

CANADIAN GROCER

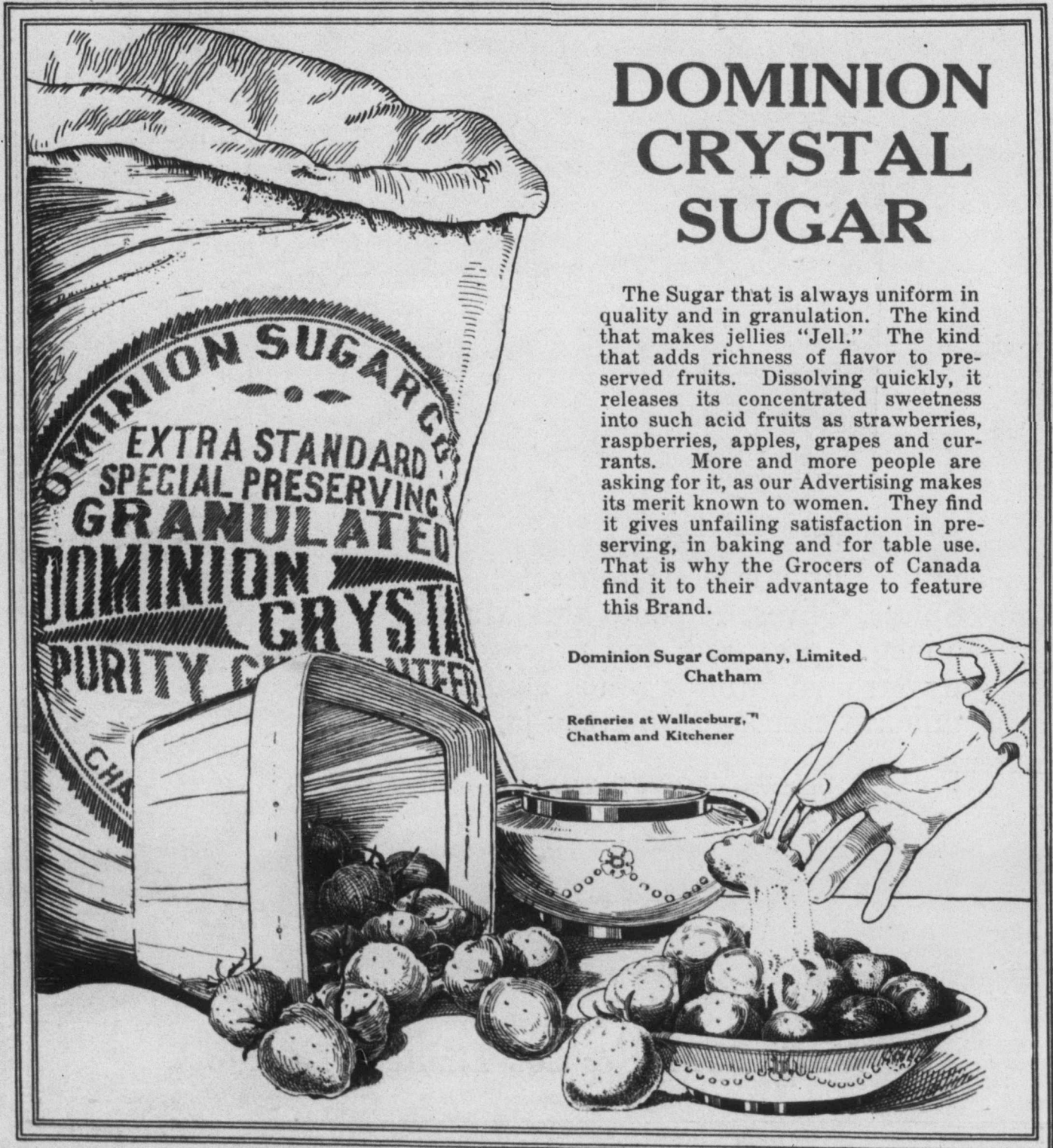
Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, AUGUST 8, 1919

No. 32



The illustration shows a large sack of Dominion Sugar on the left, with its top open. The sack is labeled 'DOMINION SUGAR CO.', 'EXTRA STANDARD', 'SPECIAL PRESERVING', 'GRANULATED', 'DOMINION CRYSTAL SUGAR', and 'PURITY GUARANTEED'. A hand is shown pouring the sugar from the sack into a bowl of strawberries. In the background, a wooden crate is also filled with strawberries. The scene is set on a table with a decorative bowl.

DOMINION CRYSTAL SUGAR

The Sugar that is always uniform in quality and in granulation. The kind that makes jellies "Jell." The kind that adds richness of flavor to preserved fruits. Dissolving quickly, it releases its concentrated sweetness into such acid fruits as strawberries, raspberries, apples, grapes and currants. More and more people are asking for it, as our Advertising makes its merit known to women. They find it gives unfailing satisfaction in preserving, in baking and for table use. That is why the Grocers of Canada find it to their advantage to feature this Brand.

Dominion Sugar Company, Limited
Chatham

Refineries at Wallaceburg,[™]
Chatham and Kitchener

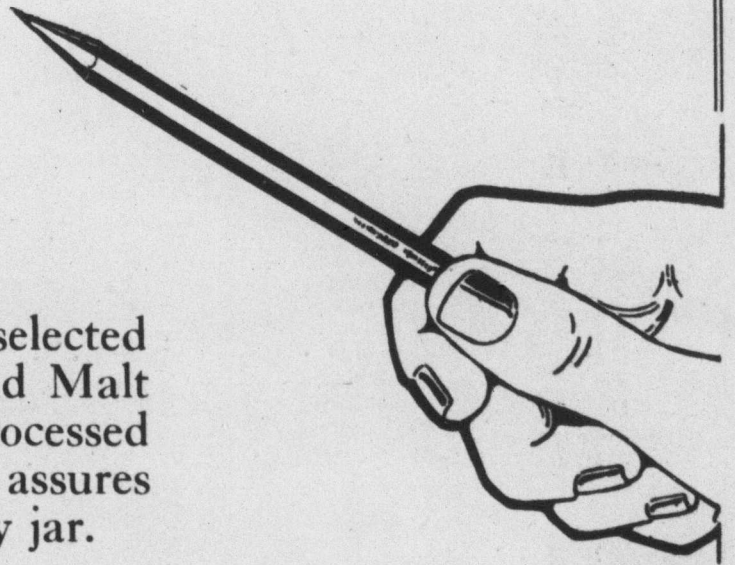
Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested

Has a Real Appetizing Appeal

JEFFRESS' BLUE SEAL Olive Butter



One taste suggests another. Even the tired summer appetite cannot resist the delicate piquancy of this wholesome sandwich filler.



Olive Butter is made from selected Spices, Olives, Pimento and Malt Vinegar prepared and processed by our own formula which assures uniform excellence in every jar.

You can sell Olive Butter to good advantage. Try it yourself and know why it's such a "repeater."

E. W. Jeffress, Limited

WALKERVILLE, ONTARIO

Distributors:

W. G. Patrick & Co., Limited, Toronto



Borden's

MILK PRODUCTS LEAD IN QUALITY

Their Popularity Is Buildded Upon A Seventy Years' Quality Record

There is no other line of milk products more widely known or more popular than Borden's.

Across the continent, in every community, Borden milk products are being sold all day every day to housewives who recognize in them all that good milk products should be.

Are you helping to supply the Borden demand? Your stock is never complete without an ample supply of these money-makers.

AT YOUR WHOLESALERS

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

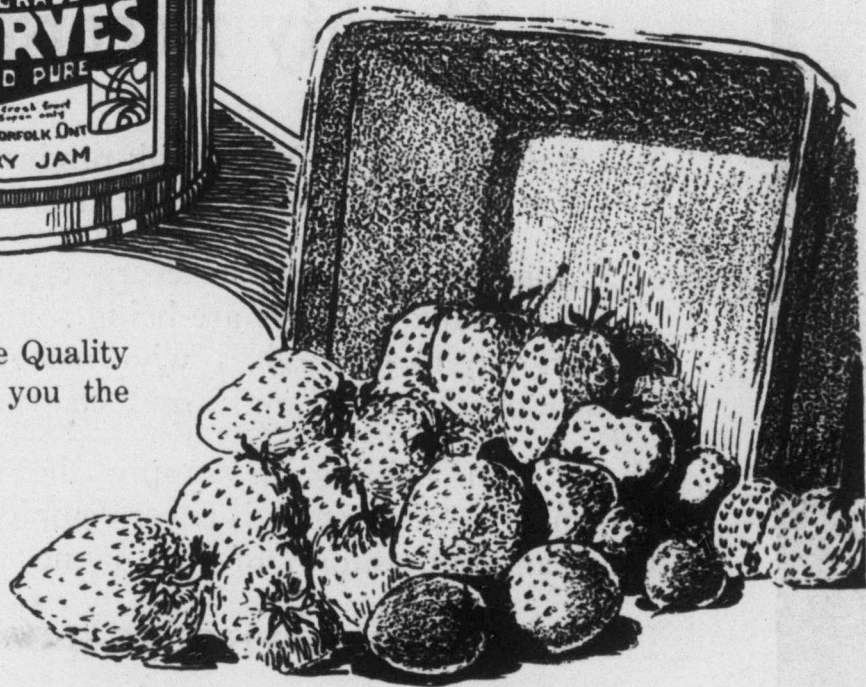
VANCOUVER

Have We Filled Your Order?
St. Williams Strawberry Jam

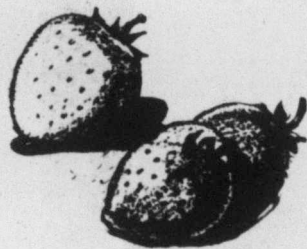


**1919
 PACK**

We guarantee the Quality
 that guarantees you the
 repeat sales.



St. Williams Fruit Preservers, Limited
 Simcoe and St. Williams, Ont.



MACLURE & LANGLEY, LTD.

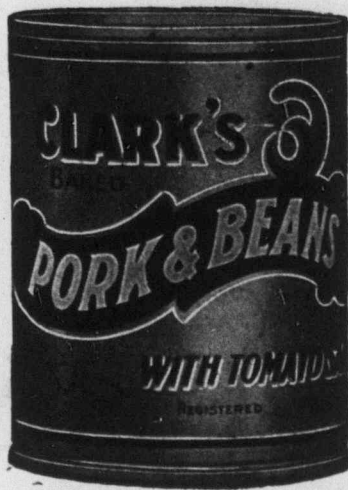
Distributors

Montreal

TORONTO

Winnipeg

CLARK'S PORK AND BEANS

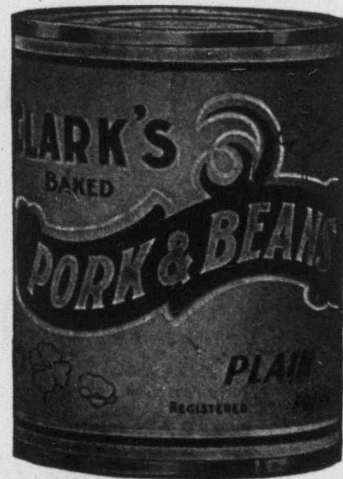


with Tomato, Chili or Plain Sauce.

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

REASONABLE COST

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



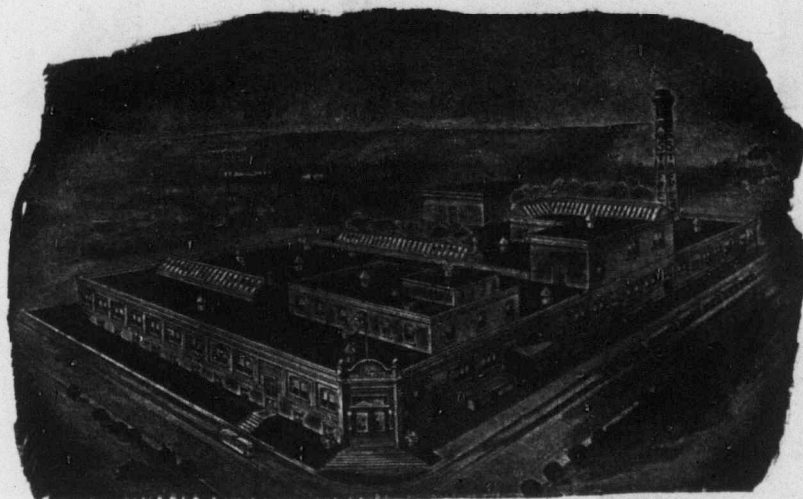
STOCK UP NOW
DEMAND IS BRISK

W. Clark, Limited

Montreal



Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

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

WAGSTAFFE'S

NEW SEASON'S 1919

RASPBERRY JAM

Now Ready for Delivery

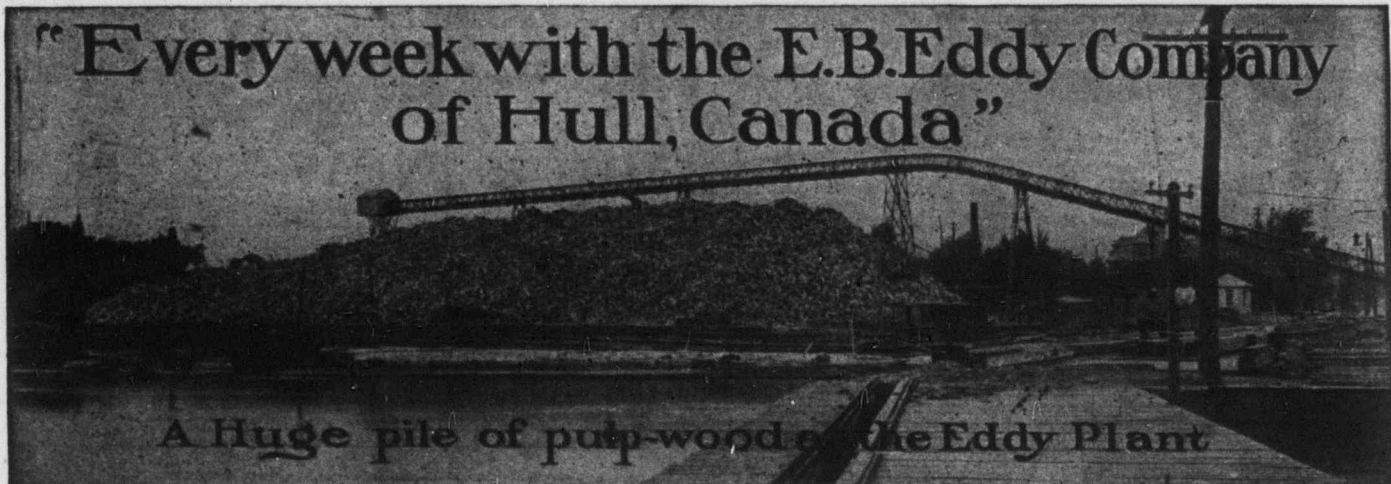
Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



"Every week with the E.B. Eddy Company
of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated August 8, 1919

Being No. 46 in the Series

Substantial Cases for Shipping Eddy Products Made at the Plant

As a retailer you are without doubt familiar with the extremely strong and substantial cases in which the Eddy Company matches, toilet papers, and other products are shipped.

These substantial packing cases are made of paper-pulp just like many other Eddy Company products. They are made at the Eddy Company plant, and so large is the need for them in the Company's everyday business that a whole mill exists by itself simply for the production of these packing cases.

This mill is known at the Eddy Plant as "The Board Mill," because it makes the thick boards for the cases. This board begins its career in the form of thick, grey pulp. It goes through stone grinders which smooth its fibres down, and free it from any lumps, and proceeds to the beaters which still further smooth its substance.

The reason for this double smoothing process is found in the fact that the board mill uses up any waste materials that would not find place in the manufacture of fine sulphite or mechanical pulp. In fact the E. B. Eddy Company made use during the war of an immense pile of discarded pulp material which had been piled up during many years on ground close to the board mill.

Ground, strained and washed, this pulp proved as good for its purpose as any, and a valuable saving was effected by its use during the war-caused crisis in the paper and pulp trade.

But the pulp for the board is on its way from the beaters to the wet machine, and here comes a curious little instance of clever Eddy Company inventiveness connected with a newly made "benedict" and a bell which refused to ring as merrily as the wedding bells had rung for him. That little story is reserved for next week.



Some Eddy Matches You Know

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

Suppose You Were Hiring a New Clerk—



THE BRANTFORD SCALE

Sanitary, dust-proof and fool-proof. Working parts all enclosed.

Style No. 17, Special

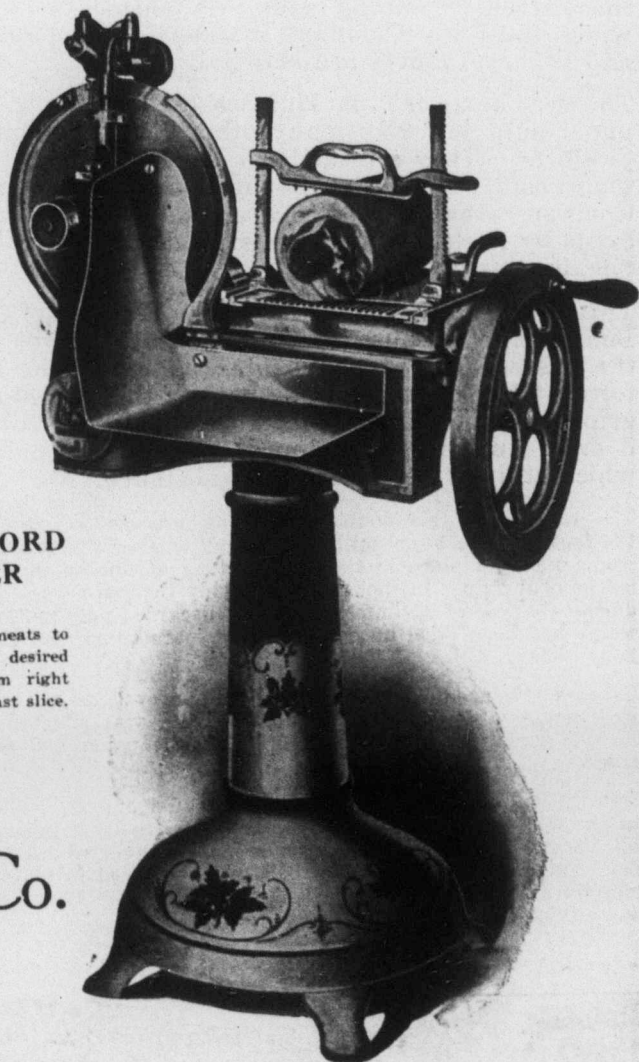
The Same is True as Regards your Store Equipment

Even though the **Brantford Slicer** and the **Brantford Scale** cost a bit more than the time-honored meat knife and the hit-or-miss beam scale they'll save you much more, eventually, in real money-making, real time-saving and real waste-elimination service.

Our illustrated catalogue tells you about these all Canadian-made Slicers and Scales. A copy will be sent you without obligation—upon receipt of your address.

THE BRANTFORD SLICER

Cuts cooked meats to any thickness desired and cuts them right down to the last slice.



THE
Brantford Computing Scale Co.
LIMITED

Brantford

Canada

Agencies in all large cities throughout the Dominion.

Maritime Agent: E. L. STARLING, 68 GRANVILLE STREET



The Toilet Soap that everybody likes

You'll find Palmolive an easy seller

Palmolive Soap is the most popular toilet soap on the market today.

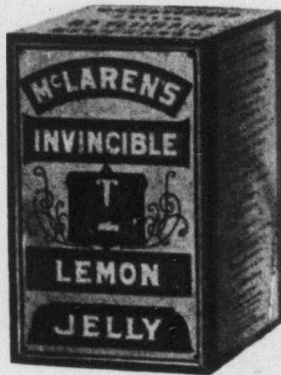
It will sell with scarcely an effort on your part because your customers are "wise" to Palmolive goodness.

And when you begin selling it, your efforts in this direction will be strengthened by our widespread newspaper and bill-board advertising.

Start the good work today. Get a trial supply and see it sell.

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(911)



McLAREN'S INVINCIBLE Window Trimming Contest

Every Grocer and Clerk HAS AN EQUAL CHANCE

Every Village, Town and City MAY COMPETE DURING

August, September and October

CLASS ONE	
Centres Up to 10,000 Pop.	
1st prize\$25
2nd prize 15
3rd prize 10
CLASS TWO	
Towns and Cities Over 10,000	
1st prize\$25
2nd prize 15
3rd prize 10

The Window is the life of every store. Get busy, use your best efforts to win one of our cash prizes. No show cards supplied. Read the rules carefully and get your entry coupon in the mail without delay.

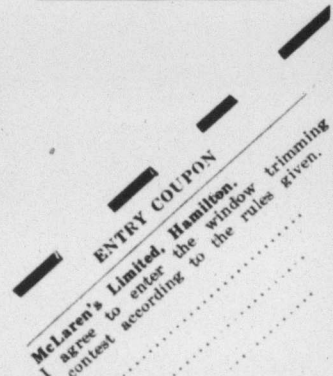
RULES:


- 1—The window must be originated and dressed by a member of the firm, by a clerk or by the regular window dresser.
 - 2—The window must contain at least four McLaren's Invincible lines, such as McLaren's Invincible Jelly Powders, McLaren's Invincible Quick Puddings, McLaren's Invincible Baking Powder, McLaren's Invincible Extracts, etc., etc.
 - 3—Window displays are to be judged on the probable ability to attract attention and sell McLaren's Invincible Specialties.
 - 4—Displays to appear during the month of August, September and October, and must remain on display for at least one week. Contest closes October 31st.
- Every contestant must procure a photograph and mail to McLaren's, Limited, Hamilton, so as to reach us not later than November 10th, 1919.
- 6—"Canadian Grocer" and a leading Toronto window trimming expert will act as judges.


Your entry coupon should be mailed at once to

McLAREN'S LIMITED

Hamilton, Ontario







The Temperance Beer

Have you ever had Maltbru right off the ice? Oh Boy!—it's great! A clear, pure, sparkling drink.

Your customers will surely appreciate this drink, too—A suggestion and comment from you will start the stock rolling. Order a supply now from your dealer.

Blackwood's pickles, tea, flavoring extracts, are others of the Blackwoods' "family."

Blackwoods, Limited
WINNIPEG - MAN.
"Here Since 1876"

Importers

T

Exporters

FUJITA & CO.

VANCOUVER, B.C.

IMPORTERS

OF

QUALITY BEANS
PEANUTS
WALNUTS
RICE, ALL
ORIENTAL
LINES

HEAD OFFICE: KOBE, JAPAN

**Color Advertising in Magazines
plus
Displays of Sun-Maid Raisins in
Your Windows**

means
Increased Sales and Bigger Profits



Each advertisement of Sun-Maid Raisins every month can be made to apply to your store. They tell of many appetizing ways to use raisins.

The next step is "where to get them." Your windows and shelves will answer this, if you display Sun-Maid Raisins.

Housewives will then quickly recall your store when reading the advertisements.

Increased sales and profits will result.

SUN-MAID RAISINS

THREE VARIETIES: Sun-Maid Seeded (seeds removed).
Sun-Maid Seedless (grown without seeds).
Sun-Maid Clusters (on the stem)

California Association Raisin Co.
Membership 9,000 Growers
FRESNO, CALIFORNIA.

Every **EUREKA** refrigerator

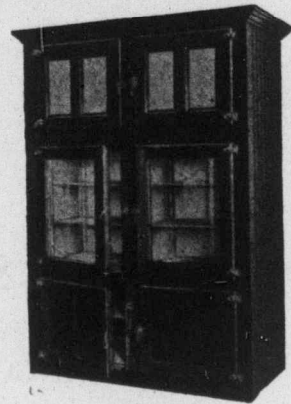
is equipped with the Eureka patented cold dry air circulation system.

And

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

Ask a brother merchant who has one.

Satisfied customers our best ad.



No. 19
Eureka Refrigerator

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax



Furnivall's

The quality that made Furnivall's the leaders in Fine Fruit Pure Jams is strictly adhered to season after season and this year's pack is, if possible, better than ever.

Are you well stocked?

FURNIVALL-NEW, Limited
Hamilton, Canada

Canada Food Board License No. 14-167

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



Tying our business up to yours

The accompanying illustration is from one of a series of newspaper advertisements that are tying Klim business up to your store.

We are using space in newspapers from coast to coast to help build up a big business that must come through the grocer. To supplement this and other forms of publicity a corps of trained women is constantly employed demonstrating Klim in stores where it is sold.

Grocers who realize Klim's wonderful possibilities for steady sales are co-operating to make it one of their best sellers.

Canadian Milk Products Limited

TORONTO

Winnipeg

Montreal

St. John

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER



HOPS

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

Ranches located at
Sardis, Agassiz,
B.C.

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



Largest Hop Growers in Canada
Write for Prices—Samples

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed

BY

**The Nootka
Packing Co., Ltd.**

NOOTKA, B. C.

Packed in 1 lb. Tails
and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

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

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

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

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

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

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

See Page 68 of this Issue, it will interest you. It has helped others, it may help you.

SAY YOU SAW IT IN
CANADIAN GROCER

EL ROI-TAN PERFECT CIGAR



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

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

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

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton**Macdonald, Adams Company**Brokers and Manufacturers' Agents
Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Mention This Paper When Writing
Advertisers.

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

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

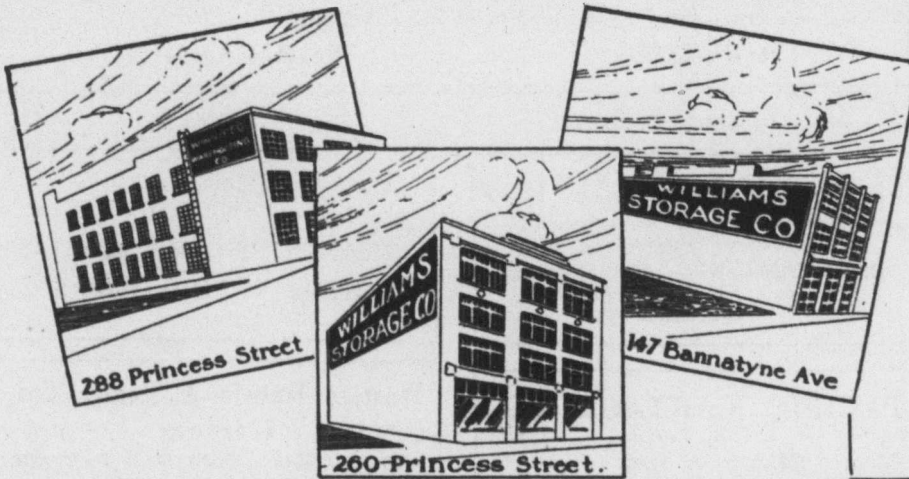
Wholesale Grocery Commission
Brokers

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.



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

SIX HOUSES IN WESTERN CANADA

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS
Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



CHRISTIE'S BISCUITS and Robertson's Confectionery

are both marketed in Western Canada by us.
Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott - Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Avenue, East - WINNIPEG

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

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

WHEN ANSWERING ADVER-
TISEMENTS KINDLY MENTION
NAME OF THIS PAPER

Say you saw it in Canadian
Grocer, it will identify you.

PACIFIC CARTAGE CO.

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

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

Sell the Best

.....

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

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

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

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

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

EVERY DOG OWNER
throughout the World
Knows
SPRATT'S
DOG CAKES
and
PUPPY BISCUITS

Will you cater for those in your town?

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

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

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

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

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

JOHN E TURTON

Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau

Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec

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

For Representation in Montreal

J. C. Thompson Company

209 St. Nicholas Bldg.
We cover the retail trade

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

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

LET CANADIAN GROCER
Sell It For You

PETER'S ORIGINAL MILK CHOCOLATE

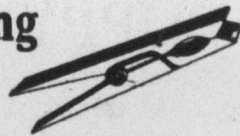
New importation now in stock with

HOWE, McINTYRE CO. BROKERS, IMPORTERS AND
MANUFACTURERS' AGENTS

91-93 YOUVILLE SQUARE

MONTREAL

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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

We need agents to handle our lines,
in Ontario and Western Canada.

Lines sold to Grocers

When writing mention your bankers

Majestic Products Co.

Office: 17 St. James St., Quebec, Que.

The Demand is for Good Quality

Nothing is too good for the Canadian housewife when it comes to supplying the needs of her family. She wants to give them pure, wholesome, appetizing food, so, naturally, when she needs marmalade she will ask for

Shirriff's (True Seville) Orange Marmalade



Its matchless quality is the result of many years of experience in specializing upon the making of marmalade from Seville oranges and pure cane sugar.

You don't have to create the demand—our newspaper advertising is doing that for you.

ORDER A CASE TO-DAY

Imperial Extract Co. Toronto, Ont.
 Agents for Canada : Harold F. Ritchie & Co., Ltd., Toronto, Montreal

Buy Macdonald's—

the safest guide to reliable tobaccos. For the past 60 years—Macdonald's Tobacco—"The Tobacco with a Heart"—has been Canada's favorite plug tobacco for smoking and chewing.

Buy Macdonald's Tobaccos in unbroken 10-lb. caddies.

There are four extra plugs in each caddie of Brier and Prince of Wales, thus giving an additional profit to the retailer of from 60 to 80 cents on the caddie.

Plug Smoking
 "British Consols"
 "Brier"
 "Index"

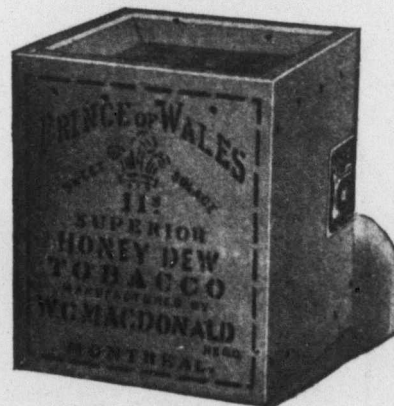


Trade Mark Registered

Plug Chewing
 "Prince of Wales"
 "Napoleon"
 "Black Rod" (Twist)
 "Crown"



Brier Caddy



Prince of Wales Caddy

W. C. MACDONALD, REG'D. Incorporated
 Established Over 60 Years
MONTREAL, QUE.

You know Marsh's Grape Juice

Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe—all high-grade non-intoxicants that every grocer can feature to good advantage.

We hope soon to be able to take care of orders for Marsh's Grape Juice. At present our stocks are completely exhausted.

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Ontario Agents:

The McLaren Imperial Cheese Co., Limited
Toronto, Ont.



The best remedy for all nervous troubles MATHIEU'S NERVINE POWDERS

The wonderful curative properties of these little powders will instantly popularize them among those of your customers who suffer from headache, neuralgia and other nerve troubles.

Show Mathieu's regularly.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

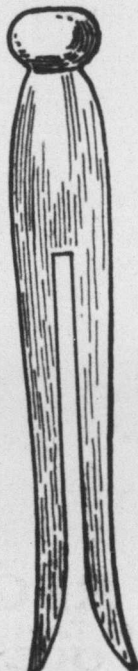
The Megantic Broom Mfg. Co., Ltd. *Manufacturers of Brooms and Clothes Pins*



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.



Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

WAXTITE

Protects

Kellogg's

**Toasted
Corn
Flakes**

**For You
and
For Your
Customer**

against moisture or
any other injurious
influence.

**WAXTITE
ENSURES
THE
FLAKES**

reaching your cus-
tomer's table with
that delicious flavor
and as fresh and
crisp as when they
left the oven in our

**TORONTO
KITCHENS**

Made in
Toronto, Canada
by

W. K. Kellogg
CEREAL CO.

Kellogg Toasted Corn Flake Co.
Battle Creek, Mich. Toronto, Canada



Cut with
sharp knife
and replace
until package
is empty

Housekeepers
will find the
wax paper
handy for
many pur-
poses.

See that this full signature
is on the package

Odd, Isn't It

—that some people think of advertising as a means of benefiting only the seller, when its basic function **must be** to render a necessary service to the buyer, else it could not exist. Merchandise lives or dies as it does or does not meet a human need. Advertising is subject to the same law of service. The real measure of its value is what it **gives**, not what it gets.

In the light of these truths, the marvellous growth of advertising in itself, is an impressive demonstration of its essential character in our economic system.

But you are not interested in **all** advertising any more than you are in all merchandise. That is one big reason why you have a highly specialized Business Paper in your field such as the one carrying this advertisement. It was born of your needs, not of any man's desire to be a publisher.

LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standards of practice in their editorial and advertising service.

Advertising and Selling
American Architect
American Blacksmith
American Exporter
American Funeral Director
American Hatter
American Machinist
American Paint Journal
American Paint and Oil Dealer
American Printer
American School Board Journal
Architectural Record
Automobile Dealer and Repairer
Automobile Journal
Automotive Industries
Bakers Weekly
Boot and Shoe Recorder
Brick and Clay Record
Buildings and Building Management
Bulletin of Pharmacy
CANADIAN GROCER
Canadian Railway and Marine
World
Candy and Ice Cream
Chemical & Metallurgical Engineering
Clothing and Furnisher
Coal Age
Coal Trade Journal
Concrete
Cotton
Daily Iron Trade & Metal Market
Report
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter
Electric Railway Journal
Electrical Merchandising
Electrical Record
Electrical Review
Electrical World
Embalmer's Monthly
Engineering World
Engineering and Mining Journal
Engineering News-Record
Factory
Farm Machinery—Farm Power
Foundry (The)
Furniture Journal
Furniture Manufacturer and Artisan
Furniture Merchants' Trade Journal
Gas Age
Gas Record
Grand Rapids Furniture Record
Haberdasher
Hardware Age

How It Works for You

What it does for you and your field editorially is self evident, but its editorial service is just as vital. Instead of a buyer having to depend upon gossip, hearsay and dribbles of information from this or that source, he gets it all between two covers.

Timely, authoritative, comprehensive statements about needed materials pass in review as the advertising pages are turned. Confident judgments can be formed, and intelligent decisions made.

Yet advertising is NOT an **added** expense, but an improved distributive process, which takes the place of slower, more costly and less efficient methods.

That is why it pays to **read** advertising even more than it pays to advertise. Especially if you read it in papers which have met the exacting requirements of membership in The Associated Business Papers, Inc., for one of its standards of practice requires that a paper must **decline any advertisement which has a tendency to mislead or which does not conform to business integrity.**

You are invited to consult us freely about Business Papers or Business Paper advertising.

LIST OF MEMBERS (Continued)

Heating and Ventilating Magazine.
Hide and Leather
Hotel Monthly
Illustrated Milliner
Implement and Tractor Age
Industrial Arts Magazine
Inland Printer
Iron Age
Iron Trade Review
Lumber
Lumber Trade Journal
Lumber World Review
Manufacturers' Record
Manufacturing Jeweler
Marine Engineering
Marine Review
Metal Worker, Plumber and
Steam Fitter
Mining and Scientific Press
Millinery Trade Review
Mill Supplies
Modern Hospital
Motor Age
Motorcycle and Bicycle Illustrated
Motor Truck
Motor World
National Builder
National Druggist
National Petroleum News
Nautical Gazette
Northwestern Druggist
Nugent's, The Garment Weekly
Power
Power Boating
Power Plant Engineering
Price Current—Grain Reporter
Railway Age
Railway Electrical Engineer
Railway Maintenance Engineer
Railway Mechanical Engineer
Railway Signal Engineer
Retail Lumberman
Rubber Age
Shoe Findings
Shoe and Leather Reporter
Shoe Retailer
Southern Engineer
Southern Hardware and Implement
Journal
Sporting Goods Dealer
Starchroom Laundry Journal
Tea and Coffee Trade Journal
Textile World Journal
Timberman
Transfer and Storage
Twin City Commercial Bulletin
Woodworker

THE ASSOCIATED BUSINESS PAPERS, Inc.

JESSE H. NEAL, *Executive Secretary*

HEADQUARTERS:

220 West 42nd Street

NEW YORK CITY

Profits Without Turnover Benefit No Man

You cannot spend your profits until they have been converted into hard cash, and that necessitates turnover. Consequently, the greater the number of times an article turns over, the greater the ultimate, actual profit.

"SALADA"

is turned over by a large number of our customers once a month, twelve times a year. Supposing it's only 100 pounds a month, that means \$120.00 a year net profit, without investment (for our terms are 30 days). How many articles in your store do likewise?

"SALADA" TEA COMPANY

TORONTO, MONTREAL AND U.S. CITIES



WE SOLICIT YOUR ENQUIRIES FOR

English Castor Oil

In Barrels or Cases

Cream of Tartar

Cream of Tartar Substitute

Bicarbonate of Soda

Borax, Glycerine, Blue Vitriol

Citric Acid, Tartaric Acid

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

**B.&S.H. THOMPSON
& COMPANY LIMITED
MONTREAL**

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.

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.

THE CONSUMERS' ASSOCIATION AGAIN

There is a firm in Windsor, Ont., by the name of "The Consumers' Association." They say that they sell groceries, meat, etc. Can you please say if it is a good company, and if I can depend on them.—Ottawa, Ont.

Answer.—Regarding the Consumers' Association, Windsor, Ont., we do not think very highly of this concern. They have done business for some years past under a variety of names, and on various occasions have been forbidden the use of the mails. A short time ago they were closed by the Canada Food Board, but opened up again comparatively recently. Their system is merely to sell bulk orders, in which a few leader lines are sold below the prices they pay for them, sugar, for instance, and they make up the balance on the other articles in the selection, which are of poor quality. This association is within the law. We certainly think that you would be well advised to have nothing to do with them. We have dealt at length with the operations of this company in several issues of **CANADIAN GROCER**.

NAMES OF FURNITURE DEALERS.

Would you be kind enough to send us the names and addresses of a few good wholesale furniture dealers?—C. Southon & Son, Lakeport, Ontario.

Answer: In the furniture business the manufacturers sell direct to the trade. Following is a list of furniture manufacturers: Hespeler Furniture Co., Hespeler, Ont.; Geo. McLagon, Stratford, Ont.; Knechtel Furniture Co., Hanover, Ont.; Owen Sound Furniture Co., Owen Sound, Ont.; Canada Furniture Co., Woodstock, Ont.; Gold Medal Furniture Co., Toronto, Ont.

NAMES OF COMMISSION BROKERS

As we have branch stores in this district and supplying several other small stores in this vicinity, we are in a position to buy in carload lots and would be obliged if you could let us know of some large reputable firm of commission brokers or wholesale house who can give us close prices on all commodities in the grocery and provision line. We are practically in line for jobbers' prices and can take all discounts.—Feldman Bros., General Merchants, Schumacher, Ont.

Answer.—List has been mailed.

BUYERS OF WILD BERRIES

Please give names of firms (either canneries or wholesale fruit companies) who buy wild berries in quantities during season?—John Rowlandson, Porquis Junction, New Ontario.

Answer.—Probably the firms listed below would purchase these or would be willing to handle them for you on commission: Geo. Vipond & Co., Montreal; J. R. Clogg & Co., Montreal; Hunt & Tuckwell, Montreal; Lemon Bros., Owen Sound; Hugh Walker & Son, Guelph, Ont.; Peter Duncan Co., 88 Front St. East, Toronto, Ont.; White & Co., Church and Front Sts., Toronto, Ont.; McBride Bros., Church Street, Toronto, Ont.; McWilliam & Everist, Ltd., 25 Church Street, Toronto, Ont.

BUYERS OF MAPLE SYRUP

Will you be good enough to send me addresses of wholesale merchants to whom I can sell maple sugar and the price of subscription to your magazine?—J. C. Larochelle, Beauceville West, Beauce, P.Q.

Answer.—Bowes Co., Ltd., Toronto, Ont. Canadian Grocer is \$3.00 per year.

FRUIT IN CAR LOTS

Would you please inform us where we could purchase car lots of grapes, apples, peaches, pears and plums?—J. A. Virtue, Esq., Moosomin, Sask.

Answer.—The following are reputable shippers of these products: E. L. Jennett, Beamsville, Ont.; Titterington Bros., St. Catharines, Ont.; Ontario & Western Fruit Growers, Grimsby, Ont.; Grimsby Co-operative Fruit Growers, Grimsby, Ont.; Winona Fruit Growers, Winona, Ont.; E. D. Smith, Winona, Ont.

DAIRY SCHOOL BUTTER PRICES

Can you tell me the prices asked for creamery butter by Government dairy schools? Do they sell direct to the grocer, or to a cold storage man?

Answer.—The Government dairy schools sell both to the retail grocer and to the packers. The prices at which they sell are the prevailing market prices at the time of sale.

MAKERS OF ELECTRIC COFFEE GRINDERS

Will you please give us the name of a manufacturer of electrically driven coffee grinders?—Brumpton & Gaetz, Ltd., Red Deer, Alberta.

Answer.—Hobart Mfg. Co., Toronto.

COLLECTION AGENCY

Please give name of an account collection agency.—George & Shaness, Parry Harbor, Ont.

Answer.—The Nagle Mercantile Agency, Laprairie, Que.

PUT DOWN EGGS OR PAY HIGHER LATER

A Western authority forecasts \$1.00 eggs next winter, and to offset this high price suggests the simple process of putting down eggs in water glass now. He sees little prospect for the early return to the lower scale of prices in pre-war days. About ninety per cent. of the eggs consumed between September and March, he observed, have either seen the inside of a cold storage warehouse or have been preserved by the housewife in waterglass. If it were not for the efforts of the cold storage man and the egg dealer, who often have to put up with a lot of abuse, he points out there would be very few eggs available in this country in the winter time.

TO PROTECT PUBLIC HEALTH

With the aim of improving sanitary conditions and protecting public health at the various exhibitions held throughout the province, Dr. M. M. Seymour, commissioner of health for Saskatchewan, has a series of new regulations pertaining to exhibitions and summer resorts. One regulation places the ban on the old-fashioned practice of serving pink lemonade by ladling out of the top of the container. The liquid must be drawn off through a tap into paper containers.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....

.....

.....

The Tea That Meets The Economical Needs of the Hour

YEARS ago, if we could have foreseen that tea would be as high as it is today, we could not have made up blends which would have better fitted in with present conditions.

WHEN we put Red Rose Tea on the market 25 years ago, we emphasized its economy. Year after year, we have told the public about the economy of using a tea that consisted chiefly of ASSAM teas--the richest and strongest in the world.

WITH tea prices at their present level, the economical features of Red Rose Tea are appreciated more than ever--and the emphasis we have put on these features in our advertising during past years has an accumulative effect to-day that is shown in the exceedingly strong nation-wide demand for Red Rose Tea at the present time.

WHEN people think of an economical tea they instinctively think of Red Rose Tea.

Red Rose Tea

“is good tea”

Good quality, good value, good seller.

T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton.

Stand This Jack Tar On Your Counter and Your Stock of Keen's Will Sell More Rapidly

Of course every one of your customers knows Keen's Oxford Blue. But the counter display here illustrated will remind every woman coming to the store that this "Blue of Blues" is kept in stock.



Magor, Son & Co., Ltd.

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

(Canadian Agents)

Send for one to-day—It's free of charge

Think what an organization like this could do for you in the Western field

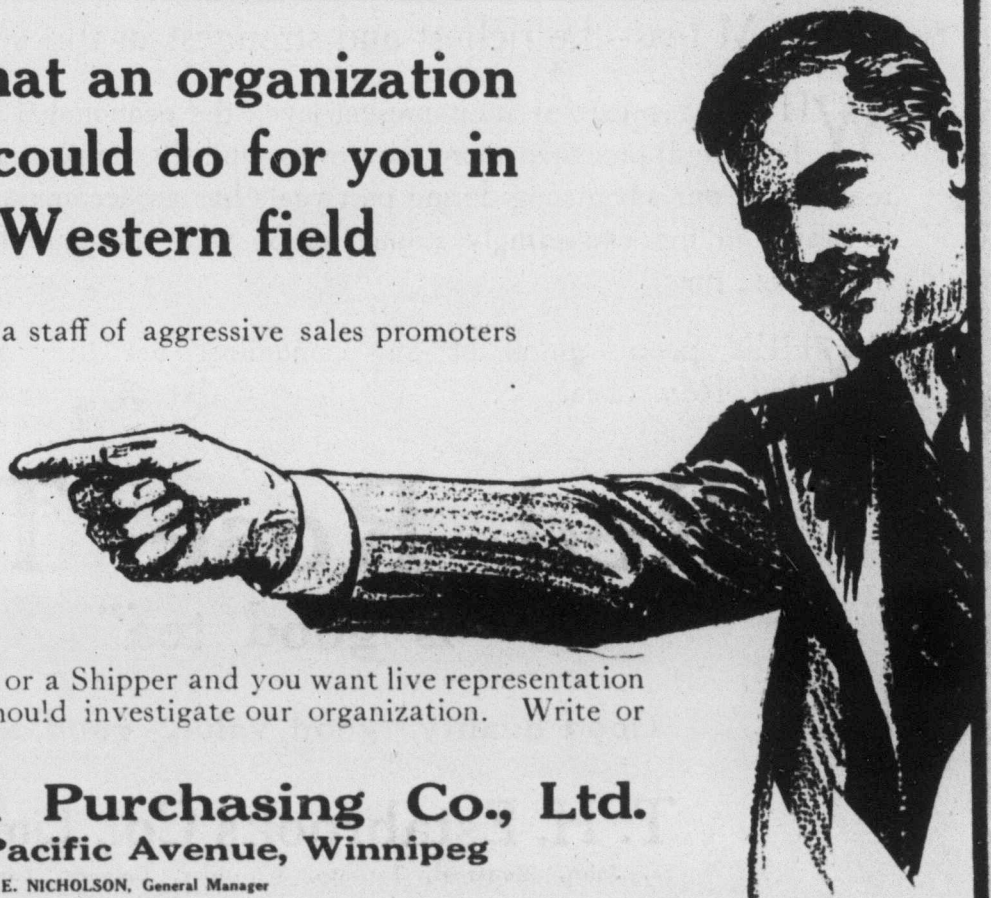
Well established, a staff of aggressive sales promoters and

an Annual Purchasing Power now of \$15,000,000

If you are a Manufacturer or a Shipper and you want live representation in Western Canada you should investigate our organization. Write or wire us your offerings.

Consolidated Purchasing Co., Ltd.
313-319 Pacific Avenue, Winnipeg

E. NICHOLSON, General Manager



CANADIAN GROCER

Vol. XXXIII.

TORONTO, AUGUST 8, 1919

No. 32

Swelling the Buyers 1,000 Per Week

This is the Record of Montréal Dealer Through Cash and Carry Department—With Average Sale of One Dollar Each Makes Big Annual Increase in Cash Takings—How John Robertson & Son Do

RECENTLY we sold thirty-three hundred and forty-three cans of one brand of soup that we had on sale, within one week. The company who put this up wrote to say that this was the largest single amount sold in any one city during the demonstrations that were being given, in fact, it was far larger than any one sale they had made elsewhere."

In these words, J. H. Robertson, of John Robertson & Son, 863 St. Catherine St. W., Montréal, referred to the expansion of the Cash and Carry feature of their business. To a staff representative of CANADIAN GROCER, Mr. Robertson outlined some interesting details, and which indicate how well the idea has been developed here, to conduct this department, in addition to the regular fixed trade which has accrued to the store for many years. "The Cash and

Carry idea is here to stay," said Mr. Robertson, "for it has been a real success."

Growth Was Quick

The writer was in conversation with Mr. Robertson during the early part of 1918. The Cash and Carry idea was then in its early stages here, and, while working well, it was in the experimental stage. Mr. Robertson had entertained hopes for the scheme, and, by working along lines that he had mapped out, development was not only likely to manifest itself, but it was sure to come. To just what extent this development would reach, was the question that only a complete test, covering at least ten or twelve months, would reveal.

And so, time has proved the wisdom of the experiment, for the system has, as stated above, come to stay. Its success has been proven, and in no un-

certain manner as subsequent references herein will indicate.

An Ideal Location

"We have the best location, I think, in Montréal, for carrying out the Cash and Carry plan of selling," said Mr. Robertson. "I really do not think that there is a store in the city that is placed so well, to meet trade of this kind."

The Robertson store is located right in the heart of a large retail section of the big city. There is an immense pedestrian traffic, and the crowd which passes here in an average week-day numbers tens of thousands. In this, is wrapped up the retailer's opportunity. And particularly so, when consideration of the 'pay and take' idea has presented itself to the grocer, and demands an answer.

The very fact of securing the chance to reach the eye of the prospective buyer holds a golden opportunity. In fact,



it is quite safe to say that, with the displays made in the windows of this store, a very large percentage of the sales made are through suggestion. Mr. Robertson believes they are, and for this reason he makes use of his windows to the best possible advantage.

The Window Display

Attractiveness is a somewhat maligned word, but it is one that ought to be writ large in the vision of the twentieth century grocer. Time was when the window served its useful, but unproductive role of affording so much storage for the barrels of rolled oats, cornmeal, sacks of flour, molasses, etc. The "good old days" had their fling. The day of right and timely display is having its innings now, and the attractive display is the resultful one.

Although there is but one window to the Robertson store for display purposes, this is very wide. The entrance to the store door leaves a good width, and as will be seen in the accompanying photograph, a splendid width of space is available. This, for a stock that must necessarily be accessible at all times and seasons, is a fortunate thing. The grocery window can be made effective if its width is ample.

At either end, it will be seen that the window display is "built up." Then the display narrows toward the centre. This has two advantages. In the first place the display from without is more effectively seen by the pedestrian, and the salesmen have easy access to those lines that are perishable, and which are neatly arranged nearer the central part of the window. Being gently sloped toward the glass, the effect outside is very satisfactory.

Many Lines Selected

It should be stated that the Robertson store caters to a very large family trade. A decidedly large volume of this business comes to the store over the telephone. And, as this is a select trade of many years' standing, the Cash and Carry idea was not intended to serve this, but rather to meet the wish of those who wanted to reduce their purchase price by eliminating the delivery charges. The delivery service is still maintained for those who are willing to pay for the cost of maintaining it, for its cost must be met. Incidentally, it may be stated that this part of the store's trade runs well on to two hundred thousand dollars annually. Therefore, much of the cash trade each day is found business from passersby.

The goods displayed daily in the window are selected from the store's stock, and there is a good variety shown from Monday morning until Saturday night. These are always displayed attractively. In showing fruits and vegetables that can be accommodated in this way, small cardboard boxes are employed. These are moderate in cost and, being used in several sizes, a popular price may be named on them when filled with pears, peaches, apples, plums, grapes, toma-

atoes, cucumbers, etc. They help make a window look well, and attract the buyer. Put up in this way, a good profit is also possible.

Canned goods, including fruits and vegetables, in both tins and glass, are frequently on sale, and soups are a big favorite. In fact, it was the line of soups, referred to at the beginning of the article, which made such a big record in point of sales.

Pays Men Commission

Mr. Robertson is a firm believer in the selling power of his salesmen. He said that they could unquestionably sell any line they got behind, and that they had many times demonstrated their ability to sell the customer any line they were convinced was alright.

In a letter received from the company making the soups that were recently featured, the firm wished its thanks conveyed to the salesmen of the store for their splendid co-operation in making the demonstration and sale the success it was. And Mr. Robertson agreed that the man behind the counter is an indispensable and a very vital link in the selling scheme. In fact, knowing as he does, that his man can greatly increase the sale of a given product, and when he desires to "ginger up" turnover on any one line, he makes it worth their while to get behind and push for results by holding out a commission inducement. "Some of the men have made around \$250 per year, in addition to their salary, in this way," he said. "Sometimes we make them an offer of an extra 5% on sales made of a given article. It is fine how they can sell the goods under this plan. They take advantage also of stimulating sales on the telephone for these specials, when taking orders from our customers for other goods."

Mr. Robertson referred to a recent case in which he had, in this way, succeeded in clearing out about \$2,000 of one line of merchandise.

\$1,000 Weekly Increase

It is estimated by Mr. Robertson that his cash sales have increased at least \$1,000 weekly since the development of his Cash and Carry plan to its present position. This is largely new business—it might almost be called found trade that would not come to the store, and some of which would not be secured by anyone. For, as already suggested, many goods are sold through suggestion, which would not otherwise be disposed of at all.

Some weeks, according to the records produced, there was a far larger increase in the cash takings and also a much larger number of customers. Every sale is recorded, and the Cash and Carry business is taken care of through the cash registers, and the office staff make careful postings of all records, so that immediate reference to the business of a given date can be made and the information wanted is always available.

Getting the buyer inside the store is a mighty important thing. Mr. Robertson finds it possible to sell the average customer coming in this way more than was sought at first. And he has figured out that, while many of the special items shown in the window do not cost over 25c to 50c, the average customer will buy and carry away at least a dollar's worth. The sales on some occasions have run \$1,500, \$2,000 and even \$2,800 for a single day.

Selling Power—Quality

"We endeavor to sell our customers reliable brands," said Mr. Robertson. "I look at this matter just the same as I would in selecting for my own table. We could not afford to send our customers a poor and inferior class of groceries."

In this connection, the writer asked the views of Mr. Robertson as to the possibility of selling any given product, and if he had been able to sell what he

Continued on page 33

New Crop Honey Quoted High Producers Are Asking 25 Cents Per Pound—Some Bought at 20 Cents

WHILE there has been no new crop honey actually for sale on the Toronto market as yet, the dealers are bidding for it in the country, and from present indications it looks as though opening quotations are going to be higher than last year. One large buyer informed CANADIAN GROCER that some had been purchased this season at 20 cents per pound, but the beekeepers were now asking 25 cents per pound. Other dealers expressed the opinion that the latter figure was altogether too high. Information as to the crop this year point to the fact that the yield will not be quite as heavy in the two largest producing counties, namely: Lambton and Middlesex, but that in other parts of the Province, it

will exceed last year. On the whole the crop is expected to be a big one. The weather this summer has been ideal for the production of honey. The producers held back a good deal of last season's crop hoping to obtain higher prices for it when they supposed stocks would have been pretty well depleted. The result has been that they have not been able to dispose of it before the new crop is ready. Instead of getting from 27 to 28 cents per pound for it, they are now only receiving 20 cents, and there is still a good amount of it to be bought, in spite of the fact that early in the honey season of last year, it was announced that there would only be a light output.

System a Safeguard for the Store

Manager of Chain Store Shows Where He Believes Independent Stores Are Lax—Points Out System Used in Chain Store, Which Anyone Can Follow.

THE general manager of a large chain of stores operating in Cincinnati and the Central States, contends that where the average grocer fails in his competition with the Chain Store is not so much in his inability to compete with an organization of far larger buying power, but rather in the things that he could readily achieve, a systematizing of the stores service. The points raised by this official are worthy of the consideration of every wide-awake merchant. "The first thing the chain store man does when he takes over a formerly independent store," says W. H. Albers, general manager of the Kroeger Grocery and Baking Company, the chain store in question, to scrap every one of the 900 to 1,000 different articles or brands of various ages in stock for whatever price he can get for them, regardless of profit or loss.

Unsuitable Fixture a Devourer of Profit

"He does the same thing with the fixtures, which usually are found to be unsuitable for the systematic handling of the merchandise. This is one of the most common devourers of profits in the independent store, this lost motion occasioned by improper and unsystematic arrangement of stock. In chain stores, you know, each article has a fixed position on the shelves and counters, which is determined by the volume of sales.

Filling the Shelves With System

"Articles which repeat the greatest number of times are placed nearest the centre of the store, most conveniently within reach. The shelves are refilled several times during the day. This is lots easier than locating the entire large stock of a certain brand some place in the back of the store, where there is room for it, and then letting the clerks walk back and forth every time a customer calls for it.

Limiting the Number of Brands

"Having cleaned out all the old stock, the chain store man replaces it with fresh goods and as a rule not more than 400 brands, instead of the 900 to 1,000 formerly carried. He concentrates on the things which are in most general demand. If there is money to be made in goods of lesser demand—and consequently of slower turnover—he's more than willing to let somebody else make it. His cardinal rule is not to allow goods to get old and deteriorate in his possession.

Carries Standard Size

"He limits package goods to two sizes in each article, one for the average large family and one for the average small family. There is no time lost by the customer's pondering over which size to

take out of selections ranging up to a half a dozen or more. Subtle differences in sizes don't make any real difference to the average customer anyhow; their only purpose seems to be to confuse and delay her.

Windows That Draw

"The chain store man pays particular attention to his window displays. The windows of the independent store are often a catch-all, creating bad impressions which drive people away and then because his trade dwindles the proprietor

complains that he can't afford the time and expense of attractive windows. Chain store windows are kept clean. The displays are frequently changed, and kept in season.

A Buyer Who Actually Buys

"It is true, of course, that the chain system buys in larger quantities and so is able to get better prices. But there's another point. The chain store buyer really buys. He don't sit back and allow someone to sell him. He knows what he wants for his trade, and goes after it. He doesn't wait for someone to come in and tell him what he wants—someone whose object ought to be that of selling him goods he can get rid of quickly and repeat on, but whose object often is to make a hit with his own boss by turning in the biggest order he can squeeze out of the merchant."

Canners Announce Prices on Peas and Early Fruits

THE Dominion Canners have announced prices on their pack of peas, cherries, raspberries, gooseberries and currants. The pack of peas has not been a full one, as for instance, in the case of extra fine sifted peas, there being only a fifteen per cent. pack. Standard peas are only a forty per cent. pack, and are quoted at from \$1.97½ to \$2.02½, the extra fine sifted being quoted at from \$2.77½ to \$2.82½. These quotations are for twos. Sweet wrinkle peas and Early Junes are a 75 per cent. pack, the opening prices ranging from \$2.40 to \$2.45 for Sweet wrinkle peas and from \$2.12½ to \$2.17½ for Early Junes. All these first prices on the 1919 pack are higher than the top quotations on peas during the past season. In cherries and raspberries there is from seventy to one hundred per cent. of the normal delivery. Black cherries, pitted, heavy syrup, are 100 per cent. They are quoted at from \$4.45 to \$4.55 for twos. The unpitted kind, which also show 100 per cent., are quoted at from \$4.17½ to \$4.27½. Pitted red cherries in heavy syrup are only 70 per cent. of normal pack, as are also the unpitted red cherries. The prices are the same as the black cherries. Black raspberries are a normal pack, but the red is only 70 per cent. of normal. They are quoted at from \$4.75 to \$4.85 for twos. Gooseberries, black and red currants are also normal packs.

The following is the list of new prices to the retail trade:—

	% Delivery	Per Dozen.	
		Choice	Standard
20 oz. Petits Pois Tres Fins	14	2 37½	2 32½
20 oz. Pois Moyens	40	1 80	1 75
2's Peas, extra fine sifted,			
size 1	15	2 47½	2 42½
2's Peas, Sweet Wrinkle,			
size 2	75	2 15	2 10
2's Peas, Early June, size 3	75	1 90	1 85
2's Peas, standard, size 4	40	1 77½	1 72½

FRUITS			
2's Cherries, black, pitted, heavy syrup	100	3 90	3 80
2's Cherries, blk., not pitted, heavy syrup	100	3 65	3 55
2's Cherries, red, pitted, heavy syrup	70	3 90	3 80
2's Cherries, red, not pitted, heavy syrup	70	3 65	3 55
2's Cherries, white, pitted, heavy syrup	70	3 90	3 80
2's Cherries, white, not pitted, heavy syrup	70	3 65	3 55
10's Cherries, red, pitted	70	17 10	17 00
2's Currants, black, heavy syrup	100	4 15	4 05
10's Currants, black, solid pack	100	19 10	19 00
2's Currants, red, heavy syrup	100	4 15	4 05
2's Gooseberries, heavy syrup	100	4 15	4 05
2's Raspberries, blk., heavy syrup	100	4 15	4 05
2's Raspberries, red, heavy syrup	70	4 15	4 05
10's Raspberries, red, solid pack	70	19 10	19 00

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

CANADIAN WHOLESALE GROCERS' ASSOCIATION TO CONVENE

Organization Meeting to be Held at Ottawa the Latter Part of August

An organization meeting of the recently incorporated Canadian Wholesale Grocers' Association will be held at the Chateau Laurier, Ottawa, on August 21 and 22. At this meeting the constitution and by-laws of the Association will be adopted, and the future policy of the organization more or less established. As representatives from the various Provinces of the Dominion have expressed themselves as being in hearty accord with the movement to inaugurate a Dominion wide body of wholesalers, it is expected that there will be a large representation present at this time.

Red Salmon Will Be Scarce

Sockeye Run is Known to be Light, and in Great Demand—Cohoos Will Probably Show a Fair Run—Export Demand Keen at High Figures and Heavy Selling Reported to That Market

A SALMON man who has just returned East from the Pacific coast, where he made an investigation into this year's run, has summarized for CANADIAN GROCER the situation as he found it, as follows:

Sockeye.—Are not running well up to date, and there is bound to be a big shortage of this grade this year. The English market is very active, and it is hard to believe, but nevertheless it is true, that they are offering \$16 for talls unlabelled and \$17.25 to \$17.50 for half pound flats unlabelled. These are attractive prices, and a number of the packers have sold practically their whole output in this market.

Cohoos.—Have not started running yet, and as to what deliveries will be made this year is only guesswork, but there should be a fair supply of cohoes for the Canadian market this season.

Home Market Over-Supplied

Pinks and Chums.—Sales of these two grades have not been as large as anticipated owing to the heavy stocks held by wholesale grocers throughout Canada. Wholesalers advise that the demand for these two grades has fallen off considerably, and the only reason we can give

is, that owing to the Government commandeering all the better grades last year wholesale grocers throughout the Dominion bought a supply of pinks regardless of the labels used on the tins, thinking that the consumers would want pink salmon and would not object to the labels. The result is that inferior salmon has been placed in these tins, and with the labels not being standard and known to the public they have not sold. The public demands standard brands that they have known for years, and will not take a substitute. The export demand for pinks and chums is heavy, and the packers can get \$8.50 per case unlabelled for all they can pack.

Will be Shortage of Red Salmon

Just when deliveries will be made, it is hard to say. The demand is great for the red salmon, and there is bound to be a great shortage.

Alaska Reds.—We do not think there will be many more come into the Canadian market as they are wanted in the United States.

Prices will be named by the larger packers somewhere around the middle of August and may be a shade higher than last year's opening prices.

Discourtesy to Child Costs Customer

A Merchant Loses a Good Customer Through Failure to Give a Child the Attention of an Elder—Children Often the Representative of the House—A Customer's Viewpoint

THE child customer is one whom the retailer often feels he could easily get along without. Its purchases are very likely to be small, and he invariably takes a good deal of time in making a choice, two things which often tend to exasperate a busy dealer. Oftentimes, however, the child is a messenger from home, and in such a case, their order may be a substantial one.

Good Policy to Please the Child

No matter what the extent of the trouble he gives or the smallness of the order, it does not pay to overlook the child.

Recently the writer was discussing this question with a dealer, when a woman who had overheard part of the conversation, remarked, "There is a good deal in what you have said. I myself have transferred my account solely through a mistake of this kind.

The Customer's Story

"A few weeks ago I needed some articles from the store, and needed them at once, as I was just starting some baking. Finding it impossible to go my-

self I gave my little four-year-old girl a note containing a list of my wants and asked her to hurry. Nearly forty-five minutes passed, and becoming alarmed over her prolonged absence, I, at considerable inconvenience to myself, hurried over to the store to inquire what had happened.

"I found my little girl still standing there. Several other people had come in after my child's arrival, and had been waited upon, but she was too timid to assert herself, and as a result the grocer let her wait while he attended adult and more forward child customers. I decided that a man who would treat a child so, was not the person I cared to deal with, and I have never ordered anything there since, and certainly have no intention of going back."

The writer discovered that the woman who had spoken had been a permanent customer of the dealer to whom he had been speaking, and that her account was one he regarded himself as being fortunate in securing.

JUDGMENT RESERVED IN KELLOGG ARGUMENT

Mr. Justice Kelly reserved judgment after hearing the arguments of both companies in the action brought by the Battle Creek Toasted Corn Flakes Co., London, Ont., requesting an injunction to prevent the Kellogg Toasted Corn Flake Co., of Battle Creek, Mich., and Toronto, Canada, from selling the Canadian trade goods known as "Kellogg's Toasted Corn Flakes" in packages claimed to be similar to those of the Canadian firm. The arguments were heard at Osgoode Hall, Toronto, last week.

D. L. McCarthy, C.C., appearing for the Battle Creek Toasted Corn Flake Co., declared that his company had bought the right to use the American's firm trade mark and secret formula in Canada with the understanding that they would not ship similar goods into Canada. In June, Mr. McCarthy said, the company found that similar goods were being shipped in from the States.

I. F. Hellmuth, K.C., for the other company, argued that in 1908 the Canadian company had copied the American design. The decision is awaited by the trade with a good deal of interest.

SOME RECENT EXPERIENCES

Hon. Mr. Redfield, United States Secretary of Commerce, which corresponds with our Minister of Trade, invited a group of Business Paper publishers to meet him in New York, to discuss and advise with him on the solution of some of the grave problems now confronting the business interests of that country. United States manufacturers and export companies are desirous of supporting the efforts of the American business newspapers to obtain circulation in foreign lands, and three of the largest financial institutions, The Guarantee Trust Company, The National City Bank, and the Irving National Bank of New York, which possess specially selected lists of leading buyers in all countries, have offered to assist recognized business newspaper publishers in developing foreign circulation.

The manager of an Association of Business Newspapers in the United States was invited, with several others, by the Finance Minister of the United States, Carter H. Glass, to a luncheon which he gave for the purpose of discussing plans for educating business men concerning some of the public questions.

But we have at Ottawa, as Director of our Department of Public Information, M. E. Nichols, who says business newspapers are of no public value and should not be admitted to the newspaper mails.

COFFEE PRICES FIRM

While coffee prices are firm, there has been no revision for several weeks. It was stated last week that there were higher prices on Chase and Sanborn Coffees. The last advance made on these was on or about July 10th. The present prices, which were then made effective, are: Half-pound packages 55c; one pound 53c and two pounds 52c.

London Grocers Have Splendid Picnic

Weather Favors, and Day of Unusually Interesting Sports and Events Enjoyed by a Record Crowd at Port Stanley

WHEN it comes to a real bang-up, honest-to-goodness picnic, you've got to wait for the Grocers. This well-known fact was demonstrated more clearly than ever at the London Grocers' Picnic, held at Port Stanley, last Wednesday. The public evidently expected the picnic to be a real success, and they surely had reason for their belief, for this was the fourteenth annual event. At any rate there was a record crowd. Somewhere between five and seven thousand people travelled over the London and Port Stanley to the delightful picnic grounds on the Lake shore. Once at the shore there was a general scattering, some to the bathing pavilion, some up on the hill where the baby show and the dancing contests were held, but the majority of the picnickers stayed to watch the general sports.

John T. May, president of the London Grocers' Association was the chairman of the Sport Committee, and so to him goes a good deal of the credit for the successful and satisfactory way in which the events were conducted.

Ample space was roped off to provide for every event, which not only gave the contestants a chance to do their best but gave the spectators a chance to enjoy the fun as well.

It was about 2.30 p. m. when the program of sports was started after Ernie Moore had about ruined a pleasant voice by orations on the megaphone. About that time the heaviest trainloads of picnickers had arrived, and the scene of the games was a very lively one indeed.

Plenty of Novelty

There was plenty of novelty in the way of sports. If you didn't happen to care for racing there was boxing in barrels which was an exciting enough sport for

anyone, or tilting the bucket, in which doughty knights in wheelbarrows tilted at buckets of water. Or if these pursuits were too strenuous, why, there was the smoking contest with cigars of a not too well-mannered variety, provided. As a matter of fact, however, the majority of the picnickers seemed to take an unflinching interest in the whole program.

Events for Grocers Popular

When it got down to a fine point, however, it was the events in which the grocers and their assistants were personally represented that brought the most enthusiasm.

H. A. Summers proved himself a sprinter of no mean ability, while both halves of the McDonald family distinguished themselves.

The race for grocers over 50 looked for a while as though it were going to be a bloomer, for there wasn't anyone present who seemed willing to admit that they were anywhere near the age. Finally the age limit was reduced to forty, and some contestants came forward modestly admitting that at length of grocery experience. But there is no purpose in enlarging on these events other than to give the winners as follows:

Grocers' employees' race, 100 yards—Harold Grierson, C. Leigh, C. Gauld.

Lady Clerks' race, 16 years and over, 50 yards—Miss W. Trudell, Miss D. Rowntree, Amy Hanibal.

Grocers' race, 100 yards (members of the association)—H. Rowntree.

Grocers' race, 100 yards—C. Walters, H. A. Summers, Fred McDonald.

Grocers' wives, 50 yards—Mrs. McDonald, Mrs. Tozer, Mrs. Jones, Mrs. Joliffe.

Grocers over 50 years, 50 yards—H. A. Summers, F. Huston, H. Harley.

Travellers' race, 100 yards—S. W. Lyonde, C. A. Wilson, Harry Hooper, Our Guests, 100 yards—W. A. Hill, R. Skinner, A. R. Farr.

The Baby Show

While the sports were in progress the baby show for which the London Grocers' Picnic is rightly famous, was held on Invererie Heights. It was a real baby show, with plenty of participants. The presiding genius of this great event was E. Noel, ably assisted by W. J. Brown and J. W. McKenzie, with a couple of ladies added to the committee for good measure. There were eight events and 29 prizes to be awarded, so it is evident that Mr. Noel and his able assistants had their hands full. Then there was the dancing contest, presided over by Kenzie McCormick. There were some nine events in this dancing contest, so that there was plenty of novelty here, too.

Grocers' Baseball Battle

One of the great features of the day was, of course, the baseball match, which brought the sports to a close. The match was between grocers and their assistants from the north and south of the city. Fred Brown was the umpire, and had, perhaps, the busiest time of the day trying to keep track of the play, without endangering his friendship with one or other of the sides. The game was no mean exhibit, and after five strenuous innings resulted in a win for the North End Grocers by a score 8 to 7. The teams were as follows:

North End, Boug, pitcher; Summers, catcher; E. Boug, Trudell, C. Shaw, Slater, Lane, Barber and Pierce. South End—Lackey, pitcher; Craig, catcher; Baker,

(Continued on page 33)



The Executive of the London Grocers' Association. Standing, left to right: H. P. Rosser, Treasurer; Frank C. Pierce, secretary; H. Ranahan, 1st vice-president; H. Harley, chairman Reception Committee; Ald. G. B. Drake. Sitting: F. J. Laphorne, chairman Tent Committee; T. J. May, President; J. M. McCloud, ex-president. Right hand picture, the judges in the Baby Contest, left to right: W. J. Brown, Mrs. Macpherson, Ed. Noel, chairman; Miss Howie, J. W. McKenzie.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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DIFFICULTIES OF EXCHANGE

ONE of the troublesome commercial difficulties of the present moment is the serious nature of the Canadian exchange situation. Canada is a heavy importer from the United States in a large variety of food products, so that this condition becomes an all-important factor. It takes approximately \$1.05 to pay for every \$1.00 worth of goods purchased. This is one of the factors in increasing the cost of goods.

CARE AND COMMON SENSE NEEDED

A RESOLUTION asking Secretary of War Baker to put on the market at once food commodities totalling in value \$120,000,000 has been passed by the United States Congress. Whether Mr. Baker accedes to the request or not remains to be seen. It may seem an easy enough thing to turn this quantity of food loose at one fell swoop. It involves a serious economic question, however. American food handlers were compelled last year to bid against enormous Governmental purchases that drove prices to then unheard of levels. They bought in good faith to meet the needs of the people. Now the Government finds that it did not really need the goods. If it forces them on sale, the merchant who was compelled to meet a high market because of Government competition, will be compelled to meet a disastrously low one. It is questionable whether some of these handlers would be able to weather the storm, and it is questionable whether any good result can be obtained by any such drastic action.

RAILWAYS DEMONSTRATE CANADA'S PROSPERITY

SOME interesting figures have recently been given out by the Department of Railways and Canals on the growing popularity of the railways as passenger and freight carriers. While the number of passengers carried fell off by some three million in 1918 over 1917, owing to the curtailment of railway service, the total number of passengers carried amounted to 50,737,294, as opposed to 35,894,575 in 1910 and 6,462,948 in 1880. The increase in freight traffic is even more noticeable. 1918 shows a general freight haulage of 127,543,687 tons, an increase of nearly six million tons over any other year. In 1910 the freight haulage was 76,482,866 tons and in 1880 it was 9,938,858 tons. These figures give some idea of the marvelous advancement of Canada in the course of only a few years.

THE SUGAR SITUATION

ONCE again the sugar situation comes to the fore. In the United States there has been a very pronounced shortage, owing largely to the very heavy buying demand from abroad. In some instances this buying demand has been evidenced by an offer for raws f.o.b. Cuba of a cent a pound higher than the Sugar Board has paid for the crop, and consequently above the distribution price to the Allied nations by the same amount. Much of this demand emanates from Germany, once one of the premier sugar producing nations of the world. This is only a temporary condition, but one that is serious enough in itself to warrant careful consideration. Another cause of shortage has been the longshoremen's strike that has prevented the sugar ships from clearing from American ports for Cuba.

In Canada the situation is not as serious, though even here a shortage is being felt. Canadian refineries have exported heavily during the year, and Canada has already exceeded her average consumption. She has, however, the British West Indian crop to supply her, and though there is a possibility of higher prices, it is probable that supplies will be adequate.

On the other hand, however, it is not wise to forget the fact that taking the world at large there is barely enough sugar to go around. This is a fact that the merchant may well keep to himself. In previous years, the sugar situation was much complicated by injudiciously given information. In Canada there is plenty of sugar to meet all requirements. Should an abnormal demand be induced, however, by panicky buying on anyone's part, the balance of the situation might be destroyed, and a condition of shortage result that under normal conditions would not obtain.

Merchants in general will be well advised not to encourage any heavy buying of sugar at the present time, and to encourage the consumption of brown instead of white sugar wherever possible. By so doing they will be of material assistance in maintaining stable conditions in this important commodity.

Various Questions and Answers

Description of Customers' Account Filing System — Some Thoughts on Cash Business

By HENRY JOHNSON, Jr.

A GROCER describes his account filing system this way:

I use an envelope filing system of my own. Instead of entering the slips in the ledger I put them in special envelopes which are stood upright in a box with an index. Any envelope can be picked out in a second or two, and it will show the customer's name and amount owing at any time. Total is carried forward to new slip when sale is made, so customer always has total amount of bill before him.

My difficulty is in matching this system with my cash register. I do not ring up each charge sale as I have to place the slip in the customer's envelope and cannot also place it in register for checking up at night, so I cannot thus keep a record of my charge as compared with my cash business as I wish to do. Perhaps you can tell me how to do it?

Of course when account is paid in full one can remove all the slips from the customer's envelope, ring up the amount as a charge sale, and the same total as a received on account, pin all slips together, put them in the register, and enter in the synoptic as rung up. But what to do with payments on account? How to ring into the register, and what to do with the slips? They cannot be removed from the envelope and the transaction cannot be rung up unless something is put into register to check when balance is struck at night.

I have told many times how I always kept my charge accounts as if the goods were still on hand, and regarded all payments on account as so much cash sales, but it seems to me that slips might be kept in a box during the day, added at night, and the total run into the register, if you desire to keep track of total outstanding bills concurrently, and then the slips could be filed.

If there is danger that two different totals might appear on the customer's slip because of items omitted through several purchases being made in a day, there are various kinds of sales slips which could be used. There are triplicate, considerably more expensive than the duplicate, but there is a duplicate with a perforated check portion on the bottom, used by department stores for various kinds of double checking. That could be used and the amount written on the lower check which could be torn off and put into register to correspond with the amount rung up on charge account. That last seems to me the feasible plan for your case.

No Personal Letters

Several times I have tried to make it clear that it is impossible for me to send information in a private letter. I have one enquiry now which I have held up, really intending to try to write personally. Hence it is probably too late al-

ready, for my work is too exacting and time too short for me to do this. Therefore, please do not ask it.

This is the enquiry, and you can see there is nothing about it which entitles it to private treatment. If I were to write detailed answers on such subjects I could literally do nothing else:

"At our last meeting I tried to persuade the members that the time had arrived to go on the cash basis, both buying and selling. I got a lot of knocks but I still think that they may be persuaded to come to it. Now I hope that you will be able to give me some real live information on this question that I may use in a debate which is to take place shortly on this subject. If you could put me in touch with someone who has turned a credit into a cash business, or you may be able to show me some good points yourself. Would like to have this in a personally-addressed communication if this is not interfering with your other affairs."

So, just because he was so nice about it, I tried to do it. Result was the subject got no attention at all, otherwise it would have been handled at once.

But I am a poor physician for you to call on for this kind of medicine, for I am not a cash selling merchant at all. I know there are cash selling merchants who make a success of their business, but my experience always has been so happy and profitable on the credit basis that I would not change. On the buying end, I am with you, for there I believe the merchant should strictly pay as he goes.

Instances Everywhere

In almost every issue of this paper you can find instances of merchants who have changed. Most of them give their experiences. Many are happy. But to my mind it takes a peculiar temperament to sell successfully for cash, and only a few of us have that temperament. It requires strong character, detached determination, willingness to brave unpopularity. I think that the man with such qualifications can do so much better as a credit merchant that I see no use in the cash business. Yet, as I say, many do it and do it well.

By and large, our business is bound to continue on the credit plan. Why? Because all civilization is credit? Our currency is based on the credit and good faith of our Government—which means you and me. Our dealings are based on our belief in each other—which means moral credit. So, as you examine everything that enters into business in all its branches you find the foundation stone is credit.

I suspect that is why the mail-order houses and department stores everywhere have abandoned their strictly cash plan during the past ten or a dozen years and now send goods with no money demanded

in advance. So you can see that I sympathize with the "knocker" who went after you in your debate!

Cannot be Done—All at Once

One asks me: "How are you going to get an ad set up the way you want it when the local paper has not got the type, and probably could not follow the copy if he did have?"

That's pretty easy to answer off hand: It can't be done! It is no more possible than it would be for a customer to buy Nepal pepper in your store if you did not have it—which I'm gambling right now you have not!—and did not know what it was, where it grows, or what it looks or tastes like—which I am also wagering is the honest truth.

But—and don't say, "but me no buts"—that is not saying that if you have frequent demands for Nepal pepper, and rognons de coq, angelique, and a few other odds and ends, you will not stock them and keep them on hand. And do you not think that maybe you are a bit hasty with the newspaper?

Maybe you have just begun to advertise. Perhaps you are not a very steady or stable advertiser at that. Maybe you have read a thing or two and think you know all there is to know about types, type faces, styles, the point system, etc. Maybe you have descended like a pile of bricks all of a sudden on to your local print man and taken his breath away without giving him time to catch your ideas—if you have real ones!

My suggestion is that you work with the printer. Make a contract with him so he may know what he can depend on. Get you copy out promptly. Use his type faces just as they are for a while—maybe they're not so awful rotten after all. Then, as he gets to know you and you get to know him—which may be just as valuable to you as to him—and he sees you are a sincere, consistent advertiser with some real idea of where you are heading in, he will be able to see the returns to be derived from getting in a new face or two.

Have patience—it's a great virtue. Like charity, it begins at home, too.

Stock Book Wanted

I am asked:

"Please advise if there is any system of keeping a stock book which could be used in a general store carrying groceries, dry goods, boots and shoes, hardware, crockery, patent medicines—a little of everything you might say—and doing about \$20,000 a year. The greatest difficulty seems to be that there is such a long list of goods for the amount of business done in each line. Possibly there is some system of grouping goods.

"In small cash sales we do not make out a counter slip, but ring them up on

Continued on page 33

CURRENT NEWS OF THE WEEK

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

MARITIME

Geo. E. Ford & Sons, Sackville, N. B., have been making improvements in their store; they have recently added a new display counter.

Fire broke out recently in the Fish Building, Newcastle, N.B., occupied by Leroy White grocery and Geo. M. Lake, harness store. The building is badly damaged, and both the building and goods are partially covered by insurance.

QUEBEC

A. W. Richardson, of Torbitt, Castleman & Co., Louisville, Ky., molasses refiners, was in Montreal this week.

C. C. Bissell, sales manager Atlantic Sugar Refineries, Ltd., Montreal, is holidaying in and around Brockville.

Fire at Gatineau Point, Quebec, is stated to have done \$20,000 damage. Reports state that the butcher shop of Mrs. Jos. Toutloff, 50 Champlain avenue, was a total loss.

The port of Montreal welcomed the arrival of the French steamship Californie last week. This inaugurates what is expected to become a regular Canada-Havre passenger and cargo service, and another sister boat, the Hudson, will divide the service with the Californie.

Customs collections in the port of Montreal for the month of July, 1919, show an improvement over those for 1918. The Inland Revenue receipts are also larger. From July 1st to July 29th the receipts were \$2,313,573.83, while the figures for the whole of July, 1918 were only \$1,966,715.26. Increased duty on tobacco and cigarettes is assigned as the reason for the increase.

The Montreal Nut and Brokerage Co., Montreal, is enlarging its premises at 28 Jurors street, Montreal. Two additional flats are being acquired and another picking and a packing department will be added. This will double the space, practically. A new office will also be provided.

ONTARIO

H. D. Marshall, of Ottawa, was in Montreal for a day or two last week.

M. P. Mallon, wholesale poultry dealer, Jarvis street, Toronto, with his bride, has just returned from a two months' honeymoon trip through the Canadian West to Vancouver and down the coast to San Francisco.

QUEBEC BUSINESS CHANGE

Mrs. H. Robert, general store, Rapide de L'Original, has been succeeded by R. Belisle.

ONTARIO BUSINESS CHANGES

Geo. W. Burgess, grocer, Belleville, is dead.

Thomas Wright, general merchant, Camlachie, has sold to W. H. Thornton.

R. H. Allen, Toronto, has sold to Isabella Walker.

Robt. A. Burk, Toronto, has been succeeded by A. C. Gooderham.

Ernest Fleming, Toronto, has been succeeded by D. E. Maginn.

Harrison & Son, grocer, Toronto, has sold to H. A. Campbell.

Florence William, grocer, Toronto, has been succeeded by W. J. Luxton.

Thomas F. Robinson, general merchant, Rodney, has opened a branch at West Lorne.

The T. A. Brown Company have been incorporated as general merchants to carry on a business as wholesale and retail general merchants in the village of Westmeath.

DRUMMERS SNACK HOLD ANNUAL OUTING

The Drummers' Snack Club held its annual outing and concert Friday, July 25, followed by a day of sports and games on Saturday. This annual event, which has given so much joy, pleasure and satisfaction annually, took place in Georgetown. The earnings go for charitable and patriotic institutions. This year the Great War Vets. will benefit to the extent of several hundreds of dollars. One of the unique features of this year's outing was the addresses by three of the veterans of '66.

Geo. A. Griffiths was elected president for the ensuing year.

GEO. A. ANDERSON DIES

Geo. A. Anderson, one of St. Thomas, Ont., leading business men, died at his home in Southwick street, recently, after an illness of several months' duration. Hope of Mr. Anderson's recovery was given up some time ago.

Mr. Anderson, who was 68 years of age on Feb. 13 last, was born in Niagara township, but had resided many years in St. Thomas. He was a member of the Oriental Flour Company of this city, being co-partner of Mayor E. A. Horton.

ARMOUR ANNUAL PICNIC

Armour & Company employees' picnic was held at Mount Hamilton park on Saturday, July 26. The management and committee in charge of the arrangements spared no pains in making the outing a success. Transportation on the East End incline and on motor trucks from the incline to the park was provided, and

there were refreshments in abundance. An extensive programme of races and baseball was the feature of the day, and liberal prizes given by Armour & Company and other firms.

CASSELMAN, ONT., FIRE SWEEP

Fire that broke out in the village of Casselman, Russell County, Ont., on July 30, did \$150,000 damage before it was under control, a large part of the business section of the town being destroyed.

The blaze, which swept down Nation street, the main thoroughfare of the village, was caused by young boys smoking in a livery stable which was destroyed. Among those suffering were the general store of J. A. Carriere, A. Pilon, D. Racine, and V. Henri and P. E. Lafleche, butchers. All the stores were at least in part covered by insurance.

UNITED FARMERS TO OPEN STORE AT FENELON FALLS

At a meeting held at Fenelon Falls, Ont., recently, which was very largely attended, the Fenelon Falls branch of the United Farmers of Ontario decided to open a local retail store here. Nearly \$6,000 was subscribed by those present to finance the undertaking, and it is expected that the store will be opened at as early a date as is possible. T. R. Loblaw of Toronto spoke on "The Benefits of Co-operation," and A. A. Powers, Orono, managing director of the United Farmers Publishing Company, also gave an address. J. J. Thurston presided.

PRODUCE COMPANY INCREASES CAPITAL

Brockville Concern to be Backed by European Financial Interests

Negotiations which have been under way for some months have been concluded whereby European financial interests have become associated with the Laing Produce & Storage Company, of Brockville. The group of companies with which the local concern has become associated is composed of corporations which are among the largest distributors of food-stuffs in the world. To provide for a proposed development the capital will immediately be increased from \$100,000 to \$750,000. J. Gill Gardner will remain at the head of the business, and J. R. A. Laing will continue as vice-president and general manager. The other members of the directorate will be representatives of the European interests involved. J. A. Hutchinson, A. G. Bowie, Brockville, and C. M. Rudel, Montreal, retire from the directorate.

Some Soaps Are Again Higher

Further advances are reported in a few lines of soap, although the general lists of laundry soap show no increases, but are firm at recent advances. Feis Naptha soap that, previous to July 30, was selling at \$8.25 per box, is now quoted at \$9. Lilac Rose soap shows a rise of 50 cents per case. Another jump in N.P. soap is also shown in new quotations. It is now selling at \$6.30 per box. Both N.P. soap and Feis Naptha have shown, in the case of the former, three advances, and of the latter two increases, in the month of July. The increased cost of materials is stated as the cause of the rise. La France castile soap is also higher, boxes of 100's selling at \$4.50, and 20's at \$7.65.

CLOSE WEDNESDAY INSTEAD OF SATURDAY

Edmonton, Alta., Merchants Form Change in Day of Store Holiday

A meeting was held recently by the retail merchants of Edmonton who are in favor of Wednesday half-day closing in preference to Saturday.

W. A. Thompson, chairman of the meeting, stated that the larger majority of citizens preferred the stores to be open all day on Saturday, and that from the merchants' standpoint they could give better service by remaining open on that day, which would be of every convenience to the shopping public.

There was much discussion regarding the matter of inviting the citizens to mark their ballots on Monday, July 28, regardless of which day they wish the stores to be closed.

Resolution was also passed that the retail merchants ask the city council that when passing their next by-law, to have all retail stores close at 12 noon, Wednesday instead of 1 o'clock, so that employers would have the benefit of the extra hour.

SWELLING THE BUYERS 1,000 PER WEEK

Continued from page 26

chose to introduce to his patrons. In his reply he said:

"Any manufacturer can come along and, provided his goods are alright, and he makes it worth our while to handle them, we can demonstrate within one week that we can sell that product. We have done it time and again, and have been able to change from one line to another and to make different lines sell well. The lines must be a good quality, and if this be the case, we can always sell it. Our customers depend upon our selection."

In several direct references, Mr. Robertson made it decidedly clear that the ability to sell any line rested with the salesman. He did not care how well it might have been advertised to the consumer, the salesman was one of the indispensable factors.

Mr. Robertson stated that the public know a good article, and that, in the matter of pricing the goods sold at Cash and Carry prices, they would pay a fair, though not an exorbitant price. It was stated that, in making the price cards, used so freely in the window, no odd prices are offered, such as 19c, 29c, etc. Once in a while a card might read, "18c, 2 for 25c," in which case most people would take the two, saving one cent.

Montreal is a great place for the display of chocolate Easter eggs. There are big eggs and little eggs. "This business all has to be done in about three days," said Mr. Robertson, "and yet we had \$500 worth of one line, and a large quantity of another, and we sold them all. One traveller said we had bought more than two jobbers."

These eggs were sold—a great many of them, at 5c apiece, and were tastefully displayed within the windows. They sold wonderfully well, and very fast, for, as stated, they have to be disposed of within a very limited time.

In connection with the delivery of goods ordered by telephone, Mr. Robertson has had no difficulty. He realized, at the outset, that there might possibly be some difficulty in running the two ideas—that of the Cash and Carry plan, and the regular business of old family customers. "We just told our friends at the first that our idea was an experiment, and that we must make a fair trial of it. And there has been no difficulty. Those wishing the delivery service pay for it, in that we have a regular price for goods not taken away by the customer."

100 Pounds Tea Daily

Mr. Robertson is very proud of his tea business, and it would seem that he has a right to be. For the sales have developed so that an average of 100 pounds per day are sold.

"Some buy two pounds of this tea, and some one pound," said Mr. Robertson. "It has become a big seller with us. We have made the price 55 cents a pound, and the tea is displayed in the window right along."

Tea is a light commodity that customers will carry, a very much used product in daily consumption, and the average customer is more or less likely to want a pound or two. In these days, when the price of good tea is high, the Cash and Carry price appeals. Few object to carrying the small package. And a turnover of 100 pounds of tea per day, or even of half this quantity, means 15,000 to 30,000 pounds in the course of a year. It is a mighty fine business.

"Recently we bought a large quantity of high-grade cocoa," said Mr. Robertson. "This was a surplus quantity that a salesman offered us at a price. Too high, I told him, and asked him if he could not make us a better offer. And he reduced the price to 90c per dozen. This made a good ten cent leader, and we bought the whole 30 cases that he had to offer. It has sold well, and there will be none of it left."

TO FIGHT FOR THE SMALL SHOP

War against the trusts and combines in Great Britain, is to be waged by the United Kingdom Business Men's Association, an organization which sprang out of the One-man Business Associations formed to protect the interests of the small trader during the war.

The secretary has stated that during the last few years the small trader had been pushed out by the combines, the trusts, and the big amalgamations, and at the present time was on the point of being eliminated completely.

"There are over 18,500 multiple shops in the country at the present moment," he said. "Six British firms hold between them 3,461 shops; 70 grocery firms control over 6,000 shops; one firm has 889 branches, another has 799; one private firm alone controls 985 branches, and the Co-operative Society has over 6,000."

LONDON GROCERS HAVE SPLENDID PICNIC

Continued from page 29

Gray, Walters, James, Smith, Farr and Gould.

While there was a hint of rain in the air during the afternoon, the hint did not materialize, and there was nothing to mar the perfect enjoyment of the day.

Those Responsible

The following gentlemen, comprising the officers and executive committee of the association, were responsible for the splendid arrangements which insured such a good time to all present:

Officers—President, John T. May; first vice-president, P. H. Ranahan; second vice-president, Thos. McCormick; secretary, Frank C. Pierce; treasurer, H. P. Rosser.

Executive committee—Ald. G. B. Drake, Thos. Shaw, H. Harley, J. Wyckoff, E. Noel and M. A. Young. Transportation committee—P. H. Ranahan, chairman. Advertising committee—H. P. Rosser, chairman. Reception committee—H. Harley, chairman. Sports Committee—John T. May, chairman. Dancing committee—Kenzie McCormick, chairman. Baby show committee—E. Noel, chairman. Tent committee—F. Laphorne, chairman.

VARIOUS QUESTIONS AND ANSWERS

Continued from page 31

the register. These petty sales would have to be recorded in some way for entry in stock book.

"If there is a stock book being used that will work in a business of this kind some printing house must surely have it, with an alphabetical list of goods therein so that one has only to fill in the amounts. If there is such, please say where it can be procured. If not, please give the ruling of the stock book used commonly and advise the system of operation."

I have made some enquiry but have no results. Maybe others can help this man. Please write me if you can.

NEWS FROM WESTERN CANADA

A. McNamee, Killarney, Man., has disposed of his bakery and grocery business to A. G. Middleton, who assumes control at once.

After ten years in business in Fillmore, Sask., Frank Yeo has disposed of his property and general store business to W. O. Robins, of Kindersley, Sask. Mr. Robins has likewise been in business in Kindersley for a period of ten years.

The new branch of the Hudson Bay stores opening in Regina, Sask., to handle wholesale tobaccos, will not open for business until August 15 instead of Aug. 1 owing to delay in moving stocks. The local manager at Regina will be Charles Horwitz, of Winnipeg.

The A. A. Meneley Co., general merchants, Maple Creek, Sask., are holding a juvenile picnic for the boys and girls of Maple Creek and district on August 6 at the Barracks Bridge. A long list of sports and races are included in the program of fun which has been provided by this enterprising firm for the youngsters of the district.

D. J. MacLeod & Co., brokers and manufacturers agents, Edmonton, Alberta, on August 1 opened a branch of the house in Calgary to take care of their accounts in the southern part of Alberta. W. D. B. Macleod will be in charge of the new office.

M. Mandel and Co. are opening up a business at Estevan, Sask., in the Campbell block. Interested in the new firm with Mr. Mandel is J. Krivel of the Clarendon hotel. Mr. Mandel for a number of years was in charge of the grocery section of the J. E. Loughlin Co. The new firm will handle groceries, dry goods, boots and shoes. Mr. Mandel and Mr. Krivel have been in Winnipeg, where they made arrangements for the purchase of an entirely new stock of goods.

W. Robertson, late of the grocery department of the J. F. Cairns store, Saskatoon, Sask., has opened up a new grocery store at 228 Twenty-First street, Saskatoon. The new firm opened for business on Saturday, July 26. Mr. Robertson went to Saskatoon in 1912 and was at first employed with Woodsides, Limited. The premises of the new store have been thoroughly overhauled and a new front constructed, making one of the best appointed stores in town.

W. H. MALKIN COMPANY, HOLD ANNUAL PICNIC

Vancouver, B.C., July 30.—The annual picnic of the staff of the W. H. Malkin Co., Ltd., Vancouver, was held on Saturday last at Cowan's Point, Bowen Island, and was a most successful outing. The day was perfect and the party of employees and their families, over two hundred and fifty in number, who left

Vancouver on the S.S. "Britannia," were welcomed by Mr. and Mrs. Malkin at their summer home at Cowan's Point.

The usual programme of sports were held and were keenly contested, the feature events being the tug of war, which was won by the travelers, after two hard pulls, the finals being between the travelers and the husky warehouse staff. The baseball game went to the warehouse, after a close game against the office. Boating, swimming and dancing were also indulged in. The party returned to Vancouver well satisfied with the holiday, and the only complaint was that "Malkin's Best" picnic does not happen often enough.

MORE BUTTER BEING MADE

Thirty per cent. more butter is being made this summer than was the case one year ago, according to the statement of the assistant manager of the Saskatchewan Co-Operative Creameries, Limited, Regina. The total make of butter by this company in Saskatchewan in June, 1918, was 450,969 pounds, as compared with 575,958 pounds in June, 1919,

or an increase of approximately 125,000 pounds.

Wadena Creamery had the largest make in June, 1919, a total of 70,000 pounds and over. Other creameries running more than 30,000 pounds for the month were Canora, Kerrobert, Melfort, Melville, and Lloydminster.

MANITOBA R.M.A. TO MEET AUG. 13

The dates for the postponed R. M. A. convention have finally been settled, the dates being fixed as Wednesday, Thursday and Friday, August 13, 14, 15. As far as is possible the original program will be adhered to.

BISCUIT COMPANY FOR REGINA

Announcement is made that the Sanitary Buildings, Limited, intend to open business in Regina, and will erect a fine brick building to cost \$25,000. This building will be used for the manufacture and sale of biscuits and confectionery, and will be located at the corner of Scarth and Sixth streets. Construction will be undertaken this year, it is expected.

Minimum Wage Scale for Women

Saskatchewan Minimum Wage Board Sets \$15 Weekly as the Minimum Wage for Experienced Clerks—48-Hour Week Also Set

THE first pronouncement of the Saskatchewan Minimum Wage Board recently appointed by the Provincial Government has been made, and it affects female employees in shops, stores and other mercantile institutions in the Province. The minimum wage for experienced females employed in the institutions mentioned will be \$15 a week. The minimum for beginners is \$9.50 per week, with an increase every three months until one year of service has been completed, when the employee is deemed to be experienced and will be entitled to the \$15 scale. The board also set the hours of employment for women and girls in this class of work providing for a maximum of 48 hours per week. The \$15 minimum for experienced female labor in the mercantile classification is considerably higher in Saskatchewan than is in effect in the other three Western Provinces. In Manitoba the minimum for experienced female labor in stores and shops is \$12, in British Columbia, \$12.75, and in Alberta, \$9.

The minimum for beginners is \$9.50, according to the new ruling; for the first three months, \$10.50; for the second three months, \$11.50; for the third three months, and \$13.50 for the remainder of

the first year's service. Out of the 659 adult women and girls employed in this class of work in Saskatchewan, 341 are being paid wages ranging from \$6 to \$15 per week.

In connection with the hours of employment, provision was made for an extension of the number of hours of employment under special circumstances when permits may be issued for additional hours not to exceed 36 days during the year. Power to issue such permits was delegated to T. M. Molloy, Commissioner of Labor for Saskatchewan.

The orders will not come into effect until the board has completed its work in connection with all classes of female labor, after which the orders will be published in two issues of the Saskatchewan Gazette and will become effective under the provisions of the act 30 days after the first publication.

The decisions of the board respecting the minimum wages and the hours of employment were not unanimous. The members of the board are W. F. Dunn, barrister, Moose Jaw; J. F. Cairns, departmental store, manager, Saskatoon; Harry Perry, Labor Alderman, Regina; Mrs. Robertson, Saskatoon, and Mrs. Bothwell, Regina.

Groceteria Idea Doubles Business

Swift Current Store Has Prospered Under This Method of Business—Cheerful Service a Business-Getter

From E. H. S.

WITHIN nine months after they came in from a side street and opened a groceteria on the main street of Swift Current, Sask., A. S. Hunter and N. E. Pletch have more than doubled their business. It was the first store of this kind to be established in town, and the results have far exceeded the expectations of the proprietors. Low prices for cash with deliveries of all purchases over \$3 are the lures that have brought big business, and established this firm strongly in a few months. These and a desire to give the very last word in service.

Service a Drawing Card

"If a thing is unsatisfactory, fix it up with a smile," is the watchword in this live store. When a promise is made that an order will be delivered at a certain time, it is delivered just at that time, to the delight of the housewives, who have been educated through a lifetime to expect the grocer man to fall down on his promises. That there is courtesy in the store and tactful geniality goes without saying.

As a result of the straight cash business the management has been able not only to take advantage of all the breaks in the market, but to take all discounts as well. At times they have had such abundant stocks of potatoes that they were able to sell by the carload to the wholesales.

When an opportunity was presented

to secure the good location on the main street the members of the firm entered into a long debate as to the wisdom of making the new venture. This was in the fall of 1918, when there was a serious crop failure in this district. They figured that if 1919 proved a banner year it would put them on their feet, and the long and short of it is they took the store and moved in. The store caught on from the first week, and, surprising as it seemed, made even greater progress on account of depressing financial conditions. People wanted to buy where they could secure the best values, and this store, with its modern system and cash business, was the one place in town best adapted to meet their needs.

Then in June came the scorching winds, and the weeks of dry weather, which again burned up the crop, but still the business continued to flourish, and the firm found that the people had the money. Other stores which had been doing a heavy credit business began to put out the sign, "Cash Only," which drove even more trade to the Groceteria. The prospects are for a good year despite all conditions, because people must buy groceries, when they curtail the expenses on everything else. Dollar days on Friday and Saturday have proven a great success with this store, which, by the way adopted the name of Groceteria instead of Groceteria to be original. In all of their advertising they interpret this name to mean cheaper groceries.

MANITOBA MERCHANTS PROTEST TAXES

James Robinson, S. Delveau, Louis Touchard, Joseph Molgat, general merchants of the village of St. Rose, Man., and J. L. Guillas, farmer, Z. H. Rheamer, secretary-treasurer of the Municipality, met before the Manitoba Tax Commissioners at Dauphin, on July 30th. The merchants contended that there was too much difference between the taxes contributed by the merchants in the village of St. Rose and those paid by the farmers in the same municipality. They recommended that the personal property tax be abolished and that a uniform tax on incomes be substituted and that all persons regardless of their occupation be subject to the same. The secretary-treasurer stated that there was considerable dissatisfaction locally regarding lands in the drainage district. He said that these lands, owing to the low assessments, were not bearing their share of school and other local taxes.

On Thursday, July 31st, at 2 p. m., the following merchants of Dauphin appeared before the Commission: E. A. Ramsay, general merchant; W. G. White, dry goods merchant; G. A. Hunter, clothing merchant.

They contended that the business tax of 12½% based upon rental values discriminated against retail merchants in that the amount collected as a business tax was not properly distributed. It was suggested that a basis should be found which would remove these inequalities and be broad enough to include many who are now not contributing. They suggested an income tax consisting of a uniform rate on net incomes and salaries, with some system of inspection under some centralized authority with a view to securing greater efficiency and economy.



Interior of "The Groceteria" at Swift Current, conducted by Messrs. A. S. Hunter and N. E. Pletch, who is standing in the foreground.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

MONTREAL—There are some important advances this week and the trend of the markets continues to be upward, even on perishable fruits and vegetables. New peels are being received and the prices are not much higher than those for the old. Jams and gooseberries and also canned black currants are higher. Evaporated milk and package soda are up. Ground cloves advanced. Shoe polish, camphor and mincemeat have been put on a higher basis. Rolled oats and oatmeals are moved up this week and there is a possibility of package cereals advancing again. Jams are quoted higher. Green peanuts are much higher to the importer and the roasted will perhaps be increased in price soon. Seedless raisins are received and are higher in price. Rices are all higher and also tapioca. Teas, coffee and cocoa are all firm. Bran and shorts are selling, in some cases, at a premium, but the market quotations are unchanged. Lower prices are effective on oats and barley. More variety of fruits is to be had, but prices are high. Green vegetables are holding quite steadily, too.

TORONTO—The feature of the market reports as far as Toronto is concerned, this week, is the announcement from the Dominion Cannery of the new prices on canned peas and such fruits as cherries, raspberries, black and red currants, and gooseberries. All quotations show very marked advances as compared with the opening prices a year ago. The pack in the case of peas is a short one, in the case of extra sifted peas it being only 15 per cent. In the case of most of the above fruits there was a normal pack. Old crop canned goods are in most lines pretty well cleaned up. There continues a very active demand for can-

ned salmon. This is being met in quite a large measure by American salmon. The high rate of exchange on the United States market is causing considerable concern to wholesale grocers, as it means higher prices on imported goods. Dried fruits are in light supply and some of the varieties are now completely off the market.

Supplies of sugar continue to give some inconvenience to wholesalers in the way of meeting requirements of their customers, and because of the scarcity, receipts have to be allotted in hand to mouth allowances. Teas and coffees are at strong levels and primary markets indicate no change in the downward direction. Spices are very firm. High prices are being asked on the new crop of honey. Little has been purchased as yet. The market for cereals is strong, with prices steady with last week.

In the produce markets, fresh beef is inclined to be slightly easier, although fresh pork is very strong, and all pork products rule at very high figures. The price of live hogs on the Toronto market is holding around \$24.50, on the fed and watered plan. Eggs are in lighter supply, and prices have advanced accordingly. Butter and cheese are steady and firm. Poultry receipts show increase, but prices are unchanged.

WINNIPEG—New crop prices named on jam. Oranges and lemons advance. Higher corn has advanced prices in starch and corn syrup. Higher tendency in tea market. New prices expected soon on raisins. Sharp advance in rice market. Advance in coffee, and higher prices can be expected. Firmer and higher market for good quality beans. Nuts are higher. Heavy foreign buying of canned goods.

QUEBEC MARKETS

MONTREAL, Aug. 6—Little complaint is made of a restricted demand. Taking the mid-summer seasons by way of comparison the movement is active and very satisfactory. There is some delay in getting goods. Markets have advanced for some special lines and for several regular commodities. The tendency is upward all the time.

Labor Trouble Has Deferred Sugars

Montreal.

SUGAR.—Difficulties of transporta-

tion have served to cause the refiners more or less trouble in maintaining a run of sugar. These difficulties are caused through the marine strikes and raw sugars have been held back. This

has meant a reduction of the meltings and it has been impossible to secure a surplus against the present heavy demands of the preserving season. Little improvement in the way of increased supplies can now be promised.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15-10 30
Icing, 25-lb. boxes	10 55-10 70
Icing, 50-lb. boxes	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45

Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs.	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	10 85-10 95
Do., 12-lb. pack	11 95-12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	0 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Polish, Camphor, Mincemeat Higher

Montreal.
POLISH, CAMPHOR, MINCEMEAT.
—Advanced prices are quoted by a leading jobber on Two-in-One shoe polish. The new list is 10c up to \$1.30. Camphor is advanced 25c per lb. to \$4. Wethey's mincemeat is advanced by this jobber 65c per case to \$5.10.

Evaporated Milk; Carton Soda Advance

Montreal.
MILK, CARTON SODA—In one quarter advances are made for Klim milk and the change will make the powdered, 16 oz. tins, \$9.15 per case; the 10 lb. tins, \$20.25 per case, and the bulk, 29c per lb. in 50 lb. lots, and 27c in 200 lb. lots.

Cow brand soda is quoted up in this quarter 25c per case to \$3.70 for 1 lb. size and to \$3.90 for the 1/2 lb. size.

Currants and Berries Higher; Jams Advance

Montreal.
CANNED GOODS.—Stiff advances are named by a prominent jobber for canned gooseberries and black currants. The new price on gooseberries, 2's, is \$3 per doz., and for black currants the new price on this size is \$4.65, and on gallons, \$16. Prices are also higher for canned peas. Standards are selling at \$1.95-\$2 per doz.; Early June for \$2.07-\$2.12 1/2, and extra fines at \$3. Delivery by the canners of peas is to be as follows: Standard peas, 40 per cent.; Early Junes, 75 per cent.; and Extra Fine, 15 per cent. It is expected that some jobbers will be able to fill their contracts with the trade on a much higher delivery percentage.

E. D. Smith jams are being quoted at advances totaling 5 per cent. to 10 per cent.

Canned Fruits—		
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.		5 25
Blueberries, 2s		2 40
Currants, black, 2s, doz.		4 65
Do., gallons, doz.		16 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.		3 00
Do., 2s (pails)	2 77 1/2	2 80
Peaches, 20 oz., doz.		
Do., No. 2	2 80	3 00
Do., 2 1/2 (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2 1/2s		3 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 2s		3 60
Do., 2 1/2s		4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s		2 45

Do. (light syrup, 2s)		2 00
Raspberries, 2s	4 00	4 25
Do., 2 1/2s		2 00
Strawberry, 2s		4 50
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	5 75	5 75
Asparagus, imported (2 1/2s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	1 75	1 75
Beets, new sliced, 2-lb.	0 95	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s		2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gala.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 50
Tomatoes, 3s	1 95	2 10
Tomatoes, gallons	6 00	7 02 1/2
Pumpkin, 2 1/2s (doz.)		1 10
Pumpkins, gallons (doz.)		3 25
Peas, standards	1 95	2 00
Peas, early June	2 07 1/2	2 12 1/2
Peas, extra fine, 2s		3 00
Do., fancy, 20 oz.		1 67 1/2
Potatoes, Can. sweet, 2 1/2-lb tins		2 75
Do., 2-lb. tins		1 85
Olives (in bls, 49 wine gala.), gal.		1 85
Canned Fish—		
Salmon—		
Chums, 1-lb. talls		1 90
Do., 1/2s, flat		1 00
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, 1/2-lb. doz.		1 87 1/2
Pale, 1 lb., doz.		2 37 1/2
Pinks, 1/2-lb., doz.		1 62 1/2
Cohoos, 1-lb. talls	3 75	3 75
Cohoos, 1-lb. flats	3 25	3 25
Cohoos, 1/2 lbs., flat	1 75	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, 1/2 lb.	2 45	2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Labrador salmon, 1-lb. flat		3 60
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Herrings, kippers, dz. (4 dz. case)		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (1/2-lb.)		1 90
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (1/4s)		25 00
Oysters (Canned)—		
5 oz., doz.		2 60
10 oz., doz.		4 20
Lobsters, 1/4-lb., doz.		3 25
Do., 1/2-lb. tins, doz.		5 10
Do., 1-lb. talls, doz.		8 25
Do., 3/4-lb. doz.		6 00
Do., 1-lb. flats		8 25
Lobster paste, 1/4-lb. tins		3 50
sardines (Amer. Norweg'n style)		14 50
Sardines (gen. Norwegian)		25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	32 00
scallops, 1-lb., doz.	3 25	3 25
Do., Eastern trade	2 65	2 65
Do., Winnipeg and Western	2 85	2 85
Scotch Snack, No. 2, doz.	4 50	4 50
Shrimps, No. 1	2 25	2 50
Shrimps, No. 1 (es 4 doz.)	6 75	6 75
Crab meat (Japanese), doz.	6 50	6 50
Clams (river) (1 lb.), doz.	1 90	1 90
Scotch Snack, No. 1, doz., Montreal	2 50	2 50

Green Peanuts 20 1/2c; Will Be Scarcer

Montreal.
NUTS.—Peanut prices appear to be on the rise again and there was a recent sale of imported greens at 20 1/2c at Montreal. This means that there will surely be a further advance. The crop in the States will not be garnered for some time yet, and, in the meantime, it is reported that supplies available are somewhat limited. Other varieties continue to be scarce, and prices firm.

Almonds, per lb.	0 26
Almonds (shelled)	0 57 0 60
Almonds (Jordan)	0 70
Brazil nuts (new)	0 25 0 29
Roazil nuts (medium)	0 15 0 17
Filberts (Sicily), per lb.	0 27 1/2 0 31
Filberts, Barcelona	0 26 1/2 0 30

Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16 1/2	0 18
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo		0 60
Walnuts (Grenoble)	0 25	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 75	0 80
Walnuts (Spanish)	0 30	0 33

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

Price Maintained But Beans Slow

Montreal.
BEANS.—Prices are firmly held on beans, although in a general retail way there is not a large business. Some car lots of select Ontario stock have been sold, it is said, for around \$5 per bushel.

Canadian, hand-picked, bush.	5 40	5 60
British Columbia		5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes		5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)		6 50
Peas (blue)	0 08	0 09

Seedless Raisins 20c; Little Movement

Montreal.
DRIED FRUITS.—A quiet condition surrounds the market here and there is little feature to note. Prices will not be less on any line, probably, than they now are. The undertone is firm and as soon as the movement begins in a few weeks increases will probably be considered. New package seedless raisins were received by one firm and are quoted at 20c per pkg. for the 15 oz. cartons.

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

70-80s (25-lb. box)	0 22
90-90s	0 19
90-100s	0 17
100-120s	0 14
Peels—	
Orange	0 37
Cut mixed (1-lb. cartons), doz. 4 10	4 80
in 36 lb. case	12 75
Cut, 10-lb. boxes (lb.)	0 48

Rice Again Scores Advances; Tapioca, Too

Montreal.
RICE AND TAPIOCA.—Advances have again been effected for rice, and there is a decidedly nominal basis. It now looks as though this country will get little relief in the way of increased supplies from the Orient, and with supplies on spot much reduced there is little improvement in prospect as far as quotations are concerned. Patna, Siam, Carolina, Pakling, and other grades have all been advanced this week. The tapioca situation is also much stronger. The basis here has been advanced to 15c-16c per lb.

Carolina	19 00
Honduras	18 00
Siam, No. 2	12 00
Siam (fancy)	12 00
Rangoon "B"	10 75
Rangoon CC	10 50
Mandarin	11 75
Pakling	13 00
Patna	0 14
Broken rice	7 00
Tapioca, per lb. (seed)	0 15
Tapioca (pearl)	0 15

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

Sales of Syrup Are Steady; Molasses Held

Montreal.
SYRUP, MOLASSES—A large amount of cane syrup has been moved of late. Much of this, it is stated, has been used for preserving. The market is strong and the basis maintained without change. Molasses is a slow seller, but the basis is held.

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 08 1/4
Half bbls.	0 08 1/2
Kegs	0 08 3/4
2-lb. tins, 2 doz. in case, case	5 45
5-lb. tins, 1 doz. in case, case	6 05
10-lb. tins, 1/2 doz. in case, case	5 75
20-lb. tins, 1/4 doz. in case, case	5 70
2-gal. 25-lb. pails, each	2 60
3-gal. 38 1/2-lb. pails, each	3 85
5-gal. 65-lb. pails, each	6 25
White Corn Syrup—	
2-lb. tins, 3 doz. in case, case	5 95
5-lb. tins, 1 doz. in case, case	6 55
10-lb. tins, 1/2 doz. in case, case	6 25
20-lb. tins, 1/4 doz. in case, case	6 20
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

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

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

Old Honey Seeks a Market; Maples Steady

Montreal.
HONEY, MAPLE PRODUCTS.—One large producer is reported to have offered a considerable tonnage of last year's clover honey to the trade this week for less money than has been obtained, lately, for this product. It would

seem that holders are desirous of liquidating supplies before the new crop is generally marketed. While reports are not complete, it is apparent that the new crop will be a fairly large one. Prices are unchanged.

Maple syrup and sugar are steadily in demand, as far as midsummer trade goes, and the basis is held without change.

Maple Syrup—	
13 1/2-lb. tins (each) (nominal)	2 50
10-lb. cans, 6 in case, per case	15 10
5-lb. cans, 12 in case, per case	17 10
2 1/2-lb. cans, 24 in case, per case	18 50
Maple Sugar (nominal), small lots	0 27
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs., per lb.	0 26
30-lb. pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Buckwheat, 6-lb. tins., lb.	0 19

Cloves Go Higher; Cream Tartar Scarce

Montreal.
SPICES.—A midsummer condition obtains here and there is not as much movement as there was a few weeks ago. Nevertheless, the sorting requirements of the trade are considerable and total well. Ground cloves are firmer and there is a higher charge for packages, per pound, this being advanced to 4 1/2c. Cream of tartar, pure, is very scarce, and it is stated that to buy any large quantities would be difficult, if, indeed, possible.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 55	
Pure ground	0 35	0 40
Cloves	0 55	0 65
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	0 30	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 60	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

Latest Cables Say Hard Rolled Teas Up

Montreal.
TEAS.—Advices just received this week from Japan outline a very strong market there for hard rolled teas of the better quality. On the other hand, there has been a somewhat easier and lower tone on rough leaf or fourth crop yields. These, however, will probably not be a factor in the Canadian market for several months—perhaps December. In the meanwhile there has been a good enquiry for teas and a fair movement, speaking seasonably.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 40	0 52

Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 30	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

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

Coffee Sales Big; Exports Uncertain

Montreal.
COFFEE, COCOA.—The movement of coffee from Montreal has been a decidedly heavy one for some weeks, one of the large roasters and importers stating that July was one of the biggest months ever recorded. This is right in a season which has but a moderate amount of business. It is apparent that Germany has not become the buyer, as yet, which she was expected to be after peace was signed. The authorities there will be inclined to debar import of such commodities as may be dispensed with temporarily.

Cocoa is popular with some as an iced drink and there is a summer movement, though not a large one.

Coffee—		
Bogotas, lb.	0 43	0 45
Jamaica, lb.	0 38	0 41
Maracaibo, lb.	0 38	0 42
Mocha (types)	0 42	0 45
Mexican, lb.	0 42	0 44
Rio, lb.	0 36 1/2	0 38 1/2
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
Cocoa—		
In 1-lbs., per doz.	5 25	
In 1/2-lbs., per doz.	2 75	
In 1/4-lbs., per doz.	1 45	
In 10s size, per doz.	1 10	

Control Action Not To Affect Flours

Montreal.
FLOURS.—The situation is steady and trade quiet. Action of the Government as to fixing a minimum price for wheat will not be a factor in respect to the price basis, it is stated. In fact there is apparently no one who knows just what the action means in all its parts. Mills are doing little or nothing in the way of production.

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

Package Goods Hold; Rolled Oats; Meal Up

Montreal.
CEREALS.—During the week tendencies developed which have resulted in higher prices prevailing for rolled oats and also for oatmeals. The 90-lb. sacks of rolled oats are selling for \$5.25 to \$5.50, and oatmeal \$6-\$6.30 for bags. Cornmeal is very firm, but without change. Package goods are firm and there may be an advance for these ere long.

Self-raising Flour—		
3-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	6 00	
Golden	5 50	
Barley, pearl	6 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	7 50	

Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	8 75	9 00
Rice flour	5 75	6 00
Hominy grits, 98 lbs.	6 50	7 25
Hominy, pearl, 98 lbs.	5 75	6 00
Graham flour	6 00	6 30
Oatmeal (standard-granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s.	4 00	5 50
Peas, Canadian, boiling, bush	6 00	6 50
Split peas (per 98 lbs.)	5 25	5 50
Rolled oats, 90-lb. bags	5 60	5 60
Rolled oats (family pack), evase	2 00	2 00
Rolled oats (small size), case	5 30	5 30
Oat flakes (case 20 pkgs.)	7 10	8 00
Rolled wheat (100-lb. bbls.)		
Porridge Wheat—		
Packages, 36 in case	6 00	
Packages, 20 in case (family pack)	5 80	
Puffed wheat, c/s	4 25	
Wheat Food, 18, 1 1/2 s.	3 25	
Tapioca flour, lb.	0 15	0 16

High Prices Paid For Bran and Shorts

Montreal.
MILLFEEDS.—While there has been a fair sale of feeds, the movement of bran and shorts has been seasonably good and prices secured by the mills have been better, in some cases, than for several weeks. With the mills not operating to any extent, it transpires that some parties have been willing to pay a premium for their requirements. Barley and oat feeds are unchanged and quiet.

Feeds—		
Shorts—		
Mixed cars	44 25	
Bran—		
Mixed cars	42 00	42 25
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings		56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	56 50	
F.O.B. Fort William	55 00	

Oats Decline 6 1/2c; Barley Loses Eight

Montreal.
GRAIN AND HAY.—Declines have been made effective on oats. These amount to 6 1/2c per bushel, making the basis as below. Barley lost eight cents per bushel and there may be lower prices still. The change is said to have come through action in the United States toward price control on various foodstuffs. The hay situation is quiet. There has been no movement as yet and the market will not open for a few weeks.

Good, No. 1, per 2,000-lb. ton	30 00
Do., No. 2	27 00
Do., No. 3	25 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 99 1/2
No. 3 C.W.	0 98
Extra feed	0 98
No. 1 feed	0 96
No. 2 feed	0 90
Barley—	
No. 3 extra	1 43
No. 3	1 42
No. 2	1 43

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

Little Change Made In Fresh Fruits

Montreal.
FRESH FRUITS.—No relief of consequence has been secured from the high prices prevailing for fruits. Selling of oranges, pears, peaches, melons and berries is active. Blueberries are coming in more freely, and yet the prices are high. Black currants are quoted at \$1.50 per

gallon. Gooseberries are being offered at \$1 per gallon.

Apples—		
Hampers	3 50	3 75
Apricots, box		3 25
Bananas (as to grade), bunch	5 00	6 00
Blueberries, qt.		0 30
Do., (11 baskets)		2 00
Cherries (California) (large)		2 10
Currants, black, gal.		1 50
Cantaloupes (size 35-45)	5 50	6 50
Grapefruit (fancy Porto Rico)	4 50	6 50
Gooseberries, gallon		1 00
Grapes (basket, 30 lbs.)	4 00	5 00
Lemons, Messina	6 00	7 00
Watermelons, each		0 75
Pears, California, (110 size)	4 25	5 00
Peaches, Cal. (box)		2 25
Plums, box		3 25
Oranges, Cal., Valencia		4 25
Do., 150		4 50
Do., 176		5 00
Do., 200-216		6 00
Blood oranges		4 50
Raspberries, qts.	0 30	0 35

Celery and Onions; Parsley; Cabbage Less

Montreal.
VEGETABLES.—Declines have been registered this week in celery and bunch onions. There should be declines in other

commodities as well, but the farmers are holding out for stiff returns. Parsley is down to 20c per dozen. There is much more variety available now and the demand is large every week.

Beans, new string, Montreal, 20-lb. bag	0 75	1 00
Beets, new, doz. (Montreal)		0 50
Cucumbers (Montreal), doz.		0 50
Chickory, doz.		0 75
Cauliflower (Montreal), doz.	2 00	2 60
Cabbage (Montreal), doz.		0 50
Carrots (new), doz.		0 50
Celery, doz.		1 00
Corn (per bag, 15 doz.)	1 00	1 25
Lettuce (curly), box		0 15
Lettuce (Montreal), head		0 50
Leeks		2 00
Mint		0 30
Mushrooms, lb.		1 75
Basket (about 3 lbs.)		4 00
Onions, Texas, hamper		6 00
o. Red (bunches), doz.		1 00
Parsley (Canadian)		0 20
Peas (Montreal), bag		3 00
Potatoes, Montreal (90-lb. bag)		1 25
Radishes, doz.		0 20
Rhubarb, doz.		0 25
Spinach, box		0 75
Turnips, Quebec		3 00
Do., new, doz.		0 40
Tomatoes (Montreal) (30-lb. box)	3 00	3 25
Do., hothouse, lb.		0 35

ONTARIO MARKETS

TORONTO, Aug. 8.—The general list of grocery commodities is very strong, with few changes reported as compared with a week ago. Sugar is still giving some concern in the matter of supply, but prices are steady. New prices are named on same lines of canned goods, and the same show large increases.

Sugar is Still in Small Supply

Toronto.
SUGAR.—The difficulty in getting sugar to supply orders is causing considerable concern among wholesale grocers. Deliveries from the refiners are exceedingly light, and they are behind in their orders. The fact of a heavy export demand has caused this to some extent, and also the disturbance to operations resulting from strikes. Prices are unchanged, and are very firm. Refiners express the belief that there will be ample supplies to carry the people through the preserving season.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Syrups Hold at Firm Figures

Toronto.
MOLASSES, CORN SYRUPS.—No changes are reported in the market for molasses and corn syrups. Quotations are strong at the recent advance. There is not a great deal of demand for these commodities just now.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		\$0 08 1/4
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 95
Cases, 5-lb. tins, white, 1 doz. in case		6 55
Cases, 10-lb. tins, white, 1/2 doz. in case		6 25
Cases, 2-lb. tins, yellow, 2 doz. in case		5 45
Cases, 5-lb. tins, yellow, 1 doz. in case		5 85
Cases, 10-lb. tins, yellow, 1/2 doz. in case		5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels		1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	6 00
West Indies, 1 1/4s, 48s.	4 60	6 95

Package Goods Selling Strong

Toronto.
PACKAGE GOODS.—Quotations on all package goods are very strong. While prices generally show no changes, there

is a very firm market on all lines. Rolled oats in particular are strong, and corn flakes are holding at steady levels. Laundry starches are all firm.

PACKAGE GOODS

Rolled Oats, 20s round, case.....	\$5 60
Do., 20s square, case.....	5 10
Do., 36s, case.....	4 07
Do., 18s, case.....	2 00
Corn Flakes, 36s, case.....	3 60
Shredded Wheat, 36s, regular, case.....	4 50
Porridge Wheat, 36s, regular, case.....	6 00
Do., 20s, family, case.....	5 80
Cooker Package Peas, 36s, case.....	3 60
West Indies, 1 1/2s, 48s.....	4 60
Cornstarch, No. 1, lb, cartons.....	0 11 1/2
Do., No. 2, lb, cartons.....	0 10 1/4
Laundry starch.....	0 10
Laundry starch, in 1-lb. cartons.....	0 12
Do., Do., in 6-lb. tin canisters.....	0 13 1/4
Do., Do., in 6-lb. wood boxes.....	0 13 1/4
Potato Flour, in 1-lb. pkgs.....	0 16
Fine oatmeal, 20s.....	5 60
Cornmeal, 24s.....	3 65
Farina, 24s.....	2 35
Barley, 24s.....	2 35
Wheat flakes, 2s.....	5 40
Wheat kernels, 2s.....	4 50
Self-rising pancake flour, 2s.....	3 30
Buckwheat flour, 2s.....	3 30

New Canned Goods

Now on Market

Toronto.

CANNED GOODS.—Strong prices prevail on all canned goods. Quotations for the most part show no changes as compared with a week ago. Some wholesalers have a new shipment of canned lobster in half-pound tins, which they are selling at \$6 per dozen. Some of the new vegetables that have already been packed are coming on the market. The Dominion Cannery have announced their prices for this season's peas. There is a heavy demand for salmon, and a good proportion of the inquiry is being met with American salmon. The new pack of early fruits is also coming on the market. Strawberries, of course, have been available now for some time, but new raspberries and cherries are now quoted.

Salmon—		
Sockeye, 1s, doz.....	4 50	4 75
Sockeye, 1/2s, doz.....	2 95	2 95
Alaska reds, 1s, doz.....	4 25	4 50
Chums, 1-lb. talls.....	2 35	2 60
Do., 1/2s, doz.....	1 85	1 45
Pinks, 1-lb. talls.....	2 35	2 60
Do., 1/2s, doz.....	1 85	1 80
Cohoos, 1/2-lb. tins.....	2 00	2 10
Cohoos, 1-lb. tins.....	3 75	3 90
Red Springs, 1-lb. talls.....	3 75	4 25
White Springs, 1s, dozen.....	2 30	2 35
Lobsters, 1/2 lb., doz.....	6 00	
Do., 1/4-lb. tins.....		
Whale Steak, 1s flat doz.....	1 75	1 90
Pilchards, 1-lb. talls, doz.....	2 10	2 15
Canned Vegetables—		
Beets, 2s.....	1 95	
Tomatoes, 2 1/2s.....	2 25	
Peas, standard.....	1 97 1/2	2 02 1/2
Peas, early June.....	2 12 1/2	2 17 1/2
Do., Sweet Wrinkle.....	2 40	2 45
Do., extra sifted.....	2 77 1/2	2 82 1/2
Beans, golden wax, doz.....		
Asparagus, tins, doz.....	3 75	4 00
Asparagus butts, 2 1/2s.....		2 50
Canadian corn.....		
Corn, American, 2s, doz.....	2 10	2 25
Pumpkins, 2 1/2s.....		1 25
Spinach, 2s, doz.....		1 90
Do., 2 1/2s, doz.....	2 52 1/2	2 80
Do., 10s, doz.....		10 00
Pineapples, sliced, 2s, doz.....		5 00
Do., shredded, 2s, doz.....		
Rhubarb, preserved, 2s, doz.....	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.....	2 65	4 52 1/2
Do., standard, 10s, doz.....	4 50	4 62 1/2
Apples, gal., doz.....		
Peaches, 2s.....		2 87 1/2
Pears, 2s.....	2 35	2 87 1/2
Plums, Lombard, 2s.....		1 90
Do., Green Gage.....		
Cherries, pitted, H. S.....	4 35	4 40
Raspberries, 2s, H.S.....	4 65	4 75
Strawberries, 2s, H.S.....		5 25
Blueberries, 2s.....	2 10	2 35

Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.....	3 40	3 45
Jams—		
Apricot, 4s, each.....	0 84	
Black currants, 16 oz., doz.....	4 00	
Do., 4s, each.....	0 98	1 10
Gooseberry, 4s, each.....	0 84	
Peach, 4s, each.....	0 82	
Red currants, 16 oz., doz.....	3 45	
Raspberries, 16 oz., doz.....	3 90	4 35
Do., 4s, each.....	1 05	1 10
Strawberries, 16 oz., doz.....	3 90	4 35
Do., 4s, each.....	1 08	1 15

Dried Fruits in Light Supply

Toronto.

DRIED FRUITS.—There is not a great deal of movement in the market for dried fruits just now. There are several lines that are practically unobtainable, and others of which the supply is very light. Some brands of raisins are off the market but there is a good inquiry for any available. There are still some old crop prunes on the market in small sizes chiefly. Grecian currants are now being offered, from 22 to 23 cents per pound. Indications point to even higher quotations on currants, as there is a very heavy European demand, and also a big inquiry for domestic account. Fairly good shipments are now arriving.

Apricots, unpitted.....	0 16 1/2	
Do., fancy, 25s.....	0 30	
Do., choice, 25s.....	0 28	0 30
Do., standard, 25s.....	0 22 1/2	0 26
Candied Peels, American—		
Lemon.....	0 38	0 43 1/2
Orange.....	0 45	0 46 1/2
Citron.....	0 47	
Currants—		
Grecian, per lb.....	0 22	0 23
Australians, 3 Crown, lb.....	0 20	0 21
Cherries, 2s.....	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case.....		6 50
Dromedary, 3 doz. in case.....		7 50
Figs—		
Taps, lb.....		
Malagas, lb.....		
Comadre figs, mats, lb.....	0 14	0 15
Cal., 4 oz. pkgs., 70s, case.....		5 00
Cal., 8 oz., 30s, case.....		3 25
Cal., 10 oz., 12s, case.....		3 25
Prunes—		
30-40s, pe rib.....	0 25	0 35
40-50s, per lb.....	0 30	0 30
50-60s, per lb.....	0 22	0 24
60-70s, per lb.....		0 22
70-80s, per lb.....	0 19	0 20
80-90s, per lb.....	0 16 1/2	0 17
90-100s, per lb.....		0 14 1/2
100-120s, per lb.....		0 14 1/2
Peaches—		
Standard, 25-lb. box, peeled.....	0 20	
Choice, 25-lb. box, peeled.....	0 23	
Fancy, 25-lb. boxes.....	0 24	
Practically peeled, 25-lb. boxes.....	0 22 1/2	
Extra choice, 25-lb. box, peeled.....	0 26	
Raisins—		
California bleached, lb.....		
Extra fancy, sulphur, blech., 25s.....		0 20
Seedless, 15-oz. packets.....	0 14 1/2	0 15
Seeded, fancy, 1-lb. packets.....	0 16	0 17 1/2
Seeded, 15-oz. packets.....		0 20
Seedless, Thompson's, bulk.....		0 20
Seedless, 16-oz. packets.....		0 20
Do., Bakers, Thompson's, 25s.....		0 20
Crown Muscatels, 25s.....		0 17

Firm Market in All Cereals

Toronto.

CEREALS.—The market for cereals is very strong, but on the whole is unchanged as compared with a week ago. The market for oats is very firm just now, and of course this is reflected in the quotations on rolled oats, which are very firm at last week's advances. Cornmeal is also strong.

	Single Bag Lots	
	F.o.b. Toronto.	
Barley, pearl, 98s.....	5 50	6 00
Barley, pot, 98s.....	4 25	4 50

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

Above prices give range of quotations to the retail trade.

No Improvement in Rice Situation

Toronto.

RICES.—No changes are reported in the market for rices, but all prices are very firm at high levels. There is nothing to indicate an easier market for some time to come as supplies are very light. Some wholesalers have only small quantities of the best rices, and most of the demand is being met by the poorer qualities. Tapioca is scarce and high, being quoted up to 14 1/2 cents per pound.

Texas, fancy, per 100 lb.....	17 50	18 00
Blue Rose, Texas, per 100 lbs.....		18 00
Honduras, fancy, per 100 lbs.....		
Siam, fancy, per 100 lbs.....	15 00	16 00
Siam, second, per 100 lbs.....	13 50	14 50
Japans, fancy, per 100 lbs.....		17 00
Do., seconds, per 100 lbs.....	13 00	14 00
Chinese, XX., per 100 lbs.....		14 00
Do., Simiu.....		15 00
Do., Mujin, No. 1.....		16 00
Do., Pakling.....		14 00
White Sazo.....	0 13 1/4	0 13 1/2
Tapioca, per lb.....	0 13 1/2	0 14 1/2

Japan Teas Will Be High in Price

Toronto.

TEAS.—Recent advices received by importers show quotations on Japan teas 40 per cent. higher than last year. These quotations are of course at primary points of shipment, but the spot market on Japan teas this year will be very high. It is not likely that offerings will be at all large. Cables continue to show higher prices on all Indian and Ceylon teas. Freight charges are also going up. All factors contribute to strong markets in teas. Stocks among Toronto dealers are not heavy. Shipments of a fairly large order have been made to England, where a strong market is ruling.

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

Lower Coffee Prices Unlikely

Toronto.

COFFEES.—There is no evidence of lower prices for coffees. Primary markets are very strong, and quotations on spot at Toronto are very firm. The fact that stocks among dealers have been fairly heavy has resulted in advances in the spot prices having been steady in com-

parison with the rising primary quotations. Green Santos cannot now be bought under 36 cents, and Bogotas are quoted at 43 cents. There is a general upward tendency to the market, and future spot prices will likely rule as high figures.

Java, Private Estate	\$	\$ 55
Java, old Government, lb.	0 48	0 50
Bogotas, lb.	0 50	0 50
Guatemala, lb.	0 46	0 48
Mexican	0 50	0 50
Maracaibo, lb.	0 45	0 46
Jamaica, lb.	0 43	0 45
Blue Mountain Jamaica	0 50	0 55
Mocha, Arabian, lb.	0 33	0 37
Rio, lb.	0 33	0 37
Santos, Bourbon, lb.	0 45	0 46
Ceylon, Plantation, lb.	0 30	0 32
Chicory, lb.	0 30	0 32
Cocos—		
Pure, lb.	0 26	0 28
Sweet, lb.	0 26	0 26

General List of Prices Strong

Toronto.

SPICES.—All quotations on spices are very firm, with no changes in comparison with a week ago. There is a very good demand for spices, and the general list is holding strong. Cream of tartar is selling freely, and the market for the same is firm.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 79	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 35
Ginger	0 30	0 35
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 10	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Peppers, black	0 38	0 43
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 30s	0 60	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 65	0 70
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	1 75	3 00
4-oz. packages, doz.	3 00	6 00
8 oz. tins, doz.	6 00	6 00

Higher Markets Likely in Nuts

Toronto.

NUTS.—All quotations on nuts are very strong, and the tendency in most instances is towards higher levels. Advances on French walnuts point to very high prices, but in regard to California walnuts, reports are that there will be a very heavy crop, approximating fifty million pounds, said to be the largest yield in the history of the industry. The fact that the market is almost bare now, renders easy the handling of this immense crop. The world is hungry for walnuts, and there is no doubt but the crop can be well taken care of by the heavy demand that is bound to ensue. Spot prices this week are steady and strong.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	0 30	0 30
Cocoanuts, Jamaica, sack	10 00	10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brasil nuts, lb.	0 21	0 22

Shelled—		
Almonds, lb.	0 55	0 62
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 19	0 19
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	0 85	0 87

New Crop Honey is Quoted Higher

Toronto.

HONEY, MAPLE SYRUPS.—No changes are reported in this market this week. The crop honey is being offered now, but purchases have not taken place to any extent as yet. It is quoted at 25 cents. Old crop honey is fairly easy, and maple syrup is ruling steady.

Honey—		
Clover—		
5-lb. tins	0 22	0 22
2½s tins	0 23	0 23
10-lb. tins	0 25	0 25

MARKET CHANGES

Cow brand soda has advanced 20 cents a box, the halves now selling at \$4.10. A further increase of ten per cent. is announced to take place on August 29.

Wethey's mincemeat has jumped to \$5.10 a case, three dozen tins to the case. L. and B. raspberry, and apple and strawberry and apple jam, are also quoted higher at 72 cents for four pound tins. Niagara Falls pineapple, twos, are higher, selling at \$5 per dozen.

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

Little Demand in Bean Market

Toronto.

BEANS.—There is not very much demand for beans just now, but the best qualities are very hard to obtain. Ontario one pound to two pound pickers are quoted at \$5 per bushel, and the hand-picked beans at from \$5.50 to \$5.75 per bushel.

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

Fresh Fruits Are Selling Freely

Toronto.

FRUITS.—Both domestic and imported fruits are coming along plentifully now, and there is a brisk demand for all offered. However, prices are holding at firm figures. Raspberries are practically over, but lawtonberries are arriving fairly abundantly, selling at from 25 to 27 cents. Blueberries are holding at very strong figures, at from \$2.50 to \$2.75 for a large basket. Black currants are selling at from \$2.75 to \$3. Gooseberries in large baskets are bringing from \$2.75 to \$3.

California peaches, plums and pears are big sellers, the former selling at \$2.25 for loose, plums at \$3.50, and pears at from \$4.50 to \$4.75 per box.

Bananas, per lb.	0 08
Grapefruit—	
California, seedless, 64s	5 00
Valencias—	
100s, 126s, 150s, 176s, 200s,	
216s, 250s	5 50 6 50
288s, 324s	5 00 5 50
Lemons, Cal., 270s, 300s, case	6 50 7 00
Do., Messina Verdillis, 300s	7 00
Raspberries, box	0 28 0 30
Cherries, Montmorencys—	
11-qt. basket	1 60 1 65
6-qt. basket	0 85
Gooseberries, 11-qt. basket	2 50 2 75
Do., 6-qt. basket	1 25 1 50
Black Currants, 11-qt. basket	2 75 3 00
Blueberries, 11-qt. basket	2 50 2 75
Lawtonberries, box	0 25 0 27
Watermelons	0 75 1 25
Georgia Peaches, 6 basket crates, per crate	5 00 5 50
Texas, Elbertas, bushel	6 00
Cal. Peaches, Crawford's, 80s and 100s, box	2 25
Cantaloupes, Turlocks, 46s, standards	6 50
Do., flats	3 00
Do., salmon flesh, flats	3 00
Do., New Mexico pinks, flats	3 25 3 50
Do., Canadian, 16 qts.	1 25
Leamington melons, 16 qts.	1 75 2 00
Plums, Cal., per box	3 25 3 50
Apples, yellow transparent, bus. hamper	4 00
Cal. Bartlett Pears, box	5 25 5 50
Cal. Gravenstein Apples, box	2 00

Can. Tomatoes Are Easier

Toronto.

VEGETABLES.—There is a good demand for all Canadian fresh vegetables. Tomatoes are quoted lower in price this week, at from 75 cents to \$1 for a large basket. New potatoes, number ones are selling at from \$8 to \$8.50, and number twos at from \$5.75 to \$6. Cucumbers in 11 quart baskets are selling as low as 25 cents. Cabbages are ranging from \$2.25 to \$4.75 according to the size of the crate. Carrots are 25 and 30 cents per dozen. Kentucky onions in 100-lb. sacks are selling at from \$7.50 to \$8.

Beets, per doz.	0 40	0 50
Cabbage, per large crate	4 00	4 75
Do., 32-qt. crate	2 25	2 50
Carrots, per doz.	0 25	0 30
Radishes, per dozen	0 30	0 30
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	7 50	8 00
Parsley, per basket	1 00	1 00
Peppers, green, doz.	0 50	0 50
Do., sweet	1 00	1 00
Celery, doz.	0 40	0 40
Wax Beans, Can., 11-qt. basket	0 50	0 50
Cucumbers, 11qt. basket	0 25	0 50
New Potatoes	5 75	6 00
Do., No. 2s	5 75	6 00
Turnips, hamper	2 75	2 75
Spinach, box	2 00	2 00
Marrows, basket	0 60	0 60
Outdoor Tomatoes, 11-qt. basket	0 75	1 00
Can. Corn, doz.	0 20	0 25

Flour Market is Unchanged

Toronto.

FLOUR.—The market for flour is unchanged. There is a good demand for domestic account, and the export business is still on a fairly large scale. There is some Ontario winter wheat of the new crop now being milled.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 55	11 55
In jute bags	11 00	11 00

*Shorts Sell Well;**Bran is Slow*

Toronto

MILLFEEDS.—The market for bran

and shorts is steady. There is a moderate inquiry for shorts, but sales of bran are a little slow.

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

WINNIPEG MARKETS

WINNIPEG, Aug. 2—The good promise for the coming harvest in Manitoba has developed a very satisfactory condition of confidence in the trade which is having a satisfactory effect on business generally.

*Good Quality Beans**Firmer and Higher*

Winnipeg.

BEANS.—Good quality beans are in a firmer and higher market. With a steadily increasing demand, only inferior stocks are now available. British Columbia beans of best quality are cleaned up. Early this year the market was dull and low prices ruled, with the result that less acreage was put in beans. The present condition is the direct result of that situation. However, export demand is becoming heavy for beans are firming. With the approach of cool weather the demand for beans will be greater. The demand for harvest requirements will also be large.

*Nut Prices High;**Will Go Higher*

Winnipeg.

NUTS.—Prices on nuts are high and keep advancing. Only limited supplies are available. Brazils are being quoted very high in the New York market.

Brazils, per lb.	22c
Shelled Almonds, 28 lb. boxes, per lb.	52c
Less quantities ..	55c

*Foreign Buying of**Canned Goods*

Winnipeg.

CANNED GOODS.—The prices on new pack California canned fruits, named in these columns recently, are much higher than last year, but at the high prices foreign buying is reported to be heavy. Reports from reliable sources show that there is only a small crop of Canadian fruits with the exception of currants. Cherries, plums and raspberries are very high.

The demand for canned vegetables is still keen, and supplies of all varieties are getting light.

Packers report that the pack of Sockeye salmon will be less than was hoped for earlier in the season. English buyers are in the market, and are paying prices even higher than last season. A large portion of the pack was sold for export, and it is very possible that Canadian buyers will obtain only a percentage of their orders. It will be some time yet before it is definitely known what quan-

tity will be available for the Canadian market.

*Coffee Advances;**Will Go Higher*

Winnipeg.

COFFEE.—It is now stated definitely that the Santos crop will not be one-third above average supply. Latest reports indicate that frost damage was equally as bad as was predicted. An upward movement in Brazil coffee can be looked for at any time, despite the recent reaction in this line. Quotations herewith show a considerable advance, but jobbers hold that this advance is not nearly as great as market conditions warrant. Santos to-day is being sold in New York at a figure which will make it necessary to again advance the price of roasted coffee within several weeks. According to reports there is a large quantity of coffee in Colombia, Nicaragua, Costa Rica and other Central American states, but owing to conditions it is doubtful just when this coffee will reach the market.

Santos, old crop, per lb.	0 86
Bourbon, per lb.	0 38
Bogota, per lb.
Cocta Rica, per lb.
Maracaibo, per lb.	0 43
Mexican	0 43

*Sharp Advance**In Rice Market*

Winnipeg.

RICE.—Prices have advanced sharply in rice. All grades are bringing a very high figure. Supplies are very scarce. Japan No. 1 50's are quoted at \$6.60 each; Siam Fancy Head 50's, \$6.35; cheaper grades range from \$5.00 to \$5.75.

*New Crop Raisin**Prices Named Soon*

Winnipeg.

DRIED FRUITS.—A large crop of peaches is expected, and sales are reported as having been heavy. While prices on this fruit are high, they are about as anticipated. In comparison with prices being paid for export, prune quotations are reasonable, with an outlook for a large crop.

Prices have been named on all fruits of the 1919 crop, with the exception of seeded raisins, on which prices are expected shortly. Packers claim they will then be

able to make a proper estimate of the crop. The outlook at present is for a large crop of Muscatel raisins which are used for seeding purposes. It is expected that the advance over last year's prices will be only sufficient to cover extra labor costs and boxes. The prune crop is expected to be 300,000,000 pounds, a large portion of which has already been sold.

*Tea Market**Tending Higher*

Winnipeg.

TEA.—The tea market is strong and is tending higher. Primary markets show a considerable movement in tea. Harvest and threshing months will bring the usual big demand for tea at prairie points.

*Starch and Corn**Syrups Advance*

Winnipeg.

STARCH AND CORN SYRUPS.—An advance in the corn market has resulted in an advance in prices of starch and corn syrups. Corn syrups are quoted as follows: 2 lb. tins, 2 dozen case, \$6.20 per case; 5 lb. tins, 1 dozen case, \$6.90. Sugar syrups, 2 lb. tins, 2 dozen case, \$5.95 per case; 5 lb. tins, 1 dozen case, \$6.95 per case.

*Oranges and Lemons**Show Advances*

Winnipeg.

FRUITS.—The orange market has advanced for best qualities from 25c to 50c per case. Valencias are in good supply and the demand is heavy. The lemon market is steady. The immediate supply of lemons in California is light, and hot weather has made heavy demands. This has caused a sharp advance. No lower prices are expected at this season of the year. Only a small crop of all Canadian fruits, with the exception of currants, is expected. Only an average yield of peaches is expected. Prospects for apples in the Maritime provinces are reported good, while in Ontario they are not so good. British Columbia expects a fifty per cent. increase over last year.

*New Season Prices**Named on Jam*

Winnipeg.

JAM.—Prices on new season's pure jams recently named, show a decided advance over those of last season. The advance means a price of approximately \$1.13 per 4 lb. pail to the trade on strawberry jam, and \$1.09 on raspberry and black currant jams.

Even at these figures jam is expected to go into rapid consumption, having in mind the high quotations on dried and canned fruits. Strawberry jam is in short supply and an advance is not improbable.

BRITISH COLUMBIA MARKETS

VANCOUVER, Aug. 6—Some changes are noted in the market reports from Vancouver this week. New Fraser Valley and Okanagan apples are being offered. Baking soda is 20 cents a case higher, and near beer is up \$2 per barrel. Lard is also showing a sharp advance. Fruit jars are in heavy demand, and bacon and ham are quoted slightly easier.

Sugar Distribution Is Still Light

Vancouver.

SUGAR.—There continues to be some difficulty in securing the necessary supplies of sugar. Distribution is very meagre. The prices are very firm.

Fraser Valley Apples on Sale

Vancouver.

FRUITS AND VEGETABLES.—New Fraser Valley apples are now being offered for sale at \$3.50 per box, and Okanagan apples are bringing \$3.75 per box. Other fruits are unchanged as compared with a week ago. Vegetables are steady.

Apples—	
Fraser Valley, box	3 50

Okanagan apples	3 75
Cherries, Okanagan, qt.	0 20
Oranges, Cal., aver.	6 25
Gooseberries, qt.	0 12
Grapefruit, case	5 00
Lemons, case	7 25
Pineapples, Cuban	5 50
Cucumbers, B.C., per doz.	2 00
Tomatoes (hothouse), 20, crate	
No. 1	4 50
Carrots, doz. bunches	0 25
Onions, doz. bunches	0 25
Parsley, doz. bunches	0 25
Local potatoes, ton	30 00
Turnips, doz. bunches	0 25
Celery, doz.	1 75
Raspberries, crate	4 50

Tea Situation Is Unchanged

Vancouver.

TEAS.—No change is reported in the tea situation this week. Stocks are showing depletion and new buying is at very strong prices.

Sharp Advance in Lard This Week

Vancouver.

PROVISIONS.—The feature of the provision market this week is the advance in lard. It is selling up to 42½ cents per pound, and compound lard is bringing 35 cents. Bacon is fifty cents per pound, and ham forty cents.

Fresh Beef	0 17	0 19
Lamb		0 28
Pork		0 32
Cheese		0 33½
Lard		0 42½
Compound		0 35
Bacon		0 50
Hams		0 40

Rices Unchanged; Supplies Light

Vancouver.

RICES.—The market for rices is steady, with all quotations very strong. Supplies show no improvement as far as greater quantities are concerned. Tapioca is firm around 13½ cents per pound.

Rice, Japan, No. 1, per ton	260 00
Do., Do., No. 2, per ton	0 00
Do., China, No. 1, per 40 mats	260 00
Do., Do., No. 2, per 40 mats	260 00
Do., California	260 00
Tapioca, 140s	0 13½

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Saskatchewan Markets FROM REGINA, BY WIRE.

Regina, Aug. 6.—Harvesting is now general. Rains have improved the crops greatly. Business is brisk. Egg receipts are falling off. Siam rice is \$9.75 per cwt., and the tendency of the market is towards higher levels. Butter is firm.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	3 86
Puffed Rice, case	5 25
Rice, Siam, cwt.	9 75
Sago, lb.	0 11½
Tapioca, lb.	0 11½
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1, Ontario, large	0 34½
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 31
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 60
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 60
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
New potatoes, 3 lbs.	0 25
Grapefruit	7 80

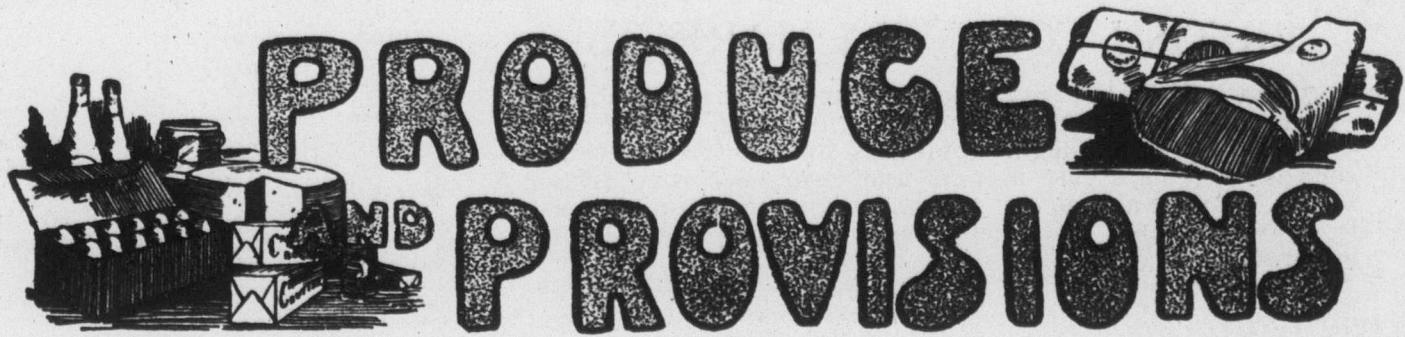
California oranges	7 00	8 50
Pineapples	7 00	8 50
Lemons		8 00
Strawberries, crate		7 50
B.C. Cherries, basket	3 00	4 00
Watermelons, lb.		0 05
Apricots, Cal.		3 26
Plums, Cal.		3 75
Peaches, Cal.		2 75
Apples		4 50
Washington yellow transparents,		
2 lbs.		0 35
Tomatoes		3 50
Cucumbers, doz.		3 00

New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, N.B., Aug. 5.—Sugar is the main feature of the grocery markets here. Refiners say it is impossible to make good deliveries before September. Stocks are scarce. Dealers have difficulty filling orders now on hand. Prices are unchanged. Pork is still climbing, now being quoted at \$70.77. Lard is 40½ and 41 cents per pound. Cannery promise only 40 per cent. deliveries. Peas have advanced, being quoted at from \$4 to \$4.20. There are no gallon apples on hand. Some fruits are higher, plums selling at \$4.50, oranges at \$8, and grapefruit at \$8.50. Peas are lower at from \$5.50 to \$6. Cheese is easier, due

to the Government action in England. It is selling at 29½ and 30 cents.

Flour, No. 1 patents, bbls., Man.		\$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 60
Rolled oats		12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated		10 05
No. 1, yellow		9 55
Cheese, New Brunswick	0 29½	0 30
Cheese, Ont., twins	0 29½	0 30
Eggs, fresh, doz.	0 60	0 62
Eggs, case	0 45	0 47
Breakfast bacon	0 50	0 51
Butter, creamery, per lb.	0 46	0 49
Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 41	0 43
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 35	0 35½
American clear pork	70 00	77 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard, case		4 50
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 20
Corn, 2s, standard case		4 70
Peas, standard case	4 00	4 20
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.		0 23
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	3 00	3 50
Onion, Egyptians, lb.	0 11	0 12
Lemons, Cal.	8 50	9 00
Pears, Cal., box	5 50	6 00
Plums, Cal., crate		4 50
Oranges, Cal., case		8 00
Grapefruit, Cal., case		8 50
Grapefruit, Cal., case	7 00	7 50
Bananas, per lb.	0 08½	0 09



PRODUCE AND PROVISIONS

Build Up a Good Produce Trade

Barrie and Orillia Merchants Believe That a Good Butter and Egg Business Will Stimulate Grocery Sales.

MERRICK & Litser, Barrie, Ont., believe that in building up a good produce business, the average grocer will greatly increase his grocery trade. Such has been the experience of this firm, Mr. Merrick told CANADIAN GROCER recently. Merrick and Litser have only been in business a little better than two years, and they have established a very large connection in the district, their trade with the farming community being on a very extensive scale. The firm sells eggs and butter to Toronto dealers largely. "We often buy \$500 worth of eggs on a Saturday," Mr. Merrick stated. "During the busy months of March, April and May, our business in eggs totalled approximately \$6,000. We make a practice of giving cash if the farmer desires it, or pay for them in trade, just as the customer wishes. It certainly helps the grocery end of the business to buy and sell produce. I find that the average farmer's wife will buy her groceries, almost without exception, where she can sell her butter and eggs. Sales too, are very often in very substantial quantities. Barrie is situated in a well-to-do farming community, and the Saturday market, held every week, attracts a great crowd. Thus ample opportunity is afforded for the purchase of big supplies." Mr. Merrick states that he considered a margin of five cents on a dozen of eggs necessary to make the business worth while, and to cover any loss that might be entailed.

Produce a Profitable Venture

T. B. Cramp, Orillia, Ont., is another grocery merchant in the North who states that the produce business is a very profitable venture in connection with the grocery trade. Mr. Cramp's store occupies one of the best corners in the town, and he carries on a very extensive business, not only in groceries and provisions, but also in flour and feed. He buys heavily from the farmers, of butter and eggs, shipping out principally to Northern Ontario and some to Toronto. Selling of fruit is also a big end of the business of this store. Mr. Cramp carries all fruits in season, and he says that his business in fruit selling has be-

come so well established that he has little difficulty in disposing of heavy consignments each day throughout the

busy season. Of course, also in fruit, he acts as a selling agent, shipping to Northern Ontario large quantities in the summer months. His transactions in fruit, produce and flour and feed constitute the big end of his trade, although he states that his grocery sales are by no means unfavorable. In fact, the grocery business, he finds, has been greatly stimulated by the other branches.

Rules for Cheese Purchase

Purchasing Committee Outlines Rules for Buyers of Canadian Cheese for British Food Ministry—Offers 25c for No. 1 Grade Delivered, No. 2 24½ and No. 3 24 Cents.

THE British Ministry of Food have appointed an executive committee to represent the Ministry in Canada for the purchase of Canadian cheese on their behalf, and they have appointed James Alexander, chairman; R. M. Ballantyne, Thomas Hodge, Arthur J. Hodgson, James Donaldson and A. Gerin, as their representatives.

The following rules shall govern the purchase of cheese by the Canadian Cheese Export Committee, and are subject to alteration at any time, with or without notice, at the option of the committee.

The Canadian Cheese Export Committee will accept from regular exporters all whole milk cheese of the different grades, and at the different prices herein set forth. These prices to be for cheese delivered to warehouse in Montreal, freight and cartage to warehouse to be deducted from the price given. No. 1 grade, 25c per lb.; No. 2 grade, 24½c per lb.; No. 3 grade, 24c per lb.

All cheese unsuitable for the above mentioned grades shall be classed as "culls" and purchased on their merits at the option of the committee.

Cheese to be free from any adulteration whatever and not less than ten days old.

All cheese tendered to the committee must be purchased from factories and paid for at the full price herein authorized, and payment to be made promptly after weighing and grading in Montreal. Any deviation from this fixed price and prompt payment will make the exporter liable to suspension or removal from the list of exporters eligible to tender to the committee.

The committee reserves the right to decide from whom tenders of cheese shall

be accepted, and the quantity to be accepted from each. In making such decisions they will be governed largely by the experience exporters have had in the trade; the facilities they control for handling an export cheese business, and the volume of business handled in their own direct cheese exporting business in former years.

Factorymen shall make their own selection of an exporting house to whom they will make shipment or delivery in Montreal, and must look to that house for payment. The committee does not guarantee payment to factorymen, and shall only exercise such necessary discipline as provided above.

Exporters shall be paid a commission of one and one-half per cent. (1½ p.c.) to cover remuneration and establishment charges, and a consolidated rate of ¼c per lb. to cover all handling and shipping outlays to dock or railway.

All storage charges after 14 days from date of tender to the committee to be at the expense of the committee.

All payments to exporters shall be made weekly and after delivery of all approved documents.

Cheese are to be invoiced in lots of 500 boxes each. All invoices to be accompanied by public weighmaster's and grader's certificates, also seller's own individual and factory detailed weights. All invoices, shipping documents and weighmaster's certificates to be in triplicate.

Cheese must be boxed and coopered to the satisfaction of the committee, and all boxes to be marked and branded as directed by them. Fibre and stave boxes will not be accepted after first of September, except at a reduction in price of ½c per pound.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 5.—Hog prices have been increased since last report and are firm at \$24 per cwt., some offering and paying 50c more. There is a similar advance for dressed. Cattle prices, too, are up. There is a scramble by the buyers to get choice offerings of hogs and of best steers as well, and often premiums are paid to secure supplies. Shortening prices are inclined to firm in some quarters, and margarine may go higher, owing to the stiff exchange rates. Eggs of fresh production are heavy sellers at full prices. Butter has been easier at buying points and may be quoted down, to the trade. Turkeys are higher this week and old fowl buying prices are lower. Lake fish are rather scarce and the selling prices on fresh fish are fairly reasonable. Trade is reported satisfactory, season considered.

Keener Demand Sends Hog Prices Higher

Montreal.
FRESH MEATS.—There has been a continually increasing demand for supplies of hogs from the packers. With contracts in hand from abroad for bacon, they are anxious to secure their supplies speedily and although 1,500 hogs came in on Monday of this week, they were promptly picked up and at the higher prices, some paying \$24.50 for their purchases. For choice dressed hogs, \$33 to \$33.50 are ruling prices.

Cattle are active and prices are firmer for choice steers, 20-21c for full carcasses being paid in this market early in the week. There is evidence that best grade steers are scarce, and this is a reflection that producers are pushing cattle forward to market without great care being paid conditioning. Various cuts will probably be marked up again.

Hogs, live	24 00	24 50
Hogs, dressed—		
Abattoir killed, small, 65-90 lbs.	33 00	33 50
Sows (heavy)	26 50	27 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	0 40	
Loins (trimmed)	0 45	
Loins (untrimmed)	0 42	
Spare ribs	0 25	0 26
Trimmed shoulders	0 30	0 31
Fresh Beef—		
(Cows)		(Steers)
\$ 20 28 ..Hind quarters..	\$ 20 30	\$ 20 30
0 14 ..Front quarters..	0 16	0 18
0 28 ..Loins	0 37	0 37
0 26 ..Ribs	0 28	0 28
0 15 ..Chucks	0 15	0 16
0 26 ..Hips	0 28	0 28
Calves (as per grade)	0 22	0 27
Lambs, 30-40 lbs. (whole carcass), lb.	0 36	
No. 1 Mutton (whole carcass), lb.	0 20	

Cured Meats Are Steady and Firm

Montreal.
CURED MEATS.—No reductions are made in the price of various cured meats. Bacon is decidedly the heaviest of sellers and the export orders in hand for this make it strongly probable that advances will be made in the local price lists. Hams are still good sellers at full prices. Barrel pork is firm and if live and dressed

hog prices are marked up further, there will be increases ere long.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.....	0 47	
14-20 lbs.	0 48	
25-35 lbs.	0 40	
20-25 lbs.	0 42	
Backs—		
Plain (as to trimming)	0 53	0 57
Breakfast, per lb. (as to qual.)	0 50	0 57
Rolls, per lb.	0 40	0 40
Dry Salt Meats—		
Long clear bacon, ten lots....	0 30½	0 31½
Long clear bacon, small lots..	0 31	0 32
Barrel Pork—		
Fat backs, lb.	0 33	
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces)		70 50
Heavy mess pork (bbl.)		54 00
Bean pork (bbl.) (American) (60-80 pieces)		56 00

Summer Trade Good For Cooked Meats

Montreal.
COOKED MEATS.—That there is a good trade in cooked meats is attributable to the number of holiday seekers in the nearby and other summering places. Shipment to these by jobbers and also by some of the larger retailers continues to be made. Prices are very firm, particularly for cooked hams and roast meats. Declines are very improbable and advances of some lines will perhaps be consummated.

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

Lard Sales Fair At Full Prices

Montreal.
LARD.—With so firm a market for pork and kindred products, it is not to be wondered at that prices hold firmly for lard. There may be advances at any time for the movement, while lighter, owing to the hot weather conditions, is constant. The undertone is quite strong.
LARD, pure—
 Tierces, 400 lbs., per lb. 0 37½

Tubs, 50 lbs., per lb.	0 38
Pails, 20 lbs., per lb.	0 38¼
Bricks, 1 lb., per lb.	0 39

Shortening Price Held; Sales Fair

Montreal.
SHORTENING.—The movement of shortening is seasonable. There is really no improvement in demand and the undertone continues to be quite firm, with advances frequent for proprietary products of similar nature. There is a somewhat wider range this week, showing that some jobbers are asking more for the product.

SHORTENING—		
Tierces, 400 lbs., per lb.....	0 31	0 31¼
Tubs, 50 lbs., per lb.	0 31½	0 31¾
Pails, 20 lbs., per lb.	0 31¾	0 32
Bricks, 1 lb., per lb.	0 33	0 34

Cheese is Steady; May Hold Basis

Montreal.
CHEESE.—Now that the trade understands the prices obtainable for supplies of cheese bought for the British market through Government channels, it is more or less likely that the basis will be subject to less change than ordinarily it has been for some time. This will depend, of course, upon the extent to which other outside markets develop, for the seller is unrestricted as to where he may dispose of his cheese. Producers seem to be anything but satisfied with the prices offered them by the British Food Ministry. It is said that some cheese has gone into the United States market within the past few days. It is noteworthy that receipts of cheese at the Port of Montreal show a decrease over the season of 1918 of 98,642 boxes, that is, from May 1st to August 1st.

CHEESE—		
New, large, per lb.	0 28	0 28
Twins, per lb.	0 28	0 28
Triplets, per lb.	0 28	0 28
Stilton, per lb.	0 82	0 82
Fancy, old cheese, per lb.	0 35	0 35

Exchange May Force Prices Margarine Up

Montreal.
MARGARINE.—While there has been no change in the basis for margarine, the season being the quiet one and demand curtailed, some jobbers look for an increase to be made on United States made margarine owing to the stiff advances made in exchange rates. If these advance higher there will probably be a revision of margarine prices.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 38
Tubs, according to quality, lb.	0 32	0 34

Butter Easier; Price Not Reduced

Montreal.
BUTTER.—During the past week, prices were somewhat easier in buying centres, but the changes made there have not yet affected the local quotations. Receipts have been steadily heavy and the

surplus bids fair to increase. This may have the result of lowering prices here somewhat. Last week's sales here totaled 2,962 packages of creamery. The increased receipts of butter here since May 1st last show that 10,143 packages more were received than in the same period of 1918. This explains, in a measure, the falling off in cheese receipts.

BUTTER—

Creamery prints, fresh made...	0 56	
Creamery solids, fresh made...	0 55	
Dairy prints	0 45	0 48
Dairy, in tubs, choice	0 44	0 47

Fresh Eggs in Good Demand

Montreal.—EGGS.—Prices have been somewhat inclined to shading here and there by certain tradesmen. The competition is more marked and this has given rise to some slight cutting of price. Strictly fresh eggs are sought by most buyers and are in greater demand to a greater extent than all others, even number ones not being reported large sellers. Buyers state that they can buy at satisfactory prices in the Saskatchewan and Alberta markets. This is not favored now, however, owing to the great delays necessary in transporting.

EGGS—

No. 2		0 45
No. 1	0 51	0 52
Selects	0 57	0 58
New laids		0 62

Fowl Buying Prices Less; Turkeys More

Montreal.—POULTRY.—Prices paid by the buyer are down considerably this week for fowl. From 26-29c per lb. is being paid in contrast to that of 33-35c, the ruling quotations for some time past. On the other hand the prices are higher for turkeys. An advance to 43c for turkeys is made and for broilers the range is narrowed to 34-38c. There has been little change in the situation and storage prices are entirely unchanged. Good trade is being secured.

POULTRY (dressed)—

(Selling Prices)

Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47

Ducks—

Brome Lake (milk fed green)	0 46	
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	0 49	
Turkeys (young)	0 50	
Geese	0 30	0 31
Old fowls (large)	0 34	
Old fowls (small)	0 30	

POULTRY (live)—

(Buying Prices)

Live—Old fowl	0 33	0 35
Roasters	0 23	0 24
Turkeys	0 40	
Broilers	0 33	0 40

Lake Fish Scarcer; Big Consumer Sales

Montreal.—FISH.—From the lake regions, deliveries of fresh fish have not been up to the mark. Scarcity of several varieties is noted, although there is whitefish plenty. The consumer demand is reported active for fresh fish and although prices continue high for salmon and halibut, these are moving out freely. There is a seasonable sale also for package fish

and smoked, though these are not important sellers.

FRESH FISH

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

FROZEN FISH

Gaspereaux, per lb.	0 06 1/2	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06 1/2	0 07
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05 1/2	
Whitefish, small	0 11	0 12
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 08	0 08 1/2
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large		0 22

Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	
Alewires	0 05 1/2	0 06

SALTED FISH

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

PICKLED FISH

Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel		12 00
Do., half barrel		6 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)		26 00
Salmon, B.C. (200 lbs.)		24 50
Sea Trout (200-lb. bbls.)		25 00
Turbot (200 lbs.)		17 00
Codfish, tongues and sound, lb.	0 15	
Eels, lb.	0 16	0 17

SMOKED FISH

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

OYSTERS

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

SUNDRIES

Paper Oyster Pails, 1/2 per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, 1/4-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, Aug. 8.—The produce markets are all very firm, with the exception of fresh beef, which is slightly lower on grass-fed beef. Pork and all pork products continue very strong, with prices of live stock still ruling around \$24.50. Eggs are higher and butter is firm.

Fresh Beef Easier But Pork Strong

Toronto.—FRESH MEATS.—Quotations on beef, lamb, and veal are inclined to be easier, but on pork prices are very high, the situation in live hogs remaining at very strong levels. Hogs on the Toronto live stock market on the fed and watered plan are bringing around \$24.50 per cwt. In beef quotations, cattle that have been stall fed, are bringing very firm figures, but of course the majority of cattle that are now coming on the market are grassers, but beef from them is much more reasonable, hind quarters selling at from 20 to 26 cents, and front quarters at from 12 to 14 cents. Whole loins are selling at 32 and 33 cents per pound. Spring lamb is selling at 25 cents per pound, and calves range all the way from 15 to 28 cents per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	\$30 00	
Live, on cars, per cwt.	24 00	
Live, fed and watered, per cwt.	24 50	
Live, f.o.b., per cwt.	23 50	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 39	0 41 1/2
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 43	0 47

Spare ribs, lb.	0 14	0 15
Picnics, lb.		0 32
New York shoulders, lb.	0 27	0 29
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	0 35	0 36 1/2
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 20	0 26
Front quarters, lb.	0 12	0 14
Ribs, lb.	0 18	0 26
Chucks, lb.	0 08	0 13
Loins, whole, lb.		0 32
Do., whole, lb.		0 33
Hips, lb.	0 20	0 25
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 15	0 28
Lambs, whole, lb.		0 20
Spring lamb		0 25
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Hams and Bacon at Firm Prices

Toronto.—PROVISIONS.—The market for hams and bacon continues very firm, with few changes as compared with last week. Breakfast bacon is selling all the way from 48 to 59 cents according to quality. Long clear bacon and fat backs are steady. Mess pork is also unchanged.

Hams—

Medium	0 46	0 49
Large, per lb.	0 42	0 44

Backs—

Skinned, rib in.	0 52	0 55
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Boneless, per lb.	0 55	0 59
Bacon —		
Breakfast, ordinary, per lb.	0 48	0 54
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 41	
Wiltshire (smoked sides), lb.	0 45	
Dry Salt Meats —		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-100 lbs.		0 34
Fat backs, 16-20 lbs.	0 33	0 36
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork —		
Mess pork, 200 lbs.	0 59	
Short cut backs, bbl., 100 lbs.	0 65	
Pickled rolls, bbl., 200 lbs., heavy	0 66	
Do., do., do., lightweight.	66 00	

Above prices subject to daily fluctuations of the market.

Brisk Demand For Cooked Meats

Toronto.
COOKED MEATS.—There continues a very heavy demand for all cooked meats. Both boiled and roast hams are in very brisk demand. Boiled hams are selling at 65 and 66 cents per pound, and roast hams are bringing the same figure. Jellied ox tongue is firmer at from 68 to 70 cents per pound.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.		0 28
Choice jellied ox tongue, lb.	0 68	0 70
Pork and Tongue, lb.		0 35

Above prices subject to daily fluctuations of the market.

Butter Holds at Firm Prices

Toronto.
BUTTER.—The butter market continues very firm. Dealers are paying from 52 to 53 cents per pound in the country. It is selling to the trade at from 55 to 56 cents per pound.

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

Margarine Has Moderate Inquiry

Toronto.
MARGARINE.—No change is reported in the market for margarine this week. There is a moderate demand, and prices are holding steady.

Margarine—

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

Solids 1c per lb. less than prints.

Cheese Holds at 28 Cents lb.

Toronto.
CHEESE.—As the buying price on the cheese boards continues on the same level, at 25 cents delivered Montreal, there is no change in the quotation to the retail trade. New large cheese is selling at 28 cents, and Stiltons at 29 cents.

Cheese—

New, large	0 28
Stilton (new)	0 29

Twins ½ lb. higher than large cheese. Triplets 1½c higher than large cheese.

Egg Quotations Are Firmer

Toronto.
EGGS.—Receipts of eggs have shown

a very marked falling off and prices are inclined to be higher. A few cars of American eggs have been shipped to the Toronto market. Dealers are paying 46 and 47 cents per dozen for eggs. Number ones are selling to the trade at 54 cents, selects at 58 cents, and cartons at 60 cents.

Eggs—

New laids, in cartons, doz.	0 59	0 60
New laids, doz.	0 54	0 58

Prices shown are subject to daily fluctuations of the market.

Higher Prices Named on Lard

Toronto.
LARD.—There is a very good demand for lard. It is slightly higher this week, at from 37 to 37½ cents per pound.

Lard, tierces, 400 lbs., lb. 0 37 0 37½
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Strong Prices on Shortening

Toronto.
SHORTENING.—There is a wide range in quotations on shortening. It is selling at from 30½ to 32 cents per pound.

Shortening—

Tierces, 400 lbs., lb.	0 30½	0 32
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Fresh Poultry More Plentiful

Toronto.
POULTRY.—Supplies of poultry are arriving plentifully now, and there is a good demand for both frozen and fresh fowl. Ducklings are lower in price, being quoted to the trade at 35 cents, dressed.

Spring chickens are selling at from 50 to 55 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Tierces, 400 lbs., lb.	0 31½	0 32
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 22	0 25
Fowl, over 4½ lbs.	0 30	0 30
Fowl, under 4½ lbs.	0 27	0 27

Prices quoted to retail trade:—

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

Fish Quotations Are Stronger

Toronto.
FISH.—The market for fish is very firm. There is a slight scarcity of trout, and they have advanced to 17 cents per pound. No fresh Restigouche salmon is now coming forward, but fresh B. C. salmon is selling at 27 and 28 cents per pound. Frozen salmon is worth 25 cents per pound.

FRESH SEA FISH

Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.		0 12
Do., heads on, lb.		0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	0 30	0 35
Fresh B. C. Salmon	0 27	0 28

FROZEN SEA FISH

Salmon	0 25
Herring	0 09

FRESH LAKE FISH

Lake herring, round lb.	0 10
Do., dressed, lb.	0 11
Trout, lb.	0 17
Whitefish, lb.	0 11½
Mulletts, lb.	0 05
Fresh pickerel	0 15
Ciscoes	0 16
Pike	0 09
Fresh mackerel	0 15

WINNIPEG MARKETS

WINNIPEG, Aug. 2.—Hogs continue to sell well at constantly mounting prices. Eggs are firmer, despite a fairly good supply. Butter, too, is showing a firmer feeling.

Hogs Reach New High Levels

Winnipeg.
HOGS.—Two weeks ago hog prices had reached the highest level ever known on this market, but this week new high levels have been set at \$23.00 for selects. While export trade continues as brisk as at present, there is little hope for any decline. Trading is good.

Higher Prices On Creamery Butter

Winnipeg.
BUTTER.—No. 1 Creamery has firm-ed up again after its recent slight decline. Present quotations on creamery butter are 56c per lb. Country shippers are receiving 42c per lb. for dairy butter.

Eggs Firmer; Good Supply

Winnipeg.
EGGS.—Eggs are in good supply on

this market at present, though the quality is very little improved owing to the continuance of hot weather. Prices are a little firmer. For strictly new laid eggs country shippers are receiving 44c per dozen. Jobbers' prices to retailers range from 47 to 50c per dozen,

BULK OF CHEESE FROM ONTARIO AND QUEBEC

Ontario and Quebec together in 1917 produced 97 per cent. of the total factory-made cheese of Canada, according to the report on dairy factories for that year, recently issued by the Dominion Statistician. The total production of factory cheese in 1917 was 194,964,336 pounds, of a value of \$41,180,623. Of this, Ontario produced 121,173,086 pounds, valued at \$25,771,944; Quebec, 67,835,017; Prince Edward Island, 2,234,985 pounds; Alberta, 1,274,905 pounds; New Brunswick, 1,244,106 pounds; Manitoba, 1,003,646 pounds; British Columbia, 71,094 pounds; Nova Scotia, 67,497 pounds.

LARD

A good time to buy lard. And when you buy—buy "Star" Brand. There will be a big demand for lard to go to Europe—prices will be higher.

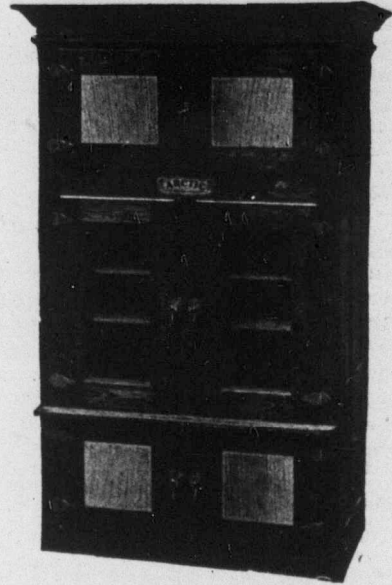
Made Under Government Inspection

F. W. FEARMAN CO.
LIMITED
HAMILTON

ARCTIC SAFETY

More Necessary than Ever

You simply can't take chances these days. With prices of many things going still higher people are becoming more critical than ever of the condition of the food they buy and the policy of the merchant in keeping everything fresh beyond a doubt. Don't take the risk of uncertain refrigeration. Get an Arctic at once and be safe. There's a style and price that will exactly fit your needs. Write to-day for free catalogue and prices.



JOHN HILLOCK & Co. Limited
Office, Showrooms and Factory: 154 GEORGE ST., TORONTO
AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.



SALT PLANT, WINDSOR, ONTARIO

Of all the good things which Canada has given to the world, none hold a higher rank for purity and quality than

Windsor
Table
Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

Better equipment will bring you better business in 1919

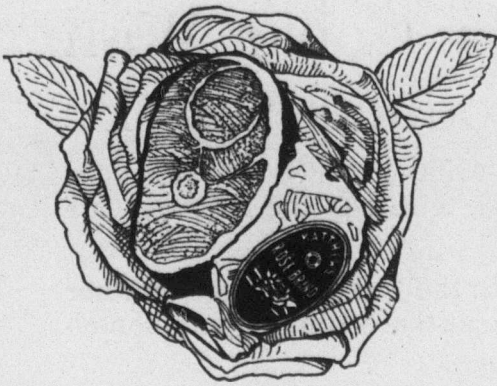
Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while



The CANADIAN Open

creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only \$18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.



Quick Sellers That Help To Increase Business

It pays you well to sell products that have become popularized through consistent and systematic advertising.

Keen competition to-day necessitates the using of good judgment in buying, to enable you to run your business with profit.

Products that are hard to sell because they are practically unknown are not a good business investment.

Buy products of a character that net you satisfactory profits through quick turnovers.



Rose Brand Products

are known all over Canada for their quality and rich flavor. The demand for them is created—sell Rose Brand products and benefit by that demand.

Rose Brand Lard—rendered from the raw leaf "tried" in the old-fashioned way.

It is incomparable as to purity and flavor—the finest lard sold.

Rose Brand Bacon and Ham—unequaled for sweetness in cure and flavor.

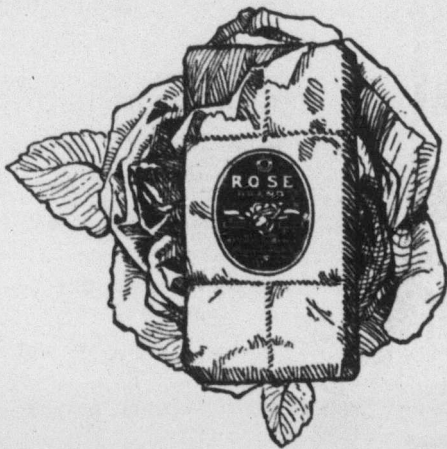
Rose Brand Sausages—made from the choicest pork, lean and fat proportionately mixed.

Our nearest plant will fill your orders promptly by express.

The Canadian Packing Company, Limited
Successors to Matthews-Blackwell, Limited

Plants at
Toronto, Montreal, Hull,
Peterboro, Brantford

Branch Houses:
Winnipeg, Fort William,
Ottawa, Sydney, Halifax





Everything You Could Wish Good Milk Products To Be

These three Canadian-made Milk Products are delicious enough and wholesome enough to satisfy the requirements of any housewife.

You can recommend them with the full confidence that her first purchase will develop into a steady run of good money-making repeats.

Remember, too, that the Malcolm lines are strictly Canadian-made. In pushing them you are encouraging Canadian industry and increasing your own prestige and profits as well.

5-case lots delivered to any part of Quebec, Ontario or the Maritime Provinces and freight paid up to 50c per 100 pounds.

THE
MALCOLM CONDENSING CO., LTD.

St. GEORGE, Ontario

All-Canadian Condensed Milk Company

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW

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

Order from your wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every
City and Town.



NON-ALCOHOLIC LIQUEURS

Can be sold without a license.

A high line of BEVERAGES.
None superior as to quality
of INGREDIENTS USED.

Made according to an old
French recipe.

Put in bottles of quarts and
pints.

One dozen quarts to case and
two dozen pints.

Varieties: Creme de Menthe,
Sloe Gin, Blackberry
Brandy, Cherry Brandy and
Ginger Wine.

Only a limited quantity for
immediate delivery, order
your supplies early. Ask
your wholesaler for some.



SELLING AGENTS

S. G. BENDON UTILITY CO.
MONTREAL

SUMORE

The Perfect
Peanut

PACKED IN TINS

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

LOGGIE SONS CO., Agents, TORONTO

VOL-PEEK

Fast Seller with
Big Profits

15cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at 1/2 cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory. Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, \$2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.

(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA



COSTS ONLY 1/2¢ FOR EACH MEND

Y & S STICK LICORICE

in 10c Cartons



Everything in Licorice for all

Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL



Every "Excelsior" Broom is well formed, well sewn and evenly balanced—

So is the Price

Order a trial supply. We'll ship right "off the bat" and will give your order, be it small or large, our very best attention.

Excelsior Brooms and Whisks will give you good profits and your customers 100 per cent. value for the price charged.

Order now while it is on your mind

J. C. SLOANE CO.

845 5th Avenue,

Owen Sound, Ontario

By Appointment to H.M. King George V.

From War to Peace

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

Huntley & Palmers Biscuits

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

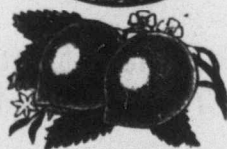
Unrivalled Quality

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

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

A Real Thirst Chaser



ROSE'S LIME JUICE

The Original and Genuine Brand

Ever remark the tempting appearance of a bottle of Rose's Lime Juice?

In these grilling days a display of Rose's will not collect much dust on your counter or upon your shelves. When your customers see Rose's they want to buy it immediately and when they become acquainted with it they'll want to buy it regularly.

Rose's Lime Juice gives you a good profit as well. Profit and customer satisfaction — what more is necessary?

Holbrooks, Ltd.
TORONTO and VANCOUVER

COSGRAVE'S PURE Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

*Attractively Labeled
Bottles—2 Sizes*

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT

MADE IN CANADA

Taylor & Pringle Co.

Limited

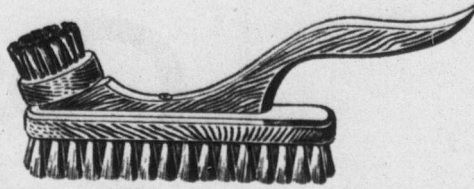
OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

**TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS**

**Always
Better**



**Building
Profits**

For 52 years Simms' Brushes and Brooms have improved with the advance in scientific Broom and Brush Making. Simms' skilled experts are always bettering these Better Brushes and Brooms.

Simms' Brushes and Brooms are business-boomers for you.

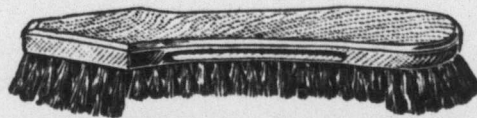
Scrubbing-Brushes, Shoe-Brushes, Stove-Brushes, Set-in-Rubber Paint Brushes (whole bristles *never* come out)—all mean satisfied customers.

Keep your Stock Complete.

Order To-day

T. S. Simms & Co., Limited

**St. John,
N. B.**



**Branches: Montreal,
Toronto, London**

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

Will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King George's Navy, of course?



Rock City Tobacco Co., Ltd.

CHOCOLATTA

Put CHOCOLATTA on your regular buying list. Popular as CHOCOLATTA is during the summer months, it is even more so in the cold weather. Your demand will be steady. Your profits will be worth while.

THE NUTRIENT FOOD COMPANY LIMITED
1266 QUEEN STREET WEST
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RED ARROW BRAND BISCUITS



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

REPEATS

R. A. McCALLUM & SONS

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

Sample Warehouse: 26a TOOLEY STREET

Provision Importers and Commission Agents

Open for Sole Agencies in United Kingdom

“PRIDE OF CANADA” PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

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MAPLE TREE PRODUCERS' ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

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Established 1878

LANDAUER & CO.

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**IMPORTERS, EXPORTERS and GENERAL
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Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

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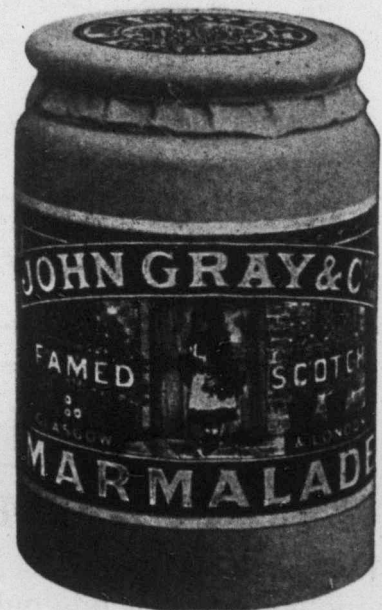
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Established over a Century

Cable: Lambertson, Glasgow.
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Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto



GROCCERS

Display SCOTCH SNACK on your Counters
Show SCOTCH SNACK in your Windows
Recommend SCOTCH SNACK to your Customers

SCOTCH SNACK is a ready seller
and shows a good profit.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL
W. S. BAYLEY, 20 Front St. East, TORONTO

Western Agents:
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KEARNEY BROS.

and TEA

- ☛ We have over 200 grades of tea in store at present.
- ☛ Everything in tea to meet trade requirements throughout the country.
- ☛ A line will bring you samples and prices.

KEARNEY BROS. LIMITED

TEA—COFFEE IMPORTERS

33 St. Peter Street
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ESTABLISHED 1874



BROOMS!

BROOMS
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BROOMS

Only the best material used.

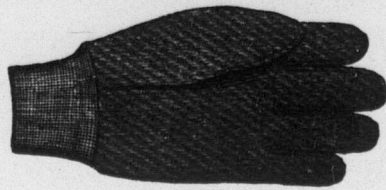
See our traveller or write us direct.

ALTEN LOHNES
35 Queen St.
Charlottetown, P.E.I.

Salesmen Wanted

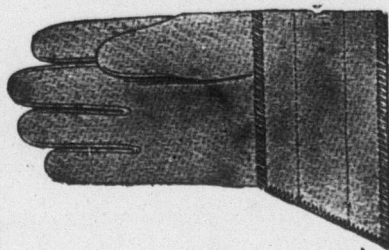
Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

TAPATCO
REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Companys
Chatham, Ontario

Sani-Flush
(TRADE MARK REGISTERED)

Closet Bowl Cleaner

Do not compel people to ask if you handle *Sani-Flush*, but make a display where they can see it.

A little embarrassment may prevent a woman from inquiring about *Sani-Flush*. It should be made very easy to buy on account of its nature.

Sani-Flush cleans water-closet bowls without scouring and scrubbing.

HAROLD F. RITCHIE & CO.
LIMITED
10-12-14 McCaul Street
TORONTO, ONT.



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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

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

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

"AYLMER" PURE ORANGE MARMALADE

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

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. S. ice, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

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

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

CONDENSED MILK

Eagle Brand, each 48 cans	\$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Maryflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans 7 75

EVAPORATED MILK

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

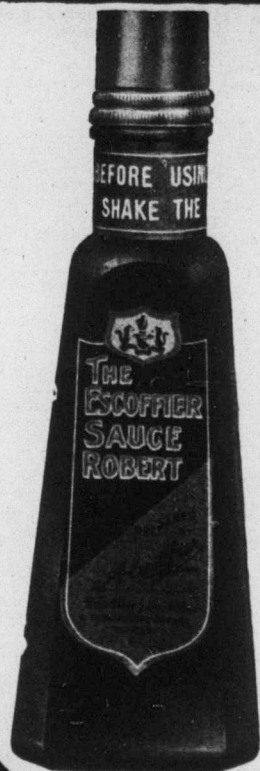
CONDENSED COFFEE

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

W. CLARK, LIMITED,
MONTREAL.

Compressed Corn Beef—1/2s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.95.	
Ready Lunch Beef—1s, \$4.95; 2s, \$9.45.	
English Brawn—1/2s, \$2.95; 1s, \$4.45; 2s, \$8.95.	
Boneless Pig's Feet—1/2s, \$2.95; 1s, \$4.45; 2s, \$8.95.	
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—1/2s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—1s, \$6.35; 2s, \$11.95; square cans, \$45.	
Boiled Mutton—1s, \$6.35; 2s, \$11.95; 6s, \$45.	
Jellied Veal—1/2s, \$3.35; 1s, \$4.95; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—1/2s, \$1.95; 1s, \$3.90; 2s, \$6.85.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash—1/2s, \$1.95; 1s, \$3.95; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$2.95; 1s, \$4.95; 2s, \$8.95.	
Jellied Hocks—2s, \$9.45; 6s, \$30.	
Irish Stew—1s, \$2.95; 2s, \$5.95.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$5.95; 1s, \$9.95.	
Boneless Turkey—1/2s, \$5.95; 1s, \$9.95.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$23.95; 3 1/2s, \$44.00; 6s, \$60.00.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.90; 5s, \$12.90.	

A. Escoffier



MONSIEUR A. ESCOFFIER, CHEF DE CUISINE, CARLTON HOTEL, LONDON, the WORLD'S MOST EMINENT FOOD EXPERT, has prepared specially for export to CANADA, a selection of his most exquisite Chefs-d'oeuvres which have made his name supreme in Culinary Art amongst Royalty and discriminating epicures.

CANADIANS!
IS THE BEST GOOD ENOUGH FOR YOU?

If so we request you to try

ESCOFFIER SAUCE DIABLE—For Fish
ESCOFFIER DERBY SAUCE—Fish & Meats
ESCOFFIER SAUCE MELBA—For Sweets

For All Viands

ESCOFFIER PICKLES & CHUTNEY
ESCOFFIER SAUCE ROBERT & TOMATO CHUTNEY

We have recently manufactured
THE ESCOFFIER MEAT, GAME & FISH PASTES
in 12 varieties, for which we are experiencing extraordinary demands
ORDER IMMEDIATELY

ESCOFFIER LIMITED, 6 Ridgmount St., London, Eng.
A.B.C. Code, 5th Edition

The time it takes to make a Gold Dust sale is the time it takes to reach the shelf and ring your register



MADE IN CANADA

THE F. K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.



Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Londly, London."
Codes (Private): A.B.C. 4th and 5th Editions.
Western Union and Bantleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of



Turban Dates

BRAND BUSREH

IN CARTONS. Cases each 60 nominal pounds

Turban Puddings

COMPLETE



Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Elite of the Sea

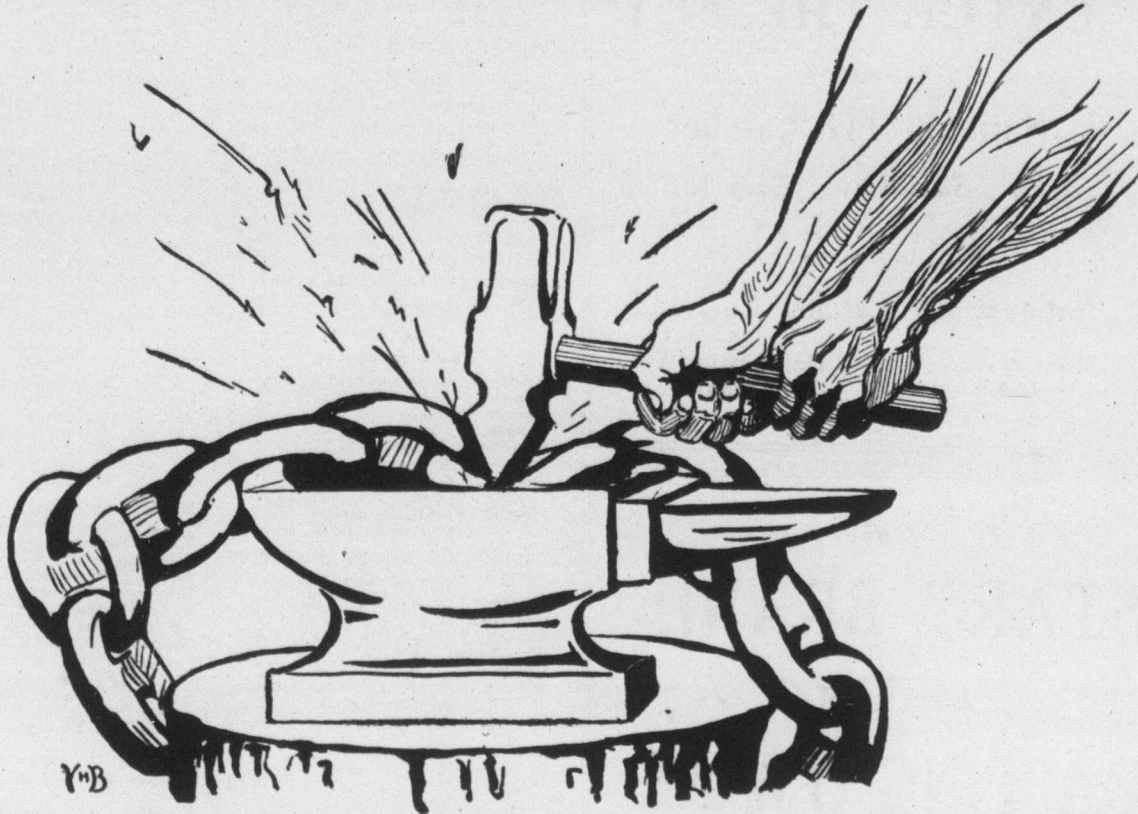
Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.45; Consomme, \$1.45; Green Peas, \$1.45; Julienne, \$1.45; Mutton Broth, \$1.45; Ox Tail, \$1.45; Pea, \$1.45; Scotch Broth, \$1.45; Chicken, \$1.60; Mock Turtle, \$1.45; Tomato, \$1.45; Vermicelli Tomato, \$1.45; Soups and Bouilli, 6s, \$15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, 12s, \$2.75; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.
Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.85; 3s, \$3.35.
Tongue, Ham and Veal Pates—½s, \$2.35.
Ham and Veal Pates—½s, \$2.40.
Smoked Vienna Style Sausage—½s, \$2.85.
Pate De Foie—¼s, 80c; ½s, \$1.40.
Plum Pudding—½s, \$1.95; 1s, \$3.85.
Potted Beef Ham—¼s, 80c; ½s, \$1.45.
Potted Beef—¼s, 80c; ½s, \$1.45.
Potted Tongue—¼s, 80c; ½s, \$1.45.
Potted Game (Venison)—¼s, 80c; ½s, \$1.45.
Potted Veal—¼s, 80c; ½s, \$1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, \$1.50.
Devilleed Beef Ham—¼s, 80c; ½s, \$1.45.
Devilleed Beef—¼s, 80c; ½s, \$1.45.
Devilleed Tongue—¼s, 80c; ½s, \$1.45.
Devilleed Veal—¼s, 80c; ½s, \$1.45.
Devilleed Meats (Assorted)—¼s, 85c; ½s, \$1.50.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles, 10 oz.,
Ox Tongue—1½s, \$20.00; 2s, \$24.95.
Lunch Tongue (in glass)—1s, \$11.95
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
Mincedmeat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—¼s, \$2.90.
Ham (in glass)—¼s, \$2.90.
Tongue (in glass)—¼s, \$2.90.
Venison (in glass)—¼s, \$2.90.
Meats, Assorted (in glass)—\$2.90.
Chicken Breast (in glass)—¼s,
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.
B.C. HOPS
Dominion Brand, quarters, per short weight pound 0.30
Dominion Brand, halves, per short weight pound 0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound. 0.40
Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.39
COLMAN'S OR KEEN'S MUSTARD
Per doz. tins
D.S.F., ¼-lb. \$2.80
D.S.F., ½-lb. 5.30
D.S.F., 1-lb. 10.40
F.D., ¼-lb.
Per jar
Durham, 1-lb. jar, each ... \$0.60
Durham, 4-lb. jar, each ... 2.25
CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM
Hotel \$20.00
Household size 9.00
Small size 5.75
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, or 5-case lots or more.

THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—
Boxes Cents
40 lbs., Canada Laundry ... 0.10
40 lbs., 1-lb. pkg., Canada
White or Acme Gloss 0.10½
48 lbs., No. 1 White or Blue
Starch, 3-lb. cartons.... 0.11
100-lb. kegs, No. 1 white .. 0.10½
200-lb. bbls., No. 1 white .. 0.10½
30 lbs., Edwardsburg Silver
Gloss, 1-lb. chromo pkgs. 0.12
48 lbs., Silver Gloss, in 6-lb.
tin canisters 0.13½
36 lbs. Silver Gloss, in 6-lb.
draw lid boxes 0.13½
100 lbs., kegs, Silver Gloss,
large crystals 0.11½
40 lbs., Benson's Enamel,
(cold water), per case... 3.25
Celluloid, 45 cartons, case... 4.50
Culinary Starch
40 lbs., W. T. Benson & Co.'s
Celebrated Prepared 0.11½
40 lbs. Canada Pure or
Challenge Corn 0.10½
20-lb. Cases Refined Potato
Flour, 1-lb. pkgs. 0.16½
(20-lb. boxes, ¼c higher, except
potato flour)
GELATINE
Cox's Instant Powdered Gelta-
tine (2-qt. size), per doz... 1.80
Knox Plain Sparkling Gelatine
(makes 4 pints), per doz... \$2.00
Knox Acidulated Gelatine
(Lemon Flavor), makes 4
pints, per doz. 2.10
SYRUP
THE CANADA STARCH CO.,
LTD., CROWN BRAND
CORN SYRUP
Perfect Seal Jars; 3 lbs., -
doz. in case \$4.30
2-lb. tins, 2 doz. in case... 5.45
5-lb. tins, 1 doz. in case... 6.05
10-lb. tins, 1 doz. in case... 5.75
20-lb. tins, ¼ doz. in case... 5.70
(Prices in Maritime Provinces 10c
per case higher.)
Barrels, about 700 lbs. \$0.08½
Half bbls., about 350 lbs... 0.08½
¼ bbls., about 175 lbs. 0.08½
2-gal. wooden pails, 25 lbs. 2.60
3-gal. wooden pails, 38½ lbs. 3.85
5-gal. wooden pails, 65 lbs. 6.25
LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case... \$5.95
5-lb. tins, 1 doz. in case... 6.55
10-lb. tins, ½ doz. in case... 6.05
20-lb. tins, ¼ doz. in case... 6.25
(5, 10, and 20-lb. tins have wire
handles.)
MOZOLA COOKING OIL
Per case
No. 1, 24 tins 12.00
No. 2, 12 tins 11.50
No. 8, 6 tins, 7½
lbs. each 20.25
No. 5, 2 tins, 37½
lb. each 30.00
INFANTS' FOOD
MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Doz.
1 lb. \$4.00
½ lb. 2.00
Robinson's Patent Groats—
1 lb. 4.00
½ lb. 2.00
NUGGET POLISHES
Doz.
Polish, Black, Tan, Toney Red
and Dark Brown \$1.15
Card Outfits, Black and Tan... 4.15
Metal Outfits, Black and Tan.. 4.85
Creams, Black and Tan 1.25
White Cleaner 1.25
IMPERIAL TOBACCO CO. OF
CANADA, LIMITED
EMPIRE BRANCH
Black Watch, 10s, lb. \$1.20
Bobs, 12s 1.00
Currency, 12s 1.00
Stag Bar, 9s, boxes, 6 lbs. ... 1.00
Pay Roll, thick bars 1.25
Pay Roll, plugs, 10s, 6-lb. ¼
caddies 1.25
Shamrock, 9s, ½ cads., 12
lbs., ¼ cads., 6 lbs. 1.00
Great West Pouches, 9s, 2-lb.
boxes, ½ and 1-lb. lunch
boxes 1.12
Forest and Stream, tins, 9s,
2-lb. cartons 1.14



Break the Chain!

Yes, Mr. Dealer—break the chain which binds you to sell **some** foods in packages!

Of course—some products should unquestionably be packaged—but **some not!**

Think how many items there now are whose packaging costs the housewife—and consequently **you**—a real loss.

Cut loose from those items! Break the chains of custom and habit! Think of coffee in bulk and coffee in packages! Then ask yourself "**Why do I shove out the package?**"

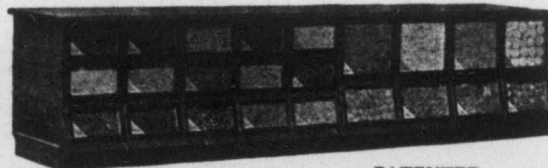
Ask yourself constantly: "Why is **this** item packaged?" And so on—through the list.

Look over your stock. See the numerous

bulk items you keep which give your trade 25%, 50% and 100% more weight for the same money! Get your customers to take those bulk goods and save money!

And remember—when you save a customer money, it adds to your profits. What helps your customers—always comes back and helps you!

And then, if you keep your bulk goods in the 31 drawered, handy, and economical **Sherer Food Container**, you give the housewife pure and clean food, and at the same time you make such savings out of the values of the **Sherer Counter** that it soon pays for itself.



PATENTED

SEND FOR CATALOGUE 57

SHERER-GILLETT COMPANY

Patentees and Manufacturers of the
Sherer Sanitary Grocery Display Counter

1707 South Clark Street - - Chicago



CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler **1598 Delorimier Ave. Montreal**

Ask Your Jobber for

"STAR" BRAND

COTTON

WRAPPING TWINE

"Manufactured in Canada"



Canada Broom & Brush Co., Limited

Canada Beaver Brand Brooms

Every broom bearing this brand is a seller because

Expert workmanship and first quality materials are used in every part of their manufacture.

They give a service that is positive proof of the high standard quality embodied in them—a service that satisfies.

Canada Beaver Brand Brooms, Whisks, Brushes and Toy Brooms should be displayed in your store. Try them.

The **Canada Broom & Brush Co., Limited**
RIDGETOWN, ONT.
Sales Manager
A. B. Campbell, 42 Geoffrey St., Toronto

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3 1/2 lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

JELL-O
Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	\$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$5 25
Perfection, 1/2-lb. tins, doz.	2 75
Perfection, 1/4-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes	0 32
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 44
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 44
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 44
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 44
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 44
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 44
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 44
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 40

No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 40
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 40
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 37
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 40
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 37
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/2s, 4-lb. box, 35 boxes in case, per lb.	0 45
Nut Milk Chocolate, 1/4s, 4-lb. box, 35 boxes in case, per lb.	0 46
Nut Milk Chocolate, lbs, 6-lb. box, 5 div. to cake, per lb.	0 40
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, box	\$2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 35

MISCELLANEOUS

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

5c LINES

Toronto Prices Per box

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

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

FIGS

The Smyrna-Turkish Fig has been an unknown quantity in this market the past few years, but now that the war is over they are again permitted to come in, and we have secured a little lot which are of excellent quality. In fact this fruit, although packed in bags, is fancy grade and truly they are a superb article, being large and luscious.

Now that all other dried fruits are so very high these figs will surely be a big seller.

Put a stock in now—not only for immediate sale but also for your Fall and Winter trade.

Fancy Turkish Figs

Bags about 65 lbs. 18

*Write us for Sample
or Send us an Order*

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



CELLAR
OIL STORAGE

Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made, actually paid you a profit, or have the profits gone glimmering, because of over-measure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

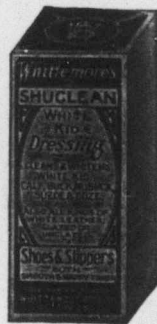
A
BOWSER
(ESTABLISHED 1873)

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED
66-68 Fraser Ave. - - - TORONTO, ONT.
Sales Offices in All Centres. Representatives Everywhere.



Quality

Whittemore's Shoe Polishes

Variety

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.

Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.

Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.

Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.

Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.

Albe white cake canvas and buck dressing in metal box. 2 sizes.

Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.

Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.



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



Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices *right*. *Quality* as usual.

Walter Woods & Co.
Hamilton and Winnipeg

California Bartletts

Season now at its height.

Cars arriving daily.

Prices Moderate.

A full line of Foreign and Domestic Fruits always on hand.

Orders solicited.

White & Co., Limited

Wholesalers of Fancy Fruits

Toronto

FRESH ARRIVALS EACH DAY

of all varieties of

Domestic Fruits and Vegetables

California Bartlett Pears

Finest Elberta Peaches

(Bushels)

NEW POTATOES AND ONIONS

100lb. Sacs

ORANGES

LEMONS

BANANAS

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH

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ONTARIO



**RID-
OF-
RATS**

If we want to feed starving Europe it behoves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

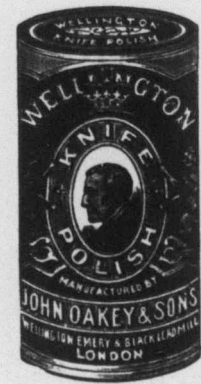
Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO Inc.
100 Emerson Place Brooklyn N. Y.

**Oranges
California Lemons
and Early Vegetables**

We Invite Correspondence

LEMON BROS.
Owen Sound, Ont.



**OAKLEY'S
"WELLINGTON"
KNIFE POLISH**

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakley & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

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

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.

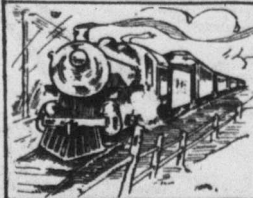
"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - MONTREAL

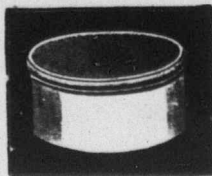
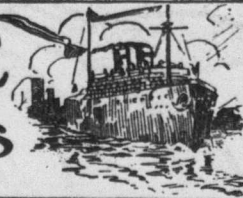
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE

Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute

Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

BEANS

Handpicked or Screened
in car lots

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

REASONS FOR CHEESE PRICE

Following the recent collapse of the cheese market a representative of the British Ministry of Food (Mr. F. Warren) and the Chairman of the Butter and Cheese Import Committee (Sir Thomas Clement) associated with the Ministry of Food, London, England, were in Canada last week for the purpose of arranging for the purchase of 20,000 tons of Canadian cheese.

Taking advantage of his presence in Ottawa to-day Mr. Warren was asked for a statement as to the reasons for the purchase and why they are unable to pay more than 25 cents per pound. His answer was as follows:

"The maximum retail price of cheese in Great Britain, including the home production, has been fixed by the Ministry of Food at (36c) per pound and there are sufficient reasons why the maximum cannot be raised.

"The cost of handling the cheese from the time it is delivered by the Canadian producer at Montreal until it reaches the consumer in Great Britain at the present time amounts to 10.95 cents per pound.

"In addition to these charges the British committee will have to bear the loss on account of the low rate of exchange, which at the present time is equivalent to about 2 cents per pound.

"The British committee will lose on the Canadian cheese purchased at 25 cents and this loss will have to be met from the profits on purchases in other countries, or become a charge on the British Treasury.



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment.
Write or phone.

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

Phone 1577

GASOLINE ASK FOR SAMPLES & PRICES
FOR THE FINEST...BUY ANY!

RECOGNIZED AS THE STANDARD MAKE

FOR LIGHTING SYSTEMS
FOR HANGING LAMPS
AND LANTERNS

R. M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

DIRECT RICE IMPORTER

Thoroughly posted on Primary markets.

STEPHEN LOWRIE

25 Powell St., VANCOUVER, B.C.,

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

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy
Paraffine boxes for bulk Pickles,
Mince Meat, etc.

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD
Manufacturers and Shippers

SARNIA :: :: :: ONTARIO.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

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

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies 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 remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

A YOUNG MAN WITH THOROUGH KNOWLEDGE of grocery business desires a position; used to buying from wholesalers and capable of managing. Box 702, Canadian Grocer, 143 University Avenue, Toronto, Ont.

POSITION WANTED BY YOUNG MARRIED man with good knowledge of grocery business and can handle books, and also able to do shorthand and typewriting. First-class references. Would prefer Toronto or that vicinity. Box 710, Canadian Grocer, 143 University Ave., Toronto, Ont.

SITUATIONS VACANT

WANTED—A MAN WITH EXPERIENCE IN retail grocery trade. We have an opening for a man who would be capable of taking charge of grocery department. Apply to Hennessy & Racicot, Ltd., Copper Cliff, Ont.

WANTED—EXPERIENCED GROCERY SALESMAN, permanent position. State salary and reference. Apply to Box 245, Dunnville, Ont.

FOR SALE

The Wholesale Grocer Sundries business of
F. COWARD
with good C.O.D. connection.

As going concern.
Established 10 years.
Excellent reasons for
selling. About \$4,500.

Apply

MR. FAHEY
THE COWAN CO.

WANTED

WANTED — A FIRST-CLASS GROCERY AND provision business with flour and feed in connection preferred, but not absolutely necessary. Town must be over five thousand population. State lowest cash price, turnover and full particulars first communication, including reasons for selling. Box 708, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE

1,000 ADVERTISING HEADLINES AND Show Card Suggestions in a little book of 32 pages, convenient pocket or pigeon-hole size. Adaptable to any business, goods, time, place or season. Instead of spending 15 to 45 minutes thinking up a good headline or wording for a window show card find one here in less than a minute. "Advertising Headlines and Show Card Suggestions" will be mailed on receipt of \$1.00. Better order one now lest you forget. Lost time is lost money. Address, Ad Specialty, Antigonish, N.S., Box 419.

FIXTURES FOR SALE

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.

WANTED
USED JUTE
**SUGAR
BAGS**
AND COTTON LINERS
E. PULLAN
TORONTO

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

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

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box, 135, Station B, Montreal.

AGENCIES WANTED

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

SALESMAN—LONG ESTABLISHED CONNECTION with grocery trade in Montreal, is open for one or two good lines on commission. Box 06, Canadian Grocer, 143 University Avenue, Toronto, Ont.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

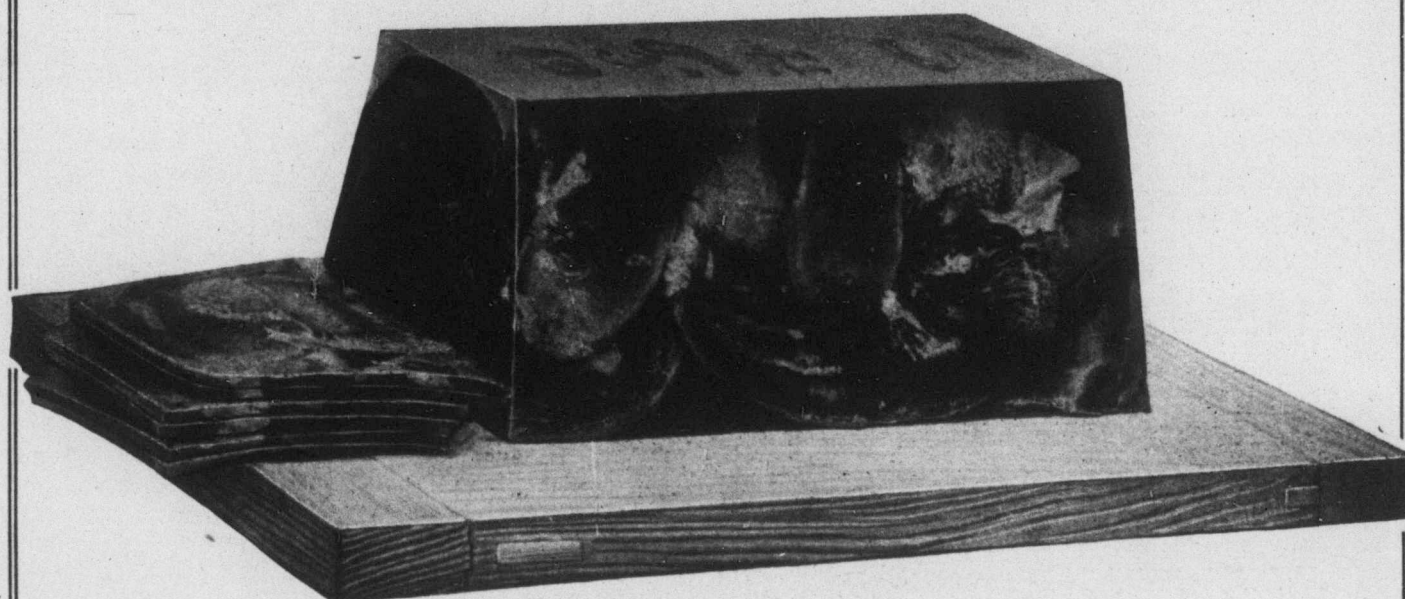
IN MAKING PICKLES
Instead of using spices, better results are obtained by using
PARKE'S PICKLE MIXTURE



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

No additional spices are required.
Retail price, 25c package.
Wholesale price, \$2.25 per dozen, \$27 per gross.
PARKE & PARKE, LTD.
MacNab St. and Market Sq., Hamilton, Ont.

Feature These Cold-Luncheon Treats For Summer Days



Davies' Jellied Pork Tongue

IF you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies' Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

Feature these popular lines in your Store

PORK TONGUE
OX TONGUE

PORK AND TONGUE
HOCKS
ENGLISH BRAWN

PRESSED BEEF
VEAL

(Put up in Open Tins, about 6-lbs. each. Ox Tongue also in 9-lb. and 14-lb. Tins)

THE **DAVIES** **COMPANY**
WILLIAM **LIMITED**

Montreal

TORONTO

Hamilton

Canada Food Board Packers' License No. 13-50

Always Up To Expectations

Brunswick Brand Sea Foods Are Meeting The Requirements of Particular People Everywhere

Brunswick Brand has set the standard in fish foods.

Fish freshly caught in the famous Passamaquoddy Bay are scientifically processed and packed a few moments after leaving their native element, thus preserving that sweet, natural flavor so much admired by the consumer.

To dealers stocking them we need not emphasize **BRUNSWICK BRAND** popularity. They know from experience that **BRUNSWICK BRAND** customers are satisfied customers, the "come back" kind that builds better business for the dealer.

Order Brunswick Brand from your wholesaler.



THE BRUNSWICK BRAND LIST

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



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