

**PAGES
MISSING**

"HOW EQUIPMENT IS SAVING MAN-POWER"

CANADIAN GROCER

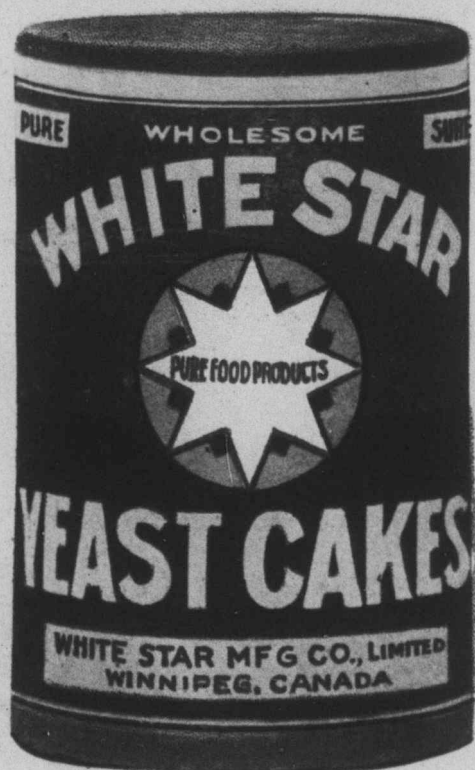
Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, JULY 26, 1918

No. 30



White Star Yeast

The steady increase shown each week in the sale of WHITE STAR YEAST proves that consumers appreciate its quality and reliability, and that merchants realize that WHITE STAR is in every way the best yeast on the market to-day.

A new style square package of competitive yeast is now being introduced, containing 5 CAKES wrapped, enclosed in paper wrapper.

WHITE STAR YEAST is packed in air-tight cardboard cartons, 6 CAKES to carton.

We have not reduced the number of cakes per carton, neither are we packing in a cheaper container, and our price is

Per Box \$1.25 of 3 doz. cartons less 3%
Retail at 5c per carton.

WHITE STAR MANUFACTURING CO., LIMITED
WINNIPEG



The beverage of untold centuries — is of the same matchless quality today as a thousand years ago. It cannot be improved. The Government of Japan guarantees the purity of Japan Tea. Its use by more than 50 per cent of Canada's tea drinkers testifies as to its quality.

"The salts of tea reduce the amount of solid food necessary and maintain the vigor."

—Dr. Williams, Yale.

16

Discriminating tea users find the distinctive flavor and aroma of Japan Tea particularly pleasing.

Which fact, backed by our persistent consumer advertising, is creating a fast-growing demand for this delicious product of Sunny Japan.

Turn the popularity of Japan Tea to good account by showing it in your tea department and recommending it to all.

Vacation Days

---days when Borden
Milk Products are more
saleable than ever

IF there is any one time when Borden convenience has a stronger than usual selling appeal, it is during the Summer season, when all manner of holiday folk appreciate the many big advantages of Borden Products.

The first thought of the prospective camper or picknicker is of something good to drink, something that is easily carried and is easy to prepare.

Here is a big opportunity for the wide-awake grocer to suggest Borden suitability in window trims and counter displays. Borden Products are refreshing and nourishing, whether made right on the spot or previously prepared and carried in a Thermos Bottle.

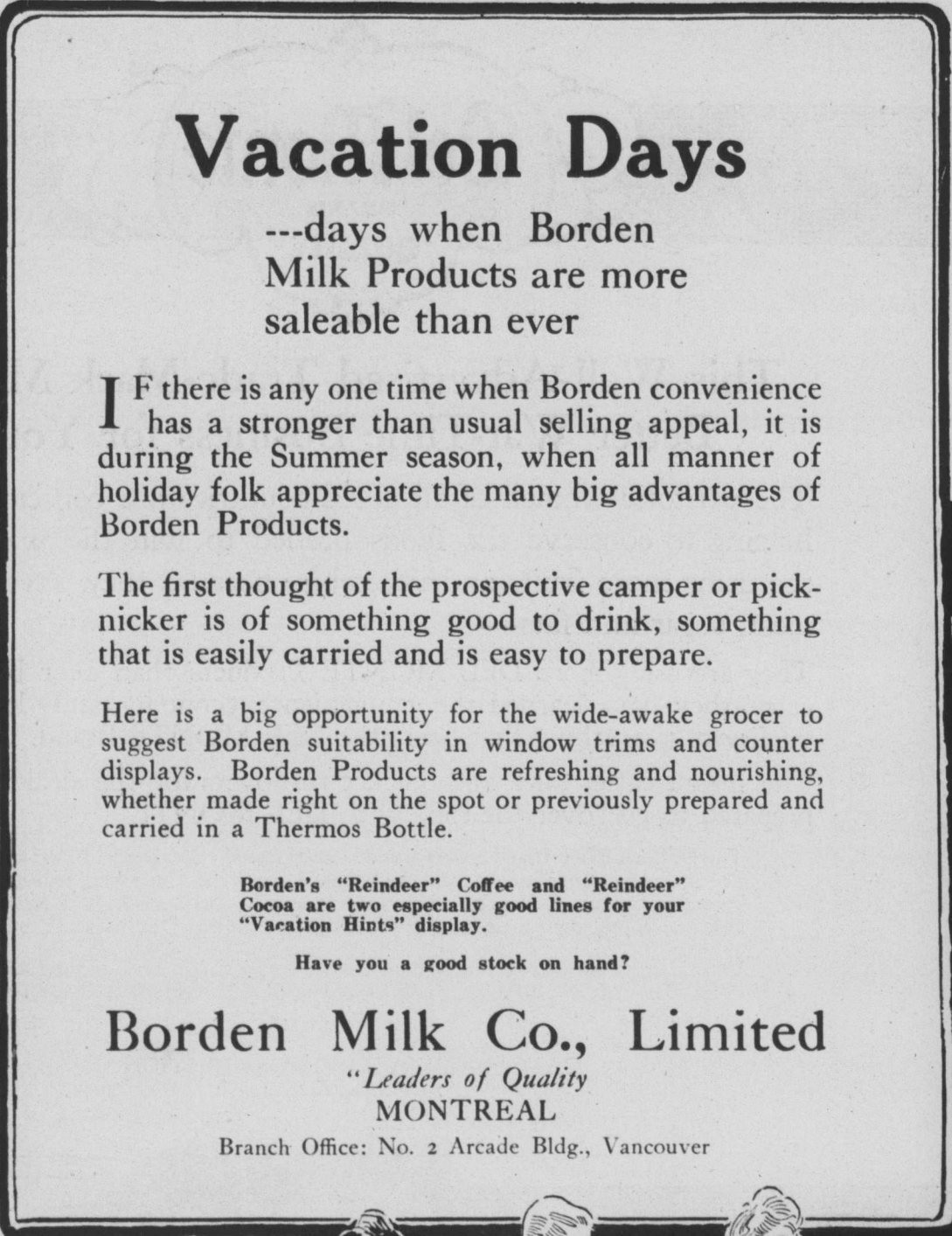
Borden's "Reindeer" Coffee and "Reindeer" Cocoa are two especially good lines for your "Vacation Hints" display.

Have you a good stock on hand?

Borden Milk Co., Limited

"Leaders of Quality"
MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver





This Well-Advertised Trade-Mark Means Better War-Time Business for You

The patriotic women of all allied countries are conscientiously helping to conserve the foods needed to win the war. They are using more fruits and vegetables because they save wheat, meat, sugar and fats—

They are using more DEL MONTE Products than ever before because they have learned the convenience, economy and dependable quality of everything that bears the DEL MONTE Brand.

This means easier sales, and quicker turnovers for the dealer who is prepared to go "over the top" with DEL MONTE.

The DEL MONTE Brand covers a wide line of fruits, vegetables and food specialties, including all varieties of California Canned Fruits and Vegetables; Jellies, Jams, Preserves, Catsup, Olives, etc.; Hawaiian Pineapple; Dried Fruits and Raisins—all famous for their goodness and purity—all of the same high DEL MONTE quality.

We are doing our best to supply the increased demand, but never before has the call for DEL MONTE Products been as heavy as it is right now. *Order through your jobber.*

CALIFORNIA PACKING CORPORATION

San Francisco, California



Del Monte

CALIFORNIA

CANNED FRUITS & VEGETABLES

DRIED FRUITS & RAISINS

CLARK'S SOUPS

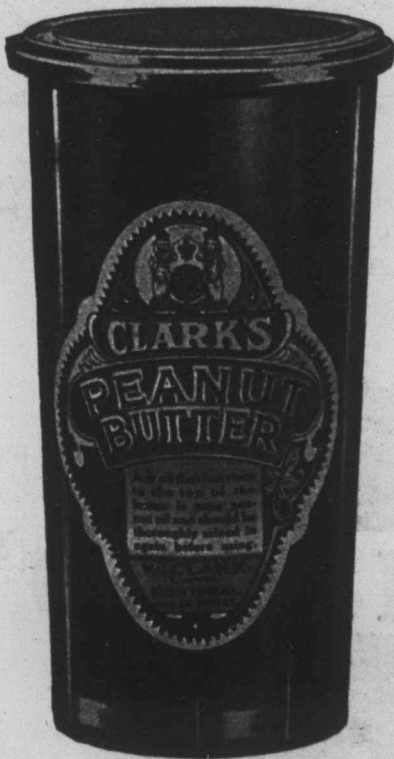
Highly Concentrated, Absolutely Pure
and prepared from the Very Finest
Ingredients.

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

Get In Line. The Season Is On.



M A D E I N C A N A D A



Dairy Butter is HIGH. Peanut But-
ter 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



The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins



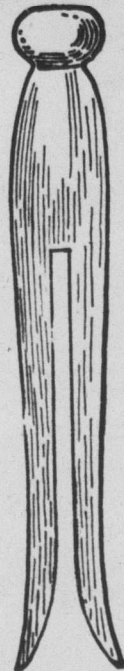
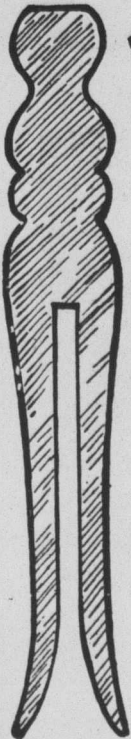
Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.



KLIM
IN POWDER FORM

No Need of Refrigeration

Many of your customers, especially those living in apartments, have no refrigeration facilities and the problem of how to have fresh milk at all times becomes very pressing during the hot weather. Solve this problem for your customers by promoting the use of KLIM—pasteurized separated milk in powder form. KLIM can be used in all baking and cooking recipes calling for milk, and in tea, coffee and cocoa. It requires no refrigeration. On the pantry shelf with the rest of the groceries it will keep sweet and fresh indefinitely and can be used as needed from the tin. KLIM IS GENUINE—THE FLAVOR PROVES IT. Your wholesaler has KLIM in 1 lb. and 10 lb. tins.

CANADIAN MILK PRODUCTS LIMITED

TORONTO MONTREAL

Stocked by: W. H. ESCOTT CO., Ltd., Winnipeg,
Regina, Saskatoon, Calgary, Edmonton
KIRKLAND & ROSE, Vancouver

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

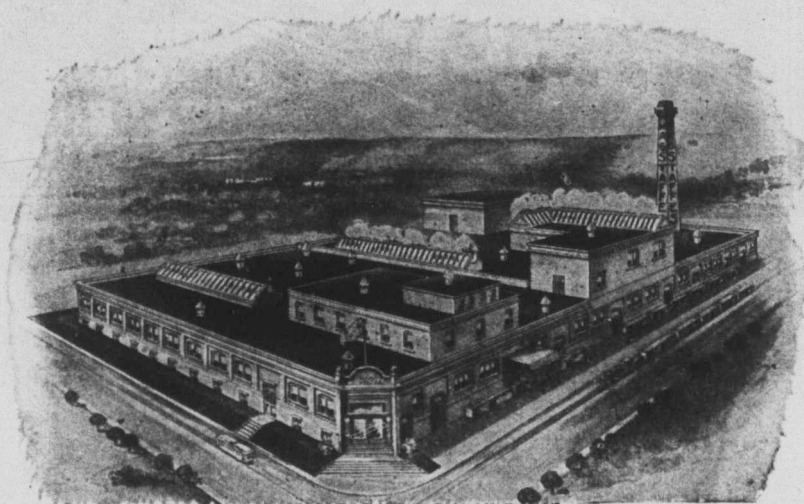
Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

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

WAGSTAFFE'S 1918 PACK JAM



THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

Strawberry
Raspberry
Black Currant
Plum
Peach
Apricot



All Ready for Delivery.

WAGSTAFFE, Limited

Hamilton, Canada



This Big Package

will bring in the small change

and a good share of each sale will be clear profit to you. It sells readily, and there is a steady year-round demand for it. It is easy to see the reason. When a boy or girl has only a small amount to spend they are strong for a big satisfying package of sweetness, so they plank down the cash and say, "Krackley-Nut, please."

Sealed in an air-tight package it keeps fresh and crisp and when opened is as satisfying as the day it was made. Krackley-Nut has a high percentage of food value and is wholesome and safe for the children.

Krackley-Nut well displayed in your store will bring custom and you will be in the good books of the youngsters. That means "Cash and Carry" orders.

Order a case from your jobber to-day.

O-Pee-Chee Gum Co.
 Limited
 LONDON CANADA

Canada Food Board Confectioner's License No. 11-415.



Mrs. Housewife will appreciate the economy of

“KKOVAH” EGG SUBSTITUTE

Anything that tends to reduce the cost of living has a big appeal nowadays to every good housewife.

That's why you'll find it profitable to feature and suggest KKOVAH EGG SUBSTITUTE to your customers.

Kkovah Egg Substitute gives exactly the same results as high-priced fresh eggs in the baking of bread, biscuits, pies, cookies, etc.—with this difference — **bread or cakes made with Kkovah are lighter and more easily digested than when made with eggs.**

There's a quarter century's satisfaction-giving record behind every can.

SUTCLIFFE & BINGHAM, LTD.
Manchester, Eng.

Sole Distributors for Canada
MACLURE & LANGLEY, LIMITED
WINNIPEG, TORONTO, MONTREAL



License 6-227

**“THISTLE BRAND”
HADDIES**

Packed only on St. Mary's Bay from the finest selected Haddies fresh from the boats as caught.

**“THISTLE BRAND”
HADDIES**

Packed in one-pound and half-pound tins only.

**FULL WEIGHT
guaranteed**

**“THISTLE BRAND”
HADDIES**

A one-pound tin contains more than three pounds of fresh Haddock, all ready for the table.

The Best Only

The Best

Always the Best

**FOR SALE BY ALL THE BEST DEALERS IN CANADA
ARTHUR P. TIPPET & CO., Sole Agents**

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

Whittemore's Shoe Polishes

Quality Variety



And Here's the Paste

NOBBY BROWN PASTE—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it—you'll repeat on it.

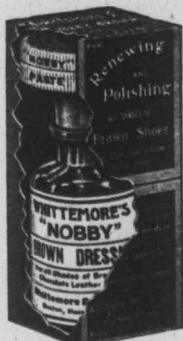
For red or oxblood there's the same size package of **PEERLESS OXBLOOD PASTE**.

For a Big Seller

BOSTONIAN CREAM—The ideal cleaner for kid and calf. You'll need a good stock of brown for brown glazed kid and mahogany calf—also the cordo-tan for cordovan leather. Then there's the white **BOSTONIAN** for all colors of glazed Russia calf, vici or dongola kid or patent leather—also light and dark gray, and any other color or shade.



RUSSET—2 Sizes



BROWN—2 Sizes



WHITE—2 Sizes



RED—2 Sizes



BLACK—2 Sizes

Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.

The utmost in
Vinegar excellence

AVICO Pure Spirit VINEGAR

The housewife looks for **FLAVOR** in her vinegar purchases and she gets flavor—piquant and delicious—when she buys **AVICO** brand.

Recommend **Avico** Vinegar. Tell her how it will enhance food value and aid digestion.

Your wholesaler supplies **Avico** at no greater cost. Ask him.



ACME VINEGAR CO., LIMITED

Makers of Vinegars in Bond
WINNIPEG

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.



- - - From the Garden Spots of the World we bring them to you

In the world-famed sunshine valleys of Santa Clara, California—down in tropical Hawaiian Islands—and in the far-away great plantations of Maracaibo and Santos—there you will find No-Vary Food Experts, searching the markets for the world's best foods.

It is their skill in deciding which country or district offers unvarying excellence in the products that has made No-Vary famous as the guaranteed quality line—"Always Good."

NO-VARY

Quality Groceries

"If it's NO-VARY it's ALWAYS GOOD"

Display on your counter every day this year these super-products and back them up with your good name. They will give 100% satisfaction—and will be your greatest asset for creating more sales. In short, they are dependable creators of repeat orders.

Dealers interested in greater profits through quicker turnover should get in touch at once with one of the Wholesale Jobbers listed below, who market No-Vary Quality Foods in Western Canada:

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

No-Vary Products Co., Ltd.

WINNIPEG, CANADA

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

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

The Canada Nut Co., Limited

"Specialising in Shelled Peanuts."
Large stock always on hand.

VANCOUVER, B.C.

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS



Market your goods successfully in the West

Our service will enable you to do it. We are a well-established firm with every facility for getting you quick, lasting results.

With twelve men calling on the wholesale and retail trade we are always in close touch with the very people you want to reach. Nine of our men are doing retail work continually.

Write now for full information.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents
149 NOTRE DAME AVENUE EAST, WINNIPEG

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WHOLESALE GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.

Correspondence Solicited.

Head Office and Warehouse, 181-183 Bannatyne
Ave. E., Winnipeg, Can.

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

**Winnipeg Warehousing
Co., Winnipeg**

Prompt and Efficient
SERVICE

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

**WAREHOUSING
DISTRIBUTING
STORAGE**

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

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manu-
facturers first-class service.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

**DRIED AND EVAPORATED
APPLES.**

Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

Maclure & Langley, Limited

Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

On Spot

Tapioca and Sago

Both Singapore and Penang. Lowest price.

W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO

W. G. PATRICK & CO.
Limited

Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

Just try
how
MacKay's
will sell



You can strongly recommend this delicious, wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

IT'S THE REAL MACKAY

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

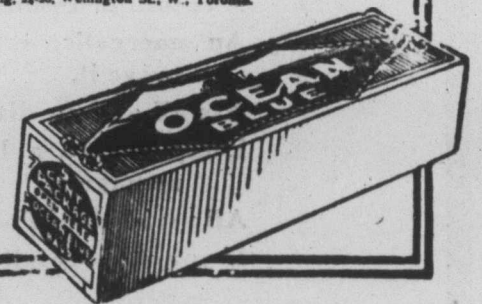
John MacKay Co., Limited
BOWMANVILLE, ONT.

OCEAN BLUE

stands for all that is implied in the word "QUALITY." And quality too at a popular price. No Grocer has regretted stocking OCEAN BLUE since his customers came to know the 5c. "OCEAN" quality.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.
The Gray Building, 24-26, Wellington St. W., Toronto.



EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

J. R. GENEST
Wholesale Grain, Flour and Feed
SPECIAL—Pastry Flour
GROCERS SPECIALTIES
BOARD OF TRADE BUILDING, MONTREAL

G. B. MacCALLUM & CO.
GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering
Advertisements please mention
Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

NORWEGIAN SARDINES (STYLED SMOKED SILD) **NOTHING LIKE IT! NO BONES! ALL MEAT!**



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal



Put this Seller
in Your
Displays

and prove beyond doubt how well the delicious goodness of Marsh's Grape Juice satisfies particular people.

You'll find the margin on Marsh's really attractive.

Push it for your own sake as well as your customers'.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:
MacLaren Imperial Cheese Co., Ltd.,
Ontario.

Rose & Laflamme, Ltd.,
Montreal, Que.

Fifty Subscriptions from One Firm

THE International Business Machines Company, of which Mr. Frank E. Mutton is vice-president and general manager, subscribed to 10 copies of THE FINANCIAL POST some months ago—these copies to go to their travelling salesmen. Now this company has increased the number of these subscriptions to 50 because the results of the experimental subscriptions have proved so satisfactory.

Mr. Mutton explained that the object of putting THE POST in the hands of the men of his company was to keep them intelligently acquainted with general business conditions in Canada. He said he knew no better paper than THE POST for the purpose. It would seem that his men have responded fully to effort made to keep them well informed about Canadian business affairs—so much so that the management have added 40 other men to the original 10 to receive THE POST.



FRANK E. MUTTON

When Mr. Mutton was with the National Cash Register Company as its Canadian manager, he was the king of all managers in the matter of sales records. In this position he achieved a big reputation built on solid achievements. He learned salesmanship in a school where competition was of the hottest kind, and where the competitors were brilliant men. Giving Mr. Mutton full credit for superior personal qualities and energy of the most ardent kind, it is taking nothing away from him when it is said that not a little of his success was due to his intimate and sympathetic knowledge of the other man's busi-

ness. And he taught the men associated with him as salesmen to know the point of view and requirements of the men they called on to sell machines to. As vice-president and general manager of the International Business Machines Company, Mr. Mutton is putting into operation an idea used by him in past days with brilliant results—he is causing his salesmen to know the business and requirements of their prospective customers. To establish points of contact swiftly and surely is one of the open secrets of successful selling.

In the case of **your** solicitations of customers and desired customers, it is excellent strategy to have your salesmen so well informed about business conditions generally; and about the interests of the men they canvass, that they will be able almost instantly to relate their proposals to the interests of the buyer. When a salesman shows himself intimate with the interests or business or objectives of the man whose order he wants, he is immensely strengthened as a salesman, and his percentage of successful canvasses goes steadily up.

Our definite suggestion to you is: Subscribe to THE POST yourself, and learn from its pages how your salesmen or executives can draw power from this newspaper. Then, having acquired the sought-for knowledge, subscribe to THE POST for each man in your service who can profit you by knowing what is in THE POST each week. If Frank Mutton and other prominent executives are making a success of THE POST as a salesman's aid, it is reasonable to suppose that other managers of salesmen and executives can likewise employ THE POST as a producing agent. And so we ask you to sign and forward the coupon below.

Dept. C.G. —143-153 University Ave.,
The MacLean Publishing Company, Limited, Toronto.

Send **☛** THE FINANCIAL POST OF CANADA (weekly). Subscription price of \$3 will be remitted on receipt of invoice in the usual way. Have this copy sent to

.....
.....

A Grand Sweetner worth recommending

Wherever good sugar is required Royal Acadia gives unstinted satisfaction.

To good housewives the name, Royal Acadia, is a symbol of sugar goodness and purity.

Put up in 2 and 5-lb. cartons, 20 and 100 lb. bags, half barrels and barrels.



**"EVERY GRAIN
PURE CANE"**

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

INSIST ON ANCHOR CAPS

To go along with insecurely sealed goods on your shelves is leaving too much to chance. The conditions of the times demand that you make as frequent turnovers as possible in the shortest space of time.

Anything that tends to arouse the customer's confidence in the lines you carry is worthy of deep consideration.

People have come to know that goods sealed with Anchor Caps retain all the rich flavor and delicious goodness the maker puts in.

Naturally, a strong preference for goods with Anchor Caps has grown up all over the country. People buy more goods more often when they know they are sealed with the positive security of Anchor Caps.

Why let uncertain seals keep bigger sales and better turnovers from you? Your wholesaler can supply you any goods you wish to handle, sealed with Anchor Caps.

INSIST ON ANCHOR CAPS to-day.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dovercourt Road
TORONTO, ONTARIO

Wheat Flour Substitutes

THE Canada Food Board's order making compulsory the use of wheat substitutes has caused unprecedented demands upon our milling facilities. If your shipments of corn, barley and rye flours do not reach you as promptly as usual, please bear with us. With our special capacity for milling the substitute flour we are doing our best. In the meantime we suggest that you can assist speeding up deliveries by ordering not more than actual requirements until the rush is over.

Campbell's Corn, Barley and Rye Flours are sold in the following size packages:—

3½ lb. 7 lb. 24 lb. 49 lb. 98 lb.

The Campbell Flour Mills Company, Limited
West Toronto, Ontario

Campbell's
Corn
Barley
and Rye
Flours



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans
FOOD PRODUCTS
Watford
100

Mr. George Washington of New York Says

that he has turned the entire output of the G. Washington Refined, Soluble Coffee, over to the Government for the Soldiers in the front line trenches Overseas.

He hopes shortly to be able to again supply the trade; in the meantime you and your customers' indulgence is asked.

Send Tea To The Boys Overseas

The boys in the trenches enjoy a cheering cup of tea more than words can tell. One boy writing home said:

"I received your box. I have enjoyed a cup of the tea on many a lonely night."

In this particular instance, the tea sent was Red Rose, which is the very tea to send overseas. Consisting chiefly of ASSAMS—the richest and strongest teas grown—Red Rose makes a cup of strong, rich, satisfying tea, even if the water used to brew it isn't as fresh, sweet and clean as might be desired.

Tell your customers to include a package or two of Red Rose Tea in their "overseas boxes." You will do the boys overseas a good turn—and increase your tea sales at the same time.

T. H. ESTABROOKS CO., LTD.

ST. JOHN

TORONTO

WINNIPEG

WETHEY'S

Orange Marmalade

excels
all others



Jars like this

are ideal for preserving
and pickling

Prudent Mrs. Housewife will now be planning on beating next winter's high prices by putting away ample stocks of fruits and vegetables.

Show her how easily she can do this by using our Sanitary Stoneware Pottery—the best and most sanitary containers for this purpose.

Would you like to see our folder listing the complete line of crocks with prices? Send for it anyway. No obligation.

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.

King & Yonge Sts.

TORONTO



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

for Infants and Invalids are two high quality lines that will fully repay a little selling effort on your part.

Your customers know the Robinson lines. Just remind them that you are handling these two favorites, and your stocks will diminish rapidly.

Magor, Son & Co., Limited

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

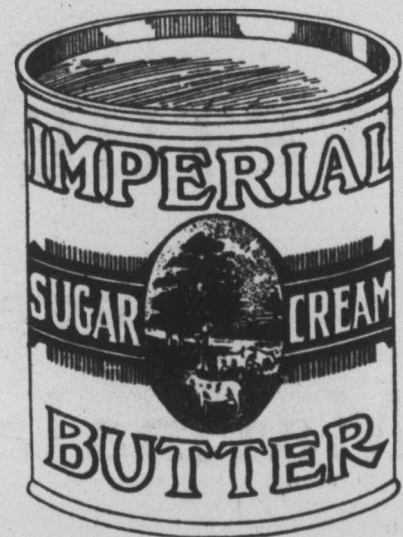
For the sake of
repeats and profits show

CHARBONNEAU'S
IMPERIAL
SUGAR CREAM BUTTER

After a trial display of this unsurpassed customer-pleaser you will fully realize its value as a dependable money-maker.

The quality is always tip-top and the prices are right.

Prompt Shipments.



*This attractively labelled can
makes neat attractive displays*

CHARBONNEAU, LIMITED

MANUFACTURERS OF BISCUITS AND CONFECTIONERY
SYRUP REFINERS

MONTREAL

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

CANADIAN GROCER

Vol. XXXII.

TORONTO, JULY 26, 1918

No. 30

Serve "Pep" to the Sales' Staff

Hudson Bay Co., Calgary, Alta., Print It Monthly and Fill It With Ginger Talks, Instructions on How to Prevent Errors, Wit and Humor, etc.—One Page Signed by the Store Superintendent

Special Staff Correspondence

"PEP" is the title of a monthly pamphlet issued by the Hudson Bay Co., Calgary, Alta., for the benefit of their employees. "Pep" not only supplies practical information on handling and serving customers in the store, but it also goes in for the humorous side of life—it contains ginger and jokes, so to speak.

A large number of stores throughout the country have been going in strong of late for sales classes, including every member of the staff. The Hudson Bay Co., Calgary, maintains sales classes for beginners. These are held twice a week, but they issue "Pep" to take the place of these classes in so far as the remainder of the staff is concerned.

The information for keeping the staff in touch with the ideas and methods of the management is given in each month's issue under the heading, "The Superintendent's Page." This page is probably the most important one in the entire issue. It is signed by the superintendent, E. A. Landry.

Urge Curtailment of Special Deliveries

For instance, in the March issue a number of items appeared on it under the following headings: "Good and Bad Penmanship," "About Wrong Addresses," and "Unnecessary Expense." Under "Good and Bad Penmanship" it is pointed out that whereas probably 75 per cent. of the staff are good writers and take pains in making out their sales slips so as to give the delivery department a minimum of trouble, some of the others

are careless. "The sheet writer when entering the name and address on the delivery sheet is often compelled to stop and make inquiries either from the delivery superintendent or assistant, and often is actually obliged to call the department from whence the purchase came and make a further search," says one of the statements. This trouble and expense is caused by poor writing.

The information about wrong addresses urges the same care when making a sale.

Under "Unnecessary Expense" heading the staff is urged not to promise too many special deliveries. It is pointed out by the superintendent that the delivery department has reported recently quite a

number of cases when the customer has been really surprised to find her merchandise come as a special delivery. Delivery operation to-day is a big expense, and it is necessary to keep it down to the minimum.

The front cover of the same issue has splendid selling talks on "The Voice on the Telephone." This aims to show the correct method

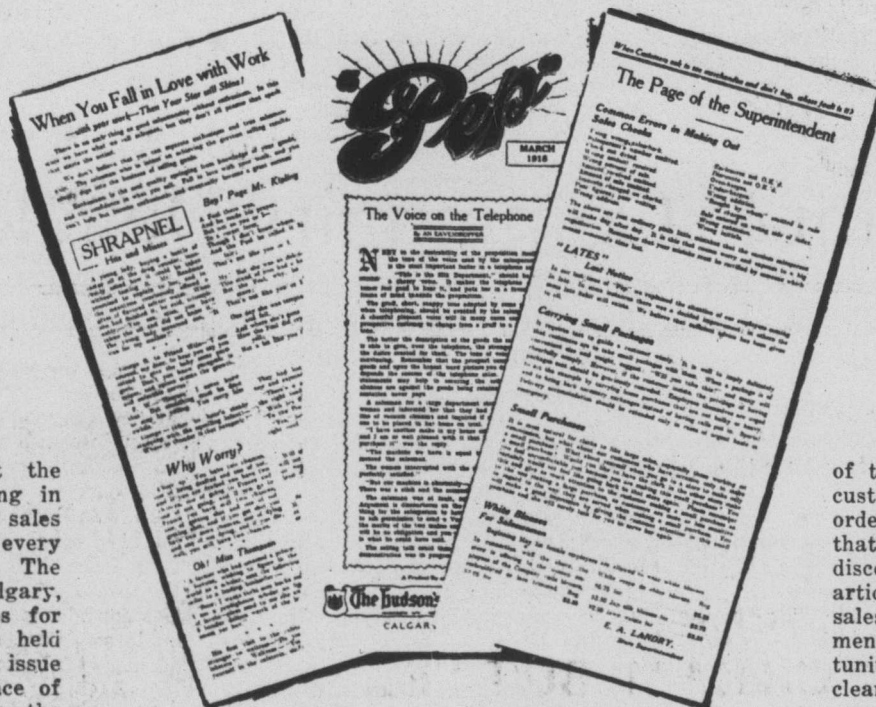
of talking to a prospective customer over the phone in order that she may not feel that the speaker is gruff or discourteous in any way. The article cites a case of how a salesman in a large department store missed his opportunity to sell a vacuum cleaner because he began to argue with the customer over the phone.

Choice of Words Important

In another issue the superintendent has some important talks under the headings of "Lates," "Objectionable Words and Expressions," "Avoid Making Mistakes," and "Wasting Time."

Under "Lates" the staff is urged to realize the importance of being at their work at the specified hour.

Under the "Objectionable Words and Expressions" item, it is pointed out, it is preferable to use the word "we" instead of "I" in all cases except those of a strictly personal character. For instance, a clerk should say, "We have this in ten shades"; not "I have this in ten shades." Advice is given to use the word "Madam" and not "Lady" in addressing women when not acquainted with their surnames. The word "Apartment" should be used and not "Flat" in



Centre shows front cover of an issue of "Pep" and right and left are pages illustrated from two other issues.

The Hudson Bay Co. CALGARY

E. A. LANDRY, Store Superintendent

referring to an apartment building. Clerks are also instructed not to use the abrupt question "Charge or Cash?" Instead say, "Have you an account?"

In connection with "Avoid Mistakes," the selling staff is urged to call upon the buyer or assistant floor man or superintendent to furnish information which is not at hand.

A Lesson on Wrong Addresses

To avoid getting wrong addresses the sales people are urged not to write down an address from memory, but to make sure of its correctness. The management points out that loss through error occasioned by neglect cannot be overlooked. Loss through error in issuing checks or their extension, entry of figures on transfers or giving package or change to wrong customer may mean dismissal. "It is just as easy to be careful," writes Mr. Landry, "as to be careless when the habit is once formed. Aside from the possibility of dismissal carelessness in small matters unfits you for usefulness in any sphere of labor elsewhere."

In still another issue of "Pep" the superintendent's page has items under the following headings: "Common Errors in Making Out Sales Checks," "Lates' Last Notice," "Carrying Small Packages,"

"Small Purchases," "White Blouses for Sales Women."

In connection with "Small Purchases" the staff is urged to give the same attention to customers buying only small articles as they give to those who purchase expensive goods. "What about yourself when you go to a store to make only a small purchase? Would you like to have the clerk in the other store make you feel uncomfortable just because you are making this small purchase? You certainly would not feel like going back to that store again." This is the way it is put to them.

Through the issue of "Pep" there are a number of ginger phrases such as "A real sales person sells goods so they stay sold." Another reads "When customers ask to see merchandise and don't buy, whose fault is it?" Still another, "Talent without tact is worthless. Talent is power. Tact is ability to direct that power."

Better Service—The Aim

The information supplied in "Pep" is designed, as one will see from the above, to keep the staff posted on the ideas of the management towards a better service to customers. This tends to perform the same service as the sales'

classes mentioned above. Each issue also contains a number of personal items about members of the staff and is gotten up in such attractive manner that it cannot fail to be read.

IMPORTANT SUGAR ORDER

Food Board Prohibits Retailers From Re-selling Sugar to Small Manufacturers of Candy

By Order No. 54 issued by the Canada Food Board, no retail grocer is allowed to re-sell sugar to any manufacturer of candy unless that manufacturer can produce a written permit from the Canada Food Board allowing him to make the purchase. This applies principally to small manufacturers of candies who have been in the habit of dropping into a retail store in a hurry for a sack of sugar and paying cash for it.

Another sugar restriction now in force is that which prohibits the manufacture of icing sugar in any form after the 15th July. These recent regulations were mentioned to CANADIAN GROCER by officials of the Canada Food Board during special interviews with them at Ottawa.

Merchant & Community Development

The Interest Every Merchant Should Take in This Growing Idea Emphasized by Retailer Who Has Benefited—The Farmers' Problems Should be the Merchant's Problems

Written for CANADIAN GROCER by H. M. Clark, Lakefield, Minn.

COMMUNITY development is an actuality. It is a real living thing! It has passed the "hope-so" experimental state. Many towns and villages now point with pride to community building.

Co-operation of town and county speaks community growth. The prosperity of the farmer and the merchant travel hand in hand. Deny one—you rob the other. Let misfortune overtake one—the other suffers at his neighbor's discomfiture. Let fortune smile on one, and the rays of sunlight hit the other.

We have got to get away from some of our old antics and get down to brass tacks. We merchants must cut out such phrases as YOU country folk, US town people. You must learn to say, to feel and live just one sentiment every day of the year and that is WE good folk of a community center.

Treat the Farmer Fairly

If you want to tear down the so called existing social bar that hinders the country man and the merchant from meeting on a level of friendship and good comradeship, you, Mr. Merchant, have got to do some common-sense thinking and get busy. You and your good family have got to learn to meet the farmer on a social level and treat him and his kin with equal respect and dignity.

You have got to establish in your home

town a community center and get things a-going. Have a few good social times, liven things up and have your family and the farmer's family get acquainted. One of these nice Sundays you and your family may be autoing out to a good country home to sit down to a swell chicken dinner. And in a short time you have the basis of community development started.

You have got to take an active interest in the farmer's business and the affairs that daily interest him. You want to see that he has in your town a good market for all he wishes to sell. That he gets market prices and the best of treatment.

Then, to get his trade, brush up that dinky old store of yours, adopt a system to your business and inject some efficiency into it. Carry the goods people want when they call for them. Try out quality and service. Be a gentleman and a merchant. Be square in all your transactions.

Don't baby the farmer. Treat him in a sane business-like manner. Inspire him with confidence that you know him to be four square honest, enterprising and give praise and credit where it is due. Take him into your confidence in all matters pertaining to the upbuilding and betterment of your country and town life. Advise with him on all matters which tend to better local conditions. He

is an integral part of your community. So are you. Just think pulling together what you can accomplish.

In retailing merchandise sell up to a quality, never down to a price. Know your stock, be sure of it. Confidence is the greatest asset to the retail merchant. Get confidence and give it and you have made an important stride along the line of successful merchandising.

Be Bigger Than Your Business

If you can't be a bigger man than your business, sell out and give a decent man a chance. If the idea of personal profits and what you can lay aside year to year mean more to you than the town and country you live in, you are a selfish egotist; you will never add one iota to community building and the quicker you are removed the sooner a real live man will have a gentleman's chance.

Broad minded successful merchants are found to be men who have had time to build up a successful business and still take time to look after the interests of his neighbor, the farmer and the laboring man, trying in so many ways to better their conditions socially and financially.

Thus working with the farmer and others, the merchant learns his duty, his part in community development. In helping others he helps himself and attains that degree of manhood where his worth to the town is a community asset.

12,000 at Winnipeg Caterers' Picnic

Eleven Trains, Packed to Capacity, Required to Move the Crowd to Grand Beach—
Event Favored With Glorious Weather

THE grocers of Winnipeg liked Grand Beach so much last year, they decided to spend their annual picnic there again this year. And it was *some* picnic. It took eleven trains to take the crowd, and every train was filled to capacity. Altogether twelve thousand people dropped what they were doing on Wednesday, July 17, and went to Lake Winnipeg.

No, there are not twelve thousand people in the grocery business there, but to anyone who knows the trade there, it would have surprised them to see how many people are connected with the grocery trade in one form or another. The word "caterer" takes in everybody, butchers and bakers included.

Winnipeg stopped business that day. The policeman at the corner of Portage and Main had nothing to do. The Union Station on Wednesday morning was a never-to-be-forgotten sight. As usual, J. H. Treleaven had charge of switching the engines, and everything passed off without a murmur.

Different to last year, the weather man provided the best sort of element. In 1917 there was a shower every ten minutes, with tantalizing unexpectedness, sending the crowd helter skelter to small shrubs and under the sidewalk. This year it was not necessary, for the weather was perfect.

The details for the picnic were well planned and everything was carried on without a hitch. Only one slight accident marred the pleasure of the day. The accident occurred while a race was at its height of excitement when a young married woman fell and slightly injured herself. She was taken to the first aid station.

The sports programme was of a most thrilling nature, especially when excited members of the gentle sex of all ages piled themselves gracefully in a heap and struggled to find their shoes and stockings in the boot and shoe race.

Baking Competition

In the Codville baking competition, the numerous exhibits of fine quality made hard work for the judges. There were \$50 cash prizes, and the first prize winner made her biscuits entirely from substitutes without any wheat flour. The prize winners were: 1, Mrs. Geo. H. Armstrong; 2, Mrs. Donald MacLean; 3, Mrs. David Drynan. Honorable mention was given to Mrs. E. W. Edwards, Mrs. W. Gooch, and Mrs. W. D. McIvor.

All the prizes were distributed by S. C. Richards, president of Richards & Brown, Ltd., wholesale grocers. Here are the results of the sport contests, the winners being given in order for each race or event.

Among the interesting sport events were the following:

Employers' race—Frank Marples, Percy White, H. Spottiswood.

Retail caterers' inside employees—S. Rosenblat, C. E. Rogers, J. B. Law. Travellers (wholesale)—J. Congalton, J. Polly, W. J. Johnson.

Retail caterers' drivers—C. Wallie, D. Matheson, F. Read.

Wholesale caterers' inside employees—J. Stepjnak, H. E. Ryan, J. Grant.

Wholesale caterers' drivers—Buster Smith, Jack Martin, W. Vanderlost.

Committeemen's race—W. J. Johnson, J. Congalton, N. J. Lawrie, J. McLennan.

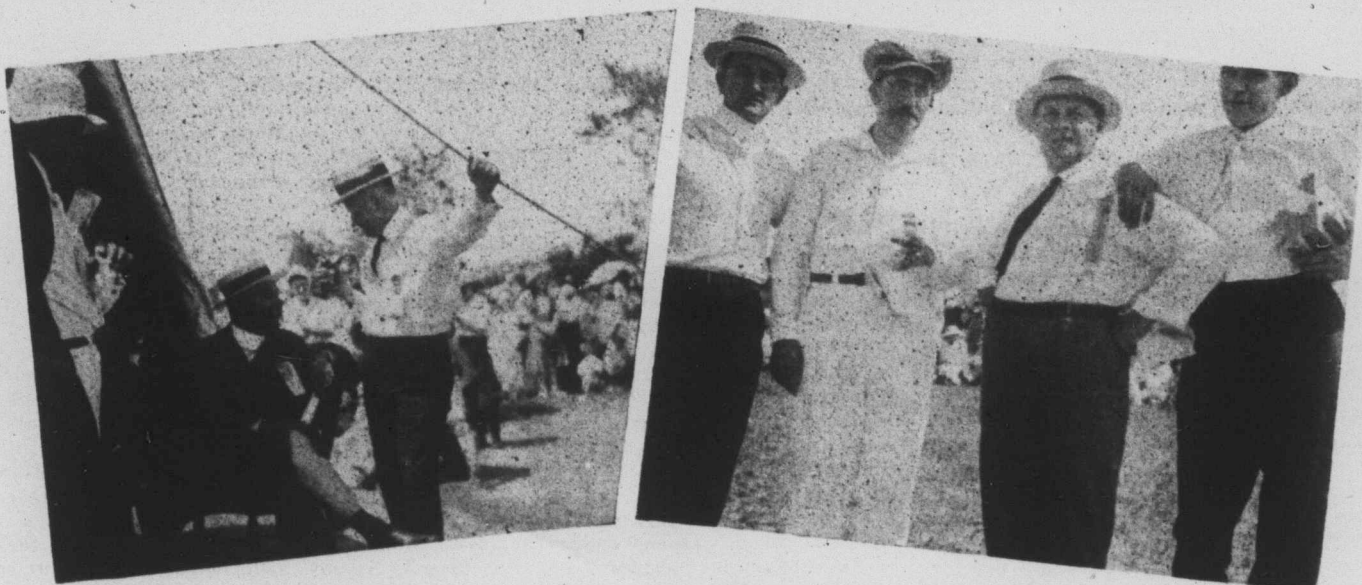
Retail grocers' consolation—H. Ritchie, J. R. Hodgson, R. L. Ritchie.

WHOLESALE GROCERS FIND REGULATIONS BURDENSOME

Urge That no Unnecessary Information be Demanded—Ontario Wholesalers Will Petition the Food Board in This Regard

There have been several meetings of the wholesalers of Ontario held in Toronto recently to consider what can be done to make the regulations of the Canada Food Board less burdensome. There is no feeling of antagonism on the part of the wholesalers and they are quite ready to submit to the regulations with good grace. They contend, however, that the carrying out of the strict letter of these regulations requiring a monthly accounting of all stocks in their hands entails an enormous amount of work that is of no practical value.

At the meeting referred to it was decided to approach the Canada Food Board in the near future with a view to making these regulations less troublesome. There are, it is contended hundreds of lines handled by the wholesale grocer in which the Canada Food Board can be in no way interested, yet the monthly accounting of these small lines is a serious item of labor. The wholesalers are anxious that this comprehensive clause be withdrawn, and that they be requested instead to give account at such times as the Food Board may select of those essential commodities in which the Canada Food Board is interested. In this way it is felt that there might be much less work for the wholesaler without the loss of any of the effectiveness of the order.



Left—The proceedings were held up while the crowd watched Frank Scott take a picture of S. C. Richards (Hon. President of the Winnipeg Caterers' Association and President of Richards & Brown, Ltd., wholesale grocers) (seated) and Jack Campbell, of Treleaven & Campbell, grocers holding himself up by tent pole). Right—Successful competitors in events 12, 13, 16 and 32. Notice their prizes. They are Jas. McLennan, George Sinclair, A. H. McIntosh and H. Brewer.

Over 10,000 at Hamilton Grocers' Picnic

Threatening Weather Turns Into Fine, and Great Crowd Visits Wabasso Park—
Grocers Win the Ball Game—Many Splendid Running and Boat Racing
Events—Some of the Incidents of a Day of Pleasure

Reported by Canadian Grocer Staff Member.



Left—A group of officials, "Bay" Hill smoking a cigar. Centre—Jack Knox, Billy Smye, J. M. Simmena, A. A. Adams and S. B. Hamilton. Right—Jno. Young, W. Smye, Jno. L. Brown, Ed. Hazell, Jack Book and Tom Mitchell.

HAMILTON, Ont., July 24.—To be present at the Hamilton Grocers' Picnic is a great privilege. You are usually one of ten thousand or more to share in the honor. This year the picnic was again held at Wabasso Park, just across the bay from the Industrial City docks, and it is estimated that the ferry boats and motor cars carried to and fro no less than ten thousand people.

This in itself stamps the big picnic as one of the greatest in Canada.

But when one considers the fact that the Hamilton grocers have had a great deal of practice in operating picnics, it is not to be wondered at that they have such success. One merchant told CANADIAN GROCER representative he had not missed a single picnic in 22 years. Some of the picnickers hadn't missed one in 25 years. The boats came and went, morning and afternoon, every few minutes, and some one with a mathematical turn of mind stated there were no less than 400 automobiles parked back of the grounds. The weather in the early morning was not very promising, but the sun always shines on the grocers of Hamilton, the day eventually being a "hand-picked" one.

One of the most interesting spots about the park was the headquarters of the general staff that carried out the operations. A house mover had changed its location recently and moved it to the border of the grounds. An old resident at the picnic claimed to have mixed the mortar that held the laths apart more than 60 years ago. It was here that President James Lawrie and his staff took up their quarters. It was unnecessary for anyone to go dry or hungry who knew the ins and outs of this particular establishment. Some almost exceeded the speed limit to get to it at times.

But the old house refused to have its picture taken by CANADIAN GROCER camera. Either this or the president's white apron or R. Gardner's parcel was responsible for the unsuccessful operation of the light upon the film. It may also have been that a traveller or two in the group mixed up the shutters. Nevertheless the "headquarters" was the scene of many revisitations on the part of the men behind the picnic and their friends.

Some of the Main Features

Jacob Venator, chairman of the picnic committee, was assuredly a busy man. Our good friend General Foch could not have shown more exertion in rounding up a German army. His rube band just in from the country was one of the main magnets for the crowd in a day of numerous attractions. Its music was augmented by the famous band of the 13th Royal Regiment.

Around the noon hour the "canteen" headquarters was a busy place. Hot water, tea, coffee, and milk were handed out by a staff that was on to its job when the rapidity with which the picnickers were served was noted.

Among the old stalwarts whose experience in running the Hamilton Grocers' Picnic dates back many years were to be found James Main, treasurer of the association; "Bay" Hill, the versatile secretary, John Forth, Jack Brown, Jack Knox, Ed. Hazell, Gus Ante, J. M. Simmers, Billy Smye, etc., etc. Their efforts were ably augmented by some of the younger grocers. G. H. Moyer, chairman of the games committee, had to be in five or six places at once in order to get the sports put through on schedule time. For instance there were the boat races and the baby show all at one time. In spite of the fact that the

babies require a lot of attention the aquatics were superintended promptly.

More Than 100 Offspring

Speaking about baby shows, were you ever selected as a judge? What would you do if some hundred and twenty-five babies and one hundred and twenty-four mothers—there was a pair of twins—looked up to you with appealing eyes for the first prize? This was one of the predicaments in which the representative of CANADIAN GROCER found himself. Salvation lay in the fact that there were two other judges—competent judges at that. They happened to know something about babies and from the last report heard from Hamilton: they were still in the land of the living. These were Alderman J. S. McIntosh and A. A. Adams. It is understood there were two or three other Hamilton men selected to judge the babies, including a minister of the Gospel and a wholesale grocer, but evidently on thinking over the matter during the night they considered discretion the better part of valor. It can be pretty safely taken for granted that, in future, judges for the baby show must be selected on the grounds without any previous knowledge of the part they have to play. Better still, their consent should be given not more than five minutes before the contest begins. They will then not have an opportunity to change their mind.

Leaving the babies with their mothers let us take a look at some of the other events on the big programme. Among them was a contest for feminine grocery clerks. The camera man snapped a few of them as they lined up waiting for A. A. Adams' pistol shot. Talk about conservation of man-power in the grocery store! The Hamilton grocers seem to have pretty well solved the problem; and to see the way they bolted down the

race track indicated they could hold their own with any man-clerk behind the counter. Good thing the Oakville highway sleuths were not at Wabasso Park that day.

Then there were soap races, shoe races, throwing contest for women, skipping races, married women's races, three-legged races, men's races, four-legged races, single ladies' race, ladies' double race, etc., etc., all for the many representatives of the human race that attended by the big event.

Travelers Versus Grocers

The picnic of the Hamilton grocers always is a magnet for the travelling salesmen. There were many of them on the ground. Just about noon they were walking around with their baseball suits on and a chip on their shoulders. So there was a ball game between the grocers and the travellers. Last year the travellers won the cigars but the tables were promptly turned upon them this year. At the end of the 9th the chocolate-colored scorer from the sunny South announced the grocers ahead by 15 to 4. F. A. White managed the winning team. His smiling face may be seen in the centre of the photograph. Michael Cummings and George Cann, two old-timers on the Hamilton grocers' team, had their share in the brilliant victory. Bridgewood pitched the winning game and undoubtedly was chiefly responsible for the small score of the knights of the grip. Nor was it altogether the fault of Wilson, who represented the travellers on the flinging line, that his opponents' score was so high. A little more support from his confreres and the game would have been closer. To make a long story short the grocery nine carried off the cigars. The teams lined up as follows:

Grocers—L. Bridgewood, p.; V. Court, c.; M. Cummings, s.s.; Geo. Cann, 1b.; F. Blowie, 1.f.; Fred Andrews, c.f.; J. Hawkey, 2b.; F. Towers, 3b.; and H. Cohen, r.f.

Travellers—Wm. Foote, c.; C. Wilson, p.; V. Bard, 1b.; A. Lavis, 2b.; R. Colbourne, 3b.; C. Carey, s.s.; H. Carey, 1.f.; C. Ranson, c.f.; P. Fletcher, r.f.

The games committee consisted of James H. Moyer, chairman; H. Merritt, secretary; R. Gardner, F. Hamilton, John Knox, F. White, Gus Ante and J.

M. Simmers. The day was warm and John Knox and A. A. Adams as starters in the running events must have lost in weight several pounds due to perspiration. Naturally there was more competition among the grocers to catch the winners. This explains why John Brown, William Smye, R. Gardner, Ed. Hazell, Jno. Young, Jno. Book and Tom Mitchell were in charge of the finishing tape. One can readily understand this in view of so many events in which the feminine sex was interested.

To sum up the success of the 1918 event was in keeping with those that have gone before. The splendid results are due especially to the officers, executive committee and the various picnic committees. These were as follows:

Officers—James Lawrie, president; D. K. Clarke, 1st vice-president; John L. Brown, 2nd vice-president; James Main, treasurer; M. R. Hill, secretary.

Executive committee—John Young, chairman; John Knox, R. Gardner, W. Smye, S. Hamilton.

Picnic Committee—Chairman, Jacob Venator; treasurer, J. Main; secretary, M. R. Hill; transportation, Ed. Hazell; refreshments, Gus Ante; games, G. H. Moyer, chairman; printing, W. Smye, chairman; music, H. Taylor, chairman; reception committee, J. L. Brown; finance committee, J. Main and E. Hazell; auditors, E. Moyer and J. Venator.

PICNIC BRIEFS

The Hamilton grocers are to be warmly congratulated on organizing a picnic on such a big scale. A few of them should sign up with the Government.

* * *

President Lawrie and Jacob Venator, chairman of the games committee, got in some fine practice for busy days behind the counter.

* * *

What would a Hamilton grocers' picnic be without Bay Hill? Echo answers, what?

* * *

John L. Brown, Tom Mitchell and Jack Book were there in lemonade suits advertising jelly powder. Where they got the buttons and who made the button-holes was the problem that worried the crowd.

W. Linder, a Red Rose tea salesman, made sure that the Rube-Band did not get sunburnt. He had a special umbrella made for the occasion.

* * *

Here's hoping the 1919 event will be still greater.

ACTION AGAINST LARGE AMERICAN DEPARTMENT STORE

Ordered to Desist from Form of Advertising That Implied a Criticism of Other Merchants

Some time ago CANADIAN GROCER drew attention to the interesting case of Sears, Roebuck & Co., Chicago, who were accused of false statements in regard to their advertisements regarding sugar. As a further development of this case the Federal Trade Commission has ordered the company to desist from this form of advertisement.

Attorneys for the firm did not contest the case, but agreed to a statement of facts with attorneys for the commission, and the order was issued on the basis of these facts.

The advertising alluded to in the order was in connection with sugar offered for sale.

Prices between three and four cents a pound were quoted, but it was charged that when effort was made to buy sugar at this figure it was found that only a limited quantity would be sold to a customer and would be sold only in connection with the sale of some other articles of food.

The commission found that the sugar was actually sold below cost, the profit being made on the combined sale.

Other advertising from which Sears, Roebuck & Co. must refrain, according to the official order, is representing that its sugar could be sold at a low price because the firm was able to make such large purchases and move its stock so quickly that it had an advantage over competitors, and representing that some competitors were charging more than a fair price for sugar.

Several orders of a similar character have been issued and the question of the legal right of the commission to issue such an order has not yet been questioned to the extent of disregarding the orders.



Left—The winning grocers' baseball team after the battle. Centre—J. Venator, picnic committee chairman. Right—Jack Knox and A. A. Adams lining up a few of the feminine grocery clerks.

Making the Handling of Fruit and Vegetables Pay

Suggestions to Retail Grocers Tending to Eliminate the Heavy Percentage of Waste That Limits the Dealer's Profits, and Destroys Essential Food Products

THE wastage of fruit and vegetables is a very serious item. Some of this wastage is unavoidable, but by far the larger part could be avoided by careful handling. Because they believe that the grocer may become an important factor in eliminating this avoidable waste, if he is brought to realize how this waste occurs and how it may be avoided, the War Emergency Board of American Plant Pathologists are issuing some material calculated to lead to a better understanding of satisfactory handling conditions. This material has been supplied to CANADIAN GROCER by W. A. McCubbin, Canadian Commissioner of the War Emergency Board.

Handling Perishables Should Pay

Fruits and vegetables should return a profit to the grocer. The increase in operating expenses, with its inroads into the traditional twenty per cent. profit, make it poor policy to handle fruit at cost for the sake of creating good will. Nor is it possible to assure a profit on this class of goods merely by raising prices, for these valuable and necessary articles of food are so generally regarded as luxuries that an increase in price may mean such a falling off in demand as to cause a glut. The grocer can, however, improve his handling methods, reduce the loss from decay, and thus increase his profits and render patriotic service by saving food.

Everyone Loses When Fruits and Vegetables Rot

Fruit which rots on the grocers' hands is a dead loss all round. The grower gets less than he should for his crop, the consumer pays for the part of fruit that rots as well as for what he eats, and the dealer loses the profit he should have made.

Some vegetables deteriorate greatly in quality and still remain salable; for example, sweet corn, green peas and asparagus. Fresh asparagus contains from 1½ per cent. to 2 per cent. sugar along with other food materials. If, however, asparagus is kept in a warm place, the sugar rapidly disappears and the amount of cellulose, that is, wood fibre, increases. In other words the longer you keep asparagus in a warm place the less sugar you have and the more wood.

Keep Them Moving

Practically all fruits and vegetables deteriorate rapidly when held for display on store counters or in the windows. Some, such as strawberries and raspberries, will rot in a few days. Apples from storage will often scald and thus become hard to sell. All such goods should be moved as rapidly as possible. This means well timed pur-

chases, attractive prices, in particular an opening price which is low enough to create a buying habit, and the display of sound, clean goods.

The success of the fruit stand in handling perishables is largely due to the fact that many grocers are content to have boxes of half spoiled fruit in front of a counter while on the fruit stand there is always clean, sound fruit on the top of the pile. This phase of the retail business has been repeatedly emphasized by A. U. Chaney of the American Cranberry Exchange, who says: "Time and again have I noted that a retailer who has unsound and unattractive fruit in his store has blocked his sale of cranberries." The same is equally true of peaches affected with brown rot or of apples which show scald. A first-class grocery is not the place to exhibit diseased fruits; leave that to the experiment stations.

Well Grown Fruits Keep Best

In many cases the fungi which cause decay of fruits gain entrance in the field and they can be controlled by well known methods. Probably in no fruit is the annual loss in the retail store greater than in the case of peaches. While, in the case of fruit shipped long distances, it is now impracticable for the grocer to know from what type of orchard his peaches come, the dealer who handles locally grown fruit may well insist on buying only that which has been thoroughly sprayed and thus avoid trouble for himself and help educate the growers. The same is equally true of apples, cherries, plums and other fruits. The plant pathologist and the grocer should work together towards a time when sprayed fruit will bring a premium over fruit of equally fine appearance which may contain the germs of decay-producing organisms.

Keep Cool

Perishable fruits and vegetables must be kept cool if they are to be kept at all. Professor Morse of Amherst has shown that bunches of asparagus kept in a warm room deteriorated more in one day than similar bunches in a refrigerator did in four days. The same is true of many other vegetables.

Probably no common fruit shows a greater percentage of loss than the strawberry. The United States annually produces over eighteen million dollars' worth of strawberries. This is an important food crop. In addition to furnishing the only cheap fruit which is abundant early in the season, good strawberries contain from four to five per cent. of sugar and other food material. Strawberries are, however, short lived and are readily attacked by black

mold which rapidly causes them to collapse and to lose their juice. This disease is well known to the trade and is aptly named "leak." It has been ascertained that in the United States this fungus destroys over five per cent. of all the strawberries grown in that country, an annual tax on the American public of at least a million dollars. Careful study has shown that black mold will grow more in 36 hours at 91°F. than in three weeks at 50°. It has also been shown that strawberries placed in the sun absorb the sun's heat so as to become markedly warmer than the air. It is no exaggeration to say that the average box of strawberries will spoil more in half a day in the sun in front of a grocery store than it would in three days in the refrigerator or even near the meat room.

Hands Off!

Trade experience and scientific investigations alike show that most fruits and vegetables are injured by handling. Tomatoes, peaches, cranberries and strawberries among other things spoil rapidly after being handled, especially in a warm room. What, then, must be the effect of critical pinching and squeezing by every housewife who is trying to decide between tomatoes at twelve cents a pound and string beans at thirteen. If the purchaser must have a sample take one out and make her a present; do not return it to the pile. Let the rule there be "Hands Off," and let the rule be made known by a neat sign plainly displayed.

As long as small berries habitually get into the bottom of the box, thrifty housewives will want the berries dumped out, but this handling should be reduced to a minimum. One good plan is to put only a dozen or so boxes on display, and keep the main stock in cool places. Thus berries which have been dumped out will be sold first and the rest of the crate protected alike from the heat of the store and handling.

In these times of food shortage and high prices, public attention is being called sharply to waste of all kinds. One source of waste is the decay of fruits and vegetables in the grocery store. This can and will be largely reduced.

HUNDREDS OF DOLLARS SAVED

The MacLean Pub. Co., Ltd.,

Gentlemen, — I am enclosing postal note for \$3.00 to renew my CANADIAN GROCER for another year. I can safely say I have saved hundreds of dollars the past year by keeping posted on the advancing markets by following the advice given in the CANADIAN GROCER.

I find that the self-measuring oil pumps save the most time of any of the fixtures I have, as I use them the most, but I think all of the fixtures pay for the investment.

C. S. FENNELLS.

Thomasburg, Ont.

No. **23788** **FEDERAL FOOD ADMINISTRATION.**
CONSUMERS SUGAR CARD.

ISSUED TO
 ADDRESS
 TELEPHONE
 CONSUMERS SUGAR CARD FOR
 JULY AUGUST SEPTEMBER
 NUMBER IN FAMILY
 TOTAL NUMBER OF LBS.

ISSUED 1918
 DATE

DEALER
 ADDRESS
 TELEPHONE
 SALESMAN

ISSUED AT
 TO
 ADDRESS
 TELEPHONE
 NUMBER IN FAMILY
 TOTAL AMOUNT OF SUGAR LBS.
 TO BE DELIVERED AS PER SCHEDULE BELOW.

| No. in Family | JULY | | | | AUGUST | | | | SEPTEMBER | | | | Total |
|---------------|-------|---------|-------|---------|--------|---------|-------|---------|-----------|---------|-------|---------|-------|
| | 1 wk. | 2 wk. | 3 wk. | 4 wk. | 1 wk. | 2 wk. | 3 wk. | 4 wk. | 1 wk. | 2 wk. | 3 wk. | 4 wk. | |
| 1 | 2 | | | 1 | 2 | | | 1 | 2 | | | 1 | 9 |
| 2 | 2 | 2 | 2 | | 2 | 2 | | 2 | 2 | 2 | | 2 | 18 |
| 3 | 2 | 2 | 2 | 2 1 | 2 | 2 | 2 | 2 1 | 2 | 2 | 2 | 2 1 | 27 |
| 4 | 2 | 2 2 | 2 | 2 2 | 2 | 2 2 | 2 | 2 2 | 2 | 2 2 | 2 | 2 2 | 36 |
| 5 | 2 | 2 2 2 | 2 | 2 2 1 | 2 | 2 2 2 | 2 | 2 2 1 | 2 | 2 2 2 | 2 | 2 2 1 | 45 |
| 6 | 2 | 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 54 |
| 7 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 63 |
| 8 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 2 | 2 2 2 2 | 72 |

Copyright applied for **BE PATRIOTIC AND SAVE ALL YOU CAN**

No. **23788**
 THIS STUB MUST BE SENT TO FEDERAL FOOD ADMINISTRATORS OFFICE

Sugar card used in United States. It was designed by J. J. Cameron, editor of the "Grocery Reporter" and secretary of the Omaha Retail Grocers' Association and adopted by the government.

"The Old Order Changeth"

Lessons to be Garnered From Present Conditions—How the Changes Have Benefited Rather Than Hampered the Grocer

By Henry Johnson, Jr.

THE first duty of any merchant is to run his own business at a profit. To do that with any certainty he must turn most searching scrutiny within, for he cannot hope to improve his business until he knows its condition. You cannot solve a problem until you know what that problem is. You cannot better your business until you know all about it so that you can put your finger on its weak spots and try to strengthen them.

First, then, what does it cost you to do business—I mean you, specifically; not "you" in general? No longer will it serve to "guess I'm working along about right—costs me around 16 per cent." Even when you have ascertained what so few merchants know, that, for example, you are operating comfortably within the average—say 15 per cent.—your task is not ended.

Next it is your business, while keeping tab on your own affairs to see that the 15 per cent. is not exceeded in any one month or week, to study your environment. Learn what it costs your neighbors. If you find they do not know, jump in and help them find out. If you find that some neighbor is working his business for less than it costs you, your next task is to get your costs down to his level.

Men Don't Know

Certain chain stores do business on a gross margin of between 12 per cent. for their more efficient stores

and 14 for the most expensive. Over thirty years ago my father told me that our gross margin was around 12½ per cent. For many years I have believed that any margin below 18 per cent. was impossible, but within a few days I found a grocer whose average operating expenses are 10-10 per cent., and he knows precisely what he is talking about. Another says to-day that a gross margin of 12 to 14 per cent. "cannot be possible in a successful business," yet we have the fact that one is operating on a trifle over 10 per cent. He could get on very comfortably either on 12 per cent. or 14 per cent.—in fact I am sure he is not realizing anything like 4 per cent. net on sales. Another grocer tells me that his expense is 8 per cent., but I am not yet satisfied that he knows, so I am passing that up for the present.

The point I am trying to make now is twofold. If it was possible to work on 12½ per cent. gross in 1885 with groceries on a given level of value, why is it not possible to work on the same percentage to-day with groceries averaging nearly twice the average unit value? Again, inasmuch as the present-day merchants whose figures I am quoting are operating where rents, wages and other items cost vastly more than we paid in 1885, and yet are running along on expense accounts of 10 per cent. or thereabouts, not only is it possible to work on 12½ per cent. to-day in certain conditions, but that is being done.

And yet, right now a large grocer who, in addition to operating his store, runs a large bakery, has just awakened to the fact that the use of 20 per cent. wheat substitutes advances his costs far beyond his calculations. He has found, for example, that (1) the substitutes cost about 50 per cent. more than wheat flour, and (2) that the "swell" is much reduced, so that there are not nearly so many loaves to a barrel. This man—no tyro of a grocer either—has just permitted himself to "guess" for a little time.

What is Coming?

Do you observe what is going on around us to-day? Go slow on the conclusion, now, for I am asking you one of the most difficult questions. Foresight is said to be a great thing; hindsight is supposed to be worth little; but, believe me, the greatest of all is present sight. To be able to look about and rightly interpret what is happening about us is a character of ability rarely possessed by any man. So, as I try to indicate what I see, let me ask that you consider that we are all just discussing things—all trying hard to understand our own times and peer into the future.

First, then: For so many years that few of us recall when conditions were different, a long line of goods has been sold on a gross margin so narrow as not to equal the average expense of doing business. Sugar, flour, eggs, butter, etc.—you know the list. Now comes the

Food Administration and tells us to sell those same things on about the same margin we have always sold them; indeed, the administration provides us with a trifle better margin on the average—and we hold up our hands and shout "it can't be done!" Yet we go ahead and do it, like good, loyal Canadian grocers, and behold, gradually we awaken to the fact that we get along quite comfortably.

Second: We find that so many alterations are being made in the habits of our customers that there are many opportunities to cut expenses.

Third: We are being compelled to keep accurate accounts, and the best of us are learning things about our own business which are positive revelations to us. One man who for years has made a hobby of figures and statistics states that he was amazed when he made out his first statement for the government to find what a lot there was he could learn from it that had been as a closed book to him before. He was so enthusiastic about it all that he told a complaining brother grocer: "The regulation putting us out of business? I want to say to you right now, that it is putting us IN business—that's what!"

Whither are We Tending?

O, well, but that is not all of it. We cannot stop here, in fact there is to be no stopping place on this line, and the man who is looking for a let-up and a rest had better drop out right now, for look you: The government is not gathering all those statistics and tabulating and analyzing them for its health. No. It is correlating all those facts and figures with the intention of standardizing costs of different grades of service in various zones of the country so that it will be able to say just what certain lines should sell for in any given city,

accompanied by the various kinds of service.

After the war, supposing we can predicate anything on such a nebulous date as that, some other body will probably take up the work of the Food Control Board, having at hand all that it and the food boys have learned. Following the ways of democracy there will be no force, coercion nor "verboden" stuff, but just prices will be published in every community. Maybe this is the way we shall see butter quoted in 1928, to put the date far enough ahead:

| | | | |
|------------------------|-----|-----|---------|
| | C&C | C&D | D&C |
| Butter, pound print .. | 44c | 45c | 47c-50c |

The initials stand for cash and carry, cash and delivery, delivery and credit. There will be considerable leeway under the last classification to cover the range of choice of the customer whether she will trade where a fair grade of service obtains or where things are as fancy as they can be made.

You can sense the force of such a system. Not a soul will be coerced. No thumbscrew on anybody, just the tremendous force of public opinion backed up by pitiless publicity.

"The Old Order Changeth"

A few months ago, talking with a Chicago jobber, mention was made of 1914. "Nineteen fourteen," he fairly exploded: "that is ancient history in the grocery business to-day." Within a month I related this to a California jobber and he said, more quietly, but very impressively: "Why, that's no exaggeration, for the fact is that 1916 is ancient history. We are in truth doing things to-day that we did not dream possible in 1916. Our entire business is changed around. Old rules are in the discard. We are all back in the kindergarten."

This being the case, is there any grocer fatuous enough to imagine that he is going to escape absolutely radical readjustment of business? If there is he is not merely fatuous—he's fat. Traditions of 16 2-3 per cent. as a necessary or inevitable basis must go by the board. Pet notions that all articles must be sold on a margin sufficient to cover the average expense, and then some, must be discarded. In short, men of a lazy mental habit will not survive, and let me add that most grocers who think they are very busy men are lazy from the collar up, no matter how busy their legs and hands may be.

The grocer of the future is not going to be a man who beefs around belly-aking about conditions, abuses, and "if they'd all get together." He is going to be a keen, alert, deeply thoughtful man, whose outlook will be ever forward. He will be bound down by no traditions at all but will be looking for better ways every day. I am persuaded, too, that he will have absorbed into his mentality the supreme truth and wisdom embodied in the wonderfully practical business text: "He that is greatest among you, let him be your servant."

TWO CHANCES LEFT.

Cheer up! You have two chances: one of being drafted and one of not.

And if you are drafted, you have two chances: one of going to France and one of not going.

And if you go to France, you have two chances: One of being shot and one of not.

And if you are shot, you have two chances: One of dying and one of not dying.

And if you die—Well, you still have two chances!—*The Courier.*



Some examples of equipment in the Climax Grocery, Fort William, Ont.

THE CLERKS' DEPARTMENT

CROZIER—CREATOR OF GUN-CROWDS FOR U.S.A.

An Austere Tussler With Every Sort of Handicap, but a Man Who Has Won Out by Force of Will is Chief of the U.S. Ordnance Department

IT is said that the Allies are content to-day to hold the front against enemy onslaughts, letting the Kaiser's legions litter the earth with their dead, until the American armies arrive in sufficient force to help sweep the Huns backwards across devastated Belgium in forced retreat that may quickly become rout. There are many who think of that time in terms of men: there is one man in the United States who can think of it only in terms of guns, guns, guns. That man is Major General William Crozier, Chief of the American Ordnance Department. He does not believe that the United States armies can ever have too many guns to do the work that is ahead of them.

"With guns enough you can win this war without the terrible losses of the past," he says. "Without guns enough," he adds, "you may lose thousands of men in fruitless efforts, and may even lose the war. There is not a man who has lived on that bloody line in Europe who will not agree."

That was said some time ago. Events seem to prove more and more the paramount importance of guns. General Crozier is justified in his beliefs. American soldiers know him as "The Man Behind The Guns." He does not theorize. He works. He works prodigiously. Here is the start of his day:

The General sleeps in the open the year around in a garden adjoining his residence. He arises promptly at 7.40 and leisurely shaves himself and takes a cold plunge. At 8.30 he eats a substantial breakfast, generally with meat, and leaves for the office, reaching there at 9.30. Then comes a day of continuous work at his desk until nearly six o'clock. Lunch is taken at the desk, consisting almost invariably of a pint of milk and a raw egg. It is brought in a thermos bottle from his home.

His Helpmeet and His Horse

A few minutes before six each evening General Crozier mounts his saddle horse, a horse he has had for years, and for an hour he rides around Potomac Park. Some part of the time is spent in hurdling, for the horse is a good jumper. The General returns to his house at seven and at 7.30 he has dinner. Dinner out of the way he returns to the office, which he never leaves before midnight. He seldom stays beyond one o'clock, for Mrs. Crozier makes it her business to see that her

husband knocks off from his work at that hour.

Sundays, since the outbreak of the war, General Crozier spends from four to six hours at the office. The rest of the daylight hours are given over to a tramp in the wood with Mrs. Crozier.

General Crozier at sixty-two is perhaps the most prodigious worker in the entire War Department personnel. That he carries his age lightly and is able to employ a mind that responds as quickly and as clearly as it did thirty years ago is due almost entirely to the tremendous will-power of the man. For General Crozier has battled successfully against physical handicaps that would have floored any but the most doggedly determined sort of a fighter.

He has been compelled to undergo more than six operations of a major character. With his life at stake he has continued at his tasks. He has directed the work of his office from a sick room which his friends believed he never would leave alive.

Battling against ailments of a most serious character, General Crozier has kept going at top-notch speed by reason of a rigorous form of living routine, and to-day he is working as long hours as any man in the department.

Once Under Departmental Fire

A visit with the Chief of the Ordnance Bureau had been arranged for the Louisville "Courier Journal" to enable a more or less intimate portrayal of Gen. Crozier who recently has passed through a grueling examination as to his stewardship in the most vitally important bureau of the War Department, a bureau charged directly with supplying American troops with guns, big and little; shot and shell.

To reach General Crozier, such are the demands of his present job, one must pass successively inquisitorial persons on four doors, doors now referred to as first, second, third and fourth-line trenches.

Once in, however, the visitor is confronted by a man who, while blunt and terse in his manner of talk, is at the same time frank and genial.

The General was occupying a severely plain, armless, hard-bottomed wooden chair. It is a chair that one would expect to find in the furnace-room of a building. It is, however, typical of the man. The General uses this exceedingly uncomfortable chair simply because, as he ex- in the field and at various desks he has plained, he does not like to loll about or relax even for a moment while at the office. This no man could do in such a chair. It constitutes a perpetual admonition to be up and doing.

"That Power in His Eye"

In build and appearance, aside from the straightness of his carriage, General Crozier is not of the popularly imagined military type. He has rather an indif-

ferent chin and neither the mouth nor the nose gives any clue to the character of the man.

It is from the eyes up that General Crozier draws attention, save, possibly, for an iron-gray mustache that calls for a second look because of its natural tendency to droop downward in pacifist differentiation from the fiercely military upward twirl of the Hohenzollern model.

The Crozier eyes are remarkable. Flashing black they compel attention again and again. They are the most striking characteristic of the man, and are topped by a broad forehead.

Of the General's forty-one years of experience considerably more than half have been devoted to the Ordnance Bureau during the period when the heads of the War Department and the military advisers of the Government have, for the most part, been compelled to fight day and night for even such scanty appropriations as were secured for military preparedness.

During all this period General Crozier has been at the forefront of those urging, pleading, and even begging the legislative branch of the Government to make possible something like adequate preparation against the possibility of war.

Forget It and Get on With War

But General Crozier is not of the "I told you so" sort. He refused to assume the responsibility for any part of the country's so-called unpreparedness, and says that the thing to do now is to forget the past and pitch in and prosecute the war successfully. Having been vindicated by his superior officers he is not fretting, and if he feels any resentment he carefully conceals it from public view, and is not worrying about what the public thinks.

With all this General Crozier is far from being unmindful of both the need of well-informed public opinion and its power.

"That I have not been out of the Ordnance Bureau months ago is simply a miracle," said the General. "That England and France are able to equip us with heavy ordnance for the first year and a half of the war is a thing that would not happen once in a thousand times. It is a miracle, that is all—a miracle that has saved the United States. Had it not been so, unquestionably public opinion would have forced changes and my head would have fallen. It would have fallen notwithstanding my record of having preached early and late for preparedness."

A Distinguished Career

Graduated from West Point in 1876 at the head of his class in studies, General Crozier has given forty-one consecutive years to the military service of his country. During that time both for service repeatedly been marked by his superior officers for distinguished accomplishments.

These commendations relate to service in the field, in the Indian uprisings of the late seventies, in the Philippine campaign, and during the siege of Peking. For the others the commendations deal with his work as an inventor.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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Vol. XXXII.

TORONTO, JULY 26, 1918

No. 30

EDITORIAL BRIEFS

A CALGARY confectionery company has been ordered closed by the Canada Food Board because it was illegally using sugar. It appears that the days of leniency are past. For a long time the Canada Food Board overlooked many slips, but they have lately notified the public of their intention to enforce the regulations absolutely. It is well for the merchants to consider this matter. It doesn't pay to juggle with the law.

* * *

IT HAS been brought to our attention that many merchants are paying little attention to the law requiring the sale of one pound of wheat substitute with every four pounds of wheat flour sold, probably through ignorance of the regulation or through fear of annoying a customer. This is a dangerous practice for the merchant. One merchant is bound by the same conditions as another and the regulations cannot be too strictly observed. To begin with, by so doing the merchant is serving a patriotic end, and looking at it from a selfish standpoint, it is better to lose a sale than lose a license.

A REJUVENATED BOARD OF TRADE

THE City of Winnipeg has staged a campaign to reorganize its Board of Trade. It is planned to make this agency a vital force in the life of the city, a vehicle for the fostering and unifying the various activities in which the city is interested. It is aim-

ed to make this newly organized board a very active force touching every interest of the citizens. With that end in view there will be many departments, and each member will be asked to designate the department in which he is most deeply interested. In this way it is felt that the maximum of effectiveness will be attained.

In this reorganization the retail interests of the community are given full recognition. This retail trade bureau is to be a constructive body for trade extension work.

This is only one of the many departments. The scheme is a comprehensive one, and should do much to put the city's interests on a strong and sound business basis. The reports from different sections of the country of the revived interest in the organization and operation of the Boards of Trade is surely a good omen.

FINED FOR MIS-STATEMENTS

IN a certain city in Missouri the retail grocers were recently somewhat exercised because a "cut price" grocer advertised canned and package food goods at what seemed to the public to be very low prices; prices that other grocers could not meet. The Vigilance Committee of the Associated Advertising Clubs of the World found his advertisement of "two large cans of peaches in syrup, 25 cents," was untrue; the peaches were water-packed. He claimed to sell high grade salmon two cans for 25 cents. It was chum salmon. His "two cans of best sweet corn" for 25 cents, proved to be several grades lower than the best. He was fined \$200 and costs, the Vigilance Committee prosecuting the case.

The case of a Minnesota department store illustrates the manner in which most of the cases of the Vigilance Committees are handled. In this case, the store advertised canned beans "the 25-cent kind" for 15 cents. An investigation showed the beans were of a kind regularly sold by others at 12½ cents, in dozen lots. The manager of the grocery department of the store was censured by the head of the house.

The head of the business thanked the Vigilance Committee for the information. The store had worked for years, and had invested large sums of money in building good will. The head of the firm knew what this good will was worth, because he had paid out money to obtain it. He did not want to lose any of it.

Truth in advertising has made rapid strides during recent years. The vigilance of local advertising clubs and retailers' associations has done much to help along the good work. The Associated Advertising Clubs of the World is an organization that has undoubtedly accomplished most effective results in putting the brakes on untruthful and misleading statements in advertising.

Current News in Photograph—No. 29



AIR PILLS FOR THE KAISER

IN the French aero camps on the west front to-day the scene shown in the picture is a common sight. French soldiers are handling and preparing huge aerial torpedoes that are sent up with the fliers to be dropped on the German bases that were constructed along the new German front.

URGE POLICE DEPARTMENT TO ENFORCE EARLY CLOSING

Winnipeg Merchants Petition for a Proper Enforcement of the Law to Assure a Fair Trading Basis

Special to CANADIAN GROCER.

WINNIPEG, July 22.—A delegation of merchants representing every line of business in Winnipeg waited upon the Police Commission on Friday, July 11, at 3 p.m., when the merchants pressed for a proper enforcement of the present early closing by-law. Geo. W. Markle, president of the Manitoba Board, and J. H. Curle, secretary, placed the arguments for the proper enforcement of the law before the Commissioners. The chairman stated that the by-law would be enforced after notice had been given to the branches of trade affected. The following resolution was presented to the commissioners by Secretary J. H. Curle:

Gentlemen,—I am directed on behalf of the Winnipeg Branch of the Retail Merchants' Association of Canada to submit the following suggestions, with a view to having the early closing by-law properly enforced, and so that there will be less difficulty in having the regulations observed as set forth in the said by-law.

Stores which cannot classify as those in which the only trade or business carried on comes within the list of exemptions, should not be permitted to remain open under any circumstances; for example: a tobacconist could not enjoy the privilege of keeping his place of business open after the closing hour if he stocked jewellery, a prohibited line.

The expression "closed" to be inter-

preted as meaning that the doors shall be locked.

In view of the fact that many stores carrying prohibited lines have remained open contrary to the by-law, we therefore suggest that 30 days' notice be given such persons so that stocks may be altered to conform with the terms of the by-law, in case the proprietor desires to keep his store open.

Up to the present time, we understand that a fine of \$5.00 and costs (total \$7.35) has been imposed in practically all cases, with the result that the by-law has not been taken seriously nor has it been properly observed by those who come within the regulations, we therefore urge that the minimum fine be increased to \$10.00 and costs and that the fines for subsequent offences be increased until the maximum of \$50 has been reached.

We are of the opinion that all cases should be required to go to court and that all prosecutions should be published in the newspapers.

In view of the objections which have been so generally expressed against the spotter system, we would recommend that inspectors be employed to see that the regulations are observed in the districts where patrolmen are not assigned, adding fruiterers and confectioners to the list of exemptions, and we would suggest that no prosecutions be imposed upon those privileged to remain open for the sale of bread, milk and butter.

CIDER PLANT FOR NEW TORONTO

The cider plant at New Toronto has been taken over by the Caldwell Cider Co. This plant was erected by the National Land and Fruit Company, now

defunct, which, some years ago brought over two French cider chemists to supervise its erection. A complete system was installed for the manufacture of cider as used in France, including hydraulic presses, filters, pasteurizer, etc. The plant was also equipped with a cold storage compartment. This cold storage building had a capacity of 200,000 gallons. Although the plant cost over \$150,000 to build, on account of the failure of the original company it was never operated.

It is now being put in condition for operation this fall by the Caldwell Cider Co.

U. S. FLOUR PRICES WILL BE SET

Fair prices to govern the sale of flour and milling products at every milling point in the United States have been worked out with a view to stopping all profiteering in such products, it was announced to-day by the Food Administration. The prices which generally will govern throughout the crop year of 1918-1919 were worked out on a basic price for seaboard points. Local prices represent the freight deductions from the seaboard prices. Jobbers' prices are required to be not more than 25 cents or 50c a barrel over the delivered cost, and retailers' prices not more than \$1.20 a barrel over the cost price.

A new company to be known as the Fisher Flour Mills Company has been incorporated under an Ontario charter to manufacture and sell garden, farm and dairy products. The head office of the new company will be located at Barrie, and it is capitalized at sixty thousand dollars.

Help Solve the Transportation Problem

Concrete Suggestions to Shippers by the National Organization of Business Papers.

THE growing menace of the freight transportation situation has induced the Associated Business Papers, Inc., New York, through their executive committee, to formulate a plan for definite, practical co-operation by shippers to relieve terminal congestion and keep freight moving.

The following plan calls for action, now, and shippers everywhere are urged to bring it to the attention of the proper organizations for that purpose.

To win this war we must do things. Do them quickly, with less labor and less waste. We must increase valuable activity and decrease wasteful activity. We are at present suffering from a decrease of activity all along the line. This decrease comes from the inadequacy of the distribution system. It is time for the producer of raw material, the manufacturer, the warehouseman, the jobber and the dealer to understand that distribution, the movement of materials from the point of production to the point of fabrication and the movement of goods from the point of fabrication to the point of consumption is the foundation of all industrial endeavor.

Government Needs Your Co-operation

Neither the efficient control of government bodies, nor the wisdom of the railroad men can solve the whole problem. A large part of the difficulty is the local and short haul difficulty, resulting in congestion which extends back into the main arteries of transportation. It is time for the business man in all lines of endeavor to realize that he is not merely a buyer of transportation, at a price per mile or per ton, but that adequate transportation service is absolutely necessary to the profits of his business. At the present time the interest charges on goods in transit frequently amount to very much more than double the cost of the transportation, while the cost of waste, due to inability to secure materials and ship goods, runs into much larger figures.

For these reasons all men who secure their livelihood from the production of materials or goods and the sale of those products, should be interested in pushing for these items, which will enable us to build up an adequate transportation system.

The Government has now assumed control of the railroads, and Director-General McAdoo has surrounded himself with an able staff of practical and successful railroad operators. A national highway committee has been appointed, with Roy D. Chapin, president of the Hudson Motor Car Company, as its head, and the Board of National Waterways Association is working with the official committee on this problem. Under these circumstances, and having in mind that we have not in our industries displayed any well organized efforts to aid in the solution of the traffic problem, it is our recommenda-

tion that the matter will be best served by our full co-operation with these governmental bodies. It is time to quit kicking about rules which are established in the endeavor to clean up the situation, and to co-operate in such a whole-hearted and intelligent way that the tangle of transportation difficulty may be more rapidly untied and the situation cleared in record time.

It is recommended for this reason that, generally speaking, the shipper should be urged to foster movements in the following directions:

For the Improvement of Railroad Service

1. The provision of adequate rules to secure the full efficiency of transportation service.

2. This includes establishing proper charges for freight and demurrage and the enforcement of equitable rules for loading and unloading, shipping and packing.

For the Highways

1. The extension of paved highways.
2. Provision for keeping these highways open at all seasons.
3. Proper provision for the maintenance of these highways.

For the Waterways

1. The construction of barges and small tow boats to provide for the adequate use of existing highways.

2. Provision for putting into shape existing waterways that have been allowed to become obsolete.

3. Provision for the wise extension of these waterways to correlate with the railroad system.

As a measure of relief from the present congestion, it is recommended that the shipper be advised that he can materially aid himself in the improvement of his own transportation conditions and the elimination of the excessive costs of not being able to do business by carrying out the following suggestions:

In Connection With the Railroads

1. Co-operate and put it over. Do not kick at changes.
2. Load and unload promptly. Do not wait for a convenient season.
3. Load to capacity.
4. Do not reconsign en route. Decide the destination before the goods leave.
5. Pack securely and mark plainly.

In Connection With the Highways

1. Make a survey of all the incoming and outgoing freight handled within zones of 10, 25, 50, or 75 miles from your city.
2. Ship all goods to be delivered within the above zones over the road by motor trucks.
3. Demand that all goods to be shipped to merchants in your city and originating within the zones mentioned be delivered by motor trucks.
4. Make a census of all motor trucks in your town available for this work.
5. Take up with your local offices of

the national express companies and your local haulage and express concerns as to how far they can extend their present delivery routes.

6. Select a committee of the best traffic managers of the concerns in your city to lay out a detailed plan to suit your own local conditions and determine upon the fair rates to be charged.

7. Arrange for a sufficient number of receiving platforms or warehouses where you can use horse wagons and motor trucks up to 3-ton capacity to deliver and set down goods, leaving for the larger trucks the running between the main points in the zones. Do not try to make the trucks running overland between the main points do pick-ups and deliveries. It cuts down their efficiency and makes the maintenance of schedules impossible.

8. Put some trucks in the overland haul work on definite leaving schedules so that goods can be delivered to the receiving platforms or warehouses in time to make up full loads to any given points.

9. Arrange a return loads bureau. Arrange with the local telephone companies to give your regular telephone number to any inquirer calling up and asking for return loads bureau. Post notices in the offices of all of your merchants that you have established a return loads bureau. Post similar notices in conspicuous places in the smaller towns and cities through which trucks running to or from your city will have to pass. This will enable your trucks and those of private truck contractors doing this kind of haulage and entering your city to quickly collect loads to be transported to their home cities.

10. Bring all pressure to bear upon your mayor and the governor and thence to your highway commissioners to keep all the main highways leading out of your city open during the remaining winter months.

11. Bring all pressure to bear on the proper authorities toward the resumption of the construction of main line highways at the earliest possible moment this spring and for a proper maintenance of the roads all year around.

In Connection With Waterways

1. Secure information upon transportation available on existing waterways covering short hauls.

2. Get behind the movement for immediate production of barges for the large canals, such as the Erie barge canal, which would relieve the freight situation between the lakes, coal regions and the important centres on the Atlantic seaboard.

3. Take up with the traffic manager of your business and the traffic expert of the local chamber of commerce the possibility of the use of waterways for any part of your freight movement and arrange shipping plans accordingly.

Make Stencils for Rapid Cardwriting

Midsummer is a Month of Sales in Order to Stimulate Business — Show Cards Will Help Move Goods—Colored Cards Have Drawing Power—Cardwriting Made Easy

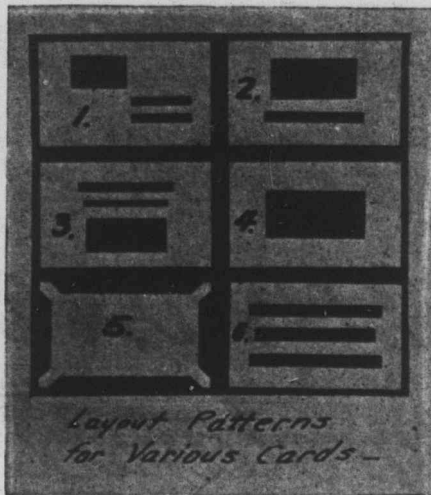
By Robt. T. D. Edwards

JULY or midsummer is universally recognized as the season for sales. This has come about on account of it being a quiet time of the year for the retail store, and in order to stimulate business sales of regular stock or specially bought goods are put on. So with the knowledge that these sales must have some special display cards it behooves the cardwriter to make his plans now.

This month's lesson is especially dealing with quick work, both in letter formation and in method of doing it. There are two things we must recognize as being most important for sale cards. They are speed and effect. First, we must select an alphabet which can be formed quickly with as few strokes as possible, and on the other hand, the cards must be effective and hit the customer as being something out of the ordinary.

The alphabets we are showing in the chart are very speedy and yet readable, and can be worked up with two color combination on show cards, with good effects.

Both these alphabets are entirely brush stroke throughout, the first being of Egyptian formation and the second a knock-out type, which is much more



cards, as shown in Fig. 2, were lettered at the rate of seven seconds each. This does not include ruling the border. Of course, this takes considerable practice, and would take the person, who only does a few cards a day considerably longer.

Practice is the main thing. Practise each and every stroke many times, and the ones you have the most difficulty with you should practise most. Each stroke is numbered and should be made in its turn. Draw the brush from left to right and from top to bottom.

Make sure that the brush is in good working order at all times. It should be kept flat-pointed with a good clean chisel edge, both in use and when put away. Always wash the brushes out thoroughly in clean water, making sure to remove all particles of color from around the ferrule. This is one of the most important points in the care of the brush. If the color be allowed to remain in the upper part of the hair, in time the hair will split and render the brush useless. Remember good brushes cost money and should be taken care of as you would your watch.

Life Needed in Sale Cards
If the brushes are in the best of con-



dition you will find that a finishing stroke is not necessary to make the ends of the strokes square. The straight edge of the brush skilfully handled will suffice.

For sale purposes you need more life to the show cards than just white card with a black letter. Many various color combinations are worked out by the various stores. Some use a white card with a blue letter, or a white card with a green letter, both being good summer colors. Many use colored railroad cardboards, with colors of ink to correspond.

A blue board with a white or black letter, or a combination of both, make a good card, or a green card with a black letter. There are many other combinations, especially for two-color work. The use of yellow and red cards, in our estimation, is just a little too warm for the hot weather and should be avoided.

Of course, there are some cardwriters who do not have a great number of cards to make, and who can make all their layouts individually. But the majority have at frequent intervals to do many cards of the same lay-out, and it is to these that we make the following suggestion:



Standard-Sized Cards

Throughout your store you, of course, have standard-sized cards, and in all probability they are 5½ x 7, 7 x 11, 11 x 14, etc. The lay-outs of these cards, with the possible exception of a few, are all very similar. For instance, you have price cards only—those with one line at the top and a price, also two lines at the top and a price; price at the top and one line underneath, and three lines without a price. These will invariably catch the majority of lay-outs, and they should be standardized—that is, they should be kept uniform, and to do this successfully you require various lay-out patterns for the different sized cards to be used. These patterns can always be kept on file and ready for instant use. By this method you are always sure of getting the lines square on the card without the worry of using a "T" square, and



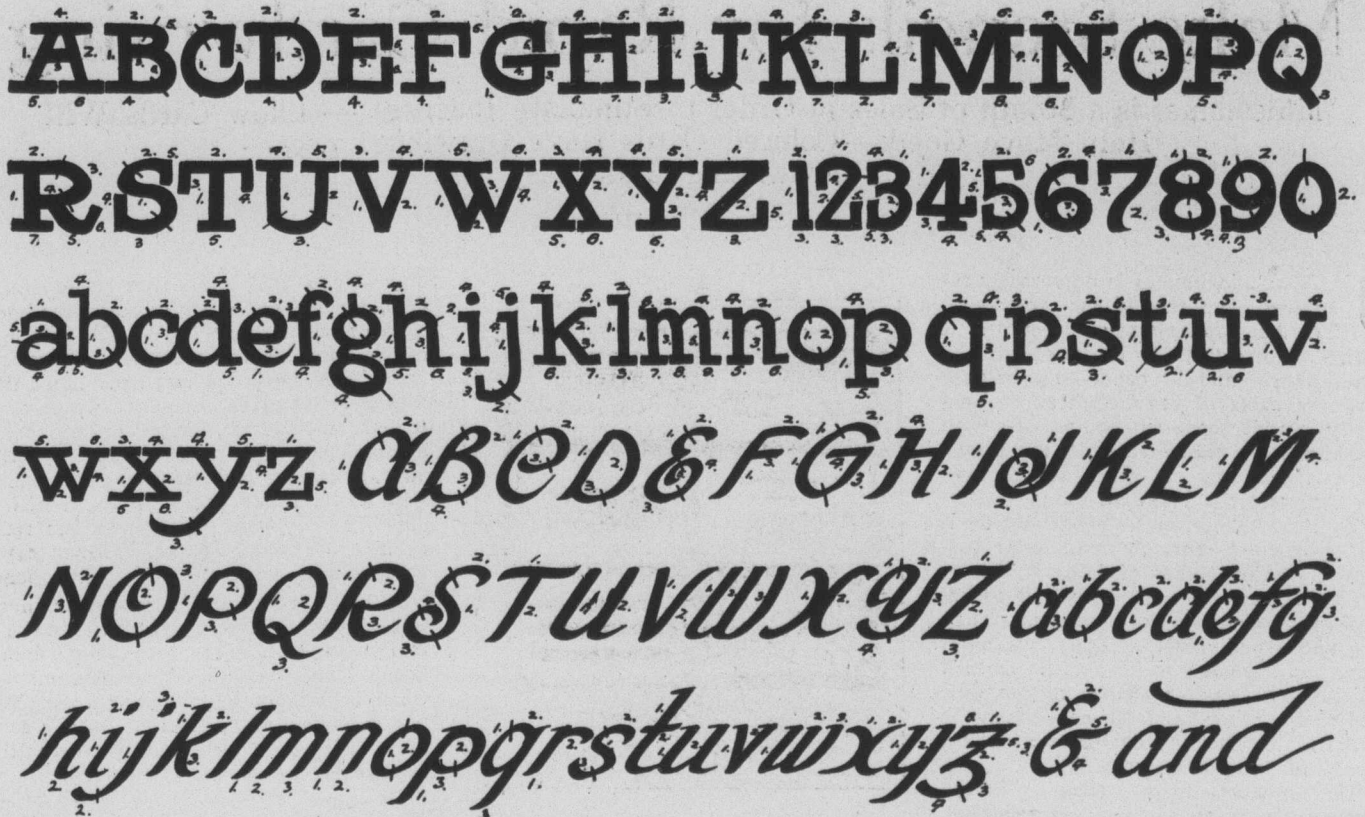
speedy than the first. No finishing strokes are needed on this one. The latter type is especially adapted for rush sale work. For quick work this formation cannot be beaten. A 7 x 11 in. card with one line and a price can be made in a few seconds.

For Better Class Show Card

While these two forms of lettering are especially adapted for sale purposes, they can be used to good advantage on a better class of show card as well. If you work in a large store, it is well to adopt a uniform style of lettering throughout, and no better type could be selected than the one illustrated. There are no unnecessary strokes used.

Speed in Cardwriting

Just to give an idea of how quickly the slant type can be formed, four 5½ x 7



the work can be done in a quarter of the time.

Decide on Letter to be Used

The first thing to do is to decide on a standard-sized figure and letter to use. Then make the various lay-outs you require. Mark them out in pencil first, making sure all lines are parallel with the top and bottom of the card. When this is done, cut out the spaces where the lettering is to be, as shown in Fig. 1.

The stencil should be made of some stiff cardboard, which will wear well, and a sharp mat cutter's knife should be used to do the cutting. Have the stencil edges clean, not ragged.

To do the ruling use a hard lead pencil and make the lines very faint, and they will not require erasing. A stylus is sometimes used to rule the cards. This makes a crease only, but should not be made too deep. A round stick of hard wood, such as a penholder with the reverse end sharpened, makes a very satisfactory tool for creasing the cards.

Your attention is called to Fig. 1. Here stencil. This is the most popular lay-

out in large stores. The first line can be used for description, the second for regular selling price, and the third for the reduced price.

No. 4 shows a single price stencil.

No. 5 shows a stencil that can be used for ruling a pencil border. The four points on the corner are left so as to get the pattern straight on the card.

No. 6 shows a three-line stencil. This are six lay-outs which will give a fair idea of what a completed stencil looks like. The black inside sections are the spaces which have been removed.

No. 1 shows a two-line and a price stencil. This can be reversed and have the two lines at the top, with the price spaced at the right-hand bottom.

No. 2 shows a space at the top for the price and a line underneath for some wording or regular price. This stencil can also be reversed to put the single line at the top and can be used for various wordings.

No. 3 shows a two-line and price lay-out is very often used for a descriptive card. There are many other lay-outs which could be shown, but these will give you an idea of how to carry out the stencil idea to your own lay-outs.

The collection of cards shown here illustrates some of the various ways this quickly formed type can be used. These cards are not intended for masterpieces, but merely to show how readable a quickly made alphabet can be.

Finance Corporation is organized and ready to do business, but a serious difficulty has been encountered in dealing with the class of cases for which it seems to have been chiefly designed, which consists of corporations in need of capital either for refunding or expansion purposes. It had been assumed that bankers would provide the capital wanted in such instances, and then recoup themselves by borrowing upon their own notes through the War Finance Corporation, which, above its own capital of \$500,000,000, would obtain credit at the Federal Reserve banks. But it develops, as might have been foreseen, that bankers are unwilling to expand their liabilities in this manner. Commercial bankers would be outside their proper field of operations in lending them credit for the purpose of providing capital, and investment bankers would find the policy equally impracticable. Their business is not to carry investments, but to distribute them, and they need to have their capital in hand.



U. S. WAR FINANCING

The circular of the National City Bank of New York says: The War

Store Equipment Conserves Man Power

Enquiry Shows Increasing Use of Store Equipment Throughout Canada — Labor and Time-saving Appliances Highly Appreciated Wherever Installed—Used Extensively in Small as Well as Large Stores

Symposium of Ideas of Retailers Across Canada.

WITH a view to finding out what part fixtures and store equipment are playing in conserving man-power in retail stores CANADIAN GROCER recently conducted an extensive enquiry among retail dealers from coast to coast asking, among other things, details of equipment carried and to which items chief importance was attached.

The result of this enquiry proves conclusively that, whatever difficulties may have beset the retail trader in these strenuous times of war, they have not been such as to cause him to let up in equipping himself with the latest modern devices designed to save him both time and man-power.

From East to West comes the same story of the extensive use of every kind of labor-saving convenience, both from small and large dealers. One merchant claims his is only a small corner store; yet, small as it may be, he possesses a computing scale, a cash register, meat slicer, refrigerator, cheese cutter, egg carriers, coffee grinder, show case, and self-measuring oil pumps, and so useful does he find them all that he is unable to say that any one is of more use to him than another.

This seems to be the general feeling. Those who have these conveniences wonder however they could have got on without them for so long, and agree that they could not possibly do so now unless they were to add to their staff.

A classification of the replies received shows that over thirty per cent. of the correspondents have purchased the whole or part of their equipment during the present year.

Some merchants in estimating its comparative utility give the preference to one species of equipment and some to another. The following are each in turn placed first on the list by one or another: Computing scale, cash register, meat slicer, refrigerator, refrigerator counter, glass front bin fixtures, cheese cutter, egg carriers, motor trucks, coffee grinder, meat grinder, adding machine, show case, self measuring oil pumps, gasoline tanks, account register, paper baler, vegetable water fountain and display tables, biscuit cases, refrigerating plant, well printed price cards, electric light plant, and paper bag holder.

One merchant facetiously gives prominence to his "black cat to catch mice," and several pay a compliment to CAN-

ADIAN GROCER by placing it among their most valued utilities.

If there is one point above another that can be remarked in the replies, it is the prominence given to self-measuring oil pumps by those who have installed them. Something like 90 per cent. of their possessors agree in giving them pride of place on their list.

E. B. Spartham, Crow's Nest, B.C., installed a computing scale this year. He finds his equipment keeps down his cost of doing business by conserving man-power.

C. E. Bohan, Denholm, Sask., has computing scales, cash register, refrigerator, cheese cutter, coffee grinder show case, and self-measuring oil pump and finds them of great assistance in lowering expense of operating.

A. G. MacNaughton, Masenod, Sask.— "We find counter with drawers and glass display front the greatest saver of both goods and time. Keeping the goods in good condition and all bulk goods together save time in wrapping and weighing. The computing scale saves time in figuring prices. The cash register is the next most important feature. It keeps complete record of all cash both



A view in the well-equipped store of W. P. Crosby, Yarmouth, N.S.



Glimpses of Some of the equipment used in the Metcalfe grocery store, Kitchener, Ont.

in and out, which can also, after hours, be used as an adding machine."

R. B. Allan & Co., Staveley, Alta., consider the computing scales the most necessary item of equipment. "The other fixtures are of course necessary," they add.

The Elkhorn Trading Co., Elkhorn, Man., find the equipment they have keeps down the cost of doing business and saves both time and wages expense.

The Sherbrooke Grocery, Winnipeg, find vegetable water fountain and display tables of great use.

McLeod's Grocery, Brandon, Man., place their biscuit case first, then their dust-proof counter with 38 drawers, computing scale and cash register. "The only proper way to handle cash," they say, in speaking of the latter.

W. H. Stone Ltd., Winnipeg, find two motor trucks invaluable. They have just lately installed three cash registers. "We cannot recommend too highly the use of good computing scales for all except the weighing of coarse low priced heavy goods."

The Hudsons Bay Co., The Pas, Man., state that their equipment includes cash register, self measuring oil pump, show case, adding machine (installed this year), coffee grinder, cheese cutter, computing scale, meat slicer and refriger-

ator. "Each article of equipment," they say, "which we have installed does for which it was purchased to our satisfaction. Personally, the cash register is most valued."

Mark Leiterman, Kakabeka Falls, Ont., finds his refrigerator and ice house combined of signal service. He considers his equipment saves him two hours work per day.

F. R. Olmsted, Bismarck, Ont., lately installed gasoline tanks and places them among his most important fixtures.

W. L. Queranfuesser, Broadhagen, Ont., considers his account register and motor truck as of first importance to him in his business.

F. H. W. Hickling, Flesherton, Ont., gives first place to his self-measuring pump. "Anyone," he says, "can fill oil without going downstairs or leaving store looking half empty—clean hands—correct measures—no measures left kicking around."

"Show cases, well! They're silent salesmen all right."

E. D. Mahon, Campbellville, Ont., says "Our account register I consider the best thing we have in the store, saves a lot of time and avoids a great many errors and consequent disputes. I also think it helps to keep credit accounts in better shape than any ledger could do.

"I would not like to do without our self-measuring oil pump. It saves oil by avoiding waste, saves time and is a clean way of handling one of the worst commodities we sell."

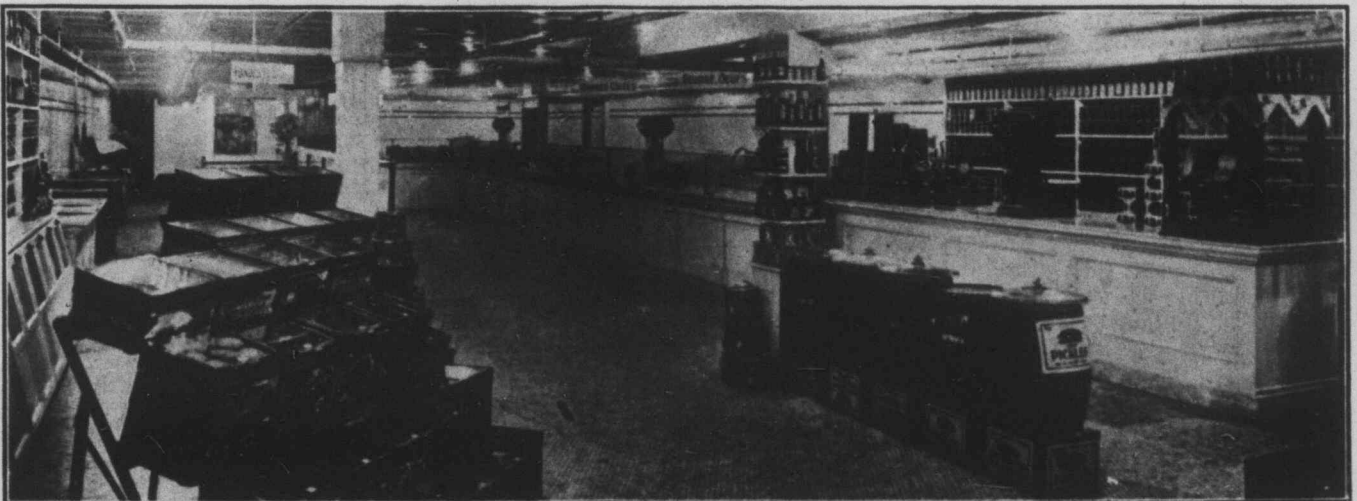
J. A. Armour, Owen Sound, Ont., writes "I consider my cash register does the work of one clerk. Our meat slicer is a time and waste saver."

Geo. Craig & Co., North Gower, Ont., consider their gasoline and coal oil tanks and self-measuring pumps the most valuable of their fixtures; they also would not care to do without their silent salesmen counters.

A. O. Sawyer, Havelock, Ont., says: "I consider the cash register and computing scales two of the best fixtures a man can have in his store. The cash register saves time, tends to make clerks more careful in making change and practically does away with most mistakes.

"With the computing scales a customer pays for exactly what she gets, no more or no less. It saves time in figuring up pounds and ounces and does it correctly as well as being an ornament to your counter."

"Well-printed price cards are a great help in a busy store and are the best silent salesman you can have. Many a line is cleared out by being displayed and a neat clean display card does the work."



A finely equipped grocery and provision department.

John Rice, Danforth Ave., Toronto, mentions four items as of especial service to him, viz., computing scale, refrigerator, cheese cutter, and account register.

Almys, Ltd., Montreal, consider each of the various items of equipment good for its own particular purpose.

James Maltman, Graniteville, Que., says: "The computing scale I consider of most value because it is absolutely fair to both myself and customer, preventing leakage from overweight which is, I think, a larger item than most merchants dream of. The account register is a great labor saver, the account, up-to-date, being handed to customer with every purchase."

J. A. Daoust, Montebello, Que., thinks computing scales, cash register, and coal oil tank, self-measuring, should be in every store.

P. Laroche, Farnham, Que., attaches chief importance to his account register. He adds: "The thing I have and wish not to have is my delivery wagon. I will gladly sell you same. Tell the controller he will save a lot if he stops that."

R. H. Savage & Sons, S. Stukely, Que., installed a gas tank this spring and consider it their greatest help. It saves time and wastage. Since the autos are so numerous and they are on the main road between Montreal and Sherbrooke they handle a considerable amount of gasoline.

Thorne & Co., Enniskillen Station, N.B., say: "The computing scale takes first place. We do not have to worry any more about the last ounces when we sell a cus-



A view of some of the equipment used by the Alberta Grocery, Calgary, Alta.

tom smoked meat, cream tartar or any of the various articles we carry at from 40c to \$1.00 per pound.

"The account register performs its part well—the customer has a complete record of his account when each purchase is made, and we have our bookkeeping done when we close in the evening.

"The cheese cutter has increased our sales 100 per cent. It gives the goods a refined appearance, eliminates the waste that exists through using a large butcher knife and keeps the cheese clean."

M. E. Grass, St. John, N.B., also attaches great importance to computing scale and cash register. He includes a molasses pump among the other items of use to him.

Perry & Saunders, Port Maitland, N.S. are unable to discriminate between any of their fixtures. They find them all so uniformly useful that they do not know how they could dispense with any one of them.

W. P. Crosby, Yarmouth, N.S., considers bin fixtures are the only thing for an up-to-date store, an account register is also a boon. Scales are of the first importance as it is easy to give away all your profit on an incorrect scale. Good fixtures help to shorten your work, and a lot of satisfaction may be derived from the use of good tools.

FOOD BOARD LICENSE

Does a grain growers' association require a Canada Food Board License when they handle groceries, flour, feed, etc.?

A. E. PURKIS,

Bridgeford, Sask.

Answer—Yes, grain growers' associations will have to have a Canada Food Board License if they are buying groceries, flour and feed in wholesale quantities and selling them to their members. In fact, no wholesale grocer is permitted to sell goods to any firm that has not a Canada Food Board License.



The attractively arranged interior of the Grocery Department of the Hudson Bay Company Store, Calgary.

***You need a Eureka
Refrigerator and we'll instal
it NOW on terms to suit you.***

This War-Time offer is available for a few more weeks.

We will gladly send you all particulars and an illustrated list of the various Eureka Models.

Made in all sizes for all purposes.

The Eureka solves the perishable food preservation problem scientifically and economically.

Write us to-day.

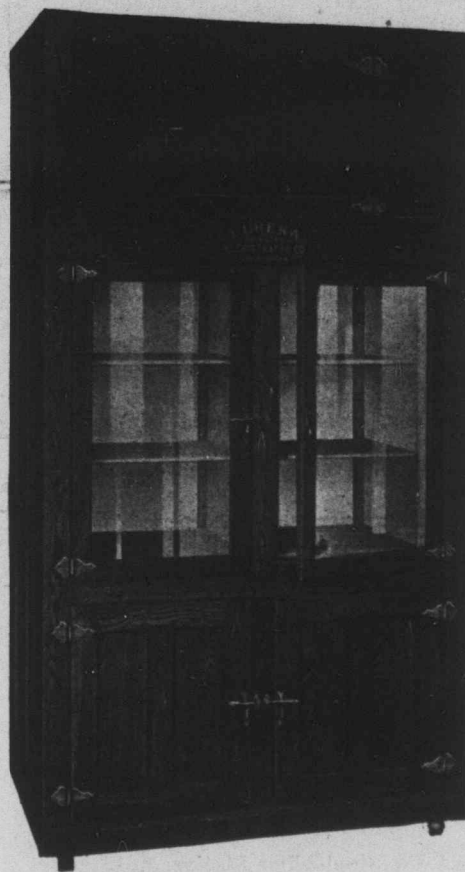
Eureka Refrigerator Company, Limited

11 Colborne Street, Toronto

Save Food Now—We Can Help You

Telephone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.



**The Bowser way is the profitable
way to sell oil**

Every BOWSER is equipped with Automatic Cut-off Computer and Float Gauge. They prevent over-measure waste through dripping or slopping, save time and labor, and avoid the fire risk.

You know the handicap of selling oil by the old barrel and measuring tin method. You know the shortcomings of the old leaking barrel, the nasty oily measure, the oil-stained floor, and the greater fire risk resulting.

A BOWSER SELF-MEASURING OIL TANK eliminates all this and quickly repays its cost in better service, better pleased customers and a better-looking store.

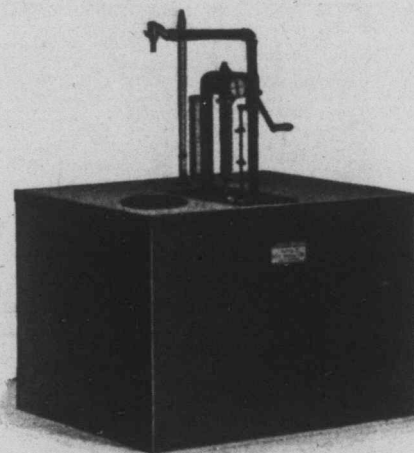


Fig. 19—First Floor Kerosene Outfit

Send for our illustrated descriptive folder.

S. F. Bowser & Co., Inc.

TORONTO, CANADA

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



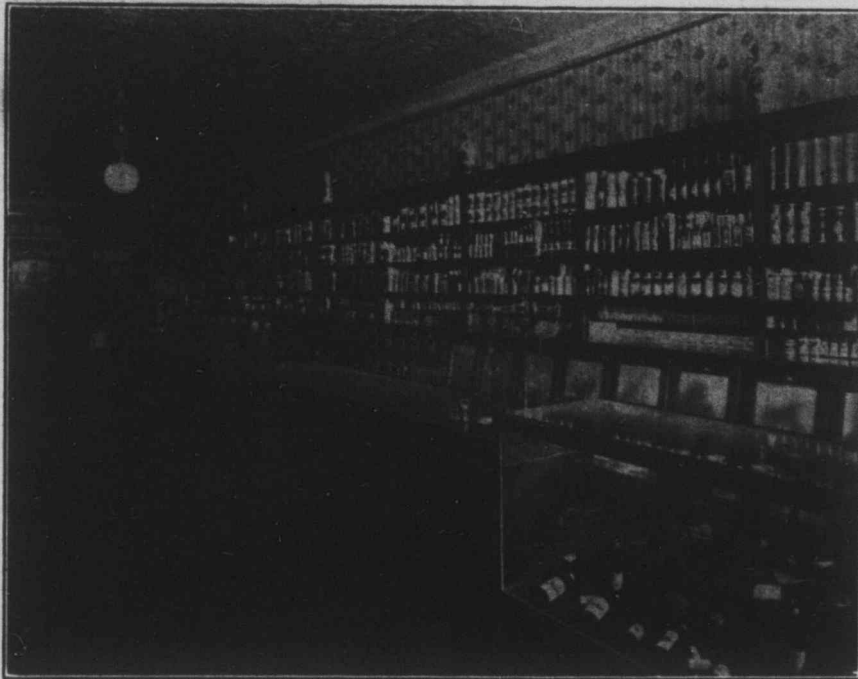
GROCERS!

Here's the point

"This man Benson installed a complete Walker Bin Fixture outfit on both sides of his store on Lower Wyndham St., Guelph, 10 years ago, and 2 years ago he moved over into the new building on Quebec St., where he now has one of the best equipped grocery stores in Canada. His fixtures look good as new, and cost after adding interest at rate of 6 per cent., just 52c for the use of them each working day since installed. He saves the services of one clerk by use of this labor-saving Walker Bin equipment, also stock deterioration and loss of flavor is prevented. In wages and saving of foodstuffs he saves about \$15.00 per week at the least, or enough in ten years to pay for his original investment five times over. It seems we—after telling the farmer to keep and raise only standard bred animals on his farm, as scrub stock does not pay for its feed—we still insist on doing business with our scrub, obsolete, old counters and shelving, run, carry and waste food, just because we will not use the advice handed out to the farmer. In other words, we prefer to save at the spigot and waste at the bung. It seems rather strange that Food Controller Thomson has not put a stop to this waste of food and men long ago, since one man out of every five can be spared and keep the same turnover, while in the small shops a girl can take a man's place and let him do more essential work.

"It seems strange that trade papers keep on illustrating old-fashioned poorly-equipped stores as "an attractive store interior" of Smith, Jones & Brown, where goods are displayed from ceiling, on shelves, hung on front

of shelves, on counters and on floor under foot, convenient to man and dog. I would move we appoint a committee of three, with Mr. Clark as chairman to look into the fixture question as it applies to the grocery and provision trade, and report at our August meeting." (Carried unanimously). Nothing more of importance being up for discussion, the meeting adjourned.



Benson Bros., Guelph, Ont.

A post card will bring necessary information.

The Walker Bin & Store Fixture Co., Limited
KITCHENER :: :: ONTARIO

Guelph, Ont., Aug. 27, 1908.

The Walker Bin & Store Fixture Co.,
 Kitchener, Ont.

Dear Sirs:—

The fixtures placed by your firm in our store this spring are most satisfactory. The patent bins are especially attractive and make possible that cleanliness which should be the aim of every grocer.

The work of installing the fixtures was done promptly and without confusion. We have every reason to be satisfied with the result.

Very sincerely yours,

BENSON BROS.



about

Arctic Refrigerators and Arctic Refrigeration



Arctic Refrigerators are built by experts who have made an exhaustive study of refrigeration for both domestic and commercial purposes. Plenty of air ducts, properly located, give a perfect circulation of dry cold air in every Arctic Refrigerator. The ice consumption is the smallest possible, and the display facilities are a guarantee of lively selling always.

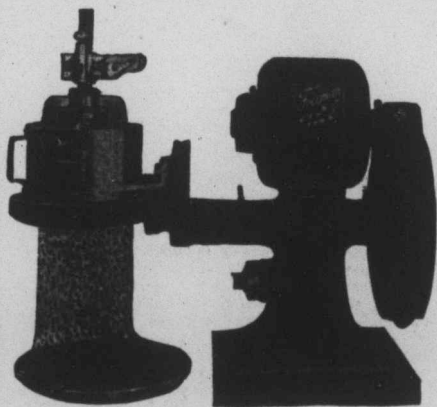
Don't let an ounce of perishables spoil this summer. An "Arctic" will guarantee their security.

List will be mailed you on request.

JOHN HILLOCK & CO., LIMITED
TORONTO

WIN THE WAR BY SAVING EVERYTHING

How about your Scrap Bone?



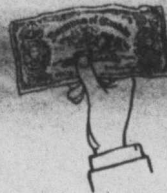
Don't kick at the high price of eggs. It's not her fault; feed her *Ground Bone* and she's got to lay 'em.

How about a machine?

Write for catalogue and price list on these machines. All styles.

The W. A. Freeman Co., Limited
HAMILTON, ONT.

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547



ANY MERCHANT OR CLERK

can add materially to his yearly income by obtaining subscriptions to **FARMERS' MAGAZINE**.

We will supply you with sample copies. Just show them to your customers. You will be surprised to find how many will be glad to have you forward their subscriptions to us—and each subscription means a commission for you.

Clip the coupon below, and mail it to-day!

THE MACLEAN PUBLISHING COMPANY,
143 University Avenue,
Toronto.

I am anxious to increase my income. Please send me full particulars re obtaining subscriptions from my customers to **FARMERS' MAGAZINE**.

NAME

ADDRESS

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



She Broke the Dish With Her Salad Fork

YOU sold her that picnic plate.

It was a poor imitation of a plate and you know it. It spoiled her dress.

You should have sold her Mapleware, but maybe you didn't know it, and probably she didn't.

But we are telling you and she will find it out.

Mapleware is true to its name—it's made of wood, hardwood, sanitary wood, clean and sweet as it came from the forest.

A Mapleware Lunch Set contains 41 pieces for lunch or dinner service.

There is a dish for everything that six people want to eat on a picnic, at the camp, on a yacht, in the summer home, at a porch party, at a midnight lunch in the dining room.

Everybody in town wants a Mapleware Lunch Set.

It's serviceable, hot food or cold, moist food or dry, any kind of cooked or raw viands are carried safely and attractively in Mapleware.

And look here what's in every set—6 large dinner plates, 2 long platters, 2 big deep salad dishes, 6 handy side dishes, 6 salt and pepper dishes, 12 sanitary maple spoons, or butter spreaders, 6 wood fibre napkins, 1 wood fibre table cover 48 x 60 inches. All packed in a handsome carton.

There are a quarter gross cartons in a shipping case.

Mapleware retails for 35 cents.

Ask your jobber or

The Oval Wood Dish Co., Inc.

Manufacturers

Tupper Lake, N.Y.

Victoria Paper & Twine Co.

Distributors

Toronto, Montreal, Halifax

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

NEWSPAPERS AND FLOUR SUBSTITUTES

Will you please give me the correct information re sale and use of flour substitutes? Our newspapers are giving out information in one issue and something different in the next, so we all get different opinions. Can our license be cancelled if we do not follow the law?

F. W. SMITH, LTD.,
Weyburn, Sask.

Answer—The retailer, according to the latest order of the Canada Food Board, must sell at least one pound of flour substitute with each four pounds of white or standard flour. You will note this is covered in the first article of our July 19 issue, page 23. This information came direct from an official of the Food Board and can be considered absolutely authentic.

Yes, the dealer may have his license cancelled if he does not follow out the regulations as ordered by the Canada Food Board.

MATCH STAMP TAX

Whom should I address for rulings on food control? Is the order to put stamps on matches a permanent one or does it apply only to stocks on hand? If not continuous, explain. Must present stock be stamped at once or as sold? We have been putting 15c on the outside wrapper of a three-box package. Is that right?

H. C. F.—, Ontario.

Answer—For any rulings on food control orders you should write Mr. Henry B. Thompson, Chairman, Canada Food Board, Ottawa.

The order to put stamps on matches is no doubt permanent so far as length of the war is concerned and maybe some years afterwards. The tax on matches is 1c per 100 and stamp must be put on all matches in dealers' hands after July 1. After that date it became necessary for the wholesaler to see that the stamp tax was paid on matches before you purchase them. From now on you should buy matches with the stamp tax added and it will not be necessary for you to actually put the stamp on the matches yourself. If the stamps are not on the matches when you buy them you should take the matter up immediately with the wholesaler. As long as matches have the stamp on them when sold that is all that is necessary.

We should say it is quite correct for you to put the 15c in stamps on the outside carton of a three-box package. You should not put them on a paper wrapper around the carton.

COLLECTING AN ACCOUNT

I have a customer that owes me a small account. Their boy comes to the store and buys goods but now always pays cash. If he has enough money to cover the account, could I take it out of the money he brings or would I be liable by doing so?

TORONTO GROCER

Answer—Yes, you could take it out of the money he brings and give him a receipt for the account in full. Strictly speaking this is not the proper method for collecting an account and might be frowned on by the law, although you might not be criminally liable.

FIFTEEN DAYS' SUPPLY ONLY

Can a grocer sell hundred pound sacks of sugar to farmers? If so, are there any records to be made of same? If so, what are the nature of them?

D. L. McKENDRY,
Fenelon Falls, Ont.

Answer—The regulation made by the Canada Food Board some time ago was to the effect that no retailer could sell more than a fifteen days' supply to any customer unless that customer lived a certain distance away from his store. There have been no changes in the regulations since. If a farmer requires 100 lbs. of sugar for preserving you would be safe in selling it to him providing he will use it within fifteen days or thereabouts. The recent destruction of vessels coming from Cuba with sugar, by submarines, has made the sugar situation more acute recently and there is all the more reason why these regulations should now be lived up to as far as possible. There are no records to be kept of sales. The merchant must use his good judgment in these matters.

FISH LICENSE

Will you please tell me if I have to get a license to sell fish. I have a permit and a license to sell groceries.

J. A. LEDUC,
Sturgeon Falls.

Answer—It is not necessary for a retailer to secure a license to sell fish. According to a Canada Food Board regulation dated December 19, "no one other than a fisherman or retailer shall deal in Canadian fish to an amount exceeding 1,000 lbs. in any one calendar month, without first obtaining a license from the Food Controller." As you are a retailer of fish it is not necessary for you to have a license. Only wholesalers are licensed.

HOLDING WHITE FLOUR

I have a few bags of white flour in stock. Have not been selling it, but figured to use it in the house. Some claim I am liable to be fined for having it in my possession. Please advise.

ONTARIO RETAILER.

Answer—A consumer of flour is not supposed to hold any more than is required to do him for fifteen days. The consumer holding white flour more than enough to last for this length of time should return the surplus to the store from which he bought and if the grocer holds more than sufficient to do his trade for the same length of time, he should return it to the mill. We are under the belief, therefore, that if you hold a number of bags of white flour for your personal use you would be liable under the order.

ONE POUND TO FOUR

When a retail merchant sells a quantity of flour has he got to sell substitute for same?

WELLS & BORTH,
Desboro, Ont.

Answer—When a retailer sells a quantity of standard flour it is also necessary that he sell at least one pound of substitute to every four pounds of flour. This regulation went into effect July 15. The Canada Food Board at any time may order retailers to sell at least one pound of substitute for every two pounds of flour, especially those east of Port Arthur.

MUST A RETAILER STOCK ALL SUBSTITUTES?

Are the retail grocers or produce merchants obliged to supply any kind of substitute a customer may ask for or is the grocer all right with three or four kinds.

J. A. D.,
Monte Bello, Que.

Answer—The order reads: "On and after July 15 no licensed dealer may legally have in his possession for sale any wheat or standard flour, unless he has at all times a sufficient stock of substitutes to meet the demands of his customers at reasonable prices." There is nothing here to suggest that every substitute must be carried, a fair proportion of the lines suggested would appear to be sufficient.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date 191...

Please give me information on the following:

.....

Name

Address

CURRENT NEWS OF THE WEEK

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

Maritime

Albro Mumford, Halifax, N.S., has discontinued the grocery business and has sold his fruit business to P. A. Taylor.

The Christie Brown Company, Limited, of Toronto, are securing larger quarters for their offices and distributing depot in St. John. A site has been purchased in Water street and a new building will be erected to provide office and warehouse accommodation. Edward A. Mason is manager of the St. John branch.

Quebec

J. P. Gosselin, St. Ephrem, has sold his assets.

H. M. Henderson, general store, Black Cape, has sold his assets.

Geo. Montpetit, Hull, has been succeeded by Desloges and Bazinet.

L. I. Matts, who conducted a general store at Buckingham, died recently.

Brouillette & Le Barre, grocers, Montreal, have dissolved partnership.

James Gaul, who conducted a general store at D'Aiguillon, died recently.

The business of Eustache Pelletier, general store, Cap Chat, has been advertised for sale.

B. Trudel, tea manager for Chaput Fils & Cie, Montreal, leaves for his holidays next week.

C. Green, late of New York City, has joined the staff of the John Duncan Co., tea importers, Montreal, as vice-president.

Emile Chaput, of Chaput Fils & Cie, Montreal, was a week-end visitor to Saranac Lake and other points in the Adirondacks.

L. H. Hamel, chief clerk with Joseph Ward and Co., Montreal, has returned to his desk again after taking his holidays.

Geo. W. Brown, assistant general manager of the Atlantic Sugar Refineries, Limited, was in New York the early part of this week.

J. L. Rivard, head bookkeeper for the D. Hatton Co., wholesale fish merchants, Montreal, was married on Monday of this week. He and Mrs. Rivard are spending their honeymoon down the river at St. Lawrence river points.

The wholesale grocery trade was represented in Ottawa last week by Armand Chaput and Jos. Patenaude, and Mr. Royer of Quebec also accompanied them when they interviewed the food controller on various matters.

J. B. Bennet, formerly conducting a business in groceries and liquors at 862a Craig street east, and who for some time has been overseas with the Canadian army, has returned to Montreal and will



Fred E. Tobias of London, traveler for the Pure Gold Mfg. Co., is the possessor of a family that has certainly done and is doing its bit. In referring to his family Mr. Tobias humorously puts it that he had "half a dozen assorted offsprings" with whom he has to correspond. Two of the male members of his family are overseas; one has served at the front for over twenty months and is in England now to get his commission. The other graduated at Queen's with honors and was given a lieutenant's commission and left in June last without Mr. Tobias having an opportunity to bid him good-bye. He hadn't seen him for three years, "which is war and all in the game," as he philosophically says. He has one daughter, who has served for three years in the American Ambulance in France and is now in New York trying to get back to the front again. His youngest daughter is in the Military Base Hospital in Toronto. In addition to this he has 1,700 square feet of vegetable garden, so that he is also doing his bit from the production standpoint.

again conduct the same business on his own account.

Ontario

E.H. Breckenridge, Ottawa, has sold his stock.

A. G. Pearen, Brampton, has suffered loss by fire.

Emeretta Brass, Toronto, has discontinued business.

Fenton & Smith, Pembroke, have suffered loss by fire.

A. R. Miller, Chrysler, has advertised his stock for sale.

C. K. Schnarr, Kitchener, is selling his stock by auction.

P. B. Newton & Son, Dundas, have sold to Allan Marshall.

Geo. Wenino, Sarnia, has been succeeded by Frank Seager.

Foote & Sanderson, Fergus, will dissolve partnership in August.

Chappele & Elliott, produce merchants of Hamilton, have dissolved partnership.

The Canadian Cheese Box Co., Ltd., Ottawa, has changed its name to that of Boxes, Limited.

The Trout Creek Store Company, Ltd., general merchants, has been incorporated under a provincial charter with a capitalization of forty thousand dollars. It is located at Trout Creek, Ont.

J. L. Kellogg, general superintendent, Kellogg Toasted Corn Flake Co., Battle Creek, Mich., and J. F. O'Brien, the new sales manager, were in Toronto this week on a visit to their factory.

J. E. Richardson, grocer and butcher, Thamesville, has purchased the confectionery business of J. B. Tiffin and will conduct it in future.

F. W. Young, merchant and postmaster at Seeley's Bay, has sold out to Simpson and Willis, the latter having taken over the postoffice. Mr. Young intends going into business at Picton.

The Hudson Bay Co., J. J. Jewell, and Frank Veaco were among the sufferers in the disastrous fire that recently visited Sioux Lookout.

F. T. Smye and H. C. Beckett, Hamilton, Ont., were in Toronto last Thursday attending a meeting of wholesale grocers. The sugar and other regulations of the Canada Food Board were among the subjects discussed.

Western

R. W. Buckley, McGee, Sask., has sold out.

Mrs. S. Myers, Winnipeg, has discontinued business.

T. Millard, Winnipeg, has been succeeded by G. Stambler.

Rosenbaum & Co., Norquay, Sask., have sold to D. Koch.

Henry Trottier, general store, Doremy, Sask., has suffered loss by fire.

H. J. Morrison, Wainwright, Alta., has been succeeded by H. C. Montgomery.

Gold & Oretsky, grocers and clothiers of Herbert, Sask., have been succeeded by S. Gold & Co.

R. G. Sinnamon, Medora, Man., has sold to the Medora Trading Co.

B. Brown, general store, Sturgeon Creek, Man., has been succeeded by A. Heckman.

J. E. McRae, who conducted a general store at Sutherland, Sask., has removed his business to Redpath, Sask.

W. G. Ruston, who formerly owned a store at Cypress River, Man., and who for several years past has been engaged in business in Keves, Man., has purchased the general store business of J. A. Howie & Co., Treherne, Man.

Mr. Watson of the sales department of the California Associated Raisin Co., was in Winnipeg last week calling on their representatives, the Donald H. Bain Co.

PRESENTATION MADE

William Glover, who has been with Warren Bros., wholesale grocers, Toronto, for a period of forty years, was presented with a gold-headed cane by the sales staff on the occasion of his retirement recently. The presentation was made by J. Owen, now the oldest traveler in point of service, and Walter Whitlam, the oldest member of the staff in point of service, spoke of the many years of pleasant association with Mr. Glover.

ADOPT CASH AND CARRY PRINCIPLE

The merchants of Dundalk, Proton, Flesherton, Maxwell, Eugenia and adjoining Ontario towns and villages have recently formed a branch of the Retail Merchants' Association. The organization meeting was held in Dundalk and the officers elected were as follows:

F. H. W. Hickling, Flesherton, president; H. G. Becker, Proton Station, secretary; F. G. Karstedt, Flesherton, treasurer.

As one of the developments of this move the merchants interested have united in adopting the cash and carry system. The merchants who have adopted the system are: Ritchie Bros., Dundalk; Morgan & Co., Dundalk; F. Nixon, Dundalk; J. Sinclair, Dundalk; T. McIntyre, Dundalk; J. Sydie, Dundalk; J. Gardiner, Dundalk; T. Fennell, Dundalk; Russell Bros., Dundalk; D. A. Stinson, Proton; H. G. Becker Proton; Copeland Bros., Proton; R. Heron, Maxwell; S. M. Osborne, Maxwell; Graham Bros., Eugenia; Hy. Cairns, Eugenia; F. G. Karstedt, Flesherton; W. L. Wright, Flesherton; F. H. W. Hickling, Flesherton; Mark Wilson, Flesherton; J. Pattison, Ceylon; Karstedt Bros., Priceville; D. G. McLean, Priceville; A. A. Bolen, Corbetton; E. E. Hockridge, Hopeville.

CANADA CO-OPERATES WITH U. S. IN LICENSING MANY PRODUCTS

New Order Not to Affect Legitimate Business But to Forestall Any Possible Infringement of Existing Regulations

Upon the recommendation of the Minister of Finance, two important orders-in-Council have recently been passed by the Dominion Government governing the import and export of numerous commodities. These commodities embrace those which the United States Government has placed under license for the purpose of conserving ocean tonnage in order that additional shipping may be made available for the transportation of troops and supplies to Europe. Evasions of the American regulations have occurred through the importation and exportation of restricted articles into and from the United States through Canada, to whose trade the American restrictions have not hitherto applied. The orders-in-Council provide that the import and export of the commodities on the list in question shall be prohibited except under license from the War Trade Board.

As communication between Canada and the United States is chiefly by rail, it is not intended that there shall be any restriction under the new order upon Canada's imports and exports from and to the United States, and the War Trade Board has advised the Department of Customs that, until further notice, it approves of the import and export of a list of commodities without license. All previous orders-in-Council restricting imports or exports, except under license, still remain in effect.

There is a long list of commodities affected by this order. Those of particular interest to the trade are: all breadstuffs except wheat and wheat flour, including imports from Europe; broom corn; candle pitch, palm and other vegetable stearn; chicory root, dry or roasted; cocoa and chocolate, prepared or manufactured; eggs of poultry; gelatine, and manufactures thereof; honey, hops; all expressed vegetable oils from Europe only; lemon oil; beans and lentils from Europe only; all vegetables prepared or preserved, including all from Europe; vinegar; casein, cocoa beans, eggs dried, frozen, prepared or preserved, and vanilla beans.

QUEBEC FAIR DATES

List of agricultural exhibitions to be held under the auspices of the Department of Agriculture of the Province of Quebec for the season 1918:

| County | Town | Date |
|----------------|-------------------------------|-------------|
| ARGENTEUIL | Lachute | Sept. 18-20 |
| ARTHABASCA | Victoriaville | Sept. 18 |
| BAGOT | St. Liboire | Sept. 25-26 |
| BEAUCE-A | Beauceville | Sept. 25-26 |
| BEAUHARNOIS | St. Le. de Gonzague | Sept. 25 |
| BERTHIER | Berthierville | Sept. 18-19 |
| BONAVENTURE-A | Port Daniel-Shigawake & N. C. | Oct. 8-10 |
| BROME | Brome | Sept. 3-5 |
| CHAMBLY | St. Brune | Sept. 11 |
| CHAMPLAIN | St. Stanislas | Sept. 19 |
| CHARLEVOIX-A | Malbaie | |
| CHATEAUGUAY | Ste. Martine | Sept. 10 |
| COMPTON-2 | Scotstown | Sept. 11-12 |
| D. MONTAGNES | Ste. Scholastique | Sept. 24-26 |
| DRUMMOND | L'Avenir | Sept. 18-19 |
| GASPE-A-1 | Cape Cove | Oct. 29 |
| HOCHELAGA | St. Leonard de P. Maurice | Sept. |
| HUNTINGDON-A | Huntingdon | Sept. 12-13 |
| HUNTINGDON-B | Havelock | Sept. 17 |
| GASPE-A-2 | Barachels | |
| IBERVILLE | St. Alexandre | Sept. 10-11 |
| J. CARTIER | Strathmore | Sept. 11 |
| JOLIETTE-A | Joliette | Sept. 24 |
| JOLIETTE-B | St. Jean de Matha | Sept. 17 |
| LAC ST. JEAN-A | Hebertville Stat. | Sept. 17 |
| LAPRAIRIE | Laprairie | Sept. 4 |
| L'ASSOMPTION | L'Assomption | Oct. 3 |
| LAVAL | St. Rose | Sept. 11 |
| LEVIS | St. David | Sept. 19 |
| L'ISLET | St. Jean Port Joli | Sept. 25-26 |
| MEGANTIC-A | Inverness | Sept. 25-26 |
| MEGANTIC-B | Plessisville | Sept. 26 |
| MISSISQUOI | Bedford | Aug. 27-29 |
| MONTCALM | Ste. Julienne | Sept. 19 |
| MONTMAGNY | Montmagny | |
| MONTMORENCY-A | Riviere aux Chiens | Oct. 2 |
| MONTMORENCY-B | Ste. Hamille, I.O. | Sept. 25 |
| NAPIERVILLE | St. Edouard | Sept. 5 |
| PONTIAC-A | Shawville | Sept. 16-18 |
| PONTIAC-B | Chapeau | Sept. 23-25 |
| PORTNEUF-A | Pont Rouge | Sept. 19 |
| PORTNEUF-B | St. Casimir | Sept. 24 |
| QUEBEC | Quebec | |
| RICHELIEU | Ste. Victoire | Sept. 17 |
| RICHMOND | Richmond | Sept. 11-12 |
| ROUVILLE | Rougemont | Sept. 12 |
| SHEFFORD | Waterloo | Sept. 17-18 |
| SOULANGES | Pont Chateau | Sept. 17 |
| STANSTEAD | Ayer's Cliff | Sept. 3-5 |
| ST. HYACINTHE | St. Hyacinthe | Sept. 10 |
| ST. JEAN | St. Jean | Sept. 17 |
| ST. MAURICE | St. Bernabe | Sept. 19 |
| TEMISCOUATA | Fraserville | |
| TERREBONNE | St. Jerome | Sept. 12 |
| T. RIVIERES | T. Rivieres | Sept. 25 |
| VAUDREUIL | St. Lazare | Sept. 19 |
| VERCHERES | Ste. Theodose | Sept. 19 |
| WOLFE-1 | Marbleton | Sept. 18 |

WOLFE-2.....Ham-Nord, Sept. 17
 WRIGHT.....Aylmer, Sept. 17-18
 YAMASKA.....St. Frs. du Lac, Sept. 11

Provincial exhibitions are held at Quebec August 29-September 7. Sherbrooke August 26-31. Three Rivers, August 19 to 24; Valleyfield, August 14-21.

CATALOGUES and BOOKLETS

The California Prune and Apricot Growers' Association have issued a most attractive booklet entitled "All About Prunes and Apricots." This book gives the development of the industry in California, showing how the Association was formed to look after the various growers' interests. It is very handsomely illustrated with colored maps and charts showing prune and apricot production in California since 1912. A number of half-tone pictures show prune and apricot orchards as well as drying trays containing the fruit. Machinery is also shown and it is explained how this takes care of the prunes and apricots after they are picked. One of the stories in the booklet is entitled "From the Blossom to the Box." There are also a number of recipes showing how apricots and prunes can be used. There is also a story on the food value of prunes and apricots.

ON GETTING TO THE FLY.

To get rid of flies remember "Eternal vigilance is the price of liberty."

It is definitely known that the fly is the carrier of the germs of typhoid fever; it is widely believed that it is also the carrier of other diseases, including possibly infantile paralysis.

The United States Government makes the following suggestion for the destruction of house flies:—Formaldehyde and sodium salicylate are the best two fly poisons. Both are superior to arsenic. They have their advantages for household use. They are not a poison to children; they are convenient to handle, their dilutions are simple and they attract the flies.

A formaldehyde solution of approximately the correct strength may be made by adding three teaspoonfuls of the concentrated formaldehyde solution, commercially known as formalin, to a pint of water. Similarly, the proper concentration of sodium salicylate may be obtained by dissolving three teaspoonfuls of the pure chemical (a powder) to a pint of water.

An ordinary thin drinking glass is filled or partially filled with the solution. A saucer or small plate, in which is placed a piece of white blotting paper cut size of the dish, is put bottom up over the glass. The whole is then quickly inverted, a match placed under the edge of the glass, and the container is ready for use. As the solution dries out of the saucer the liquid seal at the edge of the glass is broken and more liquid flows into the lower receptacle. Thus the paper is always kept moist.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

DRIED fruit business continues to occupy the minds of the wholesalers to a large extent, orders having been placed for fall shipment, and confirmation of their acceptance being awaited. Some acceptances have already been received, but there is a very large tonnage booked on which no word has been received. It is felt that another two or three weeks will elapse before the trade really knows just where they will be. The outlook is that prune and peach orders will be cut down to a large extent, while apricots and raisins are likely to come along in ample quantities to supply the demand.

Sugar still comes along slowly, but refiners feel that sufficient will arrive to take care of requirements of the consuming public. No extreme hardship has been reported as yet. Prices remain firm and unchanged.

MONTREAL—This market is without many outstanding features. Trade in canned goods is reported to be very active—more so than the average summer season has shown in the past. This is the result, doubtless, of the present outlook for the coming season's pack, and which is not any too promising. Sales are being made of last season's pack vegetables and fruits on an unchanged basis. A few lines of odd imported goods are again obtainable, among these being essence of anchovies, mushroom catsup, walnut catsup, curry powders, and some malt vinegars. Changes are fewer than usual, advances being confined to stove polishes, relishes, gelatine and liniment. There is a good demand for ground starches and for corn syrups. The sale also of package cereals is maintained, and substitute flours and all feeds are ruling firm in an active market. Coffee and tea markets are steady and firm. The sale of fruits and vegetables is particularly heavy, and supplies are readily picked up by many buyers.

TORONTO—Fresh fruits and vegetables have provided the bulk of the price changes during the week. The tendency towards lower prices is more marked as local supplies increase, and many lines are being quoted at lower levels. Blueberries and currants are down, and plums show a lower range of figures. Beans, beets and cabbage feature the vegetables to decline, along with cucumbers, which are becoming much more plentiful. Local potatoes and tomatoes are both in better supply,

and another week or two should see these lines much lower.

Indications point to fairly high prices on honey. Estimates as to available supplies are very uncertain, some quarters intimating small returns, while others look for ample returns.

Beans are being quoted at a much lower level than prices ruling for some weeks past. Supplies are heavy and the demand light. Rices are in good supply and a very fair demand apparent. The use of rice as a substitute is considered as an influence in present volume of sales. Tapioca is down $\frac{1}{2}$ c per pound in some quarters.

Exports of walnuts from France will not be very large, it is thought. The outlook is for rather a poor crop, and opportunities for shipping none too plentiful. The new crop of almonds seems a fair one, with prices likely to rule high. Brazils are higher, with extreme difficulty being experienced in getting from South America.

Acceptance of dried fruit orders is being awaited by the trade, some confirmations already having come through, but the majority are still being withheld. The demand for substitutes for wheat flour continues good. Business is fairly good.

WINNIPEG—The bran market is one of the most interesting of all the markets just now on account of the decline which has taken place during the last two weeks. Brokers state that stocks could be replaced for a cent less than the price they were bought at, and it looks as though everybody will have to take a loss unless the market goes up within a month. On the other hand, there are those who are content to hold their stocks, believing that the market will strengthen towards fall. The present easiness is attributed by them to some dealers sacrificing their stocks.

The demand for rolled oats is becoming abnormal owing to the push made on this line as a substitute for flour. Some of the mills are beginning to wonder if their stocks will hold out until September 1, when the new crop comes in.

The action of the Government in prohibiting the canning of pork and beans temporarily to conserve the tinplate has influenced buying to some extent. Cornmeal, which recently suffered a decline, has advanced \$1 per barrel.

QUEBEC MARKETS

MONTREAL, July 24.—Hot weather has been accountable for the somewhat quieter state of trade during the past week. Many are now holidaying, there being a particularly heavy exit from the city of staffs from all lines of work. Considerable booking is being done by some of the large houses against shipment next fall.

Polishes, Relish, Liniment and Gelatine Up

Montreal.
VARIOUS LINES.—Advances are made in the price of stove polishes of Sultana make. As an instance of the change, No. 4 is now \$8.60 per gross, the former quotation being \$6.80. Knox's gelatine is selling at \$1.95 per dozen, an advance of 20c. Minard's Liniment is up to \$2.25 per dozen, the change representing an increase of 25c. Tourmade's Kitchen Bouquet is up to \$3 per dozen. This is an advance of 25c.

Refined and Soft Sugar Hold Steady and Firm

Montreal.
SUGAR.—No marked changes in the situation have been effected during the past week. As affecting the situation on supplies these are stated to be ample when the soft sugars are also taken into consideration. The latter are being more freely used now and it is stated that if the grocer will do all that he can to insist on these being used more extensively it will help materially in the long run. As one jobber pointed out to CANADIAN GROCER, the grocer is depended upon to insist on the consumer taking a fair proportion of soft sugars. The wholesaler or jobber has to take them from the refinery as allotted and he in turn has to so treat his retail patron, the grocer. The ultimate seller therefore has reason to expect the public to fall in line and assist in making the distribution final and thorough. Supplies here are reported to be fair, and the trade is being supplied reasonably well.

| | |
|---|-------------|
| Atlantic Sugar Company, extra granulated sugars, 100 lbs. | 9 10 |
| Acadia Sugar Refinery, extra granulated | 9 10 |
| St. Lawrence Sugar Refinery | 9 10 |
| Canada Sugar Refinery | 8 65 |
| ominion Sugar Co., Ltd., crystal granulated | 8 85 |
| Special icing, barrels | 9 30-9 40 |
| Icing (25-lb. boxes) | 9 60-9 80 |
| Icing (50-lb. boxes) | 9 50-9 60 |
| Diamond icing | 9 10 |
| Yellow, No. 1 | 8 80-8 90 |
| Yellow, No. 2 (or Golden) | 8 60-8 70 |
| Yellow, No. 3 | 8 50-8 60 |
| Powdered, barrels | 9 20-9 30 |
| Paris lumps, barrels | 9 85-10 20 |
| Paris lumps (50-lb. boxes) | 9 65 |
| Paris lumps (25-lb. boxes) | 9 85 |
| Crystal diamonds, barrels | 9 85 |
| Crystal diamonds (boxes 100 lbs.) | 10 10 |
| Cut loaf (50-lb. boxes) | 10-20-10 50 |
| Cut loaf (25-lb. boxes) | 10 40-10 70 |

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Canned Goods Sales Have Kept Up Well

Montreal.
CANNED GOODS.—From the jobbing trade reports agree that there is a splendid movement. This is accounted for to some extent because of the short pack some lines of early fruits. Strawberries in particular as before reported are scarce and will be higher still. The outlook for raspberries is not very promising and the pack will be quite small. Present prices on some lines are low, some assert, when viewed against the situation for new pack stock. Peaches in heavy syrup at \$2.00 per dozen are stated to be splendid buying and pears at around \$1.65 are also stated to be low. Prices are still holding at just about where they were a year ago. Salmon is expected to be high this fall and there is little disposition on the part of the large packers on the coast to make any mention of price as yet.

| | | |
|---|-------|-------|
| Salmon Sockeye— | | |
| “Clover Leaf,” ½-lb flats | 2 40 | 2 45 |
| 1 lb. flat | 4 00 | 4 00 |
| 1 lb. talls, cases 4 doz., per doz. | 3 75 | 3 75 |
| ½ flats, cases 8 doz., per doz. | 1 50 | 2 00 |
| Chums, 1-lb. talls | 1 80 | 1 80 |
| Pinks, 1-lb. talls | 2 30 | 2 40 |
| Cohoes, 1-lb. talls | 2 65 | 2 65 |
| Red Springs, 1-lb. talls | 2 70 | 2 70 |
| Red Springs (new pack) doz. | 3 75 | 3 75 |
| Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz. | 2 25 | 2 25 |
| Canadian sardines (case) | 6 75 | 7 00 |
| Norwegian sardines, per case of 100 “¼s” | 20 00 | 20 00 |
| Lobsters, ½-lb. tins, doz. | 3 60 | 3 65 |
| Canned Vegetables and Fruits— | | |
| Asparagus (Amer.) mammoth green, doz. | 4 00 | 4 00 |
| Tomatoes, 1s | 1 25 | 1 25 |
| Tomatoes, 3s | 2 50 | 2 75 |
| Tomatoes, U.S. pack (2s) | 1 90 | 2 12½ |
| Tomatoes, 2½s | 2 40 | 2 60 |
| Peas, standards | 1 75 | 1 75 |
| Peas, early June | 1 90 | 1 90 |
| Beans, golden wax | 1 86 | 1 90 |
| Beans, Refugees | 1 85 | 1 90 |
| Corn, 2s. doz. | 2 35 | 2 40 |
| Spinach (U.S.), 3s | 3 00 | 3 00 |
| Do., (U.S.), gallons | 10 00 | 10 00 |
| Corn (on cob, gal. cans), doz. | 8 50 | 8 50 |
| Red raspberries, 2s | 2 90 | 2 90 |
| Simcoes | 2 75 | 2 75 |
| Red cherries, 2s | 2 60 | 2 90 |
| Strawberries, 2s | 3 00 | 3 00 |
| Blueberries, 2s, doz. | 1 85 | 1 85 |
| Pumpkins, 2½s | 1 60 | 1 70 |
| Pumpkins, 3s | 1 75 | 1 75 |
| Pumpkins (gallon), doz. | 6 00 | 6 00 |
| Carrots, sliced, 2s | 1 45 | 1 45 |
| Apples (gallons) | 5 00 | 5 00 |
| Peaches, 2s (heavy syrup) | 2 00 | 2 40 |
| Pears, 3s (heavy syrup) | 2 45 | 2 45 |
| Pineapples, 1½s | 2 25 | 2 25 |
| Greengage plums (light syrup) | 1 90 | 1 90 |
| Lombard plums (heavy syrup), 2s | 1 70 | 1 70 |

Syrup Selling Well; No Stocks Molasses

Montreal.
MOLASSES AND SYRUP.—A good trade still obtains for syrups, stocks of both corn and cane being ample but not overly excessive of the demand. Prices are steady and maintained. There is little new in molasses, the situation being steady, with supplies light and shipments small but quite frequent. In this respect there is not much promise of there being any considerable improve-

ment and molasses quotations will very likely continue high.

| | | |
|--|-------|-------|
| Corn Syrup— | | |
| Barrels, about 700 lbs. | 0 07 | 0 07 |
| Half bbls. or quarter bbls., ¼c per lb. over bbls. | 0 07½ | 0 07½ |
| Kegs | 4 65 | 4 65 |
| 2-lb. tins, 2 doz. in case, case | 5 20 | 5 20 |
| 5-lb. tins, 1 doz. in case, case | 4 95 | 4 95 |
| 10-lb. tins, ½ doz. in case, case | 4 90 | 4 90 |
| 20-lb. tins, ¼ doz. in case, case | 2 15 | 2 15 |
| 2-gal. 25-lb. pails, each | 3 25 | 3 25 |
| 3-gal. 38½-lb. pails, each | 5 25 | 5 25 |
| 5-gal. 65-lb. pails, each | 5 50 | 5 50 |
| Cane Syrup (Crystal) Diamond— | | |
| 2-lb. tins, 2 doz. in case, per case | 8 00 | 8 00 |
| Barrels, per 100 lbs. | 8 25 | 8 25 |
| Half barrels, per 100 lbs. | 8 25 | 8 25 |

| | |
|--------------------------------|-----------|
| Prices for Barbadoes Molasses— | |
| Puncheons | 0 97 1 00 |
| Barrels | 1 00 1 03 |
| Half barrels | 1 02 1 05 |

For outside territories prices range about 5c 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.

Nut Values Steady; Trading Light

Montreal.
NUTS.—Many of the wholesalers having satisfied their needs for nuts are now resting, and activity has been reduced in the matter of buying. Prices are holding very firm still and importers do not look for any reductions in the near future. As a matter of fact it is fully expected that there will be a firm market throughout the season, and it is not possible to say at this time what the future outlook will be as regards either price or supplies.

| | | |
|---|-------|-------|
| Almonds (Tara), per lb. | 0 24 | 0 30 |
| Almonds (shelled) | 0 50 | 0 55 |
| Almonds (Jordan) | 0 45 | 0 70 |
| Almonds, Valencia, shelled | 0 45 | 0 46 |
| Almonds, soft shelled Tarragonas | 0 22½ | 0 23½ |
| Brazil nuts (new) | 0 20 | 0 25 |
| Brazil nuts (med.) | 0 15 | 0 17 |
| Filberts (Sicily), per lb. | 0 21 | 0 22 |
| Filberts, Barcelona | 0 17½ | 0 18½ |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Peanuts (roasted)— | | |
| Jumbo, per lb. | 0 25 | 0 26 |
| Fancys, per lb. | 0 24 | 0 25 |
| Extras, per lb. | 0 19 | 0 20 |
| Shelled, No. 1 Spanish | 0 18½ | 0 19½ |
| Shelled, No. 1 Virginia | 0 19½ | 0 20½ |
| Do., No. 2 | 0 18 | 0 14 |
| Pecans (new Jumbo), per lb. | 0 28 | 0 32 |
| Pecans (New Orleans, No. 2) | 0 21 | 0 24 |
| Pecans “paper shell,” extra large Jumbo | 0 40 | 0 40 |
| Pecans (shelled) | 0 20 | 0 23 |
| Walnuts (Grenoble) | 0 16 | 0 18 |
| Walnuts (new Naples) | 0 76 | 0 82 |
| Walnuts (shelled) | 0 25 | 0 28 |
| Walnuts (Marbots), in bags | 0 25 | 0 28 |

Much Interest in Booking Dried Fruits

Montreal.
DRIED FRUITS.—Considerable volume of business is reported as regards the placing of orders for dried fruits for the coming fall delivery. It would seem that those placing their orders early will have a reasonably good chance of being well taken care of. In any case the taking of such large percentages of prunes and peaches by the United States government for their own needs suggests that the remaining supplies will not be over abundant. As far as spot trading goes there is a good movement and prices are fair at the present time, all things considered. The outlook would

indicate that there will be a fair crop of raisins this year and that prices will be above those of last season.

| | | |
|---|----------|----------|
| Apricots— | | |
| Choice | 0 28 | |
| Fancy | 0 30 | |
| Apples (evaporated) | | |
| re. ones (fancy)— | 0 20 | |
| Pears | | |
| Faced | 0 19 | |
| Choice | 0 17 | |
| 12 oz., per pkge. | 0 16 | |
| Drained Peels (old)— | | |
| Citron | 0 27 1/2 | 0 32 |
| Lemon | 0 28 1/2 | 0 34 |
| Orange | 0 28 1/2 | 0 34 |
| Drained Peels (new)— | | |
| Lemon | 0 40 | 0 41 |
| Orange | 0 42 | 0 43 |
| Citron | 0 47 | 0 48 |
| Raisins— | | |
| Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00. | | |
| Muscats, loose, 2-crown | 0 10 1/2 | 0 11 |
| Muscats, loose, 3-crown, lb. | 0 11 1/2 | 0 12 |
| Muscats, 4-crown, lb. | 0 12 | 0 14 |
| Cal. seedless, 16 oz. | 0 16 | 0 16 1/2 |
| Cal. seedless (new) | 0 13 | 0 13 1/2 |
| Fancy seeded, 16 oz. pkgs. | 0 12 | 0 12 |
| Choice seeded, 16 oz. pkgs. | 0 11 | 0 11 1/2 |
| Valencias, selected | 0 11 1/2 | 0 11 1/2 |
| Valencias, 4-crown layers | 0 11 1/2 | 0 11 1/2 |
| Currants, old | | |
| Do., new | 0 24 | 0 32 |
| Dates, Excelsior, per case | 6 84 | |
| Do., Dromedary | 7 92 | |
| Figs (new), 100 to case | 11 00 | |
| Figs (layer), 10-lb. boxes | 1 90 | 2 75 |
| Figs, Spanish (mats) | 0 12 | 0 12 |
| Figs, Portuguese (mats) | 0 13 | 0 13 |
| Figs, Fancy Cal. White (Choice)— | | |
| Pkgs. 16 oz. (10 pkgs.) | 1 75 | 1 45 |
| Pkgs. 10 oz. (12 pkgs.) | 2 00 | 2 60 |
| Pkgs. 8 oz. (20 pkgs.) | 3 60 | 4 75 |
| Pkgs. 6 oz. (50 pkgs.) | 3 70 | 5 00 |
| Pkgs. 4 oz. (70 pkgs.) | 0 19 | 0 18 |
| Prunes— | | |
| 30-40 | 0 17 | 0 17 |
| California, 40-50s | 0 17 | 0 17 |
| 25-lb. cases, 50-60s | 0 15 1/2 | 0 16 1/2 |
| 60-70s | 0 13 | 0 15 1/2 |
| 70-80s | 0 11 1/2 | 0 14 |
| 80-90s | 0 11 | 0 13 |
| 90-100s | 0 15 1/2 | 0 15 1/2 |
| Oregon, 30-40s | 0 15 1/2 | 0 15 1/2 |
| 40-50s | 0 12 1/2 | 0 12 1/2 |
| 50-60s | 0 12 1/2 | 0 12 1/2 |

**All Spices Strong
And Trading Steady**

Montreal.

SPICES.—In considering the season spice sales are holding up fairly well. The undertone is a firm one and supplies are bringing full prices for the importers are not forcing sales on the schedules obtaining here. In fact one importer stated to CANADIAN GROCER that more business was coming to them than they dreamed of receiving. It would seem that supplies in the hands of the retail trade are not any too heavy and that dealers are replenishing their needs frequently. In the United States markets lack of interest has manifested itself, but for the most part there is a maintenance of prices all through.

| | |
|------------------------------|--------------------|
| | 5 and 10-lb. boxes |
| Allspice | 0 20 0 22 |
| Cassia | 0 35 0 35 |
| Cassia (pure) | 0 35 0 37 |
| Cayenne pepper | 0 28 0 35 |
| Cloves | 0 75 0 77 |
| Cream of tartar | 0 95 1 00 |
| Ginger | 0 30 0 40 |
| Ginger (Cochin or Jamaica) | 0 30 0 30 |
| Mace | 0 30 1 00 |
| Mixed spice | 0 30 0 32 |
| Nutmegs | 0 45 0 50 |
| Pepper, black | 0 42 0 45 |
| Pepper, white | 0 48 0 50 |
| Pepper (Cayenne) | 0 35 0 37 |
| Pickling spice | 0 25 0 27 |
| Paprika | 0 45 0 50 |
| Tumeric | 0 21 0 23 |
| Cardamon seed, per lb., bulk | 2 00 |

| | |
|-----------------------------|-----------|
| Caraway, Dutch, nominal | 0 75 |
| Cinnamon, China, lb. | 0 30 |
| Cinnamon, per lb. | 0 35 |
| Mustard seed, bulk | 0 25 |
| Celery seed, bulk | 0 46 |
| Shredded cocconut, in pails | 0 21 0 23 |
| Pimento, whole | 0 18 0 20 |

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

**New Japan Teas
Already Distributed**

Montreal.

TEAS.—New crop of Japan teas are already finding their way into the hands of the trade. These are said to be very fine and prices are high, as predicted. Cables received a few days ago state that the second crop Japans will be still higher than the first and no prices on these are yet available. There is no sign of any declines. With the situation somewhat uncertain some hesitate to enter into contracts for future business. Importers' cost, it is very certain, will be much higher for given teas in 1918 than was the price to the retail trade in 1917. Australia, having lifted the restrictions against the importation of Java teas, some look for a firming of the quotations on these grades. Trading has been quite considerable of late, notwithstanding the difficulties of accepting the new impositions and regulations.

| | | |
|---------------------------|------|------|
| Ceylon and Indias— | | |
| Pekoe, Souchongs, per lb. | 0 47 | 0 49 |
| Pekoes, per lb. | 0 49 | 0 52 |
| Orange Pekoes | 0 53 | 0 55 |
| Javns— | | |
| Pekoes | 0 41 | 0 43 |
| Broken Orange Pekoes | 0 43 | 0 45 |
| Orange Pekoes | 0 46 | 0 49 |

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

**Assurances Are Good
Regarding Coffee**

Montreal.

COFFEE AND COCOA.—While it is not possible to say what the position on coffee will be in the coming months, the indications are fairly promising with respect to supplies. It is hoped that those having the allotting of supplies to this market will appreciate the needs of the trade and that there will not be the expected interference with the shipments required from time to time to meet the actual needs of the Canadian trade. Consumption of coffee is maintained on a steady and even better basis than usual, and prices hold steady and with the undertone a firm one. Higher prices will doubtless prevail ere long. Cocoa is in fair demand although this is a little less than it was.

| | | |
|-------------------------|----------|------|
| Coffee, Roasted— | | |
| Bogotas, lb. | 0 28 1/2 | 0 32 |
| Jamaica, lb. | 0 24 | 0 28 |
| Java, lb. | 0 38 | 0 41 |
| Maracalbo, lb. | 0 27 1/2 | 0 30 |
| Mexican, lb. | 0 24 | 0 28 |
| Mocha, lb., types | 0 33 | 0 37 |
| Mochas (genuine) | 0 22 | 0 26 |
| Rio, lb. | 0 27 | 0 30 |
| Santos, Bourbon, lb. | 0 26 | 0 29 |
| Santos, lb. | 0 26 | 0 29 |
| Cocoa— | | |
| Bulk cocoa (pure) | 0 30 | 0 35 |
| Bulk cocoa (sweet) | 0 25 | |

**Much Rice Used in
Making Up Substitute**

Montreal.

RICE AND TAPIOCA.—There is a great deal of rice used now in milling rice flour. The latter is in good demand. In its regular form the product is selling fairly well but now that summer is here its sale is more or less limited. Supplies are stated to be ample. Trading in the States has been inactive although supplies coming forward there have been very fully absorbed at nearby points—a great deal of the supply going into milling. The markets are firm but unchanged.

| | |
|---------------------------|-------------|
| Snow (Japanese) | 10 25 |
| Ice Drips | 11 25 |
| Carolina | 12 50 16 00 |
| "Texas," per 100 lbs. | 9 50 |
| Patna (good) | 8 90 9 40 |
| Siam, No. 3 | 8 50 9 00 |
| Siam (fancy) | 10 25 11 00 |
| Rangoon "B" | 8 50 9 50 |
| Rangoon "B," 200-lb. lots | 7 70 |
| Rangoon OC | 8 20 9 25 |
| Mandarin | 8 90 10 00 |
| Pickling rice | 7 70 8 40 |
| Tapioca, per lb. (seed) | 0 15 0 16 |
| Tapioca (Pearl) | 0 15 0 16 |

**Little Interest Here
in the Bean Market**

Montreal.

BEANS.—Not a great deal of interest is manifested in the bean markets. Prices are still holding although a large jobber stated that there was a tendency to sag somewhat. It is improbable that there is likely to be any great activity during the next few weeks. Prospects for a good crop in Quebec province this year are very satisfactory at the present time.

| | | |
|------------------------------------|------|-------|
| Beans— | | |
| Canadian, hand-picked, bush | 8 50 | 9 00 |
| Ontario, new crop, 3 to 4 lbs. | 8 50 | 9 00 |
| British Columbia | 9 00 | |
| Brown Beans | 7 50 | 8 00 |
| Canadian, 4-5 lb. pickers | 7 75 | 8 00 |
| Japanese | 8 50 | 8 75 |
| Yellow Eyes | 8 00 | 8 50 |
| Rangoon beans, per bushel | 7 00 | 7 50 |
| Lima, per lb. | 0 19 | 0 20 |
| Kidney beans | 8 00 | 8 50 |
| Peas, white soup, per bushel | 4 50 | 5 00 |
| Peas, split, new crop, bag 98 lbs. | 9 50 | 10 50 |
| Barley (pot), per bag 98 lbs. | 6 50 | 6 50 |
| Barley, pearl, per bag 98 lbs. | 7 50 | 8 25 |

**Winter Wheat Flours
Firm; Feed Very Active**

Montreal.

FLOUR AND FEED.—There is a continued demand for feeds and these are selling freely, but with demand still in excess of supplies. Crushed oats are quoted as high as \$70 per ton. Strength is noted in winter wheat pastry flour and one jobber of this reports an increase to the wholesaler of 10c per bag. Regular flours are still selling and are available in limited quantities.

| | | |
|---------------------------------------|-------|-------------|
| War Standard, Graham and Whole | | |
| Wheat Flours— | | |
| Car lots (on track) | 10 95 | |
| Car lots (delivered), Bakers | 11 05 | |
| Small lots (delivered) | 11 15 | |
| Bran, per ton | 35 00 | |
| Shorts | 40 00 | |
| Crushed oats | 61 00 | 70 00 |
| Barley chop | 61 00 | 64 00 70 00 |
| Barley meal | 61 00 | 64 00 72 00 |
| Feed oats, per bushel | 1 10 | |

Steady Movement Here of Cereals

Montreal.

CEREALS.—There is not any great interest in these markets excepting that the demand for package goods is steady and very satisfactory. The sale of cornmeal is fairly good and some report active request for rolled oats. The special substitute flours have been selling well and each week sees an increasing demand for these and of which there have been fair supplies. In view of the desire of the Food Controller that there should be a greater use of the substitutes from now on the demand on stocks will continue to be heavy. Prices are holding steady with very little change of any kind. Large sales have been made of the imported rye flours and this would indicate that the product is meeting with a ready response from the trade in Canada.

| | |
|--|------|
| Cornmeal, Pure Gold | 7 00 |
| Cornmeal (Gold Dust) .. 6 25 | 6 60 |
| Barley, pearl | 8 75 |
| Barley, pot, 98 lbs..... | 6 25 |
| Barley flour, 98 lbs..... | 6 25 |
| Buckwheat flour, 98 lbs..... | 7 25 |
| Corn flour, 98 lbs..... | 5 80 |
| Rice flour | 8 75 |
| Hominy grits, 98 lbs..... | 6 75 |
| Hominy, pearl, 98 lbs..... | 7 50 |
| Oatmeal (standard-granulated and fine) | 5 60 |
| Peas, Canadian, boiling, bush..... | 5 00 |
| Split peas | 9 50 |
| Rollled oats, 90-lb. bags.. | 5 20 |
| Rollled oats (family pack.), case | 5 70 |
| Rollled oats (small size), case..... | 2 05 |
| Rollled wheat (100-lb. bbls.)..... | 6 75 |
| Rye flour, small lots, 98 lbs..... | 6 55 |
| Rye flour (Can.), 98 lbs.. | 7 25 |
| Do. (American), 98 lbs..... | 6 85 |
| Self-raising flour— | |
| 3-lb. pkgs., doz. | 2 80 |
| 6-lb. pkgs., doz. | 5 50 |

Imported Apples Down; No More Strawberries

Montreal.

FRUITS.—The season for strawberries has been a short one and there are practically none to be had here. Raspberries are coming to hand better, and blueberries also are freer. On the whole prices are high and while apples have declined to \$3.25 and cherries to \$1.50, peaches are higher to \$2.25 per box. California plums are down 50c to \$2.50. There is a good demand for the various lines and as the different fruits mature and are marketed they are quite readily picked up.

Apples—

| | |
|---------------------------------------|------|
| American (bask.) Duchess | 3 25 |
| Do., Yellow transparent | 3 25 |
| Apricots (Cal.) box | 3 00 |
| Bananas (fancy large), bunch.. | 5 00 |
| Blueberries, 6-12-qt. boxes | 1 25 |
| Cantaloupes (45 size), crate | 7 00 |
| Do., (15 size), crate | 3 00 |
| Cherries (California), basket..... | 1 50 |
| Cocoanuts, sack | 7 25 |
| Currants (Red or Black), gallon | 0 75 |
| Gooseberries, gallon | 0 75 |
| Grape fruit (fancy Jamaica)..... | 3 25 |
| Grape fruit (fancy Porto Rico) | 3 75 |
| 80, 96, 112 | 5 00 |
| Grape fruit (fancy Porto Rico) | 5 00 |
| 54, 46 | 4 75 |
| Lemons (fancy new Messina) | 8 50 |
| Lemons (choice) | 7 00 |
| Lemons (California seedless) | 5 00 |
| Oranges, Valencia lates | 7 50 |
| Oranges, Porto Rico | 5 50 |
| Oranges, California navels | 7 50 |
| Oranges, Jamaica | 6 50 |

| | | |
|------------------------------------|------|------|
| Oranges (bitter) | 4 00 | 5 00 |
| Oranges (Seville, bitter) | 5 50 | 5 50 |
| Oranges (Sorrentoes), 200 size .. | 5 00 | 5 00 |
| Plums (Cal.), box | 2 50 | 2 50 |
| Pineapples, Cuban (crate) | 6 00 | 6 00 |
| Pineapples, Florida | 6 00 | 6 00 |
| Pears, Cal., eating, small box.... | 3 00 | 3 00 |
| Peaches, box | 2 25 | 2 25 |
| Raspberries (imported), qt. | 0 25 | 0 25 |
| Watermelons (each) | 0 75 | 0 75 |

Potatoes Come Down; Tomatoes Getting Freer

Montreal.

VEGETABLES.—The high price of potatoes has been an unusual thing for so late in the season and the greater supply and better price of the new has served to reduce prices some. They are now selling—that is the old stock—at \$2 to \$2.50 per bag, while new imported of the best grade are selling at \$6.50. Tomatoes of the native variety will soon be freer as the hot weather is serving to turn these red and make them ready for marketing. Producers are coming to market more frequently with the advance of the season, and an active request for all lines is reported. Old beets, endive, oyster plant and Mississippi "flats" in the tomato line are off the market.

| | |
|--------------------------------------|------|
| Beans, new string (20-lb. bag).... | 2 00 |
| Beets, new (doz. bunches) | 0 40 |
| Cauliflower (Montreal), doz. | 1 50 |
| Cabbage (new), doz. | 1 75 |
| Carrots, new, doz. | 0 40 |
| Carrots (bag) | 2 00 |
| Celery (Montreal), doz. | 1 00 |
| Cucumbers (Montreal), doz. | 0 75 |
| Lettuce, curly (doz.) | 0 30 |
| Lettuce (Montreal), head | 0 50 |
| Leeks | 2 50 |
| Mint | 0 20 |
| Mushrooms, lb. | 0 90 |
| Onions, red (100-lb. bag)..... | 2 00 |
| Onions, spring, doz. | 0 50 |
| Onions (Texas), No. 1 yellow, etc .. | 3 25 |
| Do., No. 2 white wax (crate).... | 2 75 |
| Do., Silver and Red (crate) | 3 50 |

| | |
|--|------|
| Onions, American (100 lbs.) | 6 00 |
| Parasnis, new (doz. bunches) | 1 00 |
| Parsley (Canadian) | 0 80 |
| Peas (Montreal), 20-lb. bag | 1 00 |
| Potatoes (sweet), per hamper, as to size | 2 50 |
| Potatoes, bag | 2 00 |
| Potatoes (New Brunswick), bag. | 1 65 |
| Potatoes, new, Virginia, bbl. | 6 50 |
| Romane | 0 50 |
| Radishes (doz.) | 0 25 |
| Rhubarb, doz. | 0 25 |
| Spinach, box | 0 75 |
| Turnips (Quebec) | 3 00 |
| Turnips, new (doz. bunches) | 0 40 |
| Tomatoes (hothouse), lb. | 0 40 |
| Tomatoes "bus." ctes, New Jersey .. | 3 50 |
| Watercress (Can.) | 0 40 |

New Honey Arrives; Maple Products Scarce

Montreal.

HONEY AND MAPLE PRODUCTS.—The announcement is made that some supplies of clover honey have reached the market. These are quoted high by the apiarists and the market will be firm, it is asserted, because of the small production reported. In a few isolated instances the reports have indicated a good production, but in others there is almost a complete failure. In combs one produce dealer is quoting at 25c for fancy and number one at 23c. In 60-pound tins the price is 22c. Maple syrup and sugar are decidedly firm and offers are few, as the supply is getting depleted.

Maple Product—

| | |
|--------------------------------------|------|
| Syrup, 13 lbs. Imp. meas., gal. 1 90 | 2 00 |
| Syrup, 5-gal. tins, per gal. | 1 85 |
| 8½-lb. tins | 1 35 |
| Sugar, in blocks, per lb. | 0 21 |
| 0 22 | |

Honey—

| | |
|------------------------|------|
| Comb (fancy) | 0 25 |
| Comb (No. 1) | 0 23 |
| In tins (60 lb.) | 0 22 |

ONTARIO MARKETS

TORONTO, July 24.—The greatest tendency towards change in the question of prices is evidenced in fruit and vegetables, a larger quantity of local grown being available with prices tending downward generally. The sugar situation shows no material improvement though no hardship as a result of limited shipments is reported. Rolled oats show a firmer tendency. Business generally is fairly good, though extreme hot weather is affecting movement of some lines.

Sugar Supplies are Not Heavy; Prices Firm

Toronto.

SUGAR.—Sugar supplies show little if any improvement during the week, but under stress of present fairly heavy demand, little opportunity to provide a surplus exists. Shipments are reaching the local market in fair quantities and no real hardship is reported from any source. The feeling exists that sufficient to take care of this year's requirements will be available.

Refiners in the United States are tak-

ing care of orders entrusted to them and whereas shipments of raws during the past week were lighter than usual to Atlantic ports, accumulated stocks permitted full operation of refineries.

| | |
|--|------|
| Atlantic, extra granulated | 9 27 |
| St. Lawrence, extra granulated | 9 27 |
| Acadia Sugar Refinery, extra granulated .. | 9 27 |
| Can. Sugar Refinery, extra granulated.. | 8 82 |
| Dom. Sugar Refinery, extra granulated.. | 8 97 |
| Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. 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. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1. | |

Klim Goes Higher; Other Lines Change

Toronto.

KLIM, OTHER LINES.—An advance

in the price of Klim has been provided for in new prices named as follows: Small, \$5.25; 16-oz., \$7.50; hotel size, \$17.50. Other lines to undergo revision upward are Knox gelatine, which advanced 25c to \$1.95 per dozen; Libby's No. 8 mustard, 2 dozen, to \$1.80; clothes pins, single boxes, \$1.00, 5-box lots, 95c each. The tendency in each case, it will be noted, is upward.

**Syrups are Firm;
Molasses Unchanged**

Toronto.

SYRUPS, MOLASSES.—A firm tone is noticeable in syrups and a fair movement is reported. Prices have held firm and unchanged at levels existing for some time past.

Molasses from the West Indies is increasingly hard to get, transportation being at a premium and prices remain at high levels. Supplies locally on some lines are fair, while others are scarce.

| | | |
|---|------|------|
| Corn Syrups— | | |
| Barrels, per lb. | 0 07 | |
| Cases, 2-lb. tins, 2 doz. in case | 4 65 | |
| Cases, 5-lb. tins, 1 doz. in case | 5 20 | |
| Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over bbls. | | |
| Cane Syrups— | | |
| Barrels and half barrels, lb. | 0 06 | 0 08 |
| Cases, 2-lb. tins, 2 doz. in case | 5 05 | 5 25 |
| Molasses— | | |
| Fancy, Barbadoes, barrels | 1 05 | 1 10 |
| Choice Barbadoes, barrels | 0 95 | 1 00 |
| West India, 1/2 bbls., gal. | 0 56 | |
| West India, No. 10, kegs | 6 50 | |
| West India, No. 5, kegs | 3 25 | |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes | 4 90 | |
| Tins, 3-lb. table grade, case 2 doz., Barbadoes | 6 75 | |
| Tins, 5-lb., 1 doz. to case, Barbadoes | 5 30 | |
| Tins, 10-lb., 1/2 doz. to case, Barbadoes | 5 20 | |
| Tins, 2-lb., baking grade, case 2 doz. | 3 50 | |
| Tins, 3-lb., baking grade, case of 2 doz. | 4 60 | |
| Tins, 5-lb., baking grade, case of 1 doz. | 3 90 | |
| Tins, 10-lb., baking grade, case of 1/2 doz. | 3 75 | |
| West Indies, 1 1/2, 48s | 5 00 | |
| West Indies, 2s, 36s | 4 00 | 4 25 |

**Lobsters are Up;
Other Lines Firm**

Toronto.

CANNED GOODS.—A new price on 1918 pack of lobsters has been named, the Mephisto brand, 48 1/2s being quoted at \$3.40 dozen, which represents an advance. Prices on salmon are not yet available but will, it is expected, be much higher. Stocks of jams are being reduced to prepare for arrival of 1918 pack and the same may be said of canned vegetables, which are moving forward in fair quantities. The new pack of peas is expected to reach 100 per cent. normal and tomatoes are reported as progressing favorably.

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

| | | |
|-----------------------|------|------|
| Salmon— | | |
| Sookeys, 1s, doz. | 4 00 | 4 50 |
| Sookeys, 1/2s, doz. | 2 40 | 2 50 |
| Alaska reds, 1s, doz. | 3 75 | 3 85 |
| Chums, 1-lb. tins | 2 35 | 2 60 |
| Do., 1/2s, doz. | 1 35 | 1 45 |
| Pinks, 1-lb. tins | 2 25 | 2 40 |
| Do., 1/2s, doz. | 1 25 | 1 35 |
| Cohoos, 1/2-lb. tins | 1 85 | 1 90 |

| | | |
|--|----------|----------|
| Cohoos, 1-lb. tins | 3 45 | 3 75 |
| Red springs, 1-lb. tins | 3 15 | 3 65 |
| White springs, 1s, dozen | 2 30 | 2 35 |
| Lobsters, 1/2-lb., doz. | 3 25 | 3 40 |
| Canned Vegetables— | | |
| Beets, 3s | 1 50 | 2 30 |
| Tomatoes, 2 1/2s | 2 50 | 2 75 |
| Peas, standard | 1 95 | 2 25 |
| Peas, early June | 1 95 | 2 32 1/2 |
| Beans, golden wax, doz. | 1 85 | 2 10 |
| Beans, golden wax, doz. | 1 85 | 2 45 |
| Asparagus tips, doz. | 3 42 1/2 | 3 45 |
| Asparagus butts | 2 00 | 2 02 1/2 |
| Corn, 2s, doz. | 2 45 | 2 65 |
| Pumpkins, 2 1/2s | 1 80 | 2 00 |
| Spinach, 2's, doz. | 1 82 1/2 | 1 85 |
| Do., 2 1/2's, doz. | 2 52 1/2 | 2 55 |
| Do., 10s, doz. | 7 55 | 7 57 1/2 |
| Succotash, No. 1, doz. | 2 00 | 2 35 |
| Pineapples, sliced, 2s, doz. | 3 17 1/2 | 3 20 |
| Do., shredded, 2s, doz. | 3 00 | 3 02 1/2 |
| Rhubarb, preserved, 2s, doz. | 2 07 1/2 | 2 10 |
| Do., preserved, 2 1/2s, doz. | 2 65 | 2 67 1/2 |
| Do., standard, 10s, doz. | 4 50 | 4 52 1/2 |
| Cherries, 2s | 2 60 | 2 90 |
| Peaches, 2s | 2 10 | 2 40 |
| Pears, 2s | 1 85 | 2 00 |
| Plums, Lombard, 2s | 1 80 | 1 75 |
| Plums, Green Gage | 1 80 | 1 95 |
| Raspberries, 2s, H.S. | 3 00 | 3 25 |
| Strawberries, 2s, H.S. | 4 12 1/2 | 4 15 |
| Strawberries, 2s, H.S. | 3 00 | 3 40 |
| Preserved Fruits, Pint Sealers— | | |
| Peaches, pint sealers, doz. | 3 40 | 3 45 |
| Jams— | | |
| Black currants, 16 oz., doz. | 3 00 | 3 40 |
| Do., 4s, each | 0 82 | 0 95 |
| Red currants, 16 oz., doz. | 3 45 | |
| Raspberries, 16 oz., doz. | 3 00 | 3 40 |
| Do., 4s, each | 0 95 | |
| Strawberries, 16 oz., doz. | 3 40 | |
| Do., 4s, each | 0 87 | 0 95 |

**Booking Business
Has Been Good**

Toronto.

DRIED FRUITS.—Booking business on dried fruits has been very satisfactory from all reports and confirmation of many orders placed has already come through. However, there is a very big tonnage not yet covered by confirmation and the outlook is that peaches and prunes will not come along in any too liberal quantities. Prices on these two lines are very high while raisins and apricots will be comparatively reasonable. The base price on prunes is over 2c higher than last year's basis and about 4c up on the average of the past fifteen years. With the additional packing charges, higher freight and exchange, to all of which must be added the same percentage of wholesale and retail profit, prices to the consumers, will range at very high figures.

| | | |
|---------------------------------|----------|----------|
| Apples, evaporated, Ontario | 0 19 | |
| Do., do., Nova Scotia | 0 17 | |
| Apricots, unpitted | 0 16 1/2 | |
| Do., fancy, 25s | 0 30 | |
| Do., choice, 25s | 0 25 | 0 27 |
| Do., standard, 25s | 0 24 | 0 26 |
| Candied Peels, American— | | |
| Lemon | | |
| Orange | | |
| Citron | | |
| Currants— | | |
| Grecian, per lb. | 0 26 | 0 28 |
| Australians, lb. | 0 30 | 0 35 |
| Dates— | | |
| Excelsior, kgs., 3 doz. in case | 6 50 | 6 75 |
| Dromedary dates, 3 doz. in case | 7 50 | 7 75 |
| Figs— | | |
| Taps, lb. | | |
| Malagas, lb. | | |
| Comadre figs, mats, lb. | 0 13 | 0 14 |
| Cal., 8 oz. pkgs, 20s, case | | 1 80 |
| Cal., 10 oz., 12s, case | | 1 40 |
| Prunes— | | |
| 30-40s, per lb., 35's, faced | 0 18 | |
| 40-50s, per lb., 25's, faced | 0 17 | 0 17 1/2 |
| 50-60s, per lb., 25's, faced | 0 16 | 0 16 1/2 |
| 60-70s, per lb., 25's, faced | 0 14 | 0 15 1/2 |
| 70-80s, per lb., 25's, faced | 0 13 | 0 14 |
| 80-90s, per lb., 25's, unfaced | 0 12 1/2 | 0 13 1/2 |
| 90-100s, per lb., 25's, unfaced | 0 12 | 0 13 |

| | | |
|----------------------------------|----------|----------|
| Peaches— | | |
| Standard, 25-lb. box | 0 15 1/2 | 0 17 |
| Choice, 25-lb. boxes | 0 13 1/2 | 0 19 |
| Fancy, 25-lb. boxes | | 0 22 |
| Practically peeled, 25-lb. boxes | | 0 22 |
| Extra fancy | | 0 23 |
| Raisins— | | |
| California bleached, lb. | 0 14 | |
| Valencia, Cal. | 0 10 1/2 | 0 10 1/2 |
| Valencia, Spanish | | |
| Seeded, fancy, 1-lb. packets | 0 12 1/2 | 0 13 1/2 |
| Seedless, 12-oz. packets | 0 11 | 0 12 1/2 |
| Seedless, 16-oz. packets | 0 14 1/2 | 0 15 |
| Seedless, bakers, Thompsons, 50s | 0 15 | 0 15 1/2 |

**Fine Teas Reported Scarce;
Demand Moderate**

Toronto.

TEAS.—Reports indicate that whereas heavy stocks of tea are available, it is the commonest varieties which are plentiful while the selection of fine teas is very limited. The demand for the cheaper grades is dull with finer grades enjoying a moderate demand at high prices.

| | | |
|---------------------------|------|------|
| Ceylon and Indias— | | |
| Pekoe Souchongs | 0 46 | 0 48 |
| Pekoes | 0 48 | 0 56 |
| Broken Pekoes | 0 56 | 0 58 |
| Orange Pekoes | 0 58 | 0 60 |
| Broken Orange Pekoes | 0 60 | 0 62 |
| Javas— | | |
| Broken Pekoes | 0 45 | 0 48 |
| Japans and Chinas— | | |
| Early pickings, Japans | | 0 50 |
| Second pickings | 0 40 | 0 48 |
| Hyson Thirds, lb. | 0 40 | 0 48 |
| Do., seconds | 0 50 | 0 55 |
| Do., sifted | 0 50 | 0 62 |

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 movement.

**Coffee Situation
Unchanged; Supplies Low**

Toronto.

COFFEE.—The coffee situation is unchanged, the market holding very firm though as yet unchanged locally. The question of supplies is increasingly difficult, shipments from South America having to depend largely on sailing vessels which show little disposition to face the possibilities of an encounter with the subs. This is having a tendency to reduce spot stocks though dealers locally are in fair shape to take care of their trade for some little time.

| | | |
|-----------------------|------|------|
| Coffee— | | |
| Bogotas, lb. | 0 33 | 0 36 |
| Guatemala, lb. | 0 29 | 0 31 |
| Maracaibo, lb. | 0 30 | 0 35 |
| Mexican, lb. | 0 32 | 0 36 |
| Jamaica, lb. | 0 31 | 0 36 |
| Blue Mountain Jamaica | | 0 46 |
| Mocha, Arabian, lb. | | |
| Rio, lb. | 0 24 | 0 29 |
| Santos, Bourbon, lb. | 0 30 | 0 32 |
| Chicory, lb. | | 0 25 |
| Cocoa— | | |
| Pure, lb. | 0 25 | 0 30 |
| Sweet, lb. | 0 18 | 0 20 |

**Renewed Interest
In Spice Movement**

Toronto.

SPICES.—After a month or six weeks of comparative quiet, interest in spices is again noticeable and sales in very good volume are being effected. Prices hold firm and unchanged with primary condition very strong.

| | | |
|----------|------|---------|
| | | Per lb. |
| Allspice | 0 18 | 0 20 |
| Cassia | 0 33 | 0 45 |
| Cinnamon | 0 45 | 0 55 |

| | | |
|---|------|------|
| Cayenne | 0 30 | 0 35 |
| Cloves | 0 75 | 0 85 |
| Ginger | 0 25 | 0 35 |
| Herbs — sage, thyme, parsley, mint, savory, marjoram | 0 40 | 0 70 |
| Mace | 0 90 | 1 10 |
| Pastry | 0 28 | 0 40 |
| Picking spice | 0 22 | 0 30 |
| Peppers, black | 0 43 | 0 46 |
| Peppers, white | 0 48 | 0 53 |
| Paprika, lb. | | 0 60 |
| Nutmegs, selects, whole, 100s | 0 45 | 0 48 |
| Do., 80s | | 0 55 |
| Do., 64s | 0 60 | 0 65 |
| Mustard seed, whole | 0 38 | 0 45 |
| Celery seed, whole | 0 60 | 0 65 |
| Coriander, whole | 0 25 | 0 28 |
| Caraway seed, whole | 0 90 | 1 00 |
| Cream of Tartar— French, pure | 0 95 | 1 05 |
| American high test | | |
| 2-oz. packages, doz. | 1 50 | |
| 4-oz. packages, doz. | 3 25 | |
| 8-oz. packages, doz. | 5 45 | |
| 8-oz. tins, doz. | 6 00 | |
| Tartarine, barrels, lb. | 0 21 | |
| Do., kegs, lb. | 0 23 | |
| Do., pails, lb. | 0 25 | |
| Do., 4 oz., doz. | 0 90 | |
| Do., 8 oz., doz. | 1 75 | |
| Do., 16 oz., doz. | 3 25 | |

**Nuts Holding Firm;
Supplies Locally Good**

Toronto.
NUTS.—The market on all lines of nuts remains firm locally. Walnuts were quoted a little lower in New York in one source but this is not general. There are few if any offering from France and reports are to the effect that there is little chance of shipments coming through, the outlook for the new crop being so poor. The new crop of almonds will be a fair one it is thought, with indications pointing to continued high prices, October shipments being quoted on same basis as spot deliveries. A shipment of filberts is reported in transit, prices will be high. Brazils show a higher tendency and there is great difficulty in securing owing to lack of transportation.

In the Shell—

| | | |
|--------------------------|------|------|
| Almonds, Tarragonas, lb. | 0 24 | 0 27 |
| Walnuts, Bordeaux | 0 25 | 0 27 |
| Walnuts, Grenobles, lb. | | |
| Walnuts, Manchurian, lb. | | |
| Filberts, lb. | 0 19 | 0 22 |
| Pecans, lb. | | 0 27 |
| Peanuts, Jumbo, roasted | 0 25 | 0 27 |
| Do., Fancy, roasted | 0 24 | 0 25 |
| Brazil nuts, lb. | 0 15 | 0 17 |
| Cocanuts, 100s | | 7 50 |

Shelled—

| | | |
|----------------------------|------|------|
| Almonds, lb. | 0 50 | 0 55 |
| Filberts, lb. | 0 40 | 0 45 |
| Walnuts, lb. | 0 75 | 0 82 |
| Peanuts, Spanish, lb. | 0 19 | 0 23 |
| Do., Chinese, 30-32 to oz. | | 0 18 |
| Brazil nuts, lb. | 0 68 | 0 75 |

**Lower Prices
Rule on Beans**

Toronto.
BEANS.—A lower range of quotations is general on beans, prices ruling for some time past not serving to move stocks very rapidly, and even at prices now named sales are within rather narrow channels.

| | | |
|--------------------------------------|------|------|
| Ontario, 1-lb. to 2-lb. pickers, bu. | 6 50 | 6 75 |
| Do., hand-picked | | 8 00 |
| Can. White Kidney Beans, bush. | | 9 00 |
| Rangoons, per bush. | | 6 50 |
| Japanese Kotenshi, per bush. | | 8 00 |
| Limas, per pound | 0 19 | 0 20 |

**Rice Holds Firm
and Unchanged**

Toronto.
RICES.—Prices have held firm and

unchanged on rices, with tapioca showing a little easier tendency. The future is one of decided uncertainty as regards supplies though present stocks locally are considered ample for some time to come. The present range of quotations follows:

| | | |
|-------------------------------|-------|-------|
| Texas, fancy, per 100 lbs. | 11 50 | 12 00 |
| Blue Rose Texas, per 100 lbs. | 11 75 | 12 50 |
| Anduras, fancy, per 100 lbs. | | 13 00 |
| Siam, fancy, per 100 lbs. | | 9 75 |
| Siam, second, per 100 lbs. | | 9 50 |
| Japans, fancy, per 100 lbs. | 10 75 | 11 75 |
| Japans, second, per 100 lbs. | 9 50 | 9 75 |
| Chinese XX, per 100 lbs. | 9 00 | 10 00 |
| Do., Simiu | | 11 50 |
| Do., Mujin, No. 1 | | 10 75 |
| Do., Pakling | | 10 25 |
| Tapioca, per lb. | 0 14 | 0 14½ |
| White Sago | 0 15½ | 0 16 |

**Package Goods Firm;
Sales Satisfactory**

Toronto.
PACKAGE GOODS.—All lines of package goods have held firmly during the week and jobbers report a very good sale of all kinds. Prices are unchanged at figures given herewith:

| | | |
|--|-------|-------|
| Cornflakes, per case | 4 00 | 4 25 |
| Rolled oats, round, family size, 20s | 5 60 | 5 75 |
| Rolled oats, round, regular 18s, case | 2 05 | 2 30 |
| Rolled oats, square, 20s | 5 60 | 5 85 |
| Shredded wheat, case | | 4 25 |
| Cornstarch, No. 1, pound cartons | 0 11½ | |
| No. 2, pound cartons | 0 10½ | |
| Starch, in 1-lb. cartons | 0 11½ | |
| Laundry starch, in 1-lb. cartons | 0 10 | 0 11½ |
| Do., in 6-lb. tins | | 0 13 |
| Do., in 6-lb. boxes | | 0 13 |
| Do., in 100-lb. kegs | | 0 11 |

**Likely Price of Honey
Around 22-24c lb.**

Toronto.
HONEY, MAPLE SYRUP.—Indications are that clover honey will sell around 22c to 24c per pound judging from prices being paid throughout the country. Conflicting reports as to the amount of honey to be marketed are going the rounds, though the feeling here is that a fair supply will be available. Maple syrup remains in an unchanged position, a very fair demand being apparent, and prices steady at figures shown herewith:

Honey—

| | | |
|---------------------------|--|--|
| Clover, 5 and 10-lb. tins | | |
| Do., 54s, case | | |
| 60-lb. tins | | |
| Buckwheat, 60-lb. tins | | |
| Comb, No. 1, fancy, doz. | | |
| Do., No. 2, doz. | | |
| Jars, 7-oz., doz. | | |
| Do., 10-oz., doz. | | |
| Do., 12-oz., doz. | | |
| Do., 16-oz., doz. | | |

Maple Syrup—

| | |
|-----------------------------------|-------|
| No. 1, 10-lb. tins, 6 to case | 15 10 |
| No. 2, 5-lb. tins, 12 to case | 17 10 |
| No. 3, 2½-lb. tins, 24 to case | 18 50 |
| No. 3, 32-oz. bottles, 24 to case | 16 70 |
| Gallon tins, Imperial, per gal. | 2 25 |
| 5-gallon tins, Imperial, per tin | 10 50 |
| Barrels, 25 or 40 Imp. gals., gal | 2 00 |

**Tendency Downward
in Many Local Lines**

Toronto.
FRUITS.—Local fruits are becoming more plentiful right along, and whereas prices are fairly high the tendency is downward. This is shown in a lower

scale of quotations on blueberries, currants, etc. A car of B. C. Windsor cherries is due this week and reported excellent quality. Local cherries are in light supply and slightly higher this week. Apples are coming from Delaware, transparents and early Williams offering, with California expected towards the end of the week. A few local peaches are to be seen with imported coming from Arkansas, and Texas and Georgia Elbertas due. Fair supplies of plums are coming but canning interests are absorbing large quantities. Bananas and oranges are in light supply, with prices firm

| | | |
|--|------|-------|
| Apples, transparent, per hamper | 3 25 | 3 50 |
| Do., Astrachans, box | | 3 00 |
| Bananas, per lb. | | 0 07 |
| Blueberries, per 11-qt. basket | 2 00 | 2 25 |
| Currants, black, 11-qt. basket | 2 50 | 2 75 |
| Do., red, basket | 1 25 | 1 50 |
| Cherries, 11-qt. basket | 1 00 | 1 75 |
| Do., 6-qt. basket | 0 75 | 1 00 |
| Do., B.C., Windsor, 35-lb. boxes | 5 00 | 5 50 |
| Gooseberries, 11-qt. basket | 1 50 | 1 75 |
| Do., 6-qt. basket | 0 60 | 0 75 |
| Grapefruit— California, case | 5 50 | 6 00 |
| Oranges— Valencias— 80s | | 7 00 |
| 96s | 7 09 | 7 50 |
| 100s | | 7 50 |
| 126s | 7 00 | 8 00 |
| 150s, 176s | 8 00 | 8 50 |
| 200s, 250s, 288s | | 8 50 |
| Lemons, Cal., case | 9 00 | 11 00 |
| Do., Verdilla | 9 00 | 10 00 |
| Peaches, Georgia, 6 bask. crate | 3 75 | 5 00 |
| Raspberries, per box | 0 28 | 0 30 |
| Strawberries, quarts | | 0 25 |
| California Fruit— Peaches, per box | 1 75 | 2 00 |
| Plums, according to quality and size, per box | 2 75 | 3 75 |

**Beans, Beets, Cabbage
Lower; Sales Heavy**

Toronto.
VEGETABLES.—Lower prices have been established on beets, beans and cabbage, along with other local lines which are now becoming more plentiful. Local potatoes are coming along in better supply, and tomatoes are also somewhat freer. Vegetable marrow made its appearance on the market for the first time this season. Canteloupes are coming from Arkansas, prices remaining high and offerings none too plentiful; Terre Haute are expected to ship about July 25. Early California onions are cleaning up; prices are high.

| | | |
|--|------|------|
| Beans, wax, basket | 0 60 | 0 75 |
| Beets, Canadian, doz. | 0 25 | 0 30 |
| Cabbage, Canadian, 30-36s, crates | 2 50 | 3 50 |
| Cantaloupes, Arkansas, standards, 45s | | 6 50 |
| Do., flats, 15s, case | | 3 00 |
| Carrots, dozen | 0 20 | 0 30 |
| Celery, Michigan, doz. | | 0 50 |
| Cucumbers, Canadian, basket | 2 00 | 2 50 |
| Lettuce, in boxes | | 0 50 |
| Mushrooms, basket | | 3 25 |
| Onions— California, 100-lb. bag | 5 00 | 5 50 |
| Peas, Canadian, 11-qt. basket | | 1 00 |
| Peppers, green, basket | 0 60 | 0 75 |
| Potatoes— Virginia, No. 1 | 7 00 | 7 50 |
| Do., No. 2 | | 4 25 |
| Do., Canadian, 11-qt. bask. | 0 65 | 0 75 |
| Tomatoes— Leamington, No. 1, basket | 2 00 | 2 50 |
| Do., No. 2, basket | 1 75 | 2 00 |
| Turnips, baskets | 0 40 | 0 50 |
| Vegetable Marrow, bask., 10-12. | 0 60 | 0 75 |

Flour Situation Remains Unchanged

Toronto.

FLOUR.—The situation is unchanged, a fair demand being reported and orders generally being taken care of satisfactorily.

War Grade—

| | |
|--------------------------------|-------------|
| Manitoba spring wheat..... | 10 95 |
| Ontario winter wheat | 10 95 11 10 |
| Blended, spring and winter ... | 10 95 |

Feed Situation Shows No Betterment

Toronto.

MILL FEEDS.—There is no improvement noted in the situation whatever, stocks generally reaching a pretty low point with prices unchanged.

| Mill Feeds— | Mixed cars ton | Small lots ton |
|--------------|-------------------|-------------------|
| Bran | \$35 40 | \$37 40 |
| Shorts | 40 40 | 42 40 |

Substitutes Hold Centre of Interest

Toronto.

CEREALS.—Substitutes continue to be the centre of interest in this market, the demand keeping up remarkably well while prices generally remain firm and unchanged. In some quarters a little firmer tone is noticeable in rolled oats on which quotations range from \$5.25 to \$5.50 per 90 pound sack.

| | Single Bag Lots F.o.b. Toronto |
|--------------------------------|-----------------------------------|
| Barley, pearl, 98s | 7 00 8 00 |
| Barley, pot, 98s | 5 50 6 25 |
| Barley Flour, 98s | 6 50 7 00 |
| Buckwheat Flour, 98s | 6 50 7 00 |
| Cornmeal, Golden, 98s | 6 00 7 00 |
| Do., fancy yellow, 98s | 5 00 |
| Corn flour, white, 98s | 5 80 6 50 |
| Graham flour, 98s | 6 00 7 00 |
| Hominy grits, 98s | 6 25 6 60 |
| Hominy, pearl, 98s | 6 25 6 60 |
| Rolled oats, 90s | 5 25 5 50 |
| Oatmeal, 98s | 5 75 7 00 |
| Rolled wheat, 100-lb. bbl..... | 6 75 7 00 |
| Rice Flour, per 100 lbs | 11 00 12 00 |
| Rye Flour, 98s | 7 50 8 00 |
| Peas, yellow, split | 10 00 10 50 |
| Blue peas | 0 11 0 15 |

Above prices give range of quotations to the retail trade.

week on account of a report gaining ground that the Government was prohibiting the canning of pork and beans for a while. There seems to be some ground for the report that beans can only be canned under special license, and that the tinplate is being reserved for canning fruits and vegetables. Considerable buying took place last week as a result of this report.

Cornmeal Advances \$1.00 Per Barrel

Winnipeg.

CORNMEAL.—Two weeks ago for some reason or another—probably due to a falling off in the demand—the cornmeal market took a drop. Last week however, it jumped again, the advance amounting to \$1 per barrel.

Rogers Syrup Sold Subject to Delay

Winnipeg.

SYRUPS.—Rogers syrup is being sold on this market, but subject to delay. All shipments are arriving late.

MANITOBA MARKETS

WINNIPEG, July 24. — Opening prices on a number of California dried fruits arrived this week, and caused some stir in the trade, as they were much higher than expected. In the case of prunes, the American Government have purchased a big block of these, taking the whole of four sizes. This has had the effect of stirring up business, and big sales have been made of 1917 prunes, where these could be obtained.

Some anxiety is being felt by holders of white beans, the market on which has dropped considerably. However, some holders are quite confident that the market will go back to where it was.

Demand in Winnipeg For 1917 Prunes

Winnipeg.

DRIED FRUITS.—Almost the only subject being discussed by the jobbing trade is dried fruits. Opening prices came in this week on California stuff, and the high prices quoted caused some confusion, especially in the case of prunes. Telegraph reports stated that the American Government had bought up the following sizes of California prunes: 50s, 60s and 70s. In view of this the report gained circulation that prices on prunes would likely be withdrawn, which had some effect on buying. There were some in the trade, however, who did not credit this statement, and were of the opinion that the rumor had been circulated to speed up sales. There was a brisk demand for 1917 crop of prunes, and in some cases jobbers were able to pick up large quantities of these. In the case of Oregon prunes, the Government is said to have taken two sizes, 50's and 60's. As regards peaches, reports state that growers have withdraw-

from the market. Heavy buying took place in Winnipeg.

APRICOTS.—Prices opened up quite low. Standards were 1½c under Standard peaches.

RAISINS.—The increase in price was less than on any other dried fruit. In the case of seedless raisins, the price is about the same as opening prices last year, but there is an advance of ½-1c on other lines. With increased freight rates and exchange, raisin prices will be on a higher level this year.

EVAPORATED APPLES.—There is a slight weakness to this market amounting to about ½c. The reason for this is probably that shippers are anxious to clean up their stocks before new apples come on the market, which will be in about two months' time.

CURRENTS.—Greek currants are coming on to this market at lower prices than Australian. There are some Australian in transit, the opening price of which is 4c higher than Greek currants can be laid down at. It seems therefore that these currants will have to be sold at a much lower figure.

Getting High Price For Maple Syrup

Winnipeg.

MAPLE SYRUP.—Prices opened very high this year, higher in fact than ever before, and are holding at that figure. The trade report that it is selling very freely in spite of the high price.

Scare Causes Demand For Pork and Beans

Winnipeg.

PORK AND BEANS.—Somewhat of a scare was caused on this market last

Feeling That Sugar Will Advance

Winnipeg.

SUGAR.—Redpath's sugar continues to sell at a low figure, viz, \$9.55 whereas other lines are selling as high as \$10.05. The opinion prevails among brokers that the price of sugar will shortly go up.

Market Higher on Rios and Brazil

Winnipeg.

COFFEE.—Brokers find it hard to say much about this market, as the real difficulty is in getting goods into the country. They state however, that the primary market on Rios and Brazils is higher.

Salmon Prices Not Yet Named

Winnipeg.

CANNED SALMON.—A few new prices have already been named, but the real opening prices have not arrived. Prices so far are rather high.

Considerable Easiness to Bean Market

Winnipeg.

BEANS.—The bean market is one of the most interesting of all the markets just now on account of the decline that has taken place during the last two weeks. Brokers state that stocks could be replaced for a cent less than the price they were bought at, and it looks as though everybody will have to take a loss unless the market goes up within the next month. It will be a month be-

Continued on page 57.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., July 23.—Leaf gelatine has advanced to \$1.85 pound. Jelly powders are quoted at \$1.10 and \$1.20 a dozen. Knox's Gelatine, No. 1 is selling at \$1.90 and \$2.00; No. 3, \$2.00 and \$2.10. Although the list price on lard remains the same some sizes can be bought below list. The supply of new laid eggs is falling off, being about fifty per cent. less than two weeks ago. Cases are selling at \$12.00 to \$12.50. Local potatoes are quoted at \$40.00 a ton, supplies light. Campbell's soups, block salt and wrapping paper slightly higher. Choice apricots, evaporated, are offering at from 21 to 29 cents, citron peel 49 cents.

CALGARY:

| | | |
|------------------------------------|----------|----------|
| Beans, small, lb. | 0 10 | 0 11 |
| Flour, 98s, per bbl. | 10 35 | 10 35 |
| Molasses, extra fancy, gal. | 1 15 | 1 15 |
| Rolled oats, 80s | 4 80 | 4 80 |
| Rice, Siam, cwt. | 8 50 | 9 50 |
| Rice, Japan | 10 50 | 12 50 |
| Rice, China, per mat, No. 1. | 5 10 | 5 10 |
| Do., No. 2 | 4 70 | 4 70 |
| Tapioca, lb. | 0 15 | 0 15 |
| Sago, lb. | 0 15 | 0 15 |
| Sugar, pure cane, granulated, cwt. | 10 60 | 10 60 |
| Cheese, No. 1, Ontario, large. | 0 25 1/2 | 0 25 1/2 |
| Butter, creamery, lb. | 0 45 1/2 | 0 47 |
| Do., dairy, lb. | 0 35 | 0 38 |
| Lard, pure, 3s, per case | 19 50 | 19 50 |
| Eggs, new-laid, case | 12 00 | 12 50 |
| Candied peel, lemon, lb. | 0 36 | 0 36 |
| Tomatoes, 2 1/2s, standard case. | 5 25 | 5 50 |
| Corn, 2s, standard case | 5 60 | 5 90 |
| Peas, 2s, standard case | 4 00 | 4 00 |
| Apples, gals., Ontario, case. | 2 80 | 3 00 |
| Strawberries, 2s, Ontario, case. | 7 50 | 8 10 |
| Raspberries, 2s, Ontario, case. | ..... | ..... |
| Apples, evaporated, 50s, lb. | 0 21 | 0 21 |
| Apricots, evaporated, lb. | 0 21 | 0 29 |
| Peaches, evaporated, lb. | 0 15 | 0 17 |
| Peaches, 2s, Ontario, case | 4 75 | 4 75 |
| Salmon, pink, tall, case | 9 00 | 10 25 |
| Salmon, Sockeye, tall, case | 16 25 | 16 25 |
| Do., halves | 17 00 | 18 25 |
| Potatoes, per ton | 40 00 | 40 00 |
| Oranges, Valencias, case | 7 50 | 8 00 |
| Lemons, case | ..... | 12 00 |

Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, July 23.—Regina city is facing a potato famine, no potatoes are on market. A number of cars of old stock from north of Edmonton have been ordered but have not yet arrived. The potato crop this year it is expected will be short. Imported new stock, one car of which arrived last week, sold as high as \$5 per bushel retail. New Orleans molasses quoted at 70 cents gallon at

Regina as compared with higher quotations on Barbadoes elsewhere. Rains have improved the crop prospects throughout the province.

REGINA—

| | | |
|------------------------------------|----------|----------|
| Beans, small white Japans, bu. | 7 75 | 7 75 |
| Beans, Lima, per lb. | ..... | ..... |
| Flour, standard, 98s | 5 20 | 5 20 |
| Molasses, extra fancy, gal. | 0 70 | 0 70 |
| Rolled oats, bails | 4 65 | 4 65 |
| Rice, Siam, cwt. | 9 25 | 9 25 |
| Sago and tapioca, lb. | 0 15 1/2 | 0 15 1/2 |
| Sugar, pure cane, gran., cwt. | 10 25 | 10 25 |
| Cheese, No. 1 Ontario, large. | 0 25 1/2 | 0 25 1/2 |
| Butter, creamery | 0 50 | 0 50 |
| Lard, pure, 3s, per case | 19 10 | 19 10 |
| Bacon, lb. | 0 47 1/2 | 0 47 1/2 |
| Eggs, new-laid | 0 30 | 0 32 |
| Pineapples, case | 5 75 | 5 75 |
| Tomatoes, 3s, standard case. | 5 35 | 5 35 |
| Corn, 2s, standard case | 5 05 | 5 05 |
| Peas, 2s, standard case | 4 20 | 4 25 |
| Apples, gal., Ontario | 2 60 | 3 50 |
| Apples, evaporated, per lb. | 0 19 1/2 | 0 19 1/2 |
| Strawberries, 2s, Ont., case. | 6 80 | 6 80 |
| Raspberries, 2s, Ont., case | 6 85 | 6 85 |
| Peaches, 2s, Ontario, case | 4 65 | 4 65 |
| Plums, 2s, case | 3 40 | 3 40 |
| Salmon, finest sockeye, tall, case | 15 50 | 15 50 |
| Salmon, pink, tall, case | 9 00 | 9 00 |
| Pork, American clear, per bbl. | 40 75 | 41 00 |

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, N.B., July 23.—The increasing scarcity of various lines and the difficulty in keeping up stocks is causing grocers some concern. Price tendencies continue upwards. Granulated cornmeal is no longer available in barrels owing to scarcity, packages are now selling at \$7.00 a bag; ordinary cornmeal easier, being quoted at \$3.65 to \$3.75. Eggs are again advancing, being quoted at 48c to 49c. Breakfast bacon lower and selling for 37c to 38c. Potato stocks are insufficient to meet the demand, and until new crop arrives; they are now selling at \$4.00 to \$5.00. Bermuda and Texas onions off the market. Kentucky onions, 100 pound bags are \$7.00 to \$7.25. There have been no Messina lemons on the market for some time; Californias are steady at \$10.00. Bananas easier, 7 1/2c to 8c per pound. California pears in crates are now offering at \$6.50. All dried fruits are advancing. Candied peel is difficult to secure.

ST. JOHN, N.B.:

| | | |
|-----------------------------------|-------|-------|
| Flour, No. 1 patenta, bbls., Man. | 12 05 | 12 05 |
| Cornmeal, gran., bags | 7 00 | 7 00 |
| Cornmeal, ordinary, bags | 3 65 | 3 75 |
| Molasses, extra fancy, gal. | 0 90 | 0 92 |
| Rolled oats, bbl. | 11 75 | 11 75 |
| Beans, yellow-eyed | 10 00 | 10 00 |
| Beans, Canadian, white | 9 50 | 9 50 |
| Rice, Siam, cwt. | 10 25 | 10 25 |
| Sago and tapioca, lb. | 0 18 | 0 19 |
| Sugar— | ..... | ..... |
| Standard, granulated | 9 35 | 9 40 |
| No. 1, yellow | 8 35 | 8 90 |

| | | |
|------------------------------|-------|----------|
| Cheese, N.B., twins | 0 25 | 0 25 |
| Eggs, case | 0 48 | 0 49 |
| Breakfast bacon | 0 37 | 0 38 |
| Butter, creamery, per lb. | 0 42 | 0 44 |
| Butter, dairy, per lb. | 0 38 | 0 40 |
| Butter, tub | 0 36 | 0 38 |
| Margarine | 0 30 | 0 32 |
| Lard, pure, lb. | 0 32 | 0 32 1/2 |
| Lard, compound | 0 27 | 0 27 1/2 |
| American clear pork | 61 00 | 64 00 |
| Beef, corned, 1s | 4 25 | 4 25 |
| Tomatoes, 3s, standard, case | 5 40 | 5 40 |
| Raspberries, 2s, Ont, case | 6 20 | 6 20 |
| Peaches, 2s, standard case | 4 40 | 4 40 |
| Corn, 2s, standard case | 5 00 | 5 00 |
| Peas, standard, case | 4 00 | 4 00 |
| Apples, gal., N.B., doz. | 4 00 | 4 00 |
| Strawberries, 2s, Ont., case | 6 20 | 6 20 |
| Salmon, Red, spring, cases | 15 00 | 15 00 |
| Pinks | 11 00 | 11 00 |
| Cohoos | 14 00 | 14 00 |
| Chums | 8 50 | 8 50 |
| Evaporated apples, per lb. | 0 18 | 0 19 |
| Peaches, per lb. | 0 19 | 0 19 |

Potatoes—

| | | |
|---------------------------------|----------|-------|
| Native, barrel | 4 00 | 5 00 |
| Onions, Kentucky, 100-lb. bags. | 7 00 | 7 25 |
| Lemons, Cal., Messina, case. | ..... | ..... |
| Oranges, Cal., case | ..... | 10 00 |
| Grapefruit, case | ..... | 7 50 |
| Bananas, per lb. | 0 07 1/2 | 0 08 |
| Plums, Cal., crate | 3 00 | 4 00 |
| Peaches, Cal., crate | 2 25 | 2 50 |

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C., July 23.—Business in wholesale circles continues very dull. There is a much smaller volume of local preserving than last year as jam factories are getting the bulk of the small fruit. Lard has made an unexpected drop of 1/2c and is now quoted at 32 1/2 tierces. Butter is firm with best grades very scarce and wholesaling at 57c to 58c with a promise of further advances. Margarine at 33c is in very light demand. Ne potatoes have settled down to 2 1/2c a pound.

VANCOUVER, B.C.:

| | | |
|---|----------|----------|
| Sugar, pure cane, gran., 100 lbs. | 9 45 | 9 45 |
| Flour, war grade, Manitoba, per per bbl., in car lots | 10 85 | 10 95 |
| Rice, Siam, No. 1, per ton | ..... | ..... |
| Do., Siam, No. 2. | 1 85 | 1 90 |
| Rice, China, 44 lb. mats, No. 1. | 1 90 | 1 95 |
| Do., No. 2 | 1 75 | 1 89 |
| Do., Japanese | 2 10 | 2 15 |
| Beans, Japanese, per lb. | 0 09 | 0 15 |
| Beans, B.C., white | 0 14 1/2 | 0 15 |
| Potatoes, per ton | 45 00 | 45 00 |
| Do., new, per lb. | 0 02 1/2 | 0 02 1/2 |
| Lard, pure, in 400-lb. tierces, lb. | 0 32 1/2 | 0 32 1/2 |
| Lard, compound | 0 20 1/2 | 0 20 1/2 |
| Butter, fresh made creamery, lb. | 0 57 | 0 58 |
| Cheese, Canadian | 0 26 | 0 26 |
| Margarine | 0 33 | 0 33 |
| Eggs, new-laid, in cartons, doz. | 0 54 | 0 54 |
| Oranges, box | 7 50 | 8 25 |
| Lemons | ..... | 10 00 |
| Salmon— | ..... | ..... |
| Sockeye, halves, flat case | 16 50 | 16 50 |
| Tall, case | 14 00 | 14 00 |
| Pinks, case | 8 25 | 10 25 |
| Chums | 7 50 | 9 00 |
| Cohoos | 11 00 | 13 00 |

PRODUCE AND PROVISIONS

Food Board Finds Weak Link in Fish

Canada Catches More Fish Than Canadians Consume — To Stimulate Production and Save Meat Foods it is Necessary to Develop More Skilled Retail Methods With Fish—Equipment is Required—A Call to Experts Contemplated

CANADIAN fishermen at present are catching more fish than Canadians can eat. This is a statement direct from the Food Board at Ottawa, but it must not be interpreted as a sign that there is a surplus of food for Canada to-day—whether fish food or the foods for which fish foods are recommended as a substitute. The statement simply means that the demand for fish in Canada is not by any means at its height yet, though it is a demand that is growing fast. Just as an instance take cod, one of the most valuable, and yet most plentiful catches made in Canadian waters.

A Food Board's Problem

Out of two hundred million pounds of cod caught by Canadian fishermen in a year Canadians eat only 5 per cent. The rest is dried, smoked, salted, or otherwise cured for export, and the cod goes far over the world.

This year there was almost a salt famine. The salt comes from Spain and other sources of supply over seas. Ships to carry the cargoes of salt were scarce. The period was in the midst of the first great transportation activity for U. S. troops across the Atlantic. To secure ships for the salt for Canada was imperative if the whole cod catching industry was to be saved from being a total failure. The salt has been secured—20,000 tons for Halifax; 35,000 tons for Gaspe; 2,000 tons for St. John, and other allotments in smaller measure. But it took full representation of the Canada Food Board, and the British Food Ministry to achieve the end owing to the call for ships for U. S. troops.

Supply Ahead of Consumption

The case of cod illustrates the importance of home consumption of fish in the country where it is produced, particularly as a patriotic measure for fish consumed in Canada need less curing, and no ships for export. The question is, might not the fish business become bigger within the borders of Canada, and what is needed to develop it is another question.



A profitable catch of Halibut

The Food Board is considering the matter, and endeavoring to stimulate the demand.

In an interview with E. O. Sawyer, Jr., director of the fish section of the Food Board Organization at Ottawa, CANADIAN GROCER was informed that the fullest investigation by the fish section officials has shown that the weak spot in the distribution of fish in Canada at the present time lies with the retailer.

Not the Right Equipment

"It's not entirely the fault of the retailer," remarked Mr. Sawyer, of the fish section—"his intentions are right. He is anxious to sell more fish, and to stimulate demand for still more, but he doesn't have enough of the proper facilities for handling and selling fish. It is necessary to succeed with fish sales, that the fish should be kept and offered in the finest condition, and having the most attractive appearance.

"This calls for equipment suitable for the purpose. The retailer must have

glass fronted and refrigerated show cases. To do the fish trade justice the retailer simply must have ice boxes, and show cases. Otherwise fish sales will not increase in Canada to any great extent. People will not buy what does not look good to them.

Plenty of Fish to Sell

"We can supply all demand for fish that may arise in Canada," said Mr. Sawyer, speaking for his section of the Food Board Organization. The fresh water fisheries of Canada alone are under need of special care as the supply of Canadian fresh water fish does not equal the demand, and the fishing is now close to the limit of safety, to exceed which would tend to deplete future supplies.

But in both fresh and salt water fish we can supply the trade sufficiently—more than sufficiently to meet the demand as regards salt water fish. Distribution has been arranged for. There are wholesale facilities in plenty to take

care of the supply. Only lack of proper equipment is retarding the retailer in his effort to co-operate with the Food Board and encourage the consumption of fish.

"Chain" Fish Store Chance

"There never was a better opportunity for some one who knows the fish business to establish a 'chain' of fish stores," said Mr. Sawyer, "but the great lack is for men who have been trained to take care of the stock of a fish store, to buy and store fish, and to sell them to the best advantage so as to bring customers back for more, and make a profit without having to make fish food expensive.

This requires training and experience, though any retailer can quickly learn to handle fish successfully by applying the obvious rules of cold storage, cleanliness and appetizing display.

Egg and Poultry Supplies Falling Off

Statistics Available Show a Marked Decline of Available Stocks in Storage as Compared With Last Year—May Result in Winter Shortage

SOME interesting statistics are available at the present regarding stocks of eggs and poultry in storage. In Ontario, while there is an improvement in holdings over those in hand on June 1, there is a very marked decline from the holdings in storage on the same date last year.

The feature of the United States produce markets during the week was the release of the Government and also the associated warehouse report showing the stocks of eggs in the storages on July 1st, compared with the same date last year. The effect on the market of the shortages as revealed in these reports had a very bullish tendency and prices generally advanced in sympathy. How far prices will advance will be determined by the profits allowed by the Government on eggs now in storage. As soon as the maximum profit allowed is reached there will be no incentive to hold for larger profits as is the case under normal conditions. The fact that some eggs have already been withdrawn for present consumption is evidence that prices have already reached a point where storage eggs can be sold to secure the maximum profit.

These American reports indicate a rather serious situation. Supplies going into storage are being limited through fear of Governmental interference with profits. The result as is noted has already been to cause withdrawal from storage with a consequent diminution of available winter stocks. Export business also may have an influence on the situation.

Cables continue to come to exporters on this side asking for quotations for future shipments, but no business is reported owing to the uncertainty as to ocean space.

The Department of Agriculture re-

turns on stocks of eggs held in storage in Ontario mark a decided decline.

| | |
|----------------------|-------------|
| July 1st, 1918—Fresh | 4,095 cases |
| Storage | 105,687 " |
| July 1st, 1917—Fresh | 110,782 " |
| Storage | 8,517 " |
| July 1st, 1918—Fresh | 146,851 " |
| Storage | 24,535 " |
| Decrease | 57,416 " |
| | 81,951 " |

In the United States conditions are somewhat similar as is demonstrated by the accompanying Government report:

| | |
|-----------------------------|-----------------|
| July 1st, 1918—483 storages | 6,569,946 cases |
| July 1st, 1918—462 storages | 6,501,860 " |
| July 1st, 1917—462 storages | 6,560,268 " |
| Decrease | 58,408 " |

The American Warehouse Association report of storage holdings shows a decrease of 620,000 cases July last as compared with the same date last year.

The Department of Agriculture reports little change in the poultry situation. Receipts have continued heavy, considering the season of the year, particularly is this the case with respect to fowl, which are generally coming alive. Broilers are more plentiful, but too many of them are small and in poor condition. Birds weighing 2 pounds to 2½ pounds are in good demand, but those under 2 pounds are not wanted and have to be sold at low prices to clear.

The United States poultry market has remained steady. Receipts of fowl are moderate and demand good. Broilers are more plentiful and prices easier. Storage stocks are about all gone and some fresh fowls have been taken off the markets for freezing purposes.

The United States Government storage report just issued shows a serious decrease in poultry held in storage. The figures are as follows:

| | |
|-----------------------------|-----------------|
| July 1st, 1918—292 storages | 17,935,671 lbs. |
| July 1st, 1918—239 storages | 6,441,850 lbs. |
| July 1st, 1917—239 storages | 42,352,716 lbs. |

Decrease 35,910,866 lbs.

THE "WHY" IN PRICE FIXING

The Canada Food Board in a little pamphlet issued recently put its position on the price fixing idea very clearly as follows:

"Why can't the Canada Food Board fix prices?"

Because no Board, no Government, can MAKE men do work that brings no profit. "Money makes the mare go."

No price of any commodity can be "fixed" steadily so long as COST OF LABOR can't be fixed. It has been found that prices have at times had TO BE RAISED TO BE FAIR. Fixed prices must always be above normal.

If the price of wheat were fixed too low, production would drop and the farmer would quit.

If prices of some foods were too low to encourage production they would disappear from the market. The burden would then fall on the remaining foods and their price would go up. THIS IS A FACT IN CANADA to-day.

THE ALLIES NEED FOOD. PRICE FIXING CANNOT WIN A VICTORY.

The only remedy within reach to-day is in saving and economizing the present stocks of food, and in DOUBLING, TREBLING and, if possible, quadrupling, this season's crop

Prices will drop when there is food enough for ourselves and the Allies.

WHAT IS A GROCERY STORE?

The question of early closing came up for discussion at the regular meeting of the grocers' section of the Montreal Retail Merchants' Association. M. Boileau, making a report upon early closing, said it would be practically impossible to make any headway toward deciding this question until it was definitely laid down in law what a grocery store really was. At present numerous restaurants and "delicatessen" stores were doing a thriving business along lines which should legitimately belong to the grocery trade, he declared. Unless these restaurants and stores would agree to close up at the same time as the grocers, or else dispense with selling groceries after the closing hours of the grocery stores, the trade would suffer measurably by the early closing.

As it will be necessary to wait until the Legislature convenes, to decide what a grocery store really is, not much hope was held out at the meeting for early closing before then. The committee, however, which has been studying the question, was instructed to continue its efforts toward a solution of the problem.

D. Cuderson, grocer, of St. James, Man., has removed to Winnipeg.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

I NTEREST for the week centres largely in live hogs and dressed meats. Live hogs show a firmer tendency, and prices have advanced 25c the latter part of last week and another 10c early this week, with even higher levels possible. Plain backs, Wiltshire bacon and fat backs, along with roast hams, are also somewhat stronger in some quarters.

Prices on fresh sea fish show some declines, haddock, halibut and market cod reaching lower levels, while other items on the list remained steady. The demand for all lines has been maintained on a very satisfactory basis.

Poultry prices have held unchanged, with the exception of broilers, on which the range has narrowed 2c per pound to lower levels. Receipts of poultry have been very fair and an improvement in the demand noticeable.

Butter remains firm and unchanged in price. Supplies are coming along quite freely, and storing being proceeded with accordingly. A decline of 5c per pound on dairy butter is reported on the Winnipeg market. Eggs remain high, with production light and sales quite free. Shipments from Western points continue to reach Eastern points, and help out materially in taking care of the demand. Cheese is steady and unchanged.

Live Hogs \$20, Supplies Still Light

Montreal.

PROVISIONS.—Receipts of live hogs continue to be light and the demand in relation to this has been fairly good. Prices are firmer this week with sales made at \$19.75 to \$20 per cwt. The demand for dressed hogs is not heavy and sales are made at \$27.50 to \$28. For cured and cooked meats the demand is even larger than it has been, the zenith of the holiday season bringing out the usual heavy sales. On all lines prices are well maintained, but there is no change to report on either bacon or cooked meats.

Hogs, dressed—

| | | |
|------------------------------|-------|-------|
| Abattoir killed, small | 26 50 | 27 00 |
| Do., heavy, 225-275 lbs..... | 24 00 | 24 50 |
| Hogs, live | 19 50 | |

Hams—

| | | |
|-----------------------------|------|------|
| Medium, smoked, per lb..... | 0 37 | 0 38 |
| Large, per lb. | 0 35 | 0 36 |

Backs—

| | | |
|------------------------|-------|-------|
| Plain | 0 42½ | 0 43½ |
| Boneless, per lb. | 0 45½ | 0 46½ |

Bacon—

| | | |
|-------------------------|-------|-------|
| Breakfast, per lb. | 0 43½ | 0 44 |
| Roll, per lb. | 0 33½ | 0 34½ |

Dry Salt Meats—

| | | |
|--------------------------------|-------|-------|
| Long clear bacon, ton lots... | 0 29 | 0 29½ |
| Long clear bacon, small lots.. | 0 29½ | 0 30 |
| Fat backs, lb. | 0 29½ | 0 30 |

Cooked Meats—

| | | |
|---------------------------------|------|------|
| Hams, boiled, per lb. | 0 51 | 0 52 |
| Hams, roast, per lb. | 0 52 | 0 52 |
| Shoulders, boiled, per lb. | 0 46 | |
| Shoulders, roast, per lb. | 0 48 | |

Barrel Pork—

| | |
|---------------------------------|---------|
| Canadian short cut (bbl.) | \$58 00 |
| Clear fat bacon (bbl.) | 60 00 |
| Short cut clear pork (bbl.) .. | 58 00 |
| Heavy mess pork (bbl.) | 55 00 |
| Bean pork (bbl.) | 54 00 |

Weakness in Demand For Lard is Marked

Montreal.

LARD.—It is some time since the use of lard was so confined as it now is. Just why this should be so is not clear, for the price of butter is higher by 6c to 7c than it was a year ago. Hot weather means less cooking with many and this may be a factor. There is very little movement at the present time and prices are held with no changes of any kind made.

Lard, Pure—

| | |
|---------------------------------|-------|
| Tierces, 400 lbs., per lb. | 0 31½ |
| Tubs, 60 lbs. | 0 32 |
| Pails | 0 32½ |
| Bricks, 1 lb., per lb. | 0 33½ |

Supplies Shortening Sufficient for Needs

Montreal.

SHORTENING.—Supplies here were altogether inadequate a while ago but the situation has changed a good deal. There is enough supply now to meet all requirements. This may be explained through the demand being smaller. Interest is really at a low ebb and the amount of trading done is small. Prices are unchanged.

Shortening—

| | |
|---------------------------------|-------|
| Tierces, 400 lbs., per lb. | 0 25¾ |
| Tubs, 50 lbs. | 0 26¼ |
| Pails, 20 lbs., per lb. | 0 26½ |
| Bricks, 1 lb., per lb. | 0 27½ |

Margarine Prices Hold Without Any Changes

Montreal.

MARGARINE.—Little has occurred to

give the market any different complexion than that characteristic of it for the past few weeks. Sales are light and made usually in moderate quantities to the trade. Some had expected the product to be in greater demand in consideration of the high price of butter. According to grade prices are as follows:

Margarine—

| | | | |
|--|-------|-------|------|
| Prints, according to quality, lb. | 0 29½ | 0 31½ | 0 32 |
| Bulk, according to quality, lb. | 0 28½ | 0 30½ | 0 31 |

Butter Still Firm; Receipts Somewhat Less

Montreal.

BUTTER.—While many in the trade expected that there would be a reduction in the price of butter after the June supply was marketed, this has not developed. The butter situation is, as a matter of fact, a more difficult one to determine than it has been for many years. Supplies are heavy here and receipts have exceeded those of last year to date by well nigh 30,000 packages. Buying has been free for storage purposes and no matter what the offerings were these were absorbed at splendid prices to the seller. This is still going on. There has been a decrease in receipts over previous weeks this season, but the quantities received still are large. Prices are from 7 to 8c a pound higher than they were at this date last year. Retail sales are well maintained.

Butter—

| | | |
|--------------------------------------|------|------|
| Creamery prints (fresh made) | 0 47 | |
| Creamery solids (fresh made) | 0 46 | |
| Dairy prints, choice | 0 38 | 0 40 |
| Dairy, in tubs, choice | 0 37 | |

Cheese Holds Steady But Receipts Lighter

Montreal.

CHEESE.—The interest of the produce men in cheese is not so great as it was some months ago. Profits are not what some feel they ought to be and from a trade standpoint there is little to report. Receipts have declined and in a comparative sense there is quite a falling off from last year's figures. There is a tendency on the part of many buyers to pay high prices and some are wondering where these purchasers are going to get off at. The high price of butter has doubtless had something to do with the decreased making of cheese as shown in the tables compiled from week to week. Retail demand is fair but at this season rather light.

Cheese—

| | |
|---------------------------------|-------|
| Large, per lb. | 0 23½ |
| Twins, per lb. | 0 24 |
| Triplets, per lb. | 0 24 |
| Stilton, per lb. | 0 27 |
| Fancy, old cheese, per lb. | 0 28 |

Not So Many Eggs and Prices Up 1c—2c

Montreal.

EGGS.—Continued high prices are the

feature. It is pretty safe to say that no farmer will market any stock which may be considered productive. Receipts here are smaller and it is very probable that the price ranges will still advance, for there has been an active buying right along. No storage stocks are being tapped yet, it is stated, but CANADIAN GROCER is informed that there were enquiries for some June eggs by a jobber during the week. The situation here is marked by an advance of from one to two cents per dozen on selects and new-laid, and even at this the market is firm and will probably be higher. Western stock has been coming to hand but in some instances the quality has apparently suffered to an extent in transit.

| | | |
|----------|------|------|
| Eggs— | | |
| Selects | 0 51 | 0 52 |
| New-laid | 0 47 | 0 48 |
| No. 2 | | 0 42 |

Less Live Poultry, All Prices are Held

Montreal.

POULTRY.—The demand is still active and sales are made without any difficulty at fully maintained prices. It is more than probable that even old stock is held by the farmers if they are producers at all, and as a consequence less old poultry is coming forward than for some weeks. Ducklings are obtainable still and these are popular and quickly picked up. All through prices are fully maintained and without change.

| | | |
|-------------------------|-------|----------------|
| | Live | Dressed |
| Young ducks, lb. | 0 45- | 0 50 |
| Old ducks (fat) | 0 25 | |
| Old ducks (thin) | 0 15 | |
| Broilers, ¾ lbs., pair | 0 40- | 0 45 |
| Turkeys (old toms), lb. | 0 28- | 0 38-0 38 |
| Turkeys (young) | | 0 40 |
| Geese | | 0 30 |
| Old fowls | 0 27- | 0 28-0 35-0 36 |
| Chickens (milk-fed) | 0 39- | 0 40 |
| Roasting chicken | | 0 37 |

Summer Fish Demand Is Seasonably Better

Montreal.

FISH.—It is evident that, while the summer season is a quieter one for fresh fish many of the other lines have been in more popular favor and demand than usual. The markets are ruling with less change than usual. Gaspé salmon is still to be had but the season is nearly over. Codfish, haddock, flounders and a few smelts are still in evidence and these are good sellers, but the greater demand at present is for the canned fish as these are used extensively by picnickers. Trade in prawns, oysters, clams and shrimps is reduced to a fine point. Greater use of some lines of smoked and cured fish is also reported from one source this year.

SMOKED FISH.

| | | |
|--------------------------------|------|------|
| Haddies (fresh cured) | 0 12 | 0 13 |
| Haddies, fillet | 0 18 | 0 19 |
| Smoked herrings (med.) per box | 0 22 | 0 24 |
| Smoked cod | | 0 12 |
| Bloaters, per box 60/100 | 1 50 | 1 75 |
| Kippers, per box 40/50 | 1 75 | 2 40 |

SALTED AND PICKLED FISH.

| | |
|-----------------------------------|-------|
| Haddock (per bbl.), 200 lbs. | 12 00 |
| Herring (Labrador), per bbl. | 12 00 |
| Herring (Labrador), ½ bbls. | 6 76 |
| Herring, No. 1 lake (100-lb. keg) | 5 25 |

| | |
|---|-------|
| Salmon (Labrador) per bbl. | 25 00 |
| Do., tierces | 35 00 |
| Salmon (B.C. Red) | 26 00 |
| Sea Trout, red and pale, per bbl. | 19 00 |
| Sea trout (½ bbls.) | 10 00 |
| Green Cod, No. 1, per bbl. (med.) | 15 00 |
| Green Cod (large bbl.) | 16 00 |
| Green Cod (small), bbl. | 12 00 |
| Mackerel, No. 1, per bbl. | 26 00 |
| Mackerel (½ bbls.) | 13 50 |
| Codfish (skinless), 100-lb. box. | 12 50 |
| Codfish, 2-lb. blocks (24-lb. case) | 0 17 |
| Codfish (Skinless), blks. "Ivory" Brd., lb. | 0 15 |
| Codfish, boneless, lb. (according to package) | 0 14 |
| Codfish, Shredded, 12-lb. box | 2 20 |
| Wels, salted | 0 12 |
| Pickled turbot, new, bbls. | 13 00 |
| Do., half barrels | 7 00 |
| Cod, boneless (20-lb. boxes), as to grade | 0 14 |
| Cod, strip (80-lb. boxes) | 0 17 |
| Cod, dry (bundles) | 12 00 |

SHRIMPS, LOBSTERS

| | |
|---------------------------------|-------|
| Lobsters, medium and large, lb. | 0 35 |
| Lobsters (boiled), lb. | 0 35 |
| Prawns, lb. | 0 30 |
| Shrimps, lb. | 0 30 |
| Scallops, per gallon | 4 00 |
| Oysters— | |
| Ordinary, gal. | 2 50 |
| Cape Cod shell oysters, bbl. | 14 00 |
| 5 gal. (wine) cans | 12 50 |
| 1 gal. (wine) cans | 2 25 |
| Oyster palls (pints), 100. | 1 50 |
| Oyster palls (quarts), 100. | 2 10 |
| Clams, med., bbl. | 10 00 |

FRESH FROZEN SEA FISH

| | |
|---------------------------|------------|
| Herring, large sea, lb. | 0 09 |
| Herring, frozen lake, lb. | 0 07 |
| Halibut | 0 19 |
| Halibut (medium) | 20 |
| Haddock | 08, 09 |
| Mackerel | 0 12, 0 13 |
| Cod—Toms | 3 00 |
| Cod steak, fancy, lb. | 09½, 10 |
| Salmon, Red. | 0 19, 0 20 |
| Salmon, pale | 14½, 15 |
| Salmon, Gaspé | 26 |

FRESH FROZEN LAKE FISH

| | | |
|-------------------|-------|-------|
| Pike, lb. | 0 09½ | 0 10½ |
| Perch | 0 12½ | 0 13 |
| Whitefish, lb. | 0 13 | 0 14 |
| Whitefish (small) | 0 09½ | 0 12½ |
| Lake trout | 0 18 | 0 20 |
| Wels, lb. | 0 12 | |
| Doree | 0 13 | 0 14 |

FRESH FISH

| | | |
|---------------------------|-------|------|
| Barbotte | 0 14 | 0 15 |
| Haddock | 0 08 | 0 10 |
| Steak cod | 0 09 | 0 10 |
| Market cod | 0 06½ | 0 07 |
| Carp | 0 09 | 0 10 |
| Dore | 0 18 | 0 20 |
| Lake trout | 0 19 | 0 20 |
| Brook trout | 0 38 | 0 40 |
| Pike | 0 12 | 0 13 |
| B.C. Salmon | 0 25 | 0 26 |
| Salmon (Gaspé) | 0 23 | 0 25 |
| Gaspereux, lb. | 0 06 | |
| Gaspereux, each | 0 04½ | |
| Gaspereux herring (100) | 4 00 | |
| Western Halibut | 0 24 | 0 25 |
| Eastern Halibut (chicken) | 0 23 | |
| Eastern Halibut (med.) | 0 25 | |
| Flounders | 0 08 | 0 10 |
| Perch | 0 09 | |
| Bullheads | 0 15 | |
| Whitefish | 0 19 | 0 20 |
| Whitefish (small) | 0 10 | 0 12 |
| Eels | 0 15 | |
| Mackerel, lb. | 0 13 | 0 14 |
| Smelts, No. 1 | 0 18 | 0 19 |
| Smelts, No. 2 | 0 11 | 0 12 |
| Smelts, No. 1 large | 0 24 | |
| Shad | 0 15 | 0 16 |

Live Hogs Advance; Meats Firm

Toronto.

PROVISIONS.—Live hogs registered an advance of 25c towards the end of last week and another 10c early this week to bring quotations on fed and watered to \$18.60 per cwt. The undertone to the market is very firm and all offerings are quickly absorbed. Dressed meats show a steadily firmer tendency

and quotations below show many slight revisions. Plain backs are higher and roast hams are also on the upward trend. A very satisfactory demand for all dressed meats is apparent and cooked meats are also going forward freely. Quotations now range as follows:

| | | |
|---|-------|-------|
| Hams— | | |
| Medium | 0 37 | 0 39 |
| Large, per lb. | 0 34 | 0 35 |
| Backs— | | |
| Plain | 0 43 | 0 45 |
| Trimmed, with rib in | | 0 47 |
| Boneless, per lb. | 0 47 | 0 50 |
| Bacon— | | |
| Breakfast, per lb. | 0 39 | 0 44 |
| Roll, per lb. | | 0 34 |
| Wiltshire (smoked sides), lb. | 0 37½ | 0 39 |
| Dry Salt Meats— | | |
| Long, clear bacon, av. 50-70, lb. | 0 30 | 0 31 |
| Do., aver. 70-100, lb. | | 0 28½ |
| Fat backs | 0 32 | 0 32½ |
| Cooked Meats— | | |
| Hams, boiled, per lb. | 0 51 | 0 53 |
| Hams, roast, without dressing, per lb. | 0 49 | 0 51 |
| Shoulders, roast, without dressing, per lb. | 0 47 | 0 49 |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | 54 00 | 56 00 |
| Short cut backs, bbl., 100 lbs. | 60 00 | 62 00 |
| Pickled rolls, bbl., 200 lb. | 57 00 | 59 00 |
| Hogs— | | |
| Dressed, 70-100 lbs. weight... | 28 00 | 29 00 |
| Live, off cars | | 18 85 |
| Live, fed and watered | | 18 60 |
| Live, f.o.b. | | 17 85 |

Firm Undertone to Lard Situation

Toronto.

LARD.—A very firm undertone to the lard situation is apparent, prices holding steadily at higher levels reached last week. The tendency seems to be towards maintaining present basis through period of light demand, but with resumption of brisk business towards fall a higher range of quotations is thought probable.

Lard, pure, tierces, 400 lbs., lb. 0 30 0 030½
In 60-lb. tubs, ¼-½c higher than tierces; palls ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Holds Steady; Light Demand

Toronto.

SHORTENING.—The market remains firm and unchanged, with indications pointing towards a well maintained basis of prices. The demand now is rather light and whereas no sensational advances are expected, an increasingly strong tone is considered likely with quotations reaching higher figures.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; palls, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Little Movement Noted in Margarine

Toronto.

MARGARINE.—There is a little movement noticeable in margarine but the demand is by no means heavy. Sales at this season of the year do not usually reach very large proportions. Prices are unchanged as follows:

| | | |
|--------------------------------------|--------|--------|
| Margarine— | | |
| 1-lb. prints, No. 1 | \$0 32 | \$0 33 |
| Do., No. 2 | 0 30 | 0 31 |
| Do., No. 3 | 0 27 | |
| Solids, 1c per lb. less than prints. | | |

Production Butter
Very Satisfactory

Toronto.

BUTTER.—Production continues to show a very satisfactory total and storing is being indulged in quite freely. The demand is very satisfactory, while prices remain firm and unchanged at the following figures:

| | | |
|----------------------------------|------|------|
| Creamery prints, fresh made ... | 0 45 | 0 47 |
| Creamery solids, fresh made | 0 45 | 0 46 |
| Dairy prints, choice, lb. | 0 40 | 0 41 |
| Dairy prints, lb. | 0 37 | 0 39 |

Eggs Still High;
Production Light

Toronto.

EGGS.—High prices reached last week for eggs have been firmly maintained without change. Production is light, and a considerable quantity of Western eggs continue to reach the local market, which helps in the matter of supplies materially.

Eggs—

| | | |
|----------------------------|------|------|
| New-laid, in cartons | 0 52 | 0 54 |
| Do., No. 1, dozen | 0 48 | 0 50 |

Cheese Still Selling
Freely; Prices Firm

Toronto.

CHEESE.—The movement of cheese maintains a very satisfactory level this week and dealers generally are welcoming the increased interest apparent in this commodity. There have been no new developments of particular interest. Prices hold firmly as follows:

Cheese—

| | | |
|--|-------|------|
| New, large | 0 23½ | 0 24 |
| Stilton (new) | 0 26 | 0 27 |
| Twins, ¼c lb. higher than large cheese. Trip-lets ½c lb. higher than large cheese. | | |

Broilers Slightly Easier;
Other Lines Steady

Toronto.

POULTRY.—A slightly easier tone is noticeable in broilers, prices being paid now ranging from 35c to 38c per pound. The demand for all lines of poultry shows improvement and receipts are increasing all the time. Quotations range as follows:

Prices paid by commission men at Toronto:

| | Live | Dressed |
|-------------------------------|-----------|-----------|
| Ducks | \$0 15-\$ | \$ |
| Duckling | 0 30- | |
| Turkeys | 0 25-0 28 | 0 30-0 35 |
| Roosters | 0 16-0 18 | |
| Hens, over 5 lbs. | 0 25-0 26 | 0 31-0 32 |
| Hens, under 5 lbs. | 0 20-0 23 | 0 27-0 29 |
| Chickens, Spring, 2 lbs. | | |
| or over | 0 35-0 38 | |
| Squabs, dozen | 4 50 | |

Prices quoted to retail trade:

| | | |
|------------------------|------|------|
| Hens | 0 28 | 0 32 |
| Chickens, Spring | 0 50 | 0 55 |
| Ducklings | | 0 40 |
| Turkeys | 0 36 | 0 40 |

Haddock Declines; Market
Cod Easier; Halibut

Toronto.

FISH.—A decline in the price of haddock, the Canada Food Board selection for this week's fish campaign, is record-

ed, prices ranging from 6½c to 7c per pound. An easier tone is also noticeable in market cod which are quoted at 7½c to 8c per pound. Halibut, which showed a firmer tone last week are down again this week. The demand for fish has kept up to a very satisfactory level, though hot weather usually means a dropping off of sales.

FRESH SEA FISH

| | | |
|---------------------------------|-------|-------|
| Brills, dressed, lb. | 0 10 | 0 10 |
| Cod, steak, lb. | 0 09½ | 0 10 |
| Do., market, headless, lb. | 0 07½ | 0 08 |
| Do., heads on | 0 07 | 0 07½ |
| Flounders, lb. | 0 08 | 0 10 |
| Flukes | | 0 15 |
| Halibut, medium, lb. | 0 21 | 0 22 |
| Do., chicken, lb. | 0 20 | 0 21 |
| Do., large | 0 20 | 0 21 |
| Haddock, heads on, lb. | 0 06½ | 0 07 |
| Herring, lb. | 0 05½ | 0 06 |
| Mackerel | 0 09 | 0 09½ |
| Plaice, dressed, lb. | | 0 10 |
| Soles, dressed, lb. | | 0 10 |
| Salmon, Red Spring, lb. | | 0 25 |
| Do., Restigouche, lb. | | 0 22 |
| Do., Saguenay, lb. | | 0 25 |

FRESH LAKE FISH

| | | |
|------------------------------------|-------|-------|
| Herring, dressed, lb. | 0 10 | 0 10½ |
| Do., Georgian Bay, round, lb. | 0 06½ | 0 07 |
| Trout, lb. | 0 15 | 0 16 |
| Whitefish, lb. | 0 14 | 0 15 |
| Frog's Legs, lb. | 0 16 | 0 50 |

Dairy Butter
Takes Big Drop

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market looks firm, although there have been liberal receipts. Prices are well sustained, also provision prices are steady. The hog market stood at 17¼c last week-end.

BUTTER.—Creamery market stands around 46c. This market is firm, but dairy is considerably weaker. There was a drop last week from 34-35c to 29-30c, due to lack of support from exporters. The trade do not seem to think that creamery will follow, but rather think that dairy will go back, and that this is only a fluctuation.

EGGS.—The egg market is firm with light receipts and heavy consumption. With meat so high, and curtailment of consumption by the Government, people have been eating more eggs. No. 1 candled are bringing 45-46c.

Hams—

| | | |
|----------------------|------|------|
| Light, lb. | 0 34 | 0 36 |
| Medium, per lb. | | 0 34 |
| Heavy, per lb. | | 0 33 |

Bacon—

| | |
|-----------------------------|------|
| Breakfast, select, lb. | 0 40 |
| Backs | 0 44 |

Dry Salt Meats—

| | |
|-------------------------------|------|
| Long clear bacon, light | 0 29 |
| Backs | 0 33 |

Barrelled Pork—

| | |
|----------------------|-------|
| Meas pork, bbl. | 52 00 |
|----------------------|-------|

Lard, Pure—

| | |
|-----------------|-------|
| Tierces | 0 30 |
| 20s | 6 30 |
| Cases, 5s | 18 52 |
| Cases, 3s | 18 60 |

Compound—

| | |
|-----------------------|-------|
| Tierces | 0 25½ |
| Tubs, 50s, net | 12 87 |
| Pails, 20s, net | 5 40 |

Cheese—

| | | |
|-----------------------------|------|-------|
| Ontario, large fresh | 0 24 | 0 24½ |
| Manitoba, large fresh | | 0 23½ |

Butter—

| | |
|--|-------|
| Fresh made creamery, No. 1 cartons | 0 46 |
| Fresh made creamery, No. 2 | 0 43½ |
| Margarine | 0 31 |
| Eggs, fresh, doz. | 0 45 |

WEEKLY MARKET REPORTS

Continued from page 51.

fore there is any big demand for beans again. On the other hand, there are brokers who are not concerned about this change in the market, who are quite content to hold their stocks, believing that the market will strengthen towards Fall. They cannot see any good reason why beans should be easy, and express the opinion that the easiness has been caused by holders who were unable to hold out any longer, and are willing to sacrifice their stocks.

Cherries 24 Pint, \$4;
Cucumbers Down \$2 Doz.

Winnipeg.

FRUIT AND VEGETABLES.—Good quality cabbage is being offered on this market at 7c per lb., this is rather high, but cheaper grades are being sold at 5½c. Cucumbers have dropped to \$2 per dozen. Onions are selling in sacks at \$5 a cwt. Cherries have declined all along the line—24 pint boxes now bring \$4, 16 lb. lug boxes \$3, four basket crates \$3. Plums have dropped to \$3, peaches to \$2, and apricots to \$2. Lemons still remain very high, being scarce, price is \$1 per case. Washington raspberries are arriving on the market, and are much higher this year, bringing \$5.75 per crate. The season is practically over.

| | |
|-------------------------------------|-------|
| Cucumbers, doz. | 2 00 |
| Cabbage, lb., local | 0 05½ |
| Potatoes, new, lb. | 0 05 |
| Beets, with heads on, hampers | 2 00 |
| Carrots, with heads, hampers | 2 00 |
| Turnips, cwt. | 2 00 |
| Head Lettuce, local, doz. | 0 50 |
| Tomatoes, Tennessee, crate. | 2 00 |
| Onions, silvers and yellows | 2 25 |
| Parsley, imported, doz. | 2 25 |
| Radishes, doz. | 0 65 |
| Parsley, imported, doz. | 0 75 |
| Green Onions, doz. | 0 25 |

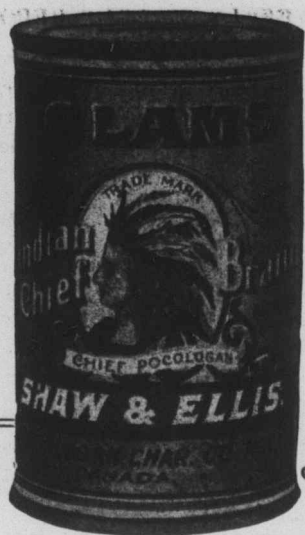
Fruits—

| | |
|---------------------------------------|-------|
| Apples, new, box | 4 25 |
| Oranges | 9 00 |
| Lemons, Cal. | 11 00 |
| Bananas, lb. | 0 08½ |
| Grapefruit, case | 6 50 |
| Cherries, 24 pt. | 4 00 |
| Do., 16-lb. lug boxes | 3 00 |
| Do., 4 bask. crate | 3 00 |
| Plums, new | 3 00 |
| Cantaloupes, flats, 15 to crate | 3 00 |
| Peaches, new | 2 00 |
| Apricots, new | 2 00 |
| Plums, new, box | 3 25 |
| Cantaloupes, flats, 15 to crate. | 3 50 |

Abnormal Demand
For Rolled Oats

Winnipeg.

FLOUR AND FEED.—Flour business is about normal, millers state. The demand for rolled oats is getting abnormal owing to the fact that millers are advertising this product as a substitute for flour. Some of the mills are beginning to wonder whether their stocks will last out until Sept 1 when the new crop comes in. Rolled oats is quoted in the city at \$4.60, and in the country, \$4.80. Feeds—The situation is still acute, and the trade do not realize how acute the situation really is.



Help Conserve Our Meat Supplies

“INDIAN CHIEF” BRAND CLAMS

offer your customers a dandy substitute—a sweet, pure, wholesome fish food that represents sensible meat substitution in its most economical and practical form.

You cannot recommend a better sea food than Indian Chief Brand Clams. They will open up on your customer's table just as sweet and just as fresh as the day they were taken from the clam beds.

Remind your trade, too, that Indian Chief Brand Clams are ready cooked. Heating to a simmer makes them ready to serve—a fact that will appeal to both the restaurant trade as well as to the housewife.

**Make Indian Chief Brand Clams a leader
in your fish department. It will pay you.**

Shaw and Ellis, Pocologan, ^{Charlotte} Co. N. B.

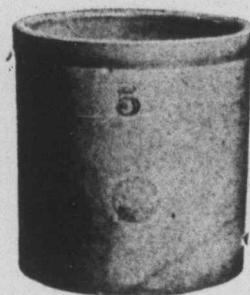
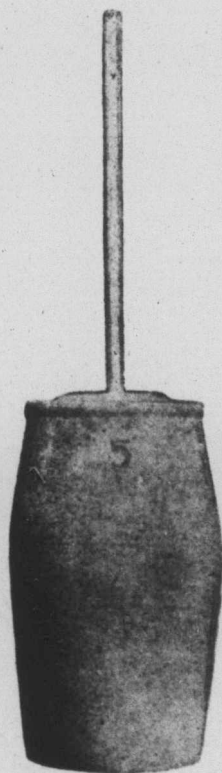
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We solicit your patronage and acquaintance, knowing we can supply your needs more economically and more satisfactorily than our foreign competitors.

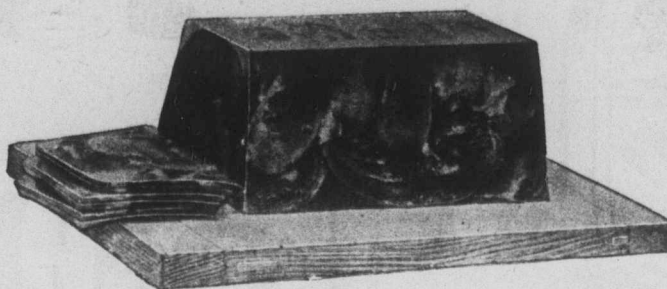
Write us for price list.

Medalta Stoneware, Limited
MEDICINE HAT, ALTA.



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

DAVIES JELLIED
PORK TONGUE



In 6 lb. Open
Tins

Tasty All-Meat Delicacies that make your counter tempting and keep your cash register on the go

HAVE a "Cold Luncheon" Counter—and feature *Davies Cooked and Jellied Meats*.

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

For the table—the summer cottage — the motor trip — the picnic party — *Davies Cooked and Jellied Meats* are just the thing for dainty dishes and tasty sandwiches.

Let us send you a trial order of these delicious cooked meats—just to prove to you what splendid sellers they are.

Light, nutritious, and *economical* because there's *no waste*. Every slice is saleable and good. Ask our Traveller, or send us your order by mail **TO-DAY**. *NOW'S the season!*

Davies Pork Tongue

Davies Roast Pork

Davies Cooked Pressed Pork

Davies Pork and Tongue

Davies Jellied Hocks

Davies Jellied Pork

Davies Ox Tongue

Davies Headcheese

(All sold in 6 lb. open Tins.)

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Peerless Quality*

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The rigid care exercised in the selecting of the fish, coupled with the sanitary, up-to-date factory methods, are a guarantee of uniform goodness in every can of Brunswick Brand Sea Foods.

Are you a Brunswick Brand dealer? The appended list will show you the lines we carry — and they're the sort of goods you need — quick sellers and customer pleasers.

How many in your first order?

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kipperd Herring
Herring in Tomato
Sauce Clams

Connors Bros., Ltd.
BLACK HARBOR, N.B.



*The Very Best
Egg
Substitute.*

*Pronounce It
"Real Egg"*

RELEG

Pronounce "REAL EGG"

We Want Agents

Eggs are expensive. These days the housewife will appreciate the quality and efficiency of Releg, plus the great saving afforded her.

We want live agents everywhere to display and push this perfect egg substitute, $\frac{3}{4}$ of a teaspoonful of which is equivalent to one egg.

Just order some and try it for yourself.

RELEG COMPANY, Regd.

34 King Street, Quebec, Canada

HEINZ

Canadian-American Food Products

57 VARIETIES

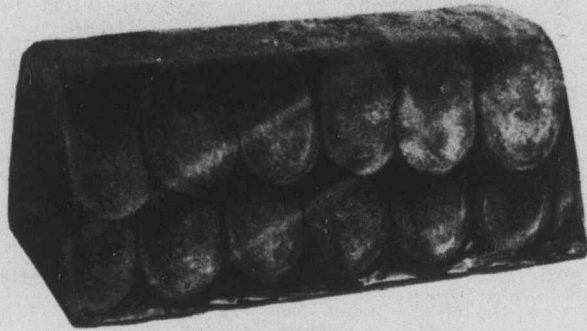
Canadian Factory, Principal Factory,
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TORONTO MONTREAL

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| Winnipeg | The Codville Co., Ltd. |
| Edmonton | The A. Macdonald Co. |
| Lethbridge | The A. Macdonald Co. |
| Calgary | Simington Co., Ltd. |
| Fernie, B.C. | Western Canada Wholesale Co. |
| Moose Jaw | The Codville Co., Ltd. |
| Saskatoon | The Codville Co., Ltd. |
| Vancouver | Kelly, Douglas & Co. |
| Victoria | Kelly, Douglas & Co. |

Three of the best for your Summer meat counter



Jellied Tongue—Be sure to show this. It is a particularly good summer line—one that will repeat quickly and often.



Ashland Cooked Specialty—Only choice pork trimmings go into this low-priced substitute for cooked ham. Also delicious when fried. Your customers are sure to like This Swift product.

Baked Luncheon Loaf
—Also known as Veal Loaf. Made of choice veal and beef trimmings, thoroughly oven baked and well seasoned. A splendid seller.



THE combination of Quality and Convenience embodied in these Swift Canadian Co.'s summer lines make them particularly popular with every good housewife—products you can recommend to every customer, even the most critical.

That's why they "repeat" and why dealers everywhere find them worth featuring regularly.

Swift Canadian Co.

Limited

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2's and 2½'s

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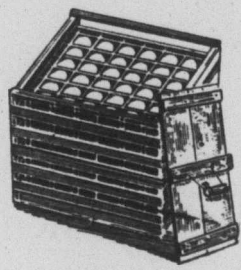
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W.C. Edwards & Co., Limited

OTTAWA, ONTARIO

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



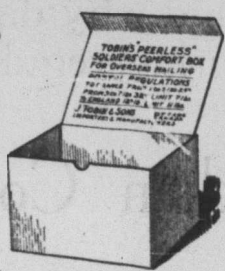
And
12 Doz.
Egg
Crates

The 12 Dozen Crate

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Tobin's "Peerless" Soldiers' Comfort Boxes

FOR OVERSEAS MAILING
7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.



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"Peerless" Overseas Boxes, Sanitary Containers and other French Specialties.

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SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

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ROYAL BAKING POWDER

| Size | Less than 10-case lots Per doz. |
|--------|---------------------------------|
| Dime | \$ 1 15 |
| 4-oz. | 1 65 |
| 6-oz. | 2 45 |
| 8-oz. | 3 10 |
| 12-oz. | 4 65 |
| 16-oz. | 5 90 |
| 2½-lb. | 14 60 |
| 5-lb. | 27 35 |

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.

JAMS

DOMINION CANNERS, LTD.

"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. \$3 00 |
| Blackberry | 3 20 |
| Currant, Black | 2 90 |
| Plum | 2 90 |
| Pear | 2 90 |
| Peach | 2 90 |
| Raspberry, Red | 3 30 |
| Raspberry and Red Currant | 3 00 |

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

| | Per doz. |
|------------------------------|----------|
| ½ Pts. Delhi Epicure | \$1 75 |
| ½ Pts., Red Seal, screw tops | 1 40 |
| Pts., Delhi Epicure | 2 75 |
| Pts., Red Seal | 1 90 |
| Qts., Red Seal | 2 85 |
| Qts., Lynn Valley | 2 75 |

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe Quaker

| | Per doz. |
|---|----------|
| Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case | \$0 95 |
| 1's Baked Beans, Flat, Plain, 4 doz. to case | 1 15 |
| 1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case | 1 25 |
| 1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case | 1 35 |
| 1½'s (20-oz.) Plain, per doz. | 1 65 |
| Tomato or Chili Sauce | 1 90 |
| 2's Baked Beans, Plain, 2 doz. to case | 1 95 |
| 2's Baked Beans, Tom. Sauce, tall, 2 doz. to case | 2 30 |
| 2's Baked Beans, Chili Sauce, tall, 2 doz. to case | 2 30 |
| 2½'s Tall, Plain, per doz. | 2 75 |
| Tomato or Chili Sauce | 3 20 |
| Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.). \$12; plain, \$10. | |

"AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|--|----------|
| Tumblers, Vacuum Top, 2 doz. in case | \$1 90 |
| 12-oz. Glass, Screw Top, 2 doz. in case | 2 25 |
| 16-oz. Glass, Screw Top, 2 doz. in case | 2 75 |
| 16-oz. Glass Tall, Vacuum 2 doz. in case | 2 75 |
| 2's Tin, 2 doz. per case | 3 00 |
| 4's Tin, 12 pails in crate, per pall | 0 60 |
| 5's Tin, 8 pails in crate, per pall | 0 84 |
| 7's Tin or Wood, 6 pails in crate | 1 15 |
| 7's Tin or Wood, 4 pails in crate, per lb. | 0 10 |
| 80's Tin or Wood, one pall crate, per lb. | 0 10 |

BLUE

| | |
|----------------------------------|-------|
| Keen's Oxford, per lb. | 0 22 |
| In cases 12—12 lb. boxes to case | 0 21½ |

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

COCOA—

| | |
|---|--------|
| Empire Breakfast Cocoa, 2 doz. in box, per doz. | \$2 45 |
| Perfection, ¼-lb. tins, doz. | 2 45 |
| Perfection, ¼-lb. tins, doz. | 1 95 |
| Perfection, 10c size, doz. | 0 95 |
| Perfection, 5-lb. tins, per lb. | 0 87 |

(Unsweetened Chocolate)

| | |
|---|----|
| Supreme Chocolate, 12-lb. boxes, per lb. | 30 |
| Supreme Chocolate, 10c size, 2 doz. box, per doz. | 90 |
| Perfection chocolate, 10c size, 2 doz. in box, per doz. | 90 |

SWEET CHOCOLATE—

| | Per lb. |
|--|---------|
| Queen's Dessert, 10c cakes, 2 doz. in box, per box | 1 80 |
| Diamond Chocolate, 7's, 4-lb. boxes | 1 10 |
| Diamond, 6-lb. boxes | 30 |
| Diamond, ¼s, 6-lb. boxes | 0 30 |

CHOCOLATE CONFECTIONS

| | Per doz. |
|--|----------|
| Milk medallions, 5-lb. boxes | 0 50 |
| Nonpareil wafers, 5-lb. boxes | 0 25 |
| Chocolate Beans, 5-lb. boxes, per lb. | 0 35 |
| Chocolate Emblems, 5-lb. boxes, per lb. | 0 35 |
| Chocolate ginger, 5-lb. boxes | 0 45 |
| Milk chocolate wafers, 5-lb. boxes | 0 40 |
| Lunch bars, 5-lb. boxes | 0 40 |
| Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box | 0 50 |
| Almond nut bars, 24 bars, per box | 0 75 |
| Maple Buds, 5c pkgs., 4 doz. in box, per doz. | 1 80 |
| Filbert Nut Bars, 24 in box, per box | 0 90 |
| Ginger Bars, 24 in box, per box | 0 95 |
| Pineapple Bars, 24 in box, per box | 0 95 |
| Regal Milk Chocolate Bars, 24 in box, per box | 0 95 |
| Puffed Rice Bars, 24 in box, per box | 0 95 |
| Queen's Dessert Bars, 24 in box, per box | 0 95 |
| Maple Leaf Bar, 24 in box, per box | 0 95 |

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(Formerly Geo. E. Bristol & Co.)

HAMILTON

Shipment, new pack, Choice Red Spring Salmon, 48 1-lb. tall tins, due in ten to fifteen days.

This is part of a limited early pack. Get your orders in for your summer trade before it is cleaned up. One-lb Red Salmon is almost unobtainable.

BRISTOL, SOMERVILLE & CO.

Canadian Food Control License No. 6-058

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A Pair of Summer Repeaters

Royal Salad Dressing and Royal Mayonnaise

Sell your customers these two high-class products. They will thoroughly approve of the unimpeachable good quality of the Two Royals.

You will find repeats the daily rule when once the housewife gets acquainted with ROYAL SALAD DRESSING and ROYAL MAYONNAISE.

Keep your stock on display.

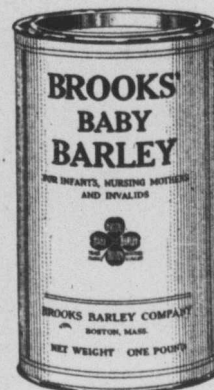
HORTON-CATO MFG. CO.
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This is the barley

—that, because of its purity, freshness and high quality has won the endorsement of the highest Infant Specialists.

BROOKS' Baby Barley

Fast Seller. Good Profits. Satisfied Customers.



Order from your wholesaler.

Three Sizes

| | | |
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| 1/2 lb., | per doz. | - \$ 2.30 |
| 1 " | " " | - 3.80 |
| 3 1/2 " | " " | - 11.50 |

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The New Season's Pack

Delicious, Wholesome, Pure: The best Jams to stock for bigger sales and better pleased customers. Let Furnivall's dominate your jam displays.

FURNIVALL-NEW, Limited
Hamilton, Canada

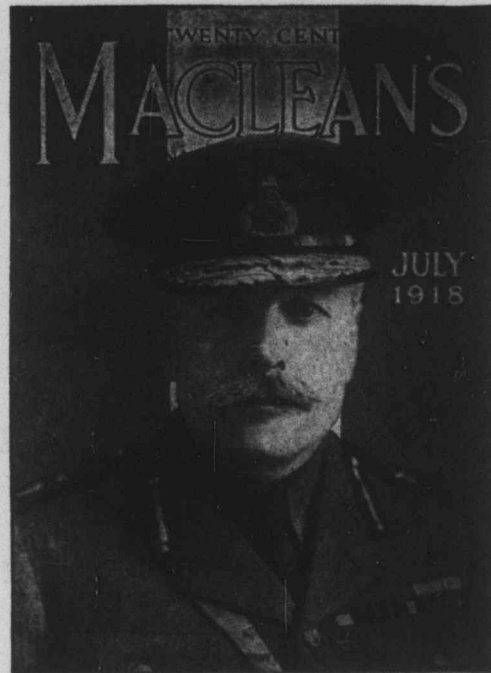
If any advertisement interests you, tear it out now and place with letters to be answered.

Just where do we stand?

CANADIANS are beginning to wonder where we stand with reference to our place in the Empire after the war. Are we to rank as full partners in this grand, big, going concern? Are we to pay our share of the upkeep of the navy? If not, what is to be our status?

Recognizing the growing interest in this problem, the editors of MACLEAN'S decided to devote the July issue to Imperial topics. It offers articles on various phases of our Imperial problem—articles which will have a particular interest at this time when Sir Robert Borden is in London in consultation with the leaders of the Imperial Government.

The July issue contains, besides, a cluster of other big features—readable, fearless and strong. Here are a few of the best:



Field-Marshal Sir Douglas Haig.

Imperial Topics

- "Pocketing Our Imperial Pride" By H. G. Wells
- "Canada's New Place in the Empire" By Prof. P. M. Kennedy
- "Living Up to Our Reputation" By Agnes C. Laut

The War - -

- "Your Old Uncle Sam is Coming Right Back of You" By Lieut.-Col. J. B. Maclean
- "Stemming the Teuton Tide" By Geo. Pearson

Fiction - -

- "The Strange Adventure of the Open Door" By Arthur Stringer
- "The Three Sapphires" - By W. A. Fraser
- "The Torby Tragedy" - By A. C. Allenson
- "The Magic Makers" - By Alan Sullivan
- "Len ix Ballister—Diplomat" By Archie P. McKishnie

All the regular features as well—Review of Reviews, The Best Books, The Business Outlook, The Investment Situation, Women and Their Work.

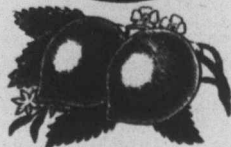
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A delicious sauce with a customer-pleasing record. We still supply it at pre-war prices.

The following are all good sellers: Imported English Malt Vinegar, Sardines, French Olive Oil, Custard Powders (any flavor), Ground Rice, Rice Flour and Potato Flour.

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**NEW CONDITIONS
ARE ARISING IN
ALL TRADES**

MERCHANTS are Buying More Carefully Than Ever Before. The words you have just read in the heading of this are taken direct from the current issue of THE FINANCIAL POST, issue of July 20th. You do not need to be told that the articles so headed on page 1 of THE POST is a business news article of the utmost importance to every business man, wholesale, retail, or manufacturing. It tells what new conditions are arising in the business life of Canada: it tells what effects they are producing on output and products: it gives trade figures of immense importance. You would have to look far to find a clearer, more enjoyably business-like statement of the situation in Canadian affairs to-day as they affect or may affect your own business. And this is only one of a great range of business news articles as valuable to you which are contained in THE POST of July 20th.

Western Crops and Business

There are, for instance, the special articles by experts on the spot dealing with Western Wheat crop situation, which, as you know, is causing real anxiety to-day, and already affecting business outlook. Alert earlier than other financial or business newspapers to the state of affairs, THE FINANCIAL POST has sent its editor, J. W. Tyson, right out to the centres of Western Wheat business and production, besides having direct wires regularly and specially from E. Cora Hind, of Winnipeg, and the expert editorial contributions on affairs agricultural by F. M. Chapman, editor of the "Farmers' Magazine." Such editorial strength makes THE POST'S business news on the Western situation unrivalled in accuracy and range. Mr. Tyson's articles commence in the July 20 issue. His first article is dated from Saskatoon. Get a copy of THE POST now, and read it, and follow this exceptionally informative service of first-hand news of Western conditions from the business point of view. Note also these other contents of the current issue of THE POST:—**Millers Meet Food Board—Situation as to Substitute Flours.**

- The Railway Situation—Increased Rates Won't Make Wages.**
- West's Latest Crop Report — Not Reassuring.**
- British Manufacturers Building Up Overseas Trade.**
- Holdings of U.S. Steel in Canada at Record Level.**
- Montreal Street Railway Defers 10 Per Cent. Dividend.**
- Canadian Car Meeting Was Quite Peaceful.**
- Are Food Cards Coming?—Food Controller's View.**
- Prepared Paint Advance Due to Linseed Oil Strength.**
- Brazil as Field of Export for Canadian Attention.**
- Bank Clearings Are 4 Per Cent. Ahead of Last Year.**
- Taking the Bank to the Farmer by the Auto Route.**
- Liability for Advice Given by Bank Managers.**
- Tax Rates Are on the Jump Over the Dominion.**
- June Fire Losses in Canada and U.S.A. Heavy.**
- Canada's Fire Waste May be Much Reduced.**
- Dominion Lands Act Amendments Advantageous.**
- Co-Operation to Meet Problems of Capital and Labor.**

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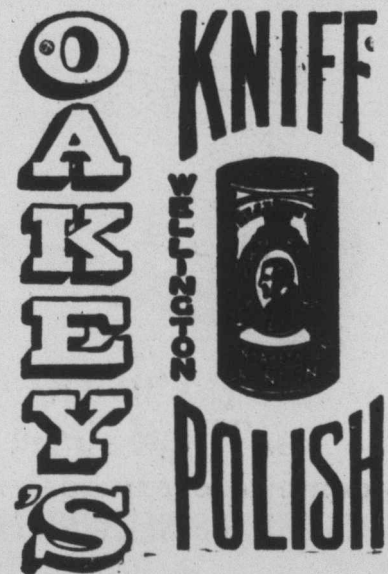
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The excellent results that MATHIEU'S NERVINE POWDERS always give in cases of La Grippe, Headache, Sleeplessness, Neuralgia, etc., place them high in the estimation of people who try them once.

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CALIFORNIA RIPE OLIVES DEL MONTE BRAND

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No. 16 Jar
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| Canada First, 12-oz. family (48 cans per case) | 5 50 |
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Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25;

Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65;

Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65;

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1.40. Beef—½s, 75c; 1½s, \$1.40.

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Tomato Ketchup—8s, \$2.35; 12s, \$2.80; 16s, \$3.50.

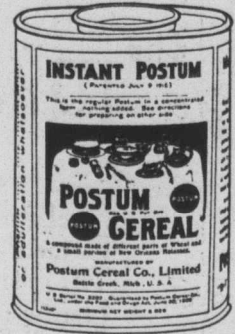
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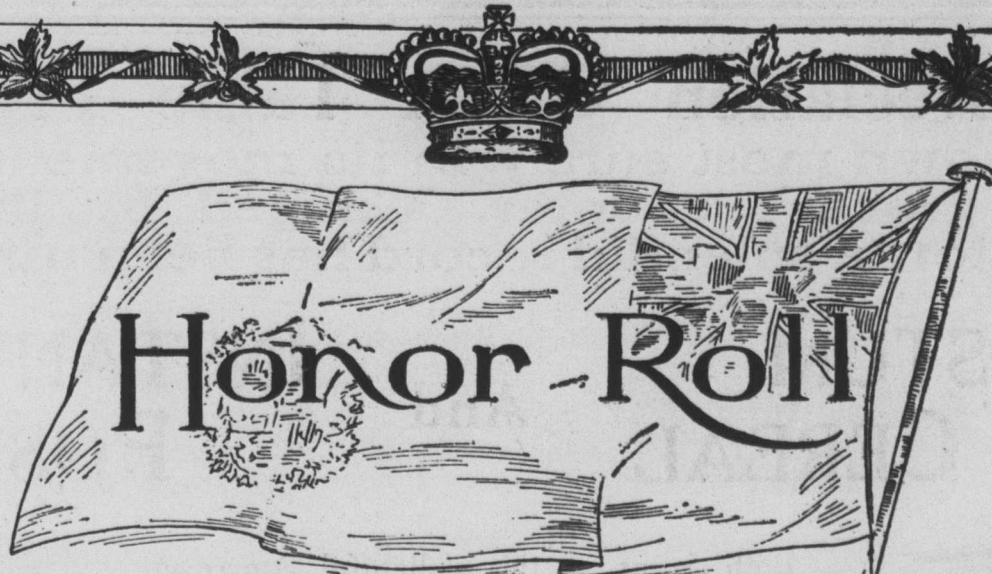
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We are receiving shipments from some of the best and largest growers in the district, and with the present warm weather we look for large shipments by the end of the week.

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You cannot make any mistake by ordering a case or two for your week-end trade. Quality never was better.

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*Poultry Foods, Canary
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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 remittances cannot be acknowledged.

WANTED

SITUATION WANTED

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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, 113 Sumach St., Toronto.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS SELL- ing Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

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.

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Leaking pots are common in every home.

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