	0 10 1/2
Figs—	
Cooking, in mats .....	0 07 1/2
Mediterranean, 33-lb. mats.....	0 08 3/4
Prunes—	
90 to 100, 25s .....	0 11 1/4 0 12 1/2
40 to 50, 25s .....	0 15 1/2 0 17
Peels—	
Orange, lb., 7-lb. boxes.....	0 22 1/2
Lemon, lb., 7-lb. boxes.....	0 21 1/4
Citron, lb., 7-lb. boxes .....	0 25

**Cheaper Lima Beans Expected In Three Weeks**

**Winnipeg.**  
**DRIED VEGETABLES.**—The market in Lima beans has eased off considerably, and jobbers are expecting to receive shipments within the next three weeks which they will be able to sell at 17 1/4c in sacks, and 17 1/2c less than sacks. Jobbers are not looking for an easier market on white

beans, the price quoted on hand-picked being 7.50. A local broker reports that he sold Manchurian white hand-picked to a jobber this week for 7.00, showing that the market is still very high. Split peas are bringing 9.50 per sack of 98 lbs. Yellow whole peas are quoted at 3.75 per bushel; whole green peas are 5.50 per bushel. Jobbers state that split peas are very scarce, and almost impossible to procure. They do not look for any easing off in the white bean market for a long time to come.

White beans, bush.....	7 50
California Lima Beans—	
80-lb. sacks .....	0 20 0 25
Peas—	
Split peas, sack, 98 lbs.....	7 50 9 50
Whole green peas, bush.....	5 50
Whole yellow, bushel .....	3 75

**Tapioca Still Brings A High Figure**

**Winnipeg.**  
**RICE AND TAPIOCA.**—There appears to be very little tapioca being shipped out of Singapore or Penang. Stocks in Winnipeg continue very low, and tapioca is bringing 13c and sago 12c. Rice is stated by brokers to be almost non-procurable except on contract. Most of the Jobbers in Winnipeg seem to have had good contracts for rice, but the sales lately have been very heavy, and supplies may be limited in some cases. No. 2 Siam, which is one of the big sellers here, is quoted to-day around 5 1/4c.

Japan, No. 1, lb. 50-lb. sacks.....	0 06 3/4
Japan, No. 2, lb. ....	0 06 1/2
Siam, lb. ....	0 05 1/4
Patna, lb. ....	0 06 1/2
Tapioca, lb. ....	0 10 0 13
Sago, lb. ....	0 09 0 12

**New Brazil Nuts Open Somewhat Low**

**Winnipeg.**  
**NUTS.**—Market on new Brazils opened up on Friday last for September shipment. Prices were not materially lower than they were last year, but based on today's values, they are considerably lower. Peanuts are quiet, no change in price being recorded.

Nuts—In Shells—	
Almonds, Tarragano (soft shell, lb.....	0 21 1/2
Brazils, medium washed (Nigger Toes), lb. ....	0 19
Filberts, genuine Sicily, lb.....	0 18 1/2
Peanuts—Virginia—	
Choice roasted, fresh, lb. ....	0 14 1/4
Fancy roasted, fresh, lb. ....	0 15 3/4
Jumbo roasted, fresh, lb. ....	0 17
Walnuts, French Marbots, lb. ....	0 14 1/2
Walnuts, Manchurian (Jap.), lb. ....	0 13 1/2
NUTS—SHELLED.	
Spanish Valencia Almonds—	
In 28-lb. boxes, lb. ....	0 41
French Bordeaux Walnuts—	
In 55-lb. boxes, lb. ....	0 48
Spanish Shelled Peanuts—	
No. 1 Spanish peanuts, lb.....	0 14 1/2

**High Prices On This Year's Salmon**

**Winnipeg.**  
**CANNED SALMON.**—Sales are now being made to jobbers by packers on new goods, and all indications are that prices this year will rule very high. Some idea can be gathered from the following figures, which are based on quotations now being made to jobbers, and are the prices

which retailers will have to pay this year:

Chums, per case .....	6 65
Pinks .....	7 35
Cohoos, 1-lb. talls .....	8 75
Cohoos, halves .....	11 10
Sockeye, 1-lb. talls .....	12 50
Sockeye, 1/2-lb. talls .....	14 50

There prices are for first quality goods.

**Canned Tomato Stocks Enough For Season**

**Winnipeg.**  
**CANNED GOODS.**—While canned vegetables are not moving as quickly in the retail stores as they did last year, this is quite natural considering that prices are considerably higher this year. A retailer points out that a woman last year who would pay 17 1/2c, two for 35c, might take a different view this year when she had to pay 22 1/2c for tomatoes. Jobbers report that canned vegetables are moving out freely, and if this is the case, they must be selling fairly well in the stores. Jobbers do not see any tendency for tomatoes to go up, as most houses in town seem to have pretty fair stocks. It is more obvious now that corn is going to run short before the new crop comes. Peas are moving out very freely, which is due, it is said, to the fact that they are much cheaper than other lines. Raspberries continue very scarce.

**Smoked Goldeyes 75c Doz.; Salmon Down To 20c**

**Winnipeg.**  
**FISH AND POULTRY.**—Price of whitefish stands at 12c to-day, and dealers are of the opinion that this is the lowest price we shall see for the season. Fresh salmon declined one cent to twenty cents per lb., and might drop another cent. Nineteen cents is expected to be about the minimum for this season. Smoked goldeyes are being offered at 75c per doz., and smokies at 80c. Poultry is not moving in quantity yet.

Whitefish .....	0 12
Salmon, frozen .....	0 15
Salmon, fresh .....	0 20
Halibut, fresh .....	0 15
Cod .....	0 12
Kippers, boxes .....	2 00
Bloaters, boxes .....	2 00
Lake trout .....	0 15
Pickeral .....	0 12
Mackerel, 20-lb. kits .....	3 00
Finnan haddie, lb. ....	0 13 1/2
Salt herrings, bbl. ....	5 50
Salt herrings, 20-lb. pails.....	1 50
Smelts, extra .....	0 23
Brook trout, frozen .....	0 35
Sea herring .....	0 07 1/2

**Cheap Strawberries In; Potatoes Are Firmer**

**Winnipeg.**  
**FRUITS AND VEGETABLES.**—The sale of asparagus last week end at \$1.25 per dozen was not very heavy and wholesalers dropped the price to \$1; it might go slightly lower. Wax beans are off the market for the present, but there will be more later. Potatoes are not so cheap, and most houses are asking \$2 per bushel. Florida celery is finished, and B.C. celery is expected shortly, to cost about 10c per lb. Cucumbers are down to \$3.50 per

(Continued on page 43.)

# FLOUR AND CEREALS

## Flour Is Lower; Feeds Are Firm

Montreal.

**FLOUR AND FEEDS.**—Conditions in the flour market are at present in an exceedingly dull and apathetic state. The market has been uncertain and fluctuating for some time, and lately has been on the decided decline. As a result buying has been restricted to the minimum. Business could hardly be much duller as regards car-load transactions in the opinion of some large milling concerns, but in small lots there has been movement. Buying is however, a very hard to mouth process at present. The recent drop in cash wheat though followed by a recovery to some extent is responsible for the declines in flour. The lower market for cash wheat follows reports regarding crops which are very rosy. Veteran grain merchants, are however, disinclined to lay much stress upon the rosy reports as to crop outlook in the North West. They point out the risk of frosts, that the probabilities are towards a brisk resumption of market activity about the middle of the month is one opinion voiced in an authoritative quarter. The fact that the market is down to \$12.50 for 1st patents may stimulate activity even earlier, though really brisk buying is hardly likely until there is a decided upward turn in prices. Feeds are remarkably firm for the time of year. Bran actually advanced a dollar to \$33.00 in one quarter on Tuesday. Demand from Boston and Philadelphia is strong, and owing to conditions affecting production in the U.S. at present the feed market is not likely to follow its accustomed course, but will be governed by the prices obtaining in the large markets of New England, and at Philadelphia. This is due to reciprocity existing in this line. Winter wheat is in nominal market, with very little demand, and some shadings to lower quotations.

	Car lots	Small lots
<b>Manitoba Wheat Flour—</b>		
First patents .....	12 50	12 70
Second patents .....	12 00	12 20
Strong bakers .....	11 80	12 00
<b>Winter Wheat Flour—</b>		
Fancy patents .....	13 75	14 00
90%, in wood .....	12 75	13 00
90%, in bags .....	6 00	6 15
Bran, per ton .....	33 00	35 00
Shorts .....	38 00	40 00
Special middlings .....	50 00	51 00
Feed flour .....	61 00	62 00
Feed oats, per bushel .....	0 83	0 85

## Cereal Market Is Keeping Steady

Montreal.

**CEREALS.**—The market for the cereals is steady. The wheat based cereal

products listed below have changed in price with the flour market and are lower. Rolled oats market is firm, and there is still a strong demand for this product. The corn based cereal products are in firm market for corn is again in stuffing market. Summer package cereals of the "Flake" sorts are all coming into brisker demand at present. Barley, peas, and oatmeal are very firm and steady in price.

Barley, pearl, 98 lbs. ....	8 00	9 00
Barley, pot, 98 lbs. ....	6 25	7 25
Corn flour, 98 lbs. ....	6 00	6 25
Cornmeal, yellow, 98 lbs. ....	5 25	6 00
Graham flour, 98 lbs. ....	6 50	7 50
Hominy, grits, 98 lbs. ....	6 50	7 50
Oatmeal, standard, 98 lbs. ....	5 25	5 50
Oatmeal, granulated, 98 lbs. ....	5 25	5 50
Peas, Canadian, boiling, bush. ....	11 00	11 25
Split peas .....	4 25	4 50
Whole wheat flour, 98 lbs. ....	6 00	6 00
Rye flour, 98 lbs. ....	5 25	5 50
Wheatlets, 98 lbs. ....	6 25	6 25

## Flour Declines \$1.00 Per Barrel

Toronto.

**FLOUR.**—There was a weaker market for flour during the week, due to a sagging condition in the wheat. On Tuesday of last week cash wheat closed at \$2.43, whereas on Tuesday of the present week it closed at \$2.20, representing a decline of 23c per bushel. There is much uncertainty in the market, due to the possibility of establishment of a price by the food controller for wheat. In the face of this condition the retail trade is not buying and business is very light. A similar condition exists in the United States, where there is even more uncertainty. In that market it is stated on good authority that the Government intends to take full control of the purchase and distribution of wheat, and that millers will come under this control, which will place the handling of flour in the hands of the Government. As it is the intention of the Canadian food controller to act in conjunction with the United States controller, it is highly probable if this takes place in that country that some such control might be effected in Canada. At any rate there is a very uncertain undertone to the market. Manitoba first patents are quoted on a basis of \$12.40 per barrel in carload lots, representing a decline of \$1. Ontario winter wheat flour showed an easier tendency, being quoted 20c down from last week.

	Car lots per bbl.	Small lots per bbl.
<b>Manitoba Wheat Flour—</b>		
First patents .....	\$12 40	\$12 60
Second patents .....	11 90	12 10
Strong bakers .....	11 70	11 90
<b>Ontario Winter Wheat Flour—</b>		
High patents .....	12.10-12.30	11.90-12.10
Second patents .....	11.70-11.90	11.50-11.70

## Farina Higher; Corn Products Firm

Toronto

**CEREALS.**—There was a firm market for corn products during the week as a result of the higher market for corn. Oats were also in firm market, due to the firm position on the grain market. Farina in some quarters registered an advance of 25c per sack. There was a disposition to look for higher prices on all corn products, especially if the grain market holds firm or goes higher. There has been a good demand for corn products, but with the approach of warm weather there has been lighter demand on rolled oats and oatmeal.

	Less than car lots
Barley, pearl, 98 lbs. ....	7 00 8 50
Barley, pot, 98 lbs. ....	5 20 7 00
Buckwheat flour, 98 lbs. ....	7 00
Corn flour, 98 lbs. ....	5 75 6 20
Cornmeal, yellow, 98 lbs. ....	5 25 5 50
Farina, 98 lbs. ....	6 85 7 25
Graham flour, 98 lbs. ....	6 85 7 50
Hominy grits, 98 lbs. ....	6 20 7 00
Hominy, pearl, 98 lbs. ....	5 75
Oatmeal, 98 lbs. ....	5 15 6 25
Rollled oats, 90-lb. bags .....	4 25 4 65
Rollled wheat, 100-lb. bbls. ....	7 00 7 15
Whole wheat, 100-lb. bbls. ....	6 20 6 65
Wheatlets, 98 lbs. ....	6 45 7 25
Peas, yellow, split, 98 lbs. ....	10 20 11 00
Blue peas, lb. ....	0 10 0 12

Above prices give the range of quotations to the retail trade.

## United States Now Taking Mill Feeds

Toronto.

**MILL FEEDS.**—There is a still light demand for mill feeds of the bran variety with quite a range in prices, the most general quotation, however, being \$32. Local demand is very light, but the Eastern United States consumers have been taking considerable stocks of Canadian bran and shorts. With the drying up of the pasture the demand for bran is expected to return to the local market. Shorts are still being freely taken by stockmen, as there are apparently fairly good stocks of hogs in the country yet, judging from the number which find their way to market whenever the price of live hogs take a flurry upward, as they have during the past week.

	Mixed cars ton	Small lots ton
<b>Mill Feeds—</b>		
Bran .....	\$32 00	\$33 00
Shorts .....	38 00	40 00
Special middlings .....	42 00	44 00
Feed flour, per bag. ....	2.80-3.50	

## Package Oats Up; Bulk Oats Down

Winnipeg.

**FLOUR AND FEEDS.**—Last week the price of first patents dropped to \$12.00, following a reduction in the wheat market. Domestic flour business has been very quiet, and buyers will no doubt hold

off for further reductions. However, as flour stocks at country points are low, some purchasing will have to be done during July, there is considerable demand for first patents for export to United States, this refers especially to Eastern States, where some of the largest packers are anxious to get hold of Canadian first patents. **ROLLED OATS.**—A strange thing has happened in the rolled oats market: while the price of packages has advanced to \$4.75 per case, the price of bulk 80's, has dropped to \$3.50. The oat market has been very strong, and a premium is being paid for good milling oats; so that the recent drop from \$3.75 to \$3.50 does not appear to be justified. Millers claim that they were justified in raising the price of packages on account of the high cost of oats and the extra cost of packing. **FEEDS**—Bran and shorts are quoted at \$27.00 and \$32.00 respectively. \$50.00 being asked for mixed chop. There is considerable demand for shorts, but most of the millers have a surplus of bran. Millers are expecting considerable demand in Eastern States bran at fairly good prices.

<b>Flour—</b>	
Best patents .....	12 00
Bakers .....	11 50
Clears .....	10 90
XXXX .....	9 90
<b>Cereals—</b>	
Rolled oats, 80's .....	3 50
Rolled oats, pkgs., family size .....	4 75
Cornmeal, 98's .....	5 00
Oatmeal, 98's .....	4 75
<b>Feeds—</b>	
Bran, per ton .....	27 00
Shorts, per ton .....	32 00
Mixed chop, ton .....	50 00

**WEEKLY MARKET REPORTS**  
(Continued from page 41.)

hamper. New carrots are \$5 per bag, and turnips \$4.75. Leaf lettuce has dropped to 30c. per dozen. Mississippi tomatoes are finished, and the price is likely to go higher. California tomatoes will be coming in shortly at \$3 per case. Dealers are asking \$2.25 for tomatoes this week. There is a greater firmness to the orange market and Valencias are bringing as high as \$5.25. Hood River strawberries were bringing \$4 per case early this week. Cuba pineapples are finished, and supplies are now coming from Florida. Cherries are selling at \$3 per box of 10 lbs., and 25-lb. box, \$5. Canteloups are \$4 for flats, and \$7 for standard—forty-five to a case. Apricots are down to \$2.50 per crate; plums, \$3-\$4; peaches, \$2.50.

Asparagus, doz. ....	1 00
Beans, cream .....	3 50
Manitoba potatoes, bushel .....	1 80 2 00
Cucumbers, hamper .....	3 50
Carrots, new, bag .....	5 00
Turnips, new, bag .....	4 75
Cabbage, Cal. lb. ....	0 05
Lettuce, leaf, doz. ....	0 30
Imported mushrooms .....	1 00
Parsley, home grown .....	0 40
Pears, green, lb. ....	0 20
Tomatoes, Mississippi, case .....	2 00 2 25
<b>Fruits—</b>	
Oranges, Valencias .....	4 50 5 25
Lemons .....	6 00
Grape Fruit .....	6 00
Wine saps, box .....	2 50 3 00
Strawberries, Hood Rivers, case .....	4 00 5 25
24 pints .....	5 00
Bananas, lb. ....	0 00
Pineapples, Florida, case .....	5 00
Cherries, 10-lb. box .....	3 00

**A REMEDY REQUIRED**

Dear Sirs,—

Several of the Winnipeg Jobbers have sent out notices to the effect that eggs during the coming season will be handled "loss off" method, and that the merchant will be charged back with all rots, cracked and broken.

Now this method may be all right and no doubt will work out to advantage in the future, but I would like some information as to how the merchant is going to handle eggs to save the loss he is bound to have.

When we get in 50 to 75 doz. eggs some days, it is hardly possible that we are going to take the time to candle and keep the customer waiting and on the other hand we cannot take them in to candle afterwards as that would be sure to cause dissatisfaction. Have you any idea or have your readers any plan outlined for handling the egg situation during the coming summer so that it will give satisfaction to the customer and merchant alike.

Yours very truly,

R. H. HARWOOD,  
Elm Creek, Man.

Cherries, 25-lb. box .....	5 00
Watermelons, doz. ....	9 00
Cantaloups, flats .....	4 00
Cantaloups, standard, 45 to case .....	7 00
Apricots, crate .....	2 50
Plums, crate .....	3 00 4 00
Peaches, crate .....	2 50

**TORONTO GROCERS' PICNIC**

The annual picnic of the Toronto grocers will be held at Niagara Falls on

July 18 next. Boats will leave the foot of Yonge St. at 7.30, 9.0, and 11.0 a.m. and at 2 p.m. The round trip for adults will be \$1.75.

As the proceeds of the picnic are to go to the Red Cross funds, the Toronto grocers are unusually anxious that the picnic should be an outstanding success. Keep the date in mind—July 18. Arrange to make a day of it.



**Told 'Round the Cracker Barrel**

**Too Cheap.**

A husky-looking person in a flannel shirt, who had evidently strayed some distance off his accustomed beat, walked up to the Waldorf bar, flipped a dime down on the mahogany and said:

"Gimme a drink of rye."  
"We don't sell ten-cent drinks here," said the man in the white jacket.  
The stranger reached for his dime.  
"I can't drink that nickel stuff!" he said, and passed out.

**The Man He Left Behind.**

An English storekeeper went to the war and left his clerk behind to look after things. When he was wounded and taken to the hospital, what was his surprise to find his clerk in the cot next to him.

"Well, I thought I left you to take care of the store," said the storekeeper.  
"You did," answered the clerk. "But you didn't tell me I had to look after your women folks as well as the store. I stood it as long as I could and then I said to myself: 'Look here, if you've got to fight, you might as well go and fight someone that you can hit.'"

**Hard to Fool This Man.**

They were having a dance in one of the large towns of Texas. A cowboy, just in from the prairies, went up to the hall and entered. The master of ceremonies led him

gently to the door and put him out. The cowboy went back. The master of ceremonies hustled him out the second time. The cowboy went back. The master of ceremonies seized him by the back of the neck and kicked him rudely down the stairs. The cowboy gathered himself up slowly, and looking back at the hall, said wisely: "I know what it means! They can't fool me! They don't want me at that dance."

**A Far Too Gentle Hint.**

Mrs. Morgan had a colored maid named Sarah. One Sunday afternoon the mistress saw Sarah's lover leaving the house clad in a suit of white flannel. A little later, when the maid appeared, Mrs. Morgan said: "Sarah, that beau of yours should never wear white. He is so very black that white clothes make him appear all the blacker. Why don't you give him a hint?"  
"Why, Mis' Morgan," said Sarah, with animation, "I done give him er lot ob hints, but he jes' natterly ain't got no sense an' he didn't take 'em."  
"Probably you didn't make the hints strong enough," said the mistress.

"Well, no'm, dat's jes' what I think myself," agreed Sarah, reflectively; "I don't believe I did. I jest looks at him, right hard, an' I says 'Niggah, yo' sho' do look like a black snake crawlin' out ob cream, you do!' That's jes' all I says to him, Mis' Morgan."

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., July 3.—Flour during the past week has eased off considerably, as quotations will show, but the market is unsteady. A very considerable amount of Oregon and Washington flour has gone into consumption here this last week. It is, however, agreed that it is not being unloaded at a profit to the importers. Sugar quotations show no change, despite the natural increase in the demand owing to the approach of the preserving season. The freakishness of the strawberry market has something to do with this. Imported small fruits, peaches, plums and apricots are selling slowly. Shipments of Manchurian white beans have been received, but not enough to affect the market materially. Local green peas and beans are now taking the place of the imported article. Old potatoes have reached the \$1 mark. Lemons are sky high and dealers refuse quotations. Wholesale business for June as a whole was good and collections were excellent.

### VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs. ....	8 95
Flour, first patents, Manitoba, per per bbl., in car lots .....	12 50 13 00
Salmon, Sockeye, 1-lb. talls, per case 4 doz. ....	140 00
Rice, Siam, No. 1 .....	125 00
Do., Siam, No. 2 .....	0 12½
Beans, Japanese, per lb. ....	0 16
Beans, B.C., white .....	90 00 100 00
Potatoes, per ton .....	0 27
Lard, pure, in 400-lb. tierces, lb. ....	0 44
Butter, fresh made creamery, lb. ....	0 41
Eggs, new-laid, in cartons, doz. ....	0 26½
Cheese, new, large, per lb. ....	

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 3.—Flour dropped 70c per barrel on June 26 and 50c on June 30, which now makes the selling price \$12 per barrel in carload base. Sugar is firm, with advances expected. A further advance on laundry soap is highly probable. Krinkle cornflakes have been advanced, and are quoted at \$3.15 to \$3.30 per case. Quotations on small white beans to-day are 12c to 15c per pound. Sage and tapioca are quoted 11c to 12½c. Rice is again on the upward trend, No. 1 Japan now being quoted at \$6.75 per hundred, with No. 2 Siam at \$5.65. Gallon apples are quoted from \$2.55 to \$2.80 per case.

### CALGARY:

Beans, small white, Japan, lb. ....	0 12	0 15
Flour, No. 1 patents, 98s, per bbl. ....	12 00	
Molasses, extra fancy, gal. ....	0 82	
Rolled oats, 80s .....	3 75	
Rice, Siam, cwt. ....	5 65	
Sago and Tapioca, lb. ....	0 11	0 12½
Sugar, pure cane, granulated, cwt. ....	9 55	
Cheese, No. 1 Ontario, large. ....	0 25	0 26
Butter, creamery, lb. ....	0 40	
Lard, pure, 3s, per case. ....	16 80	
Eggs, new-laid, case .....	9 50	10 50
Tomatoes, 2½s, standard case. ....	4 50	4 80
Corn, 3s, standard case .....	3 70	4 00
Peas, 2s, standard case .....	2 95	
Apples, gals., Ontario, case .....	2 55	2 80
Strawberries, 2s, Ontario, case. ....	5 25	5 60
Raspberries, 2s, Ontario, case. ....	5 40	5 85
Peaches, 2s, Ontario, case .....	4 40	4 80
Salmon, pink, tall, case. ....	7 25	

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 3.—Flour shows considerable decline since last week; Manitoba now \$13.90 and Ontario \$13.15. Ordinary cornmeal is slightly higher at \$3.65. Eggs are easier; new-laid, 36c to 37c; case eggs, 34c to 35c. Butter is also off; dairy, 35c to 37c; tub butter, 30c to 35c. Canned corn is higher at \$3.80; potatoes are lower at \$5.50 to \$6. Dealers do not anticipate much further drop until new native potatoes appear.

Flour, No. 1 patents, bbls., Man. ....	13 90	
Ontario .....	13 15	
Cornmeal, gran., bbls. ....	11 00	
Cornmeal, ordinary, bags .....	3 65	
Molasses, extra fancy, gal. ....	0 70	
Rolled oats, bbl. ....	10 00	
Beans, white, bush. ....	9 25	9 30
Beans, yellow-eyed .....	8 75	8 80
Rice, Siam, cwt. ....	7 50	8 00
Sago and tapioca, lb. ....	0 13½	0 14
Sugar—		
Standard granulated .....	8 25	8 30
No. 1 yellow .....	7 75	7 80
Paris lumps .....	9 50	10 00
Cheese, N.B., twins .....	0 22½	0 23
Eggs, new-laid .....	0 36	0 37
Eggs, case .....	0 34	0 35
Breakfast bacon .....	0 33	0 35
Butter, dairy, per lrb. ....	0 35	0 37
Butter, tub .....	0 30	0 35
Lard, pure, lb. ....	0 29½	0 29¾
Lard, compound .....	0 22½	0 22¾
American clear pork .....	52 00	55 00
Beef, corned, ls .....	4 25	
Tomatoes, 3s, standard, case. ....	4 70	
Corn, 2s, standard case .....	3 80	
Peas, 2s, standard case .....	2 80	
Apples, gals., N.B., doz. ....	3 60	
Strawberries, 2s, Ont., case. ....	5 00	
Raspberries, 2s, Ont., case .....	5 40	
Peaches, 2s, Ontario, case. ....	4 30	
Salmon, red spring, talls, case. ....	10 00	10 50
Salmon, pink, talls, case. ....	6 50	7 00
Salmon, Cohoes, case .....	9 50	9 75
Salmon, Chums .....	5 75	6 00
Sardines, domestic, case .....	6 00	
Cream tartar .....	0 53	0 56
Currants, lb. ....	0 20	0 21
Raisins, choice, lb. ....	0 12½	
Raisins, fancy, lb. ....	0 12½	
Raisins, seedless, lb. ....	0 15	
Prunes, 90-100, lb. ....	0 14	0 14½
Candied peel, citron .....	0 35	0 37
Candied peel, orange and lemon. ....	0 28	0 30
Evaporated apples, lb. ....	0 12½	0 13
Evaporated apricots, lb. ....	0 21	
Pork and beans, case .....	4 00	5 50

### Fresh Fruits and Vegetables—

Apples, Oreg., box .....	4 00	4 25
Lemons, Messina, box .....	6 50	7 00
Lemons, Cal., box .....	5 50	5 50
Oranges, Cal., box .....	5 00	5 50
Grapefruit, per case .....	5 50	6 00
Potatoes, bbl. ....	5 50	6 00
Onions, Bermudas, 50-lb. crate. ....	2 50	3 00
Tomatoes, Florida, 30-lb. crate .....	4 00	4 50
Cucumbers, doz. ....	1 50	

## BATTLE CREEK CORN FLAKE CASE WILL LIKELY GO OVER TO FALL SESSIONS

The Litigation in which the Battle Creek Toasted Corn Flakes Company has been involved for some time past was brought to a temporary conclusion, when Mr. Justice Middleton postponed the case after a four days hearing in the Ontario Supreme Court. The case will therefore likely go over to the fall sessions. There were between thirty and forty grocers present, as witnesses for one or other of the contending firms.

## \$10,000,000 CANDY COMBINE

With an initial capitalization of \$10,000,000, a new confectionery combine composed of confectionery manufacturing concerns and jobbers houses covering the United States from New York to Wisconsin, and later to include the extreme East, certain Middle Western States and some of the Southern territory, is in process of formation by C. H. Dirnberger and M. F. Dirnberger of Buffalo. Sales staffs and operating employees are to be reduced over 75 per cent., and re-sale prices will be controlled if the amalgamation is perfected.

## PROPOSED AMERICAN WAR TAXES

The American War Revenue Bill was reported to Congress by the Senate Finance Committee on Tuesday of this week. It provides for the raising of \$1,670,000,000.

Among the items to be taxed are several food products. Coffee, 2c per pound; tea, 5c per pound; crude cocoa, 3c per pound; sugar, ½c per pound; grape sugar, molasses and can syrup, 1 to 2c per gallon.

Syrups and extracts used in soft drinks from 3 to 12 cents a gallon, according to the value of the syrups. Grape juice, ginger ale, pop and similar lines will be assessed 1c a gallon.

As well as necessities, the tax provides for a charge on incomes, excess profits, wines and liquors, tobacco and cigars, theatre tickets, express and parcel post packages.

# PRODUCE AND PROVISIONS

## Hogs Shade Firmer; Lard Down Little

Montreal.

**PROVISIONS.**—The market for hogs is a shade firmer. There is really no special reason for this in the opinion of men close to the business, as supplies are quite ample owing to lack of export demand. Prices of live and dressed hogs remained steady during the week at \$16.25-\$16.50 for live, and \$23.00-\$23.50 for dressed. Local consumption of pork products is fairly good, but as the weather has been very cool up to date, the demand for cooked meats has not been quite so large as in previous seasons. Possibly also this is due to the consumption of fresh vegetables. The market on lard is down half a cent, and shortening is also half a cent lower. Demand for these lines is a shade less than formerly, which may be attributed to the fact that housewives are probably not doing so much baking during the summer.

<b>Hams—</b>		
Medium, per lb. ....	0 31	0 32
Large, per lb. ....	0 29	0 29½
<b>Bacon—</b>		
Plain .....	0 34	0 37
Boneless, per lb. ....	0 35	0 39
<b>Bacon—</b>		
Breakfast, per lb. ....	0 34	0 35
Roll, per lb. ....	0 27	0 28
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots....	0 24	0 25
Long clear bacon, small lots...	0 24½	0 25½
Fat backs, lb. ....	0 23	0 24
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 43	
Hams, roast, per lb. ....	0 46	
Shoulders, boiled, per lb. ....	0 37½	0 38½
Shoulders, roast, per lb. ....	0 38	0 38½
<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb. ....	0 27	
Tubs, 60 lbs. ....	0 27½	
Pails .....	0 27½	
Bricks, 1 lb., per lb. ....	0 28½	
<b>Shortening—</b>		
Tierces, 400 lbs., per lb. ....	0 22¼	0 22½
Tubs, 50 lbs. ....	0 22½	0 22¾
Pails, 20 lbs., per lb. ....	0 23¼	0 23½
Bricks, 1 lb., per lb. ....	0 23½	0 23¾

## Supplies of Poultry Gradually Increasing

Montreal.

**POULTRY.**—Receipts of live poultry during the past week have been fairly large, particularly in old fowls. There are a few ducklings and broilers arriving also, but these are of very poor quality and it would pay farmers far better to hold these until they are properly fattened, as there is little or no call for a thin, poor bird. There is an improving demand for storage poultry. Prices are being well maintained and as the supply of storage poultry on the spot is not large, it is confidently expected that stocks will be cleaned up all right. The public appear to be realizing the advantages of poultry as a food these days.

Present conditions have converted poultry from something of a luxury to a comparatively low-priced flesh food of great nutritive value.

<b>Poultry—</b>		
	Dressed	Live
Old fowls .....	0 20	0 22
Chickens, milk-fed, crate, fattened lb. ....	0 30	0 25
Old roosters .....	0 20	0 17
Roasting chickens .....	0 25	
Young ducks .....	0 25	
Turkeys (old toms), lb. ....	0 32	0 25

## Eggs Still Lower And Declining

Montreal.

**EGGS.**—The egg market continues to sag. Supplies are more than ample, and prices in the country are down to 26c and even less in some districts. Production of eggs in the West continues heavy, and several cars are on the way East. A strong feeling exists at present amongst some wholesale dealers that the consumption of eggs would be a good deal better if retail stores would sell eggs at a less profit. There are few if any stores in Montreal at present where eggs can be bought at 40 cents, and it is felt that except for strictly new lays, eggs could well be retailed at less than 40 cents. There is no export demand for eggs at present, the British market being very dull, with plenty of eggs to supply needs. Owing to extremely warm weather at points of production, and slow transportation by freight, practically all dealers are having eggs shipped by express. This costs nearly two cents extra per dozen, but dealers claim that the cost is fully made up in extra quality. Receipts of eggs in Montreal for week ending June 30 were 10,207 cases as compared with 13,346 cases last week, and 20,499 cases for the corresponding period last year.

<b>Eggs—</b>		
New laid, specials .....	0 40	
Selects .....	0 36	0 37
No. 1's .....	0 33	0 34
No. 2's .....	0 30	0 31

## Cheese Market is Still Very Steady

Montreal.

**CHEESE.**—Receipts of cheese in Montreal for the week ending June 30, were 88,600 boxes, as compared with 102,195 boxes for the corresponding period last year, and 85,798 boxes for the week immediately preceding. Production of cheese is reaching the maximum, and quality is declared to be excellent. It is thought that owing to the advantage of price conditions for cheese over the condition as regards butter, farmers may concentrate more upon cheese this year. As receipts are behind those of last year greater production would be welcomed, and the fact that the farmers are getting over \$4 a box more for their cheese than

they got last year is a further incentive. Prices to the retailer have not altered this week, and the market is very steady.

**Cheese—**

Large (new), per lb. ....	0 23	0 23½
New twins, per lb. ....	0 23	0 23½
Triplets, per lb. ....	0 23	0 23½
Stilton, per lb. ....	0 25	
Fancy, old cheese, per lb. ....	0 30	

## Butter Market Shows A Further Decline

Montreal.

**BUTTER.**—There arrived in Montreal for the week ending June 30, 10,207 packages of butter, as compared with 20,499 packages for the corresponding week last year, and 13,346 packages for the week immediately preceding. There is no export trade in butter, and there is heavy production reported from the West. Dealers are under the impression generally that there is plenty of butter in the country, and prices show a tendency to sag down again this week. The finest creamery butter can be bought at country points now at 33½ cents and even lower in quantities, and the retailer is asked to pay from 35½ cents or less for it. Prices to the retailer fell by a cent a pound this week, and should production and country prices warrant it there may be further declines. People are beginning to think of putting away butter, but chances of hot weather prevent much in this line as yet.

**Butter—**

Creamery prints (fresh made). ....	0 36	0 36½
Creamery solids (fresh made). ....	0 35½	0 36
Dairy prints, choice, lb. ....	0 32	0 34
Dairy, in tubs (choice) .....	0 29	0 31
Bakers .....	0 27	0 28

## Old Crop Honey Low No New Crop as Yet

Montreal.

**HONEY AND MAPLE.**—There is little to be reported regarding honey at present except fast reduction of the volume available, though demand is not abnormal. Very little old season's honey now remains and the coming of the new crop honey is awaited. Lateness of season is likely to affect production unless a lot of sunshine can be looked for in the last half of summer. Maple products keep in firm, steady market with abundant evidence that supplies will not be over-plentiful to meet demand during the fall and winter.

**Honey—**

Buckwheat, 5-10 lb. tins, lb. ....	0 13	0 13½
Buckwheat, 60-lb. tins, lb. ....	0 13	
Clover, 5-10 lb. tins, per lb. ....	0 15	0 15½
Clover, 60-lb. tins .....	0 14	0 14½
Comb, per section .....	0 18	0 19

**Maple Product—**

Syrup, 13 lbs. Imp. meas., per gal. ....	1 45	1 50
11-lb. tins .....	1 20	1 25
Sugar, in blocks, per lb. ....	0 15	0 16



## Hogs Up 75 Cents; Lard Is Easier

**Toronto**  
**PROVISIONS.**—Higher prices were again quoted for live hogs during the week, owing to the light arrivals of last week. With the increase in price, however, farmers have been letting their hogs go freely and fairly good supplies are reaching the market. Farmers from nearby points have been sending quite large numbers in during the week. There was a sluggish tone in the market for lard and compound during the week, due to the slackening of demand characteristic of July and August. While list prices on lard in most cases were at 26½c tierce basis, quotations were made even at 25½c in an effort to stimulate business. The same condition holds true on compound to a certain extent, namely, that while list prices were at 22¼c and some sales are made on that basis, still quotations were made as low as 21¼c. Meats are moving fairly free, demand for boiled and roast hams growing.

<b>Hams—</b>			
Medium, per lb. ....	0 29½	0 31	
Large, per lb. ....	0 25	0 28	
<b>Becks—</b>			
Plain .....	0 31	0 40½	
Boneless, per lb. ....	0 39	0 40	
<b>Bacon—</b>			
Breakfast, per lb. ....	0 31	0 40	
Roll, per lb. ....	0 25	0 28½	
Wiltshire (smoked), per lb. ....	0 30	0 31	
<b>Drv Salt Meats—</b>			
Long clear bacon .....	0 25	0 27	
Fat backs, lb. ....	0 25	0 27	
<b>Cooked Meats—</b>			
Hams, boiled, per lb. ....	0 38	0 42	
Hams, roast, per lb. ....	0 40	0 44	
Shoulders, roast, per lb. ....	0 37	0 39	
<b>Barrel Pork—</b>			
Mess pork, 200 lbs. ....	46 00	48 00	
Short cut backs, bbl., 200 lbs. ....	48 50	50 00	
Pickled rolls, bbl., 200 lbs. ....	48 00	49 00	
<b>Lard—</b>			
Pure tierces, 400 lbs., per lb. ....	0 25½	0 26½	
Compound tierces, 400 lbs., lb. ....	0 21¾	0 22	
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.			
<b>Hogs—</b>			
Dressed, abattoir killed .....	24 00	25 00	
Live, off cars .....	16 75		
Live, fed and watered .....	16 50		
Live, f.o.b. ....	15 75		

## Butter Drops 3c Pound During Week

**Toronto**  
**BUTTER.**—There was an easier tone to the market during the week, although during the middle part of last week there was evidence of considerable firmness. With large receipts prices were lower by 3c per pound during the week. Commission men are of the opinion that butter will have to get down to an export basis and accordingly look for lower prices. Abundant supplies of grass for the cattle is sending large supplies into the market and an outlet is looked for through export. Export prices are lower than those prevailing at present. Creamery prints are quoted at 35c to 36c and creamery solids at the same price. This is unusual and will mean that creamery solids will in all probability be in easier price before long.

Creamery prints, fresh made ....	0 35	0 36
Creamery solids .....	0 35	0 36
Dairy prints, choice, lb. ....	0 32	0 33
Dairy prints, lb. ....	0 27	0 28

## Eggs Were Down 1c Per Dozen

**Toronto**  
**EGGS.**—There has been no slackening in the number of eggs reaching the market and prices have accordingly been lower by 1c per dozen during the week. Last week it looked as though heavy receipts were over, but the week has given proof that the hens are still producing. Now that the clucking season is well under way, it is anticipated that production in equal magnitude will not continue. Opinion is divided as to whether or not the bottom of the egg market has been reached, everything depends on the way supplies come forward during the next week or two.

<b>Eggs—</b>			
New laid, cartons .....	0 37	0 38	
New laid, ex-cartons .....	0 34	0 35	

## Receipts of Cheese Are Getting Heavier

**Toronto**  
**CHEESE.**—With favorable weather and conditions for milk production the period of heavy cheese production is getting well under way. Considerable quantities are reaching the local market. Prices prevailing at the boards in Ontario give evidence that the margin of profit must be small for those who resell to the cheese purchasing commission. The opinion prevails that cheese is being taken in anticipation of better prices for the local trade. Another factor that is helping to keep the purchasing price at the producing points up near the purchasing price of the commission is the fact that the market for cheese has been a buoyant one for months past and purchasers are still counting on this fact to a considerable extent to let them out when sales come to be made. Prices were unchanged during the week.

<b>Cheese—</b>			
New, large .....	0 22	0 23	
Old large .....	0 30	0 31	
Stilton (old) .....	0 29	0 32	
Stilton (new) .....	0 24	0 25	

## Decline In Prices of Roosters and Hens

**Toronto**  
**POULTRY.**—There were fairly heavy arrivals of roosters and hens during the week and with a light demand prices were easier by 1c per pound in prices being paid by commission men. Roosters are being quoted at 13c to 15c per pound and live hens at 17c to 19c. Dressed hens are also down, being quoted at 18c to 20c per pound. Spring chickens have been arriving in fairly large quantities, but the birds are light and there is not much demand for them. Arrivals of turkey gobblers are now light, only an occasional one being sent into the market. Prices on the latter remained unchanged.

Roosters, live, per lb. ....	0 13	0 15
Hens, live, per lb. ....	0 17	0 19
Hens, fresh, dressed, per lb. ....	0 18	0 20
Turkeys, gobblers, dressed, fresh	0 18	0 20
Spring chickens, live, 2 lbs. and over, lb. ....	0 18	0 25
Do., dressed, 2 lbs. and over..	0 20	0 30

Prices are those paid at Toronto by commission men.

## New Honey Prospect Is Now of Interest

**Toronto**  
**HONEY, MAPLE SYRUP.**—Interest in the new honey crop is growing apace now that the producing season is approaching. Everything points to favorable conditions so far, but nothing definite as to the actual work of the bees has been learned in the local market as yet. It is just a little far away to be an item of real active interest. Comb honey is still around in small quantities with a few tins. Maple syrup is still being quoted at \$1.75 per Imperial gallon, although interest in the commodity is decidedly on the wane.

<b>Honey—</b>			
Clover, 5 and 10-lb. tins.....	0 14	0 15	
60-lb. tins .....	0 13½	0 14	
Comb, No. 1, doz. ....	2 40	2 75	
<b>Maple Syrup—</b>			
8-lb. tins .....		1 25	
Gallons, Imperial .....		1 75	

## Easier Butter Market; Eggs Are Very Weak

**Winnipeg.**  
**PRODUCE AND PROVISIONS.**—The run of hogs has been rather light lately, the market fluctuating somewhat, but on the whole, remaining about the same, that is, 15.00. Provision prices did not change. Although the market has eased off considerably in the last month, it is not expected that lower levels on provisions will be seen until the fall run at least. **EGGS.**—The quality of eggs has been depreciating as the warm weather advanced. The market is very weak compared with what it was in the early spring. Early this week eggs could be bought anywhere from 23 to 28c. **BUTTER.**—The June make of dairy butter is now coming on the market, and prices are ranging from 26c to 27½c. The creamery butter market was demoralized last week, No. 1 selling to the trade at 36c, and No. 2 35c. The reason given for the easier butter market is that American stocks are much heavier than they were last week, and export stocks are also heavy. Dealers are looking for further declines.

<b>Hams—</b>			
Light, lb. ....	0 30		
Medium, per lb. ....	0 28	0 29	
Heavy, per lb. ....	0 26	0 27	
<b>Bacon—</b>			
Breakfast, per lb. ....	0 33	0 34	
Breakfast, select, lb. ....	0 33	0 36	
Backs, regular .....		0 32	
Backs, select, per lb. ....		0 34	
<b>Dry Salt Meats—</b>			
Long clear bacon, light.....	0 25		
Backs .....	0 26		
<b>Barrelled Pork—</b>			
Mess pork, bbl. ....		45 00	
<b>Lard Pure—</b>			
Tierces .....		0 27	
20s .....		5 70	
Cases, 5s .....		16 72	
Cases, 3s .....		16 80	
<b>Lard Compound—</b>			
Tierces .....		0 21½	
Tubs, 50s, net .....		10 75	
Pails, 20s, net .....		4 50	
<b>Fresh Eggs—</b>			
New laid .....		0 28	
Dairy .....		0 30	
<b>Cheese—</b>			
Ontario, large fresh .....		0 26	
Manitoba, large, fresh .....		0 24	
<b>Butter—</b>			
Fresh made creamery, No. 1			
cartons .....		0 36	
Fresh made creamery, No. 2..		0 35	



**Canadian - made Sellers  
for Canadian Grocers**



Sales are never slow where Armour's Oval Label Products are concerned. The public know them—they know that the name "Armour's" carries with it a dependable guarantee of quality and purity. Therefore sales are quick and profits good.

**Armour's  
Veribest**  
TRADE MARK

Ham, Bacon, Lard, Butter, Eggs, Canned Meats, Fish, Soups and Armour's Grape Juice—one and all represent the highest achievement of customer-satisfying goodness.

See that you are well stocked. Our store signs will help you immensely. Ask our salesman or write us direct.



**ARMOUR AND COMPANY**  
HAMILTON, ONTARIO, CANADA

1600



**A QUALITY UNTO  
THEMSELVES**

To build a large and profitable business on California Canned Fruits, you must give your customers fruits of a quality so distinctive and delicious that they cannot forget the taste.

Although California has thousands upon thousands of fruit producing acres, the finest of its fruits for canning purposes are grown in a comparatively few favored localities where soil and climate conditions are ideal.

Orchards in certain sections produce the finest peaches. The best apricots are restricted to a comparatively small area of the State,—in fact, there is no one district producing all varieties of fruits to an equal degree of excellence.

That's why DEL MONTE canned fruits are different—they are packed the day picked in the very districts where each variety is grown to the highest degree of perfection and flavor.

DEL MONTE canned fruits and vegetables have an individuality of their own, not only in the way they sell, but in the satisfaction they give.

Every can of DEL MONTE you sell, sells more—makes friends and customers, and assures you a steady, profitable business.

Wholesale distributors everywhere.

**CALIFORNIA PACKING  
CORPORATION**

San Francisco,  
California



## Put these two sellers on display to-day

Their delicious goodness will appeal to all.

### E.P. Fruit Sauce

—the only Canadian-made Fruit Sauce on the market. A particularly good line to push during the hot weather. Repeats are certain.

The same applies to

### H.G. Sauce (Worcestershire)

Both these lines have taken the place of imported products and offer the consumer such value as guarantees unstinted satisfaction.

*Sold on the Contract Selling Plan. Stock up now and watch them sell.*

**The Canada Sauce & Vinegar Co.**  
519 KING STREET WEST - TORONTO



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by buying a copy of

### THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

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*YOUR BANK ACCOUNT* will profit, for the information acquired will save you money—and

*YOUR REPUTATION* will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

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**ONLY \$10.50, DELIVERY PREPAID.**

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**MacLean Publishing Co., 143 University Avenue, Toronto, Canada**

# Coffee Prices Are Low

We carry a large stock of **Cup Quality Coffees**.  
Stock our registered brands

**"BOUQUET"**

**"THISTLE"**

Every tin guaranteed satisfaction to your  
customers or



**"RETURN AT OUR EXPENSE"**

**KEARNEY BROS., LIMITED, MONTREAL**

## **PURITY FLOUR**

is as near perfect as nature and  
human ingenuity can make it



Tell your customers that Purity Flour is made from the world's finest wheat, in the clean, careful, scientific way that is necessary to produce high-grade flours. Tell them that Purity is an *all-purpose* flour for bread, rolls, biscuits, pies, cakes—for all home baking.

Call the customer's attention to the fact that the actual food value of Purity Flour is greater than that of Eggs, Beef, Fish, Milk, Potatoes, Cabbage or Corn. They will appreciate information of this kind. It will help your reputation as a progressive dealer and will help you sell more Purity Flour and other high quality products.

You'll make no mistake if you stock up with Purity Flour. It's a profitable line for dealers, because it always gives absolute satisfaction to the customer

*Write for Particulars About Our Fall Advertising Campaign.*

**Western Canada Flour Mills Co., Limited**

**Toronto, Winnipeg, Ottawa, Vancouver, Victoria New Westminster, Prince Rupert**

*If any advertisement interests you, tear it out now and place with letters to be answered.*



**Everywhere in Canada  
They are Using  
More Keating's**

Keating's Insect Powder is known throughout the civilized world as a sure and effective insecticide. It is fatal only to insect life. It is harmless to animal or human life.

Within the past eighteen months the sales of Keating's Powder to the Canadian public has increased five fold. While some of this increase is traceable to the purchases made by soldiers in camp, for their bodily comfort, there has also been a general increase for household purposes.

Keep your stock of Keating's well filled. You will find it in steady and growing demand.

Sole Agents  
for Canada  
Harold F.  
Ritchie & Co.,  
Limited  
10-12-14  
McCaul Street  
Toronto

**KEATING'S**  
KILLS BUGS, MOTHS  
ROACHES AND OTHER  
HOUSE INSECTS  
**POWDER**

**W. C. Edwards  
& Co., Ltd.**

**OTTAWA  
ONTARIO**

Manufacturers of

**BOX  
SHOOKS**



**A  
GOOD  
SELLER**

**A  
PERFECT  
SAUCE**

**Bowes**  
TRADE MARK

**WORCESTERSHIRE SAUCE**

*Made and Guaranteed by:*

**The Bowes Company, Limited**  
Winnipeg - Toronto - St. John, N.B.

**Keep Up The  
Connection**

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.

Write us for samples of

# S.P.B. BAGS

and CENTRE SEAM open end

## ENVELOPES

for mailing Catalogues

Confection-  
ery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags



We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

**SPECIALTY PAPER BAG CO., Ltd.**

Department G

247-255 CARLAW AVE., TORONTO, CAN.



## "Lively Polly" is welcome in every household

Lively Polly Soap Powder has unequalled cleaning qualities that please the housewife and brings her to your store for a further supply.

And every sale gives you a good profit. So why not stock up right now?

**J. HARGREAVES AND SONS**

LIVERPOOL, ENGLAND

Canadian Agents: McLellan Import Co., 301 Read Bldg. MONTREAL

# Century SALT

A peerless customer satisfier

Keep a stock of this quality seasoner always displayed. You'll find it a ready seller and a reliable profit-maker.

It's quality through and through.

**The DOMINION SALT CO., Limited**  
SARNIA, ONT.



A dandy summer seller

## Barnes Grape Juice

Be one of those wide-awake dealers who are going to make extra Summer profits by selling Barnes—the Pure Concord Grape Juice that everybody likes.

Worth Recommending.

The

**Ontario Grape Growing and Wine Mfg. Company**  
ST. CATHARINES, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

## Use the JB. Combination Slicing Machine

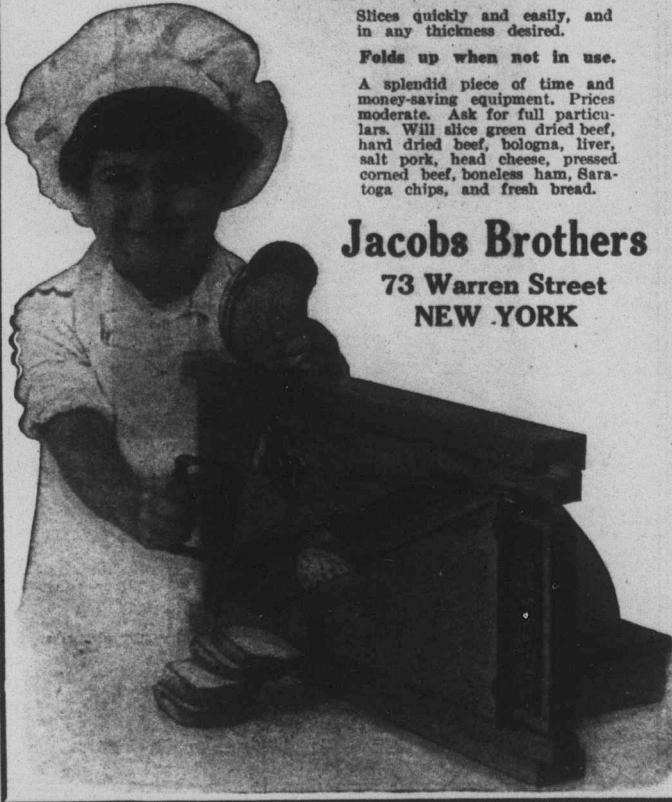
Slices quickly and easily, and in any thickness desired.

Folds up when not in use.

A splendid piece of time and money-saving equipment. Prices moderate. Ask for full particulars. Will slice green dried beef, hard dried beef, bologna, liver, salt pork, head cheese, pressed corned beef, boneless ham, Saratoga chips, and fresh bread.

### Jacobs Brothers

73 Warren Street  
NEW YORK



*Do you notice how conveniently she reaches the egg?*

**AND WHY?** Because it was delivered to her in a *Star Egg Tray*.

It costs her Grocer less to deliver it that way than if he had used a paper carton or bag—and think how much more convenient and pleasing it is.

Besides, every egg is sound and unbroken because they were thoroughly protected in their rough journey from store to home in *Star Egg Carriers*.

Since service pays such big dividends in business today, why not give it continually by using the *Star System*, which costs less than your present method?

*Larger Profits—Increased Sales*



STAR EGG CARRIER & TRAY MFG. CO.  
1620 Jay Street, Rochester, N. Y.



## The name for quality in STABLE BRUSHES

Stablemen appreciate the point about Keystone Stable Brushes—the bristles stick in, and the backs won't break.

Further than that, the bristles resist hard treatment in a remarkable manner—that's quality, and a stableman appreciates it.

Are you handling the "Keystone" Line?

Write for prices, etc., to

**STEVENS-HEPNER CO., Limited**

Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



## A neat little seller for your window and counter displays



The attractive appearance of the bottle, coupled with the tastefully designed label, offer you an effective selling combination that will not fail to pull you big results.

An unsurpassed quality and deliciousness have made **Queen Quality Pickles** a decided favorite everywhere. Quality grocers find this line one of their very best profit-makers, because it is a certain repeater. You should get acquainted with it at once. Write for quotations.

**Taylor & Pringle Co., Limited**  
OWEN SOUND, ONTARIO

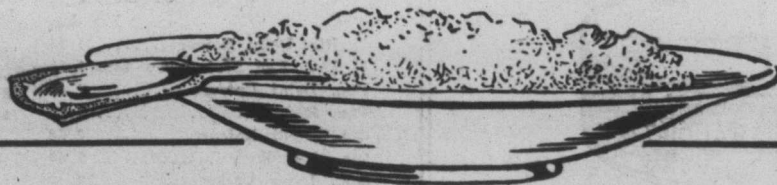
*If any advertisement interests you, tear it out now and place with letters to be answered.*

# RICE

should be popular everywhere as a substitute for the expensive potato

*One* pound of Rice is said to have a food-value of *four* pounds of potatoes, and since potatoes entered the luxury class the public have come to regard Rice as *the one best* substitute. There's a growing demand that you can turn to good account by featuring Rice regularly and drawing your customers' attention to the splendid food value offered them here at a reasonable price.

"MOUNT ROYAL MILLS" brands are tip-top Customer satisfaction in every sale. Try it.



**Mount Royal Milling & Mfg. Company**  
D. W. Ross, Agents, Montreal

*If any advertisement interests you, tear it out now and place with letters to be answered.*





## Build Up Your Fish Department

Build up with a line of profit-pulling, customer-pleasing sea foods—

### Brunswick Brand

Nothing but the choicest pick of the season's catches is offered under the seal of Brunswick Brand. That brand is a rock-fast guarantee of unstinted quality and certain "repeat" sales.

Select your requirements from the list below and prove what splendid sellers Brunswick Brand Sea Foods are.

- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams
- Scallops



**Connors Bros., Limited**  
Black's Harbour, N.B.

## QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

**BAKING POWDER**  
**ROYAL BAKING POWDER**

Size.	Less than 10-case lots Per doz.
Dime	\$ 1 05
4-oz.	1 50
6-oz.	2 15
8-oz.	2 80
12-oz.	4 10
16-oz.	5 35
2 1/2-lb.	12 85
5-lb.	24 50

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

**BAKING POWDER**  
**WHITE SWAN SPICES AND CEREALS, LTD.**

4-oz. Tins, 4 doz. to case weight 20 lbs.	.80
6-oz. Tins, 4 doz. to case weight 25 lbs.	1.20
8-oz. Tins, 4 doz. to case, weight 35 lbs.	1.60
12 oz Tins, 4 doz. to case, weight 48 lbs.	2.00
16-oz. Tins, 4 doz. to case, weight 65 lbs.	2.50
3-lb. Tins, 2 doz. to case, weight 85 lbs.	5.00
5-lb. Tins, 1 doz. to case weight 75 lbs.	9.50

**DOMINION CANNERS, LTD.**

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

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$2 55
Currant, Black	2 65
Plum	2 40
Pear	2 45
Peach	2 45
Raspberry, Red	2 65
Raspberry and Red Currant.	2 55

**DOMINION CANNERS, LTD.**

**CATSUPS—In Glass Bottles**

	Per doz.
1/2 Pts. Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops	1.35
Pts., Delhi Epicure	2.40
Pts., Red Seal	1.85
Qts., Delhi Epicure	2.60
Qts., Red Seal	2.40
Qts., Lynn Valley	2.40

**BAKED BEANS WITH PORK.**

Brands—Canada First, Simcoe Quaker.

	Per doz.
Individual Baked Beans, Plain 85c, or with Sauce, 4 doz. to case	.95
1's Baked Beans, Plain, 4 doz. to case	1.15

1's Baked Beans, Tom. Sauce, 4 doz. to case	1.25
1's Baked Beans, Chili Sauce, 4 doz. to case	1.25
2's Baked Beans, Plain, 2 doz. to case	1 75
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 00
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 00
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz.; 3's, Plain, Tall, \$2.75 doz.; 3's, Tomato Sauce, \$3.20 doz.; 3's, Chili Sauce, \$3.20 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$10.25 doz.	

**"AYLMER" PURE ORANGE MARMALADE**

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 40
12-oz. Glass, Screw Top, 2 doz. in case	2 00
16-oz. Glass, Screw Top, 2 doz. in case	2 50
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2 50
2's Tin, 2 doz. per case	3 40
4's Tin, 12 pails in crate, per pail	0 62
5's Tin, 8 pails in crate, per pail	0 76
7's Tin or Wood, 6 pails in crate	0 99
14's Tin or Wood, 4 pails in crate, per lb.	14 1/2
30's Tin or Wood, one pail crate, per lb.	14 1/2

**BLUE**

Keen's Oxford, per lb.	0 17 1/2
In cases 12—12 lb. boxes to case	0 17

**CEREALS**

**WHITE SWAN** Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$3.00
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	3.00
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	3.00
Health Flour, 5-lb. bags, per doz.	4.50
King's Food, 2 doz. to case, weight 95 lbs.	6.00
Diet Flour, 3 1/2 lbs., 1 doz. to case, per case	4.50
Wheat Flakes, per case of 2 doz., 25c pkgs.	4 75
Wheat Kernels, 2 doz. to case	3.00

**COCOA AND CHOCOLATE THE COWAN CO., LTD.**

**COCOA.**

Empire Breakfast Cocoa, 2 doz. in box, per doz.	2.45
Perfection, 1/2-lb. tins, doz.	2.45
Perfection, 1/4-lb. tins, doz.	1.35
Perfection, 10c size, doz.	.95
Perfection, 5-lb. tins, per lb. (Unsweetened Chocolate)	.37
Supreme Chocolate, 12-lb. boxes, per lb.	.36

"It's all Right"



# Handy Ammonia

It's a household necessity. It's a great seller.  
It's a good big profit-earner.

Put up in dry powder, it does not evaporate. Packed in attractive carton, it looks well on the shelf and moves readily off it.



Prices—1 lb. size, single, \$1.55 per case of 36 packages. 5 c/s lots, \$1.50 per case. Large size, \$2.85 per case, in any quantity. Freight prepaid on all 5 c/s lots and upwards.

*All our goods carry the premium feature to the public through coupon in the wrapper or carton.*

**Pugsley, Dingman & Co., Limited**  
TORONTO

Order through your jobber or direct from us.



## We keep Canada clean

*If any advertisement interests you, tear it out now and place with letters to be answered.*

# No Advance Yet in the Price of *G. Washington's* REFINED Coffee

Here is something that will interest you!

Three family size cans of G. Washington's Refined Coffee gives you a profit of 75c, and makes 240 to 300 cups of delicious coffee. If your profit on tea is 20c per pound, you must sell 3½ pounds of tea to equal the profit on three family size cans of G. Washington's Refined Coffee.

Recently we had a call from a Red Cross nurse just before she was leaving for France, where she had been for two years close to the firing line. She stated, "G. Washington's Refined Coffee was a real blessing to those of the boys who were fortunate enough to have had it sent to them."

It will pay you to feature G. Washington's Refined Coffee for home and for overseas use.

**CANADIAN SALES AGENTS:**

- Mr. Edmund Littler, 169 William St., Montreal.
- Mr. W. G. Kyle, 261 Stanley St., Winnipeg.
- Mr. E. J. Roberts, 215 Tenth Ave. W., Calgary.
- Mr. T. J. Johnson, 842 Cambie Street, Vancouver.
- Mr. W. G. Varty, 29 Melinda Street, Toronto.

# The best Orange Marmalade

is

# Wethey's

Are you selling it?

If any advertisement interests you, tear it out now and place with letters to be answered.

- Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90
- Sweet Chocolate—Per lb. 1 30
- Queen's Dessert, 10c cakes, 2 doz. in box, per box..... 1 80
- Diamond Chocolate, 7s, 4-lb. boxes ..... 1 10
- Diamond, 6's and 7's, 6 and 12-lb. boxes ..... 0 23
- Diamond, ¼'s, 6 and 12-lb. boxes ..... 0 28
- Icings for Cake—
- Chocolate, white, pink, lemon, orange, maple, almond, cocoa-nut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz. .... 1 25
- Chocolate Confections Per doz. 0 39
- Maple buds, 5-lb. boxes..... 0 39
- Milk medallions, 5-lb. boxes..... 0 39
- Chocolate wafers, No. 1, 5-lb. boxes ..... 0 39
- Chocolate wafers, No. 2, 5-lb. boxes ..... 0 35
- Nonpareil wafers, No. 1, 5-lb. boxes ..... 0 33
- Nonpareil wafers, No. 2, 5-lb. boxes ..... 0 28
- Chocolate ginger, 5-lb. boxes 0 42
- Milk chocolate wafers, 5-lb. boxes ..... 0 39
- Coffee drops, 5-lb. boxes..... 0 39
- Lunch bars, 5-lb. boxes..... 0 39
- Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box.. 0 95
- Nut milk chocolate, ½'s, 6, lb. boxes, lb. .... 0 39
- Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake. 0 75
- Almond nut bars, 24 bars, per box ..... 0 90

**CALIFORNIA FRUIT CANNERS ASSOCIATION**

**CALIFORNIA RIPE OLIVES DEL MONTE BRAND**

- Size—
- 2½-quart Tall Cylinder Can
  - No. 1 Pint Cylinder Can ...
  - No. 16 Jar .....
  - No. 4 Jar .....
  - No. 10 Can .....

**YUBA BRAND**

- 2½-quart Tall Cylinder Can..
- No. 1 Pint Cylinder Can.....
- No. 10 Can .....
- Picnic Can .....

**BORDEN MILK CO., LTD. CONDENSED MILK**

- Terms net 30 days
- Eagle Brand, each 48 cans...\$8 25
  - Reindeer Brand, each 48 cans 7 95
  - Silver Cow, each 48 cans... 7 40
  - Gold Seal, Purity, each 48-cans 7 25
  - Mayflower Brand, each 48 cans 7 25
  - Challenge, Clover Brand, each 48 cans ..... 6 75

**EVAPORATED MILK**

- St. Charles Brand, Hotel, each 24 cans ..... 6 15
- Jersey Brand, Hotel, each 24 cans ..... 6 15
- Peerless Brand, Hotel, each 24 cans ..... 6 15
- St. Charles Brand, Tall, each 48 cans ..... 6 25
- Jersey Brand, Tall, each 48 cans ..... 6 25
- Peerless Brand, Tall, each 48 cans ..... 6 25
- St. Charles Brand, Family, each 48 cans ..... 5 50
- Jersey Brand, Family, each 48 cans ..... 5 50
- Peerless Brand, Family, each 48 cans ..... 5 50
- St. Charles Brand, small, each 48 cans ..... 2 60

- Jersey Brand, small, each 48 cans ..... 2 60
- Peerless Brand, small, each 48 cans ..... 2 60

**CONDENSED COFFEE**

- Reindeer Brand, "Large," each 24 cans ..... 5 50
- Reindeer Brand, "Small," each 48 cans ..... 5 80
- Regal Brand, each 24 cans.. 5 20
- Cocoa, Reindeer Brand, large, each 24 cans ..... 5 50
- Reindeer Brand, small, 48 cans 5 80

**COFFEE**

**WHITE SWAN SPICES AND CEREALS, LTD.**

**WHITE SWAN**

- 1 lb. square tins, 4 doz. to case, weight 70 lbs. .... 0 37
- 1 lb. round tins, 4 doz. to case, weight 70 lbs. .... 0 35

**ENGLISH BREAKFAST COFFEE**

- ½ lb. tins, 2 doz. to case, weight 22 lbs. .... 0 23
- 1 lb. tins, 2 doz. to case, weight 35 lbs. .... 0 21

**MOJA**

- ½ lb. tins, 2 doz. to case, weight 22 lbs. .... 0 32
- 1 lb. tins, 2 doz. to case, weight 35 lbs. .... 0 31
- 2 lb. tins, 1 doz. to case, weight 40 lbs. .... 0 31

**PRESENTATION COFFEE**

- A Handsome Tumbler in Each Tin.
- 1 lb. tins, 2 doz. to case, weight 45 lbs., per lb. .... 0 27

**FLAVORING EXTRACTS**

**WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS**


- 1 oz. bottles, per doz., weight 3 lbs. ....\$1 00
- 2 oz. bottles, per doz., weight 4 lbs. .... 2 00
- 2½ oz. bottles, per doz., wght 6 lbs. .... 2 25
- 4 oz. bottles, per doz., weight 7 lbs. .... 3 50
- 8 oz. bottles, per doz., weight 14 lbs. .... 6 50
- 16 oz. bottles, per doz., weight 23 lbs. ....12 00
- 32 oz. bottles, per doz., weight 40 lbs. ....22 00
- Bulk, per gallon, weight 16 lbs. ....10 00

**GELATINE**

- Knox Plain Sparkling Gelatine (2-qt. size), per doz. .... 1 75
- Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz. .... 1 85
- Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 35

**W. CLARK, LIMITED MONTREAL**

- Assorted meats, 1s. \*\$4.25.
- Compressed Corn Beef—¼s, \*\$2.90; 1s, \*\$4.25; 2s, \$9; 6s, \$34.75; 14s, \*\$75.
- Lunch Ham—1s, \*\$4.25; 2s, \$8.
- Ready Lunch Beef—1s, \*\$4.25; 2s, \$9.
- English Brawn—2s, \$8.
- Boneless Pigs' Feet—1s, \$8.
- Roast Beef—¼s, \$2.90; 1s, \$4.25; 2s, \*\$9; 6s, \$34.75.
- Boiled Beef—1s, \$4.25; 2s, \$9; 6s, \$34.75.
- Jellied Veal—¼s, \$2.90; 1s, \$4.25; 2s, \$9.
- Corned Beef Hash—¼s, \$2.
- Beefsteak and Onions—¼s, \$2.90; 1s, \$4.25; 2s, \$9.



**ENO'S  
"FRUIT SALT"**

is an efficient means of prevention in fever conditions. It is NOT a cure for FEVER, but by keeping the liver working, it prevents the accumulation of poison in the blood which, when allowed to continue unchecked, might develop into Fever.

Order a bottle TO-DAY from your dealer.

Prepared only by  
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England.

Agents for Canada:  
Harold F. Ritchie & Co., Limited  
10 McCaul St., TORONTO

# The pleasant-to-take ounce *of* prevention

With warm weather comes fevers and liver disorders, etc., which if unchecked will result in serious illnesses. These may be prevented by the use of Eno's "Fruit Salt"—the pleasant, mild aperient which has won a world-wide reputation for itself in every civilized country.

Large grocers everywhere sell Eno's—What are you doing? Are you taking a hand in supplying the demand for this widely advertised article by letting the people know that you sell it?

**Don't stock—but sell it. Show it in  
your counter and window displays.**

**J. C. Eno, Limited, "Fruit Salt" Works  
LONDON, ENGLAND**

*Agents for the Continent of America: Harold F. Ritchie & Co., Limited, 10-14 McCaul Street, Toronto*

## S. DAVIS & SONS, LTD. CIGAR MAKERS MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
" New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
" La Plaza	2 for 25c, equal to most 20c cigars.
" Promoter Blunts	3 for 25c, equal to most 15c cigars.
" Perfection	3 for 25c, equal to most 15c cigars.
" Grand Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
" Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

**S. DAVIS & SONS, LIMITED - MONTREAL**

**The Largest Cigar Manufacturers in Canada**

*If any advertisement interests you, tear it out now and place with letters to be answered.*



Everybody likes  
MARSH'S  
GRAPE  
JUICE

Aggressive grocers should constantly feature this Pure Concord Temperance Drink. Sales are always repeats, and the profits are very worth-while.

Marsh Grape  
Juice Company

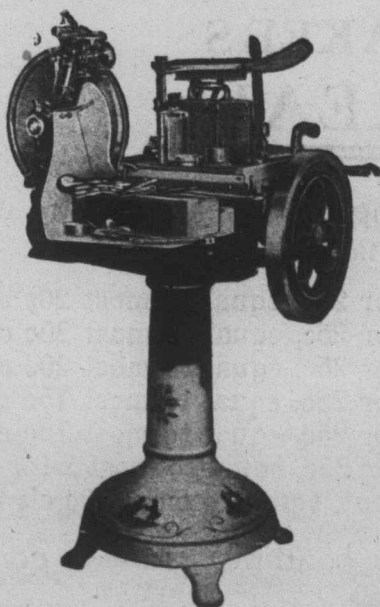
Ontario Agents:  
MacLaren Imperial  
Cheese Company  
Toronto

VAN BERKEL  
SLICING MACHINE

"Made in the  
Empire,  
London, Eng."

Will about pay  
for itself in the  
saving of waste  
which other  
machines make.

Send for illus-  
trated cata-  
logue giving  
full particulars.



The W. A. Freeman Company, Ltd.  
HAMILTON, CANADA

- Cambridge Sausage, 1s, \$4; 2s, \$7.75.
- Boneless Pigs' Feet, 1/2s, \$2; 1s, \$3.50; 2s, \$8.
- Lambs' Tongues, 1/2s.
- Sliced Smoked Beef, tins, 1/2s, \$2.25; 1s, \$3.25; 4s, \$20.
- Sliced Smoked Beef, glass, 1/4s; 1/2s, \$2.25; 1s, \$3.50.
- Tongue, Ham and Veal Pate, 1/2s, \$1.95.
- Ham and Veal, 1/2s, \$1.95.
- Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, 1/4s, 65c; 1/2s, \$1.30.
- Potted Meats, Glass—Chicken, Ham, Tongue, Venison.
- Ox Tongues, tins, 1/2s, \$3.75; 1s, \$7; 1 1/2s, \$12.50; 2s, \$16.
- Ox Tongues, Glass, 1 1/2s, \$13; 2s, \$15.
- Mincemeat in Tins, 1s, \$2.50; 2s, \$3.50; 3s, \$4.55; 4s, \$6.25; 5s, \$9.50.
- In Pails, 25 lbs., 15c lb.
- In 50 lb. Tubs, 15c lb.
- In 85 lb. Tubs, 14 1/2c lb.
- In Glass, 1s, \$3.
- Clark's Peanut Butter—Glass Jar, 1/4, \$1.22; 1/2, \$1.70; 1, \$2.25.
- Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c; 50-lb. pails, 24c.
- Clark's Tomato Ketchup, 16 oz.
- Pork and Beans, Plain, Talls, 1s, \$1.15; 2s, \$1.75; 3s, \$2.75; 6s, \$9; 12s, \$16; 3s, flat, \$2.45.
- Individuals, 85c doz.
- Pork and Beans, Tomato Sauce, Talls, 1s, \$1.25; 2s, \$2; 3s, \$3.20; 6s, \$10.25; 12s, \$19.50; 3s, flat, \$2.90.
- Individuals, 95c doz.
- Pork and Beans, Chili, 1s, \$1.25; 2s, tall, \$2; 3s, flat, \$2.90.
- Individuals, 95c.
- Tomato Sauce, 1 1/2s, \$1.85; Chili Sauce, 1 1/2s, \$1.85; Plain Sauce, 1 1/2s, \$1.60.
- Vegetarian Baked Beans, Tomato Sauce, Talls, \$2.
- Clark's Chateau Chicken Soup.
- Clark's Chateau Concentrated Soups, No. 2 assorted, \$1.25.
- Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.25.
- Spaghetti with Tomato and Cheese, 1/2s, \$1.30, 1s, \$1.75; 3s, \$2.90 doz.
- Fluid Beef Cordials, 20 oz. bottles, 1 doz. per case, at \$10.00 per doz.
- English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

LAPORTE, MARTIN, LIMITEE  
Montreal. Agencies

BASIN DE VICHY WATERS

- L'Admirable, 50 bottles, litre cs. .... 8 00
- Neptune ..... 9 00
- San Rival ..... 9 00

VICHY LEMONADE

- La Savoureuse, 50 bottles, cs. 11 00

IMPORTED GINGER ALE  
AND SODA

- Ginger Ale, Trayders, cs., 6 doz. pts., doz. .... 1 35
- Ginger Ale, Trayders, cs., 6 doz., splits, doz. .... 1 25
- Club Soda, Trayders, cs., 6 doz., pts., doz. .... 1 30
- Club Soda, Trayders, cs., 6 doz. splits, doz. .... 1 20

BLACK TEAS

- Victoria Blend, 50 and 30-lb. tins, lb. .... 0 48
- Princess Blend, 50 and 30-lb. tins, lb. .... 0 41

JAPAN TEAS

- H. L., ch. 90 lbs., lb. .... 0 35
- Victoria, ch. 90 lbs., lb. .... 0 25

COFFEES

- Victoria, Java and Mocha Blend, 1 lb. tin, lb. .... 0 34 1/2
- Victoria, 5, 10, 25, 50-lb. tins lb. .... 0 32
- Princess, 1-lb. tin, lb. .... 0 22

MUSTARD

COLMAN'S OR KEEN'S

- Per doz. tins
- D. S. F., 1/4-lb. .... \$ 1 75
- D. S. F., 1/2-lb. .... 3 30
- D. S. F., 1-lb. .... 6 25
- F. D., 1/4-lb. .... 1 10
- Per jar
- Durham, 4-lb. jar, each.... 1 10
- Durham, 1-lb. jar, each.... 0 35

JELL-O

GENESEE PURE FOOD CO.

- Assorted case, 4 dozen.... \$ 3 60
- Lemon, 2 dozen ..... 1 80
- Orange, 2 dozen ..... 1 80
- Raspberry, 2 dozen ..... 1 80
- Strawberry, 2 dozen ..... 1 80
- Chocolate, 2 dozen ..... 1 80
- Peach, 2 dozen ..... 1 80
- Cherry, 2 dozen ..... 1 80
- Vanilla, 2 dozen ..... 1 80
- Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

- Assorted case, 2 dozen.... \$ 2 50
- Chocolate, 2 dozen ..... 2 50
- Vanilla, 2 dozen ..... 2 50
- Strawberry, 2 dozen ..... 2 50
- Lemon, 2 dozen ..... 2 50
- Unflavored, 2 dozen..... 2 50
- Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND  
CEREALS, LTD.

- White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. .... \$ 1 05
- List Price

SPICES

WHITE SWAN SPICES AND  
CEREALS, TORONTO

- |                       |          |          |
|-----------------------|----------|----------|
|                       | 5c       | 10c      |
|                       | Round    | Oval     |
|                       | litho.   | litho.   |
|                       | dredge   | dredge   |
|                       | Per doz. | Per doz. |
| Allspice              | \$0 48   | \$0 95   |
| Arrowroot, 4 oz. tins |          |          |
| 90c                   |          | 0 95     |
| Cayenne               | 0 48     | 0 95     |
| Celery salt           |          | 0 95     |
| Celery pepper         |          | 0 95     |
| Cinnamon              | 0 48     | 0 95     |
| Cinnamon whole, 5c    |          |          |
| pkgs., window         |          |          |
| front 45c             |          | 0 95     |
| Cloves                | 0 48     | 0 95     |
| Cloves, whole, 5c     |          |          |
| pkgs., window         |          |          |
| front 45c             |          | 0 95     |
| Curry powder          |          | 0 95     |
| Ginger                | 0 48     | 0 95     |
| Mace                  | 1 25     |          |
| Nutmegs               | 0 48     | 0 95     |
| Nutmegs, whole, 5c    |          |          |
| pkgs., window         |          |          |
| front 45c             |          | 0 95     |
| Paprika               | 0 48     | 0 95     |
| Pepper, black         | 0 48     | 0 95     |
| Pepper, white         | 0 51     | 1 00     |
| Pastry spice          | 0 48     | 0 95     |
| Pickling spice, win-  |          |          |
| dow front, 95c        |          | 0 95     |
| Shipping weight per   |          |          |
| case                  | 10 lbs.  | 15 lbs.  |
| Dozens to case        | 4        | 4        |

# CANADIAN Strawberries

are now in full swing. Season will be short. Get your supplies early.

## California

Peaches, Plums and Cantaloupes.

## New Potatoes

Market much lower.

Cabbage, Beans, Peas,  
Tomatoes.

**HUGH WALKER & SON**  
GUELPH, ONT.

# Local Fruits and Vegetables

**Strawberries**  
**Gooseberries**      **Cherries**

Now arriving in the market daily. Also full supplies

Tomatoes, Cabbage, Beans, Peas,  
Potatoes, Melons, Cantaloupes,  
Peaches, Plums, Apricots.

*Largest Assortment and  
Freshest Goods.*

**WHITE & CO., LIMITED**

*Wholesale Fruits and Fish*

Main 6565      ::      TORONTO

## New Crop

“St. Nicholas”

“Queen City”

“Kicking”

are shipped. Get these brands for the best Lemons.

**J. J. McCabe**

Agent

TORONTO

## Let us handle your fruit re- quirements

You will find our stocks tip-top in every way, and our service entirely satisfactory. The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

**Lemon Bros.**  
OWEN SOUND, ONT.

*Wholesale  
Fruit and  
Produce  
Merchants*

Established  
1876

*McWilliam & Everist, Limited*

Apples,  
Bananas,  
Citrus  
Fruits  
Cranberries,  
etc.

25 CHURCH ST.  
TORONTO

*If any advertisement interests you, tear it out now and place with letters to be answered.*

Ask Us For  
**Wrapping  
 Papers**

10,000 Rolls and Reams

and

**Twines**

Very large assortment.

**Walter Woods & Co.**

Hamilton and Winnipeg

**Bigger profits for you and  
 better service for your  
 customers**

This, Mr. Dealer, is what the  
**NEW ALL-CANADIAN, ALL-WOODEN  
 WASHBOARD**

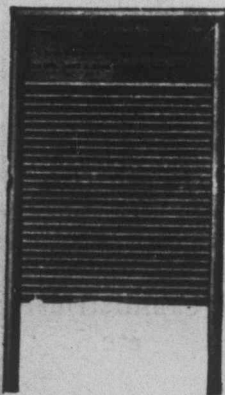
means to you

The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years. Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

**The Wm. Cane & Sons Co., Limited**  
 NEWMARKET, ONTARIO



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# Wanted

## CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

### AGENCIES WANTED

**WANTED—NUMBER OF SIDE LINES** — Traveler permanently located in north country, open to look after several side lines for manufacturers and wholesalers. Address A L., Box 85, Timmins, Ont.

**MANUFACTURERS' AGENTS IN REGINA**, calling on general merchants, bakers, butchers and restaurants throughout Saskatchewan, are open to represent manufacturer of a good staple line. We have storage facilities. References exchanged. Box 234, Canadian Grocer.

**YOU MAY BE ABLE TO HANDLE ANOTHER** line or two and desire to get in touch with some manufacturer, etc., who could probably give you the right line. Try a condensed ad. in **CANADIAN GROCER**, stating your qualifications, etc. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion. If you need a box it will be 5 cents extra per insertion.

### BUSINESS WANTED

**WANTED—GROCERY WITH RESIDENCE ATTACHED**. Box 236, Canadian Grocer.

### FOR SALE

**GROCERY, CONFECTIONERY AND ICE** cream parlor, established business in manufacturing town. Good reasons for selling. Cheap for cash. Apply Box 235, Canadian Grocer.

**GOOD GROCERY BUSINESS FOR SALE** — established 20 years; good reasons for selling, dwelling attached; manufacturing city. Apply Box 230, Canadian Grocer.

**GROCERY BUSINESS FOR SALE AND THE** premises to let with option of buying. Located in the Cedarville district of Toronto. Doing good business now but owner wishes to sell for personal reasons. Apply to owner at 45 Mulberry Ave. Bracondale, Toronto

### FIXTURES FOR SALE

**YOU MAY BE ENLARGING YOUR STORE** and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in **Canadian Grocer**. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

This page is the logical place for anyone in the Canadian grocery trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian grocer.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for **Canadian Grocer's** "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

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

## POSITION WANTED

**MR. CLERK, YOU WANT TO BETTER** yourself You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in **Canadian Grocer**. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

**HAVE YOU KNOWLEDGE ALONG SOME** special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of **The Canadian Grocer**, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

## HELP WANTED

**YOU NEED THE KIND OF HELP THAT** is trained, is alert, and has initiative. Readers of this paper are in this class, and they may be looking for just such a proposition as you have to offer. Try a condensed ad. Rates, payable in advance, 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents per insertion extra for Box Number.

**A CLERK NEEDS A GOOD POSITION WITH** good prospects just as much as an employer needs a good clerk with enthusiasm or "pep." To bring the two together is the proposition. Mr. Employer, try a condensed ad in **Canadian Grocer**. Rates, payable in advance, 2 cents per word first insertion, and 1 cent each additional, with an extra charge of 5 cents per insertion for Box Number.

## GOODS FOR SALE

**ARE YOU OVERSTOCKED IN SOME LINES** which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. **Canadian Grocer** has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in **Canadian Grocer**. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

**EVERY MERCHANT WHO SEEKS MAXIMUM** efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers. If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

## AGENTS WANTED

**MAYBE YOU HAVE A GOOD, WORTHY** line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in **CANADIAN GROCER** may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.



# Buyers' Guide

It will not cost you one cent unless we collect



Your old accounts can be collected. The money is yours and you should have it in your business. Why not let us collect it for you? We make no charge unless we collect. Our proposition is a good one. **WRITE FOR FORMS AND FILL THEM IN RIGHT AWAY.**  
The Nagle Mercantile Agency  
Westmount, Que. (Montreal)

**TANGLEFOOT**  
The Non-Poisonous Fly Destroyer  
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year



**LARGEST CANADIAN DEALER**  
**WASTE PAPER**  
ADEL 760  
**E. PULLAN TORONTO**

**KLIM**  
SPELL IT BACKWARD  
PURE SEPARATED MILK IN POWDER FORM  
FOR ALL COOKING WHERE MILK IS NEEDED  
CANADIAN MILK PRODUCTS, LIMITED  
TORONTO

We are now located in our new and more spacious warehouse at  
**60-62 JARVIS ST.**  
**TORONTO SALT WORKS**  
GEO. J. CLIFF

**SUCHARD'S COCOA**  
The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.  
**FRANK L. BENEDICT & CO.**  
Agents Montreal

SAY YOU SAW IT IN CANADIAN GROCER

**OAKLEY'S KNIFE POLISH**  
20-102-5786  
20-102-5786  
JOHN OAKLEY & SONS, LIMITED  
LONDON, ENGLAND.



AGENTS:  
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

**Toronto Butchers' Supply Co. LIMITED**  
Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.  
49 DUNDAS STREET. - TORONTO

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
1-INCH CUSHION FILLERS  
CORRUGATED FLATS  
**THE TRENT MFG. CO., LTD.**  
TRENTON ONTARIO

**BARRELS**  
(The best shipping package.)  
We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.  
**THE SARNIA BARREL WORKS, SARNIA, ONT.**

Try **MANN & CO.** for **FANCY POULTRY**  
Roasting Chickens, Boiling Chickens  
Ducks, Geese, Turkeys.  
**C. A. MANN & CO.**  
78 KING ST. LONDON, ONT.

**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.

**Pure Sugar Colouring**  
Permanently Brilliant in  
**Syrups Vinegar**      **Mineral Waters Spirit, etc., etc.**  
When ordering state purpose for which required.  
Shipped in barrels, half barrels, kegs and cans.  
MANUFACTURED BY  
**Dominion Caramel Company**  
21 WALNUT AVENUE MONTREAL, QUE.

# KING GEORGE'S NAVY

CHEWING  
TOBACCO

will build up your tobacco  
department

You cannot expect to build a big tobacco business upon the foundation of poor quality lines. A stock of KING GEORGE'S NAVY will give impetus to your tobacco sales, and its customer-pleasing quality will make a steady patron of every first purchaser.

*Try it out. The  
profits are very  
good.*

Rock City Tobacco Co., Ltd.

In your Locality  
are many

## Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

# SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.

VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

5 46

## Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy  
for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and  
Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY  
MONTREAL



# APPLEFORD'S SANI-WRAPPERS

Our papers are cleansed, treated and purified with Refined Parafine Waxes and Disinfectants. They add to the Freshness, Cleanliness and Purity of your goods. They preserve the Color and Quality of fresh and Cooked Meats and are Germ-proof, Moisture-proof and Grease-proof. They will not stick to the Meat.



MUCH BETTER AND NO HIGHER IN PRICE.  
ASK YOUR DEALER FOR SANI-WRAPPERS, OR WRITE US DIRECT FOR SAMPLES AND PRICES.

Appleford's Carbon Coated Counter Sales Books are no dearer than the ordinary kind. Now made with new improved formulas and appliances and better than ever before. If you are not a customer, write us for a sample book.

Appleford Counter Check Book Co., Limited  
HAMILTON, CANADA

OFFICES AND WAREHOUSES AT TORONTO, MONTREAL, WINNIPEG and VANCOUVER.