

FEATURING THE MARITIME PROVINCES

# CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

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No. 32

## Brunswick Brand Sea Foods

ideal summer lines



1/4 Oil Sardines  
1/4 Mustard Sardines  
Finnan Haddies  
(Round Tins)  
Kippered Herring  
Herring in Tomato Sauce  
Clams

Feature Brunswick Brand wholesome Fish Foods in your summer displays and suggest their convenience to your customers in preparing dainty and appetizing warm weather dishes which do not require cooking.



Place a full line of **BRUNSWICK BRAND SEA PRODUCTS** on your counter and shelves. You'll get the business.

**Connors Brothers  
Limited**

**BLACK'S HARBOR, N.B.**

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

# How Would You Dress This \$40,000 Window

?



**T**HE United Cigar Stores Company is said to pay a yearly rental of \$40,000 for a two-sided corner window in the Flatiron Building in New York City.

Astounding! You say. Yet we all know the United Cigar Company are a mighty progressive and keen business organization. They certainly would not pay such an enormous sum for a window if it did not return them actual profit on the investment.

It hardly seems necessary to say that this window display is changed frequently and much attention and thought given to its arrangement.

You dealers may not have \$40,000 rentals, but the mere fact that store rentals are figured on a front foot basis shows how important the front show windows are.

Your windows may not cost you \$40,000, but they are valuable. More than ten people pass your store to every one who enters. Attractive window displays not only bring more customers into your store but often decide a sale before they come in.

Much time, thought and expense are put into the O-Cedar posters, window cards, and signs that are offered to you to make your displays attractive, and we will gladly help you or give suggestions, if you desire, to make your O-Cedar display a real business getter.

Dealers find that a frequent O-Cedar window display serves to focus the attention of the buying public who have read of O-Cedar Merits in the papers and magazines; in which a steady and extensive advertising campaign appears.

**O-Cedar**  
Polish

**Channell Chemical Co., Limited, Toronto**



REMINDE your customers when they enter your store or over the phone, that a half-a-dozen tins of *Borden Milk* on their shelves will eliminate the *Summer sour milk problem* and enable them to have a fresh supply of *rich, creamy milk always on hand.*

Your suggestions will not only boost your profits but they will also be greatly appreciated by your customers.

Borden's Products—  
Eagle Brand Milk  
St. Charles Milk

The Borden Co., Limited  
Montreal

Reindeer Coffee  
Reindeer Cocoa  
Borden's Malted Milk



**Borden's**

Canada's  
National Milk

# CLARK'S ROAST BEEF

Mr. Grocer, is well worth featuring at this season. Finest selected Beef, deliciously cooked and pressed to make slicing easy. Economical for your customer and a business getter for you.

# CLARK'S SPAGHETTI

*With Tomato Sauce  
and Cheese*

A piquant and satisfying dish prepared from the very best of ingredients. Is both appetizing and nourishing yet moderate in cost.



*The CLARK "GOOD THINGS" are all sellers*

*Made in Canada - By Canadians*

## W. CLARK LIMITED, MONTREAL

# COCOA BEANS

Prompt deliveries corresponding exactly to description.

Economical and reliable service based upon recognized potentiality.

Preferential advantages due to our wide-flung organization.

Prices always on or under the market.

Exceptionally large and varied selections.

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

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

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



*Easily Opened*

## Are You Selling Goods That are "In Season"?

We suppose you are—but does your stock include "NORSE CROWN" Norwegian Brisling Sardines?

Just now is the time for picnics, outings, etc., and your customers will be asking for food that is substantial yet convenient on such occasions. Therefore say "Norse Crown."

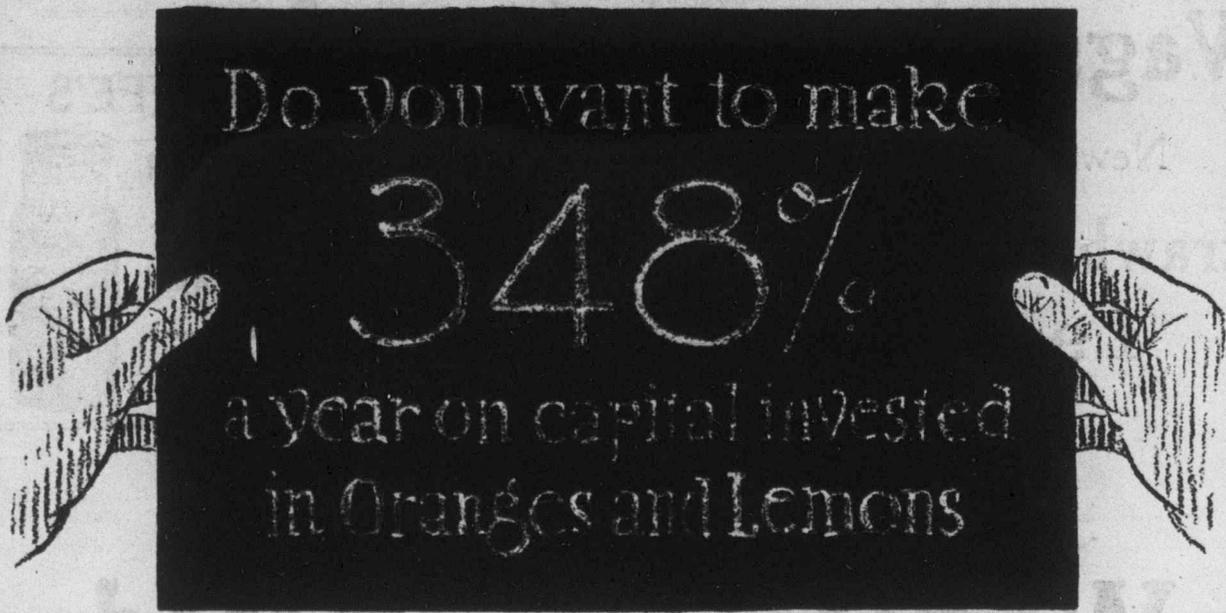
"Quality Will Tell"

Your wholesaler can supply you; if not, write us at once and ensure an early shipment.

**The Oversea Export & Import Co., Ltd.**  
**NORWAY**

*Sole Agents for  
Canada and  
Newfoundland*

**Stewart Menzies & Company**  
32 Front St. W. - Toronto



**T**HOUSANDS of merchants wonder how scores of their fellow retailers make such good profits from oranges and lemons. They do not seem able to sell their stocks on as profitable a basis as they should be sold. They know that there must be a good profit in these fruits, because they are on sale 365 days in the year and are staples in practically every good store in the country.

Scores of merchants are making 348% a year on capital invested in oranges and lemons. They first determine by a week's trial the maximum quantity of oranges and lemons they can sell in one week. Then they buy only enough so that they can *sell out clean* in six working days. They buy only one week's supply at a time and always see that they are sold, while fresh.

Then they figure on a margin of 25% on sales, or 33 1/3% on the invoice cost.

They figure operating expenses at 16 2/3% on sales, and add 3 1/3% for shrinkage, even though the shrinkage is reduced to practically nothing when the goods are turned 52 times a year.

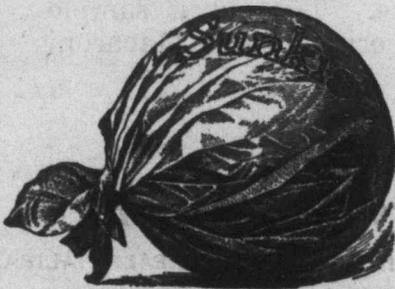
This allows them 5% absolute net profit on sales every week. But 5% net on sales every week on a weekly turnover basis is more than 348% on their invested capital.

## We Help You—

Let us help you to increase your sales and make these profits.

Write for our list of highly colored display material which we supply FREE to retailers. Ask us questions about retailing methods that may occur to you. A trained retail merchant of 36 years' experience, now on our staff, will be glad to aid you.

Learn how mass displays of oranges and lemons in your windows and inside the store will increase your turnover and your volume.



Mail this coupon for a new, interesting booklet about fruit displays—we include also our "Display Material Option List," which permits the selection of attractive cards and windows and other modern, effective selling helps. Send for it now, while you think of it.

### California Fruit Growers Exchange

A Non-Profit, Co-operative  
Organization of 10,000 Growers  
Dealer Service Dept.,  
Los Angeles, California

### California Fruit Growers Exchange Dealer Service Dept.

Los Angeles, California.

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_

# Wagstaffe's

New Season's  
**Strawberry Jam**  
 1920

When you eat let it be the best



**WAGSTAFFE'S**  
 Pure Strawberry Jam  
 Pure Raspberry Jam  
 Made from  
 Fruit and Granulated Sugar  
 Only  
 Boiled with care in silver pans  
 ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY  
 ORDER FROM YOUR WHOLESALERS

# Wagstaffe Limited

PURE FRUIT PRESERVERS  
 Maple & Gage Avenues - - - Hamilton

## Macaroni provides the answer



"How in the world can I keep up the food value of the meals and at the same time cut down expense," asks the Housewife. You answer, "Use

# Superior BRAND MACARONI

Its superior flavor makes it taste like a new dish, and it costs far less than meat or eggs—though higher

in food value. Try out a sample order of Superior Brand Macaroni now.

Sole Selling Agents:

Superior Macaroni Co., Ltd.  
 Toronto

**Sainsbury Brothers**  
 TORONTO, VANCOUVER, WINNIPEG, MONTREAL, HALIFAX



# THE NATIONAL DESSERT of CANADA

**NO HOME SHOULD BE WITHOUT IT**



*THE BETTER CLASS CUSTARD FOR THE BETTER CLASS PEOPLE.*

**CREAMY — DELICIOUS & NOURISHING**

EXCELLENT FOR CHILDREN AND INVALIDS

AND FOR FLAVOR, nourishment and genuine Value there is no Preparation sold on the Canadian Market to Compare with this delicious Double Cream Custard.

It is extensively advertised in best Canadian Homes and preferred to all other Makes by the best and majority of Consumers.

**THE HARRY HORNE CO., LTD., TORONTO, CAN.**

## Five good reasons for selling . . . . .



**White Swan  
Wheat Flakes**

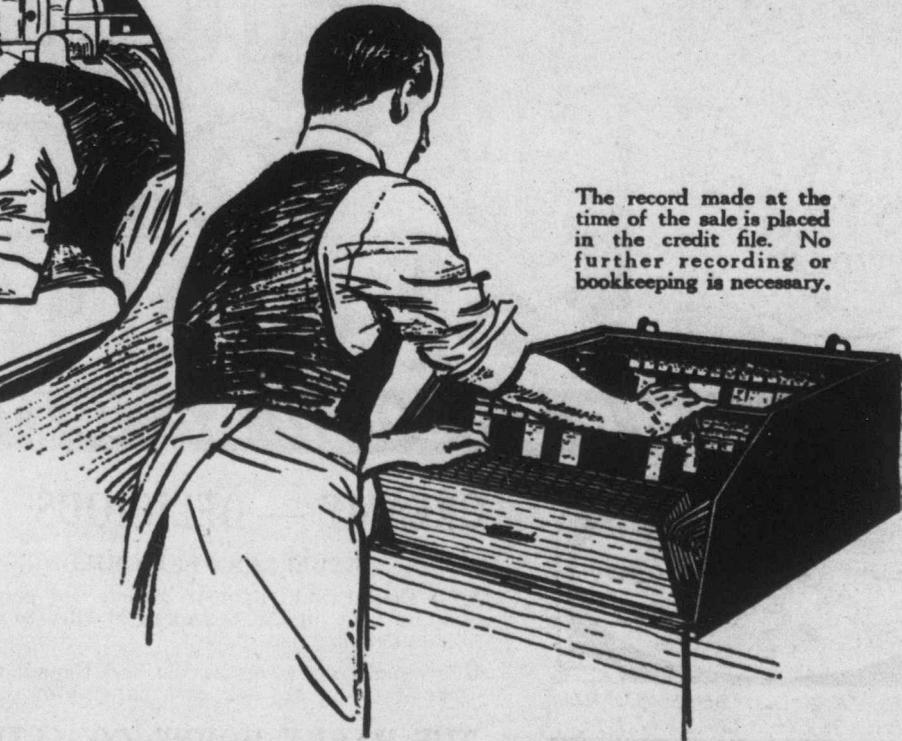


- 1st.—They are sold on a money-back guarantee.
- 2nd.—They have already proven highly profitable and active sellers for thousands of Canadian grocers.
- 3rd.—They are made in the incomparable White Swan Way from the highest grade Canadian Wheat.
- 4th.—They offer a real good profit margin.
- 5th.—They possess an unusually delicious flavor that always wins satisfaction and steady repeats.

**White Swan Spices and Cereals, Limited**  
TORONTO, CANADA



The clerk makes a complete record at the time of the sale.



The record made at the time of the sale is placed in the credit file. No further recording or bookkeeping is necessary.

## One writing completes the record of a charge sale

by the N. C. R. method of handling credit accounts

After the clerk makes the original record at the time of the sale, no further recording, posting, or bookkeeping is necessary until money is paid on the account.

And every account is always kept up to the minute—ready for instant settlement.

Thousands of merchants in all lines of business are now using this up-to-date N. C. R. Credit File.

They find that it is the safest, quickest, and most economical credit system they could use. It saves them time and money.

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary.....	714 Second Street W.	London.....	350 Dundas Street
Edmonton.....	5 McLeod Bldg.	Ottawa.....	306 Bank Street
Halifax.....	100-102 Granville Street	Quebec.....	133 St. Paul Street
Montreal.....	122 St. Catherine Street W.	Regina.....	1820 Cornwall Street
Hamilton.....	14 Main Street E.	Vancouver.....	524 Pender Street W.
Toronto.....	40 Adelaide Street W.	St. John.....	86 Prince William St.
Winnipeg.....	213 McDermot Avenue	Saskatoon.....	265 Third Avenue S.

FACTORY: TORONTO, ONTARIO

Fill out this coupon and mail it to-day

Dept. 27  
The National Cash Register Co. of Canada, Ltd.  
97 Pelham Ave.,  
Toronto, Ontario:

Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

Name .....

Business .....

Address .....



## Coffee Has Been In Use Since 1500 Seal Brand Coffee



Embodies all that has been learned in over four hundred years of use!

Packed in air-tight tins it keeps its flavor!

A good supply on your shelves will make sales.

CHASE and  
SANBORN.  
MONTREAL.

## Are You Getting Your Share of the Eddy Demand?

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



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

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

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

**A Cigar Maker or Tire Manufacturer May Market Seconds**



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

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

**WALLACE FISHERIES LIMITED  
VANCOUVER**



**Put Wonderful Soap  
in your Friday and Saturday  
Specials**

When getting out list of specials for the week-end include WONDERFUL SOAP for use on wash day.

Your display will be attractive as each package of soap is put up in a neat red label.

Order to-day to ensure Early Shipment.

**Guelph Soap Co.  
Guelph, Ont.**

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



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

**Sell Your Waste Paper,  
Cardboard, etc.**



Serious shortage of paper making materials. Very high prices now.

Send for catalog of  
"Climax" Steel  
Balers

Made in 12 sizes.

**Climax Baler Co.  
HAMILTON, ONT.**



**OAKEY'S  
"WELLINGTON"  
KNIFE POLISH**

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

**John Oakey & Sons, Ltd.**

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 323 Garry Street  
Winnipeg

Sankey & Mason, 839 Beatty Street,  
Vancouver.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

## Squirrel Brand PEANUT BUTTER

### W. H. Edgett Ltd.

Vancouver  
Canada  
Wholesale Purchasing Brokers  
Exporters and Importers

### C. T. NELSON

Grocery Broker and Manufacturers' Agent  
534 Yates Street, Victoria, B.C.  
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.  
VICTORIA - VANCOUVER

### Donaldson-Phillips Agencies

Limited  
Selling Agents Brokers  
FLOUR, CEREALS, SEEDS  
124 Pacific Bldg. - Vancouver, B.C.

### North West Trading Co., Ltd.

Importers of Australian  
and Oriental Produce  
SALMON BROKERS  
DOMINION BLDG. VANCOUVER

### B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.  
(Brokers Exclusively)  
Dried Fruits, Nuts, Beans, Jams,  
Cereals, Fresh Fruits and  
Vegetables

### JOHN PRITTY, LIMITED

Merchandise Broker and Mfrs.' Agent  
HEAD OFFICE: REGINA, SASK.  
SALES CONNECTIONS AT: Vancouver, Nelson, B.C.; Calgary and Edmonton, Alta.; Regina and Saskatoon, Sask.; Winnipeg and Brandon, Man.; Toronto, Ont.; Montreal, Que.; Chicago and New York, U.S.A.  
Cariots: Butter, Eggs, Poultry, Potatoes, Etc., Etc., a Specialty



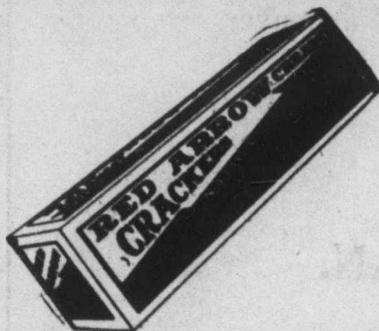
EVERY MORSEL EDIBLE  
AND DELICIOUS

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

Clayoquot Sound Canning Co., Ltd.  
VICTORIA

#### AGENTS:

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



## Red Arrow Biscuits

are quite apparently the  
**Biggest Package for the Money**

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**FRANK H. WILEY**

Mfrs. Agent and Importer  
Groceries and Chemicals

Special, all grades Sugar for immediate shipment  
533-537 Henry Ave., Winnipeg

**A. M. Maclure & Co.**

MALTESE CROSS BUILDING  
WINNIPEG

IMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES

**C. H. GRANT CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manufacturers  
first-class service.

**Geo. W. Griffiths & Co., Ltd.**

246 Princess Street  
Winnipeg, Manitoba  
*Selling Agents and Brokers*  
Grocery Specialties, Druggists' Sundries  
Pipes, Cigarettes, Tobaccos and  
Smokers' Sundries

**Richardson Green, Limited**  
MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and  
Drug Trade.

Winnipeg                      Regina  
    Edmonton  
Calgary                      Saskatoon

We work The Retail Trade

Why Not Build Up Your Trade in the  
West by Appointing Us Your Agents?  
**MOWAT & McGEACHY**

(MANITOBA) LIMITED  
Agents for MOIR'S Chocolates  
Confectionery, Grocery and Drug Trade  
91 Albert St., Winnipeg, Man. and at Saskatoon

**THE McLAY BROKERAGE**

WHOLESALE GROCERY BROKERS  
and MANUFACTURERS AGENTS

Take advantage of our Service  
WINNIPEG                      MANITOBA

**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches  
Regina, Saskatoon, Calgary, Edmonton

## Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

### On Product Marketing

Our organization offers manufacturers and jobbers every facility  
necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver,  
our staffs of salesmen daily calling on the trade and the whole  
"make-up" of this organization will be at your service every  
moment of the day when you enlist our services.

Let us show you.

**Head Office: WINNIPEG, MAN.**

Branches at  
REGINA, SASK.                      SASKATOON, SASK.                      CALGARY, ALTA.  
    EDMONTON, ALTA.                      VANCOUVER, B.C.  
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

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WESTERN CANADA

## H.P. PENNOCK & CO., LTD.

MANITOBA  
SASKATCHEWAN

HEAD

WHOLESALE COMMISSION BROKERS  
**WINNIPEG**  
CORRESPONDENCE SOLICITED

OFFICE

ALBERTA  
WESTERN ONT.



### 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.

### C. DUNCAN & SON

Manufra. Agents and Grocery Brokers

Cor. Princess and Bannatyne  
WINNIPEG

Estab. 1899

### Western Canada

Our Detail Salesmen are in touch with all Western Canada retail grocery and drug trade and can place your line to the best advantage.

**GIBSON, PATERSON, BROWN Ltd.**  
Winnipeg Calgary Vancouver

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

### 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

TRUCKAGE  
STORAGE  
DISTRIBUTION

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## DETAIL WORK

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

### Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

**We can put your line on the market.**

**Scott-Bathgate Co., Ltd.,**  
149 Notre Dame Ave., E.  
Winnipeg



The Home of the Scott-Bathgate Co., Ltd.

## W. H. ESCOTT CO. LIMITED

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

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

### SALES FORCE

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

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

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY  
HEAD OFFICE  
Winnipeg, Man.

Branches with Resident Sales Managers at

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



## Quality Seeds Perfectly Blended

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

## SPRATT'S MIXED BIRD SEEDS

*Sold only in 17-oz. Packets*

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

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

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ONTARIO

**J. K. McLAUGHLAN**  
Manufacturers Agent and  
Grocery Broker  
Kellogg's Toasted Corn Flakes (London, Ont.  
McLaughlan's Biscuits  
Waddell's Jam  
45 Front St. East, TORONTO.

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

**CHADWICK AND COMPANY**  
COMMISSION BROKERS  
34 DUKE ST. TORONTO  
"We cover Ontario with Grocers'  
Specialties and Confections."

**H. D. MARSHALL**  
Wholesale Grocery Broker  
OTTAWA MONTREAL

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

**John J. O'Donnell & Co.**  
Commission Brokers  
Manufacturers' Agents  
We can give you efficient representation  
in the Windsor district.  
Heintzman Bldg., Windsor, Ont.

**H. C. BRENNAN**  
Manufacturers Agent and  
Grocery Broker  
Covering City of Ottawa and District Thoroughly  
Booth Bldg. OTTAWA, ONT.

**Let T. ASHMORE KIDD**  
Broker  
KINGSTON, ONTARIO  
Superintend the successful merchandising of  
your lines in Kingston and district.

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



**COSGRAVE'S  
PURE  
Malt Vinegar**

IT'S much easier and less wasteful when you sell vinegar in sealed bottles. It puts the onus of quality where it really belongs—on the manufacturer. We guarantee the purity of every bottle of Cosgrave's Vinegar.

Ask your jobber for Cosgrave's. You sell it in sealed bottles only at the standard widely-advertised prices of 25c and 15c.

Cosgrave's means greater satisfaction both to you and your customers.

**Toronto Vinegar Works**  
Toronto

We manufacture all kinds of  
**Box Shooks**  
And Can Guarantee Prompt Delivery

*Write or Wire for Prices*

**W. C. Edwards & Co., Limited**  
Ottawa, Ontario

**TOMATO PASTE**

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

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

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QUEBEC

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

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

TELEPHONE MAIN 7143  
**ST. ARNAUD FILS CIE.**  
 GROCERY BROKER  
 Importateurs & Exportateurs Pois et Fèves Produits Alimentaires  
 Importers & Exporters Peas and Beans Food Products  
 ST. NICHOLAS BUILDING, MONTREAL

**PAUL F. GAUVREAU**  
 WHOLESALE BROKER  
 Flour, Feeds and Cereals  
 85 St. Peter Street, - QUEBEC  
 I am buyer of Peas and Beans of all kinds  
 Mail Samples and Prices

**AGENCIES WANTED**  
 For Food Products, Confectionery, etc.  
 For the Dominion. Best References.  
**JOYCE CO., LTD.**  
 307 St. James Street, Montreal

**CAR PURE MAPLE SUGAR FOR SALE**  
 Write or wire for quotations. Also dealers in PEAS, BEANS, MAPLE SYRUP.  
**CANADA PRODUCE CO.**  
 171 St. Paul St. East Montreal

**WANTED**  
 Agencies for food products for the City of Montreal, best references  
**SILCOX & DREW**  
 39 NICHOLAS ST., MONTREAL

**Belgo. Canadian Trading Co. "Regd."**  
 Import and Export General Distributors  
 We are open to represent Manufacturers or Growers of Foodstuffs.  
 103 St. Francois Xavier St., MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots  
**A. H. M. HAY**  
 General Produce & Lumbermen's Supplies  
 Phone 5311 80 ST. PETER ST. QUEBEC  
 Residence 6383

MARITIME PROVINCES

**GAETZ & CO.**  
 MANUFACTURERS' AGENTS AND GROCERY BROKERS  
 640 Barrington Street, Halifax, N.S.

**SYDNEY and CAPE BRETON**  
 business is worth your special consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection. All references. Write.  
**R. E. McCONNELL,**  
 Manufacturers Agent and Grocery Broker, Sydney, N. S.

**CANADIAN PRODUCTS EXCHANGE, LTD.**  
 Grocery, Confectionery and Drug Specialties  
 702 Robie Street, Halifax, N.S.

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 Commission Merchant  
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In Writing Advertisers Please Mention This Paper.

**The Smith Brokerage Co., Ltd.**  
 Wholesale Commission Brokers  
 ST. JOHN, N.B.  
 If you require distribution in the Maritime Provinces, we are open to consider your proposition.  
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# THIS IS THE HEART OF YOUR PROFIT

Ask your  
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## Sweet Hearts

*Jobbers--Send for Samples*



*"An every-day Sucker"*

The grown-ups enjoy them as well as the kiddies.

Made from Pure Sugar  
Flavored with the best  
Flavors.

Chocolate,  
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Recently Lt.-Col. W. A. Bishop, V.C., D.S.O., M.C., D.F.C., etc., brought from Owen Sound a case of Bishop & Pringle's

### Queen Quality Pickles

This marks an epoch in progress—the first time known in history that package foodstuffs have been delivered in Toronto by 'plane.

A big change has occurred in this factory, an entire change of management and policy.

### Queen Quality Pickles

are made for one purpose—not to sell at a low price (though our price is reasonable) but to repeat over and over again—the business that pays both of us is the business that repeats.

Ask your wholesale traveller—he knows.

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 NORWEGIAN  
**SARDINES**  
 IN OLIVE OIL

Easily and quickly prepared into warm weather dishes that your customers will like—not once but repeatedly.

Flavor is good. Price is moderate.

Always have a stock on hand.

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There is More Nutritive Value in

**APROL**

Pressed from the Ripe  
 Kernels of Apricots  
 than any other  
 oil produced

*For Making Delicious  
 Mayonnaise  
 Dressings,  
 Salads,  
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 National City, California, Montreal and Toronto

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

*Prompt Shipment.*

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**Marsh's  
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A delicious Summer drink — made from sound Concord Grapes.

Satisfaction to your customers means repeat sales and profit for you.

**The Marsh Grape Juice Company**  
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Agents for Ontario, Quebec and Maritime Provinces:

**The McLaren Imperial Cheese Company, Limited**  
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1842

**ALWAYS AHEAD**

1920

*Highest quality products, at reasonable prices***"OWL" COFFEE**

Roasted, whole or ground. STRICTLY PURE. In 5, 10, 25 and 50 lb. tins.

**"PRIMUS" TEA**Black and Natural Green. In air-tight packages only, 1 lb., ½ lb., ¼ lb.  
The best value on the market to-day.**"PRIMUS" TABLE POWDERED JELLIES**

A delicate food. A delicious dessert. The Ideal Food for the Sick. Assorted flavors.

**"PRIMUS" BAKING POWDER**

Guaranteed absolutely pure, free from alum and albumen. Equal, if not superior, to any other brand of Baking Powder on the market.

**"PRIMUS" CREAM OF TARTAR**

Guaranteed strictly pure. In 2 oz. and 4 oz. packages.

**"PRIMUS" MALT VINEGAR****"PRIMUS" WHITE VINEGAR**

Equal in aroma and flavor to the choicest CANADIAN VINEGARS.

**"PRIMUS" CANNED FRUITS and VEGETABLES**

The brand "PRIMUS" is a guarantee of quality and purity.

**SUMMER BEVERAGES**

"PRIMUS" LIME JUICE CORDIAL      "PRIMUS" ORANGE CORDIAL  
 "PRIMUS" LEMON CORDIAL      "PRIMUS" WILD CHERRIES CORDIAL  
 "PRIMUS" BLACKBERRY CORDIAL      "PRIMUS" FRUIT SYRUP  
 "PRIMUS" RASPBERRY VINEGAR

These high quality beverages will be greatly appreciated as refreshing, cooling and satisfying summer drinks.

**"BRIAND & JAQUET" Non-Alcoholic Liqueurs**Creme de Menthe, Cherry Brandy, Raspberry Brandy, Grenadine, Curacao.  
These liquors are prepared without alcohol, according to an old French recipe.**"COLD & CO." Ginger Wine and Sloe Gin (Non-Alcoholic)**

Ask for our Catalogue.

Samples furnished on application.

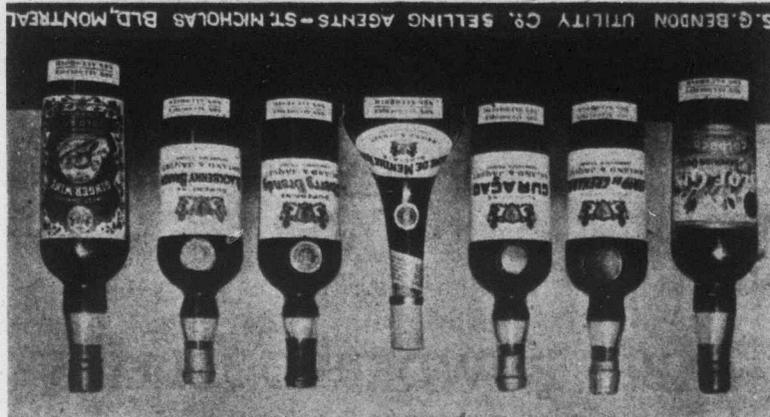
*Our Motto: "SATISFACTION"***L. CHAPUT, FILS & CIE, Limitée**

Wholesale Grocers, Importers and Manufacturers

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REFRESHING



DELICIOUS

## Non-Alcoholic

Now is the time to make big sales and extra profits  
 For Camping Parties Picnics Tourists  
 Packed 1 dozen to case. Freight prepaid on 10 case lots.

*Order from your wholesaler*

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**John Gray & Co., Ltd., Glasgow**

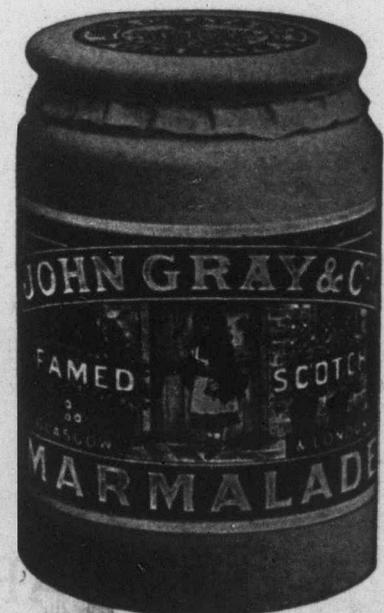
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*Agents:*

**Wm. H. Dunn, Limited, Montreal**  
 Maritime Provinces and Western Canada  
**Lind Brokerage Co., Ltd., Toronto**





# NOTICE

The price of Maple Sugar to-day is lower than granulated, an extraordinary condition. Our quotations for Maple Syrup shown below, copied from our list No. 126, revised Aug. 2nd, 1920, are based on present costs. We are confident that present conditions will be of short duration, as American buyers are at the moment very alert picking up every offering.

In ordering from your jobber mention if you wish a mild flavor, as some markets prefer it. When no mention is made on order, we invariably ship our standard strong flavor.

## Small's Forest Cream Standard Pure Maple Syrup

Selected from Choice Quebec Groves  
UNREFINED

	F.O.B. Factory	Delivered in Canada East & South of Sudbury	Approx. Shipping Weight
36— 10 Oz. Bottles .....	\$ 8.45	9.05	49 lbs.
24— 16 " " .....	8.20	8.80	52 lbs.
12— 32 " " .....	8.05	8.65	48 lbs.
24— 28 " Tins .....	12.00	12.60	45 lbs.
6—160 " " .....	16.75	17.60	65 lbs.
1— 5 Gal. Tin Crated .....	17.05	17.90	68 lbs.
In barrel, per gal. of 13 lbs. ....	3.30	3.42	675 lbs.





“Fresh from the beautiful Berry Growing districts of Vancouver Island, the choice fruits of Gordon Head and Saanich are made up into the inimitable HAMSTERLEY FARM JAM.”

“The Only Kind That I Can Take Is  
HAMSTERLEY”

Communicate with our representatives in your territory,  
and our Specialty Man will call on you with samples.

Representatives:—

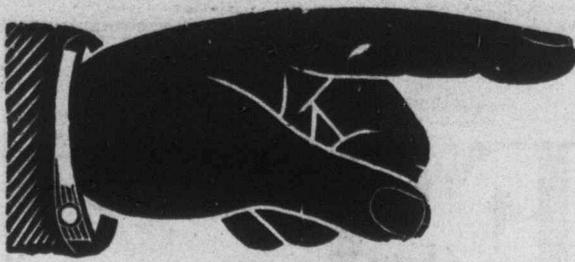
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## THREE GOOD POINTS



- 1 Never sold by peddlers — Peddlers sell bulk teas, a demand for which is encouraged by some grocers.
- 2 Seldom cut in price—a staunch supporter of fair profits.
- 3 Sale guaranteed—"Salada" is returnable—absolutely—if you want your money back at any time. You either sell it to your customers or we take it back.

SALADA TEA CO.  
OF CANADA, LTD.

## MARTIN M. SICHEL & CO.

Grocery Brokers

212 McGill Street - Montreal

*Correspondence Solicited*

When Answering Advertisements Kindly Mention  
this Paper



# SPICES



What *you* want is an article that is absolutely Guaranteed to comply with the Government Pure Food Act, that has real value and which sells under the most satisfying conditions, both for your customers and you.

Spices packed under our well-known and estimated "Victoria" label are the finest you can handle.

Because only a perfect ground spice of smooth, even grain is put under a Victoria Label.

*That* we guarantee absolutely and ask you to investigate, at our expense.

Simply request a ¼-lb. Sifting Top Tin of any one of the following, and it will be mailed to you immediately:

**ALLSPICES**

**CLOVES**

**CINNAMON**

**GINGER**

**CREAM OF TARTAR**

**NUTMEGS**

**PAPRIKA**

**PASTRY**

**PICKLING GROUND**

**CELERY SALT**

**CELERY PEPPER.**

*Pepper: Black, Cayenne, White.*

**LAPORTE, MARTIN, LIMITÉE**

WHOLESALE GROCERS

584 St. Paul Street West, Montreal



## Just Mention This to Your Customer

People looking for the best value for their money will buy Red Rose Tea if you remind them that Red Rose makes at least fifty cups more to the pound than most other teas.

Red Rose Tea is a blend consisting chiefly of Assam teas, the richest and strongest in the world. That's the reason, and we advertise it constantly.



A good seller and a good repeater.

**T. H. Estabrooks Company, Limited**

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and Portland, Maine

## This is the Season for Beaver Brand Lobster Paste and Canned Chicken Pate Au Foie Gras—Imported Sardines

*Order your stock  
at once from your  
wholesaler and en-  
sure having supplies  
on hand when called  
for.*

All these goods are in demand at this time of the year for Picnic Parties and make delicious fillings for Sandwiches.

**Beaver Brand  
Lobster**

always on spot for prompt shipment. Don't let your stock run out before replenishing.

**J. W. WINDSOR, LIMITED**  
MONTREAL, QUE.



Year 'Round Satisfaction  
Handling

## KEEN'S OXFORD BLUE

The many years of splendid reputation made by Keen's Oxford Blue have given it a first call by the particular housewife. Consequently have on hand, always, a good stock and display on your counter the card illustrated here.

Keen's—the all-British Blue.

### Magor, Son & Co., Limited

191 St. Paul Street W., Montreal

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**WHOLESALE  
GROCERY BROKERS**

**IMPORTERS  
EXPORTERS**

OFFICES - 707-708 CONFEDERATION LIFE BLDG.

**WINNIPEG, CANADA**



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

\* IN TOUCH WITH THE WORLD'S MARKETS  
ALL QUOTATIONS SUBJECT TO CONFIRMATION  
TELEPHONE MAIN 6601

**MR. GROWER, Canada**

Dear Sir,

Lend us your eyes for a moment.

Nicholson Rankin, Limited, offer you their services as brokers. They bring to you—the BUYER—the latest and best methods of distributing your products and assist you in giving your customers what they say they want, insuring success in retaining your trade.

Nicholson Rankin, Limited, have earned the reputation for doing things in a big way, by believing that "The honor mark of great business is confidence," and built on SERVICE, SINCERITY, FAIRNESS, and truthful representation.

A TEST OF SERVICE WILL ASSURE YOU.

Write us to-day.

## NICHOLSON-RANKIN LIMITED

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# CANADIAN GROCER

VOL. XXXIV

TORONTO, AUGUST 6, 1920

No. 32

## Standardization and Inspection of Fish Will Develop Industry

Wealth of Fishing Resources on the Coast of the Maritime Provinces is of Immense Magnitude—A Rigid Inspection of Both the Catch and the Packing Will Mean Much for the Industry

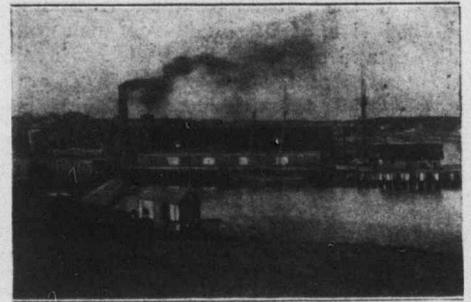
By Staff Correspondent

**S**T. JOHN, N.B., Aug. 3. — Among the many wealthy industries and natural resources of the Maritime Provinces is one, the limits of which cannot be measured nor estimated by either government authorities or by business interests. The fishing industry along the Atlantic coast, particularly on the coast of our own Maritime Provinces, is of such magnitude that no estimate can properly be given to its wealth and available resources. A great part of this development depends upon the exportation which will result from a scientific and systematic development of these resources. Herring, cod, mackerel, and haddock are found in inexhaustible supply along our Maritime coast. Cod and haddock being ground fish are found there throughout the year. For these fish the season never closes. Mackerel and herring school and as a result are only found in certain seasons. The schools are so large and the feeding grounds so attractive that it is difficult to state the possibilities of the catch in season. By developing this systematically a larger revenue and a greater supply is obtainable. Compared with lake fishing it is found that the lake fish have to be protected by a close season, and by restocking the lakes and rivers and only a limited supply can be depended upon. With regard to the sea fish, however,

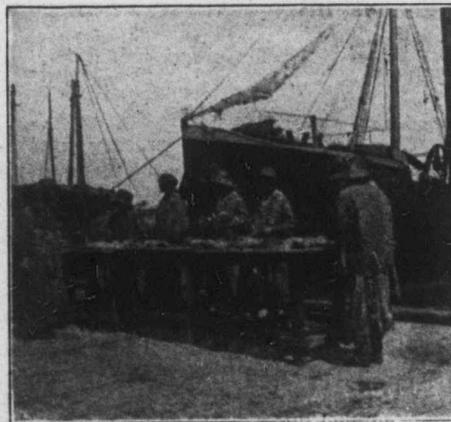
it seems impossible to either drive them from the coast or to make any noticeable difference in their numbers.

### Want Rigid Inspection

For the purpose of developing to the limit this industry and the revenue obtained, the government is being pressed to establish a system of rigid inspection and standardization in this industry, both in the catch and in the packing. The firms most interested in the fishing business are most anxious that this system of standardization should be in



The plant of a large fish packing and curing firm.



"Fisherets"—fisher women who took the men's places during the war.

increasing exportation from this country.

There is another benefit to be derived by standardization in packing. It would mean that within a short time standard values would be set on packed fish, with the elimination of considerable of the loss now experienced and rather expected. When such definite values are determined by uniformity and careful packing it would not be a difficult matter to arrange with the banks and financial firms for loans in prospect of the year's pack. When this is made possible, the way is open for the fisheries in our Maritime Provinces to increase the size of their plants and their facilities for handling fish, since they would then have the necessary financial backing.

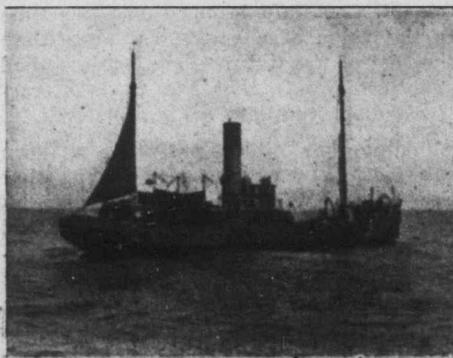
### Certified Packages

Under present conditions an estimate of the revenue for the year is not sufficiently accurate to warrant the banks making any loans in anticipation of the value of the pack. The fisheries are perhaps the most anxious that the government should adopt a system of inspection and standardization. The first step in this direction would be adoption of certified packages for the handling of prepared fish.

The favor with which the fishing interests of Canada look upon such proposed legislation is evidenced by the

force. It would mean much to Canada and the business interests of the fishing companies. Standardization of the packing industry would mean that the government would stipulate what kind of a box or barrel is to be used for home trade and for exportation. Taking for granted that such a vehicle for carrying the packed goods will be the very best obtainable, it will eliminate to a great extent the loss that is found yearly in cured fish on account of poor packing.

As this is developed Canadian packed fish will obtain a reputation on foreign markets that will mean a great deal in



One of the latest steam-driven fishing schooners.

resolution passed by the Canadian Fisheries' Association at their convention, which was held at Vancouver, B. C., in June of this year. This resolution reads as follows:

"Whereas the development of the fishery resources of Canada is largely dependent upon the enhancement of the demand for Canadian fish products in foreign markets, and whereas any movement calculated to expand the export trade of the country, particularly in finished products, is highly desirable, because of its stabilizing effect on the exchange situation, and whereas the fish products from this country entering foreign markets have to compete with goods disposed of under established standards, acquired through years of experience and usage, be it therefore resolved that this association in convention respectfully request that the government of the Dominion of Canada enact the necessary legislation to provide government standardization and inspection of the fish products, including canned fish of all kinds for such producers and distributors as wish to avail themselves of the same."

There is no doubt that the fishing interests of Canada are unanimous in

their desire that the aforesaid legislation shall become law in the very near future. Any movement that will increase the exportation of Canada's natural resources is of benefit to every man, woman and child in this Dominion. Every extra dollar that is brought into this country will lighten the financial load that Canada is called upon to bear as a result of the war.

#### Improve Standards

Then, too, the Dominion is of such proportions that much of the fish for home consumption has to be cured as carefully and as scientifically packed as products destined for a foreign market. The people in Canada are just as particular in their choice of food as foreign customers and Canadian fisheries have even to compete for their home market. A system of standardization, according to those most interested in the business, would greatly help in better fish service throughout our own country. On the American side of the line they have a national canned fish inspection which is taken advantage of by eighty per cent. of the canners, in the sardine industry; and their goods bear a stamp signifying the inspection. There

seems to be a freer market both in this country and abroad for cured fish if it bears the government inspection stamp. It is therefore advantageous for Canada and for Canadian industries to have a standard pack of government inspected fish.

No doubt most grocers have, at some time in their experience, had trouble with pickled fish on account of leakage of the pickle during transit or otherwise damaged stock. If the standard box or barrel is adopted this loss will be cut down to a minimum. It therefore is to the interests of the retailer as well as the manufacturer that legislation should be speedily brought forward for this purpose. The more influence that is brought to bear in this connection the quicker will be the response of the government.

Canada's wealth in fish, particularly in the Maritime provinces, where there is such keen competition both from the United States and from Europe, stands waiting to be harvested. It is the moral duty of Canadians to handle this to the best advantage both in broadening her market and in handling it with as little waste as possible.

## One Way to Meet Mail Order Competition

Nova Scotia Merchant in a Small Country Store Believes That Attractive Fixtures and Facilities to Help Good Service Keep Trade in His Community Rather Than Send It to Cities

By Staff Correspondent

**P**ICTOU, N.S., Aug. 2.—The part that good equipment and attractive store arrangement play in the successful conduct of a country store is well exemplified in the general store of A. T. Logan, at Lyons Brook, Nova Scotia.

For the benefit of any whose knowledge of geography is not extensive enough in detail to enable them to tell off-hand what and where Lyons Brook is, it may be stated that the place—it emphatically is not a town—nor city—nor yet a village—is situated five miles from Pictou town, in the county of the same name; and that it is credited by Rand & McNally with no population at all, which is almost correct, as far as mere numbers go. In other words, Lyons Brook is the post office and trading point of a prosperous Nova Scotia farming community, and Mr. Logan, like many another merchant in similar communities, conducts the only store in the place.

Unlike some other merchants, doing business under practically the same conditions that he has to deal with, Mr. Logan believes that modern merchandising methods, in which time-saving and sales-making store equipment finds a prominent place, can be employed to as great an advantage in the country store as they can in town and city stores. \*

#### Like a Big Town Store

Mr. Logan conducts a grocery department in which he makes it a point to carry the best quality goods. It looks like a big town store, for, in fact, the Logan store equipment is far ahead of that of many city groceries.

"Why did you put it in?" Canadian Grocer representative asked Mr. Logan, and the Lyons Brook merchant told his story.

The Logan merchandising business was founded by A. T. Logan's father, the late Dougal Logan. Several years ago, when the premises burned, the present owner of the business, who was then a partner, persuaded his father to equip the new store with modern fixtures, which would display merchandise to the best advantage, and which would also facilitate the handling of goods. The present equipment with the exception of scales, cash register and accounts file, was then installed.

"We were doing business among people who, in my opinion, would appreciate the assurance that the groceries they purchased were kept as clean as possible, and the equipment we selected gave that assurance," said Mr. Logan. "Then," he went on to say, "I had two other objects in mind. One was to display our goods

as attractively as possible in order to make more sales, and the other was to arrange our stock as systematically as possible so we could quickly get at anything wanted, and serve our customers with the least loss of time."

#### Rival Mail-Order Houses

"The equipment we put in," this country merchant continued, "has accomplished all these objects. The fixtures have been appreciated by our customers. I am sure our equipment has helped a great deal towards holding our old customers in the face of town competition, and I think it has helped to get new customers. Certainly it has saved our time to the value of a great deal more than the cost of the fixtures, and we have had countless proofs that the goods attractively displayed have sold themselves.

"Altogether, I have proved to my own satisfaction," concluded Mr. Logan, "that good store equipment is a profitable investment for the country merchant, and I believe that if this fact were more generally recognized, and country stores generally were better equipped, we could all hold our own much more successfully against city stores, and mail-order competition."

# C. P. R. Purchases for Dining Cars

**"Traveller" Claims Canadian-Made Products Are Not Served as They Might Be—Mentions Jams Particularly—C.P.R. Say They Serve Canadian Jams But, Up to Present, Have Not Been Getting Preserved Fruits as Patrons Demanded.**

The Editor, Canadian Grocer.—"My travels over the prairie provinces necessitate me using the C. P. R. lines to a very great extent, and when dining in the dining cars I was very much surprised indeed to note, if you ordered preserved fruits, individual glass, you were given an article, such as raspberry, strawberry, etc., of a U. S. brand, distributed by a Chicago firm.

"Now to my knowledge, in Canada, we have at least twelve manufacturers of jam, who one and all put up a first-class article; then why do the C.P.R., on their dining cars, present to their patrons, jams distributed by a firm of wholesale grocers in Chicago is beyond my comprehension. Jam manufacturers, amongst other Canadian manufacturers, support loyally the C.P.R., and in my humble opinion this road should patronize Canadian manufacturers of jam, who put out an article, in every respect, equal to this brand distributed by the Chicago firm, and I think it is only necessary this boycotting of Canadian jam manufacturers by the C. P. R. should be drawn to the attention of the proper heads of the Company, and that this importing of an American brand of jam to patrons of their road, Canadians and otherwise, should be stopped; if not, I think it's up to the Canadian Mfrs.' Assn. to see to it, that the C. P. R. patronize the industries in Canada, who ship throughout the year thousands of carloads of freight, assisting the company to pay their annual dividends.

"It seems to me, this matter is worthy of your attention in your editorial column, because if a Canadian road will not patronize the Canadian industries, especially the jam industry, then what can the Government expect from the consumer, who is continually requested to patronize Canadian industries?"

"I trust this letter will be drawn to the attention of some high official of the C. P. R., that in future they will patronize one or more Canadian jam manufacturers. I may say I am not at all interested in the sale of jam, but I believe a Canadian road should patronize Canadian industries."

TRAVELLER.

## THE C. P. R. REPLY

Canadian Grocer submitted the above letter from "Traveller" to the dining car department of the Canadian Pacific Railway Company, Montreal, in an endeavor to get their side of the case.

They state that the criticisms contained in the letter are not at all justified, that they invariably have supported Canadian

made goods whenever they could get what their patrons demand.

"For instance we have been buying Canadian jams for our dining cars," stated an official of the department, "for many years. We have been able to obtain what our patrons want insofar as Canadian jams are concerned. We have not, however, been able to obtain preserved fruits in Canada the way that those who patronize our cars demand them. The reason we have been purchasing preserved fruits put up in the United States has been because the fruit has always been preserved whole for us and this is the way that the people who travel on our cars have been demanding it.

## Some Lines Not Produced in Canada

"Everyone realizes of course that we must purchase some goods from the United States. For instance, we serve oranges and bananas, pineapple, etc., which are not grown in Canada. It is absolutely necessary that these be purchased from the United States and also that we serve them when demanded on our dining cars. We serve a line of preserved figs, which it would be impossible to secure from any company in this country. The figs are preserved just as they are picked in Texas. They have an entirely different flavor from dried figs, which come here and which are preserved here.

"We always make it a rule to purchase everything possible in Canada even if it costs us more money. In the past we have frequently paid more for Canadian

goods than we could have bought similar goods for in the United States. This has always been our policy from a patriotic standpoint. We serve Canadian goods on our dining cars going through the United States wherever our lines touch U. S. points. We were the pioneers in urging upon the Government the necessity of having fruit and vegetables put up by grades. You will find correspondence at Ottawa from us with the Minister of Trade and Commerce showing that this is the case. Necessarily we require the very best products we can get and when goods are graded in this way we know exactly what we are buying.

## Getting Canadian Preserved Fruits Now

"I mentioned above that in the past it has not been possible for us to purchase Canadian preserved fruits, whole, the way our patrons demanded them. We are glad to say that this season we are getting some Canadian goods which meet our requirements in this respect and these will be served on our dining cars.

"We would like to add that while "Traveller," who has written the above letter has written it more or less from a selfish standpoint, in view of the exchange rate, perhaps, we have always made it a point and always will, from a patriotic standpoint, to serve Canadian-made products on our dining cars to the exclusion of all others, even though we may have to pay more for them, if we can get the goods that the people who travel on our trains want."

## Corn Syrups Are Quoted Lower

**Cornstarch is Also Half a Cent Per Pound Lower—Weaker Corn Market Brings About Decline**

**A** DECLINE in the prices of corn syrup and corn starch is announced this week. The decline on syrup amounts to half a cent per pound on bulk goods and in the case of tins, the reduction is 25 cents on the two pound tins, and thirty cents on the five and ten pound tins. The gallon pails are fifteen cents lower, and three gallon pails, 20 cents. Five gallon pails are reduced 35 cents. These lower quotations now ruling are due to the easier feeling in the corn market. Prices of corn have shown a sensational drop in the past week or ten days, and these lower levels in the raw material are being reflected in the prices of corn

products. Corn starch, too, is quoted lower, the decline being half a cent per pound on laundry starch, and twenty cents per case on the cartons.

## LORD LEVERHULME IN THE PHILIPPINE OIL INDUSTRY

Manila.—Carl Hamilton, reorganizing the three coconut companies, let Lever Bros., the British soap and oleo manufacturers, put three million in the ten million corporation. This is the first British corporation in the Philippines oil industry. Lord Leverhulme is chairman of the new board.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

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### THE MARITIME NUMBER

WITH this issue of Canadian Grocer, special reference is made to the Maritime provinces, and articles relative to the trade in this section of the Dominion are a feature. The geographical position of the Maritimes is such as to bespeak a marvellous growth and development for this section of the country. Within the past few years the expansion, industrially and commercially, in the Maritimes has been phenomenal. Exports have increased to an enormous degree, and as the centre of the steel and ship-building industry, the Maritimes are foremost, the second largest steel corporation in the world being situated in Nova Scotia. An extensive export market has been developed in apples and potatoes from Nova Scotia and New Brunswick. The former province leads the Dominion in apple production, and the export of potatoes from the two provinces to the United States, West Indies and Cuba is on a very large scale.

Maritime merchants are alive to attractive methods of merchandising their goods, as indicated in stories from different towns, and contained in this issue. They are energetic and enterprising, and the appearance of their stores is sufficient proof that they believe in keeping abreast of the times, in the way of rendering the best possible service to their public.

### AN AERIAL EXPRESS SERVICE

HAVE we reached the "aerial grocery express" stage? It begins to look that way. Two instances have come to the attention of Canadian Grocer within the past few days which may indicate the beginning of a rapid air service on a real commercial basis.

One of these comes from Western Canada. A wholesale grocery firm in Dauphin, Manitoba—Cameron & Heap—were in urgent need recently of a supply of a certain kind of tobacco. They 'phoned to W. L. MacKenzie & Company, the Winnipeg agents of W. C. Macdonald Reg., for fifty pounds. The delivery was made in two and a half hours after receipt of the order.

Bishop & Pringle Limited, pickle manufacturers, of Owen Sound, Ont., recently delivered a case of pickles from their factory to their agents, the MacLaren Imperial Cheese Company, Toronto, by aeroplane. The machine was piloted by no less a personage than Lt.-Colonel W. A. Bishop, V.C., D.S.O., etc. Mr. Bishop, of Bishop & Pringle, is a brother of Lt.-Colonel W. A. Bishop.

The use of the aeroplane was well demonstrated during the war. It has been shown that it has wonderful advantages from the standpoint of fast passenger service. Now what about its express service advantages? The future will tell.

### GROCER NEEDS SIDE LINES

WHAT the grocer needs to-day, says G. A. Nichols, writing in "Printer's Ink," is an assortment of side lines that can fit in appropriately and properly with his stock, that will sell rapidly and leave a larger individual gross profit behind. This profit will enable him to bring up the gross on his sales as a whole to a point where it will mean something.

The grocer has been coming to this for a long time. Five or six years ago, when producers and distributors outside the grocery line began looking upon the grocer as a legitimate prospect, he was having troubles very much like those he is having now. The cost of living in those ancient days was getting steadily higher, although how glad we all would be to return to that schedule now!

Upon the grocer descended most of the blame because he handled the things the people eat. Things to eat came in for most of the increase. Anyway things to eat were what the people bought every day and this made the price increases all the more noticeable.

This being the case the grocer is ready to listen when some advertiser tells him of a way in which he can increase his gross profits without adding to the selling price of his groceries.

## New Food Building Urgently Needed at the C.N.E.

**A**BOUT a year ago the subject of a new pure food building for the Canadian National Exhibition was taken up in the columns of Canadian Grocer. A number of foodstuff manufacturers were interviewed at that time, and the consensus of opinion was that a food exhibit building, separate from everything else, was urgently needed at the big exhibition.

Canadian Grocer has been discussing this proposition again this year with a number of manufacturers and they are keener than ever that something be done to give them better accommodation for their exhibits.

### One Manufacturer's Proposal

One manufacturer proposed that the Canadian National Exhibition directors consider the erection of the new building, the expense to be met by the manufacturers, who would contract to use certain space, for say, the next ten years. This was mentioned to a number of other firms, who were also much interested in the proposition. The suggestion was made that the foodstuff manufacturers form an association, define certain standards for exhibits under the supervision of the directors of the Exhibition.

Canadian Grocer then interviewed J. G. Kent, general manager, and H. W. Waters, assistant manager and secretary of the Canadian National Exhibition, with a view to determining upon what basis the proposition could be gone ahead with. Mr. Kent and Mr. Waters stated that they had had this matter under consideration for some time.

### Meeting the Expense

Mr. Kent intimated it would be necessary for the manufacturers of foodstuffs to be prepared to contract for space for a number of years so that the directors could show the general public just how the expense of

the new building would be met. He also intimated they could not go to the people with any other proposition and hoped for success. Mr. Waters referred to the work that the Piano and Organ Manufacturers' Association had done in getting some uniformity in their exhibits. For instance, one thing accomplished was that each exhibitor of, say, a phonograph, was allotted a certain time in which to play the instrument. No two phonographs can be running at the same time to interfere with the harmony. This is merely one point which that association has accomplished, and while there is no analogy as far as the foodstuff firms are concerned, it indicates what can be done with a proper association. One manufacturer discussing the situation with Canadian Grocer, pointed out that with an organization of exhibitors certain standards of practice could be suggested among them for the approval of the directors. During the exhibition the committee could confer with the exhibition officials and smooth out any difficulties that might arise from time to time.

### Must Have Support of Firms

Mr. Kent emphasized the point that the directors were proceeding with new buildings only insofar as they could get the support of the firms that will be using them. The manufacturers naturally have a number of suggestions to make in regard to the layout of the proposed new building, such as arrangement of booth, aisles, a kitchen, gas and water service, etc. Manufacturers who have had exhibits during the past number of years know pretty well what is required, and the Exhibition directors will appreciate their suggestions.

Canadian Grocer would like to hear from any manufacturer interested. It is proposed that during the first week of the Exhibition a meeting be arranged among the manufacturers, that a committee be appointed to confer with the directors with a view to forming the initial plans for a new food building.



# Creative vs. Destructive Competition

Success of One Merchant is Not Necessarily to the Disadvantage of All the Others—Betterment of All Should be the Hope of Each

By HENRY JOHNSON JR.

**T**HE words competition and co-operation hardly seem to cover exactly what business men should seek if they are to advance together. If we do not advance together there will not be much advancing done. To express the right idea, to blend the stimulating influence of competition with the proper proportion of co-operation in our idea, the word co-operation was evolved.

Here is an editorial from the *Boot and Shoe Recorder*, Boston, which touches the right thought:

"In one sense every business man might chant, 'My competitor will get me if—I—don't—watch—out!' But there is not much call for hammer-play. The other day an incident happened that we thought rather suggestive. We got some leather from a concern and went to another place for another kind of leather. As we unrolled our parcel to wrap up our second sample, the second merchant asked courteously, 'May I examine what you have brought with you?' He turned the skin over to see the manufacturer's stamp, turned it back again and ran his hand over it lovingly. 'A finely tanned skin,' he said with ungrudging praise.

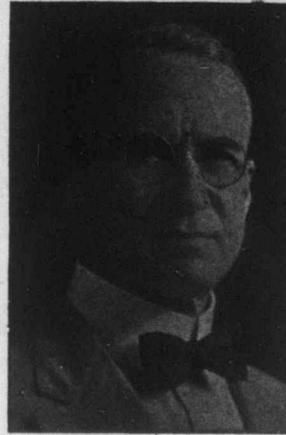
"Our reaction was immediate. 'Here,' we thought, 'is a man who takes pride in his business, and if we want a finely tanned skin we'll go to him.' We believe that praise of a competitor would bring the same reaction seven times out of ten.

"The fallacy is in thinking that the success of one is necessarily to the disadvantage of all the others. Any business is something like a mother lode of rich ore that all the members are busy working. If anybody thinks the mother lode in the shoe business is exhausted, he has another guess coming. The surface hasn't even been scratched yet."

## Betterment of All the Hope of Each

In a general, vague sort of way, grocers acknowledge and also say that education is the hope of their business. They feel that as each grocer gets to know more of the real science of food distribution, all grocers will benefit; but do they, therefore, take pains among themselves, individually, to educate their neighbors? They do not. With very rare exceptions, grocers stay each in his own store, glaring or gouching at their competitors. If one discovers or learns of a scheme to better his business or his sales or accounting, he strives to keep the secret. If he learns something about expenses or loading, which is vital to his profit account, he keeps very still about it. Meantime, he talks about "education" for the other fellow.

Yet a little thought must bring home to him the truth that the most destructive



HENRY JOHNSON Jr.

competition he has is that of the ignorant grocer, the one who does not know what it costs him to do business, the one who does not know how to figure margins, the one who guesses because he has never been taught the rudiments of business. Therefore, if the grocer who knows wants to serve himself best he will go and get acquainted with his ignorant neighbor and teach him business. This he will do for pure self-interest, if he is enlightened to the point of wisdom.

We say, lightly, that there is room enough for all. We forget that the lode is worked best by skilled labor, thoroughly versed in its work, and that the safety of all workers is dependent on the knowledge and skill of each.

## Time to Wake Up

For many generations the grocery business of Great Britain has been run on a margin narrower than ours, yet the average of success there is much higher than with us. The average margin there is around fifteen per cent., with expenses of twelve and one half, leaving a net of two and one-half. Until yesterday, such a margin and such net profit has seemed ruinously narrow to us, yet the Britons succeed. They succeed because they are more universally trained in the rules and requirements of their calling. They know exactly what they can and cannot do. They know better than to try to fool the multiplication table. Hence the two and one-half per cent. profit makes them prosperous.

Now that population has got denser with us, now that there no longer is a far frontier with few people on it and fat margins no longer can be obtained anywhere, we have about reached the status of the British grocer.

Two per cent. is what we are making now, and two per cent. bids fair to be our limit from now onward. Many very

successful concerns are making only one to one and a slight fraction. And such a net is perfectly all right, provided you get it and KNOW you get it.

Working on such a net profit, the need for education is more urgent than ever. Profit and security will come to each in exact proportion as he gets out among his fellows, meets with them, confers with them, swaps plans and knowledge with them and aids to make each of them successful.

The scheme of casting the bread on the waters of commerce so that it may return well saturated with the profits thereof is sound.

## Chains to Cope With Chains

An interesting and instructive evolution is going on about us.

On one hand we have the formation of chains of stores, owned by one man or one company. We have known about them for some time. Most of us have shaken our heads, "deplored" the passing of "the good old ways and times," and let it go at that.

But some have been so hard pressed that they have been compelled to devise some plan for their own salvation. These have formed buying clubs, which later have developed into wholesale grocery houses. In effect, these are chains, like the others, only here we have many stores owned by many grocers bound together for mutual protection instead of several stores owned by one or a few.

The effect is that of a chain fighting or competing with another chain.

It is notable that co-operative chains have apparently succeeded best where jobbers have had a tight grip on the local market and have not delivered fair, efficient and unbiassed service. In such places jobbers have failed to read the signs of the times. They have mistaken their present strangle-hold on their market for a permanent mortgage, and they have not awakened from their dream until it was too late.

In places where circumstances or (rarely) the enlightenment of the jobber has resulted in the jobber performing impartially and with due regard to economics his part in the scheme of distribution, he has not been superseded and is not liable to be eliminated. But he must to-day perform a real service, give something tangible in return for his profits, or he must be eliminated. There is no choice about this, nor any feeling one way or another. It is the inevitable fate of anything that when it ceases to perform its functions better than anything else might perform them, it fades, withers and dies.

(Continued on page 62)

## Floral Department in This Grocery Proves Incentive for Purchasers to Buy Other Commodities

**"My Idea in Displaying Stock is to Make Sales," Says W. J. Hopgood, Spring Garden Road, Halifax, N.S.—Uses All Available Space for Attractive Displays.**

By Staff Correspondent

**H**ALIFAX, Aug. 4.—A good example of merchandising progress in the Maritime Provinces, is afforded by the new store of Hopgood & Sons, Spring Garden Road, Halifax, which in appearance, arrangement and equipment is one of the most modern grocery stores to be found in Canada.

Counters, display cases, scales, lights, refrigerator, shelving, cash register, and accounting system, are all of the most up-

to-the-minute models, and the careful arrangement of stock and equipment gives the store an enviable appearance of modernized prosperity. The big feature in the store's general appearance is a practically unbroken plate glass front of about fifty feet running smoothly into a "round corner" and side-street window, which gives the store exceptional window display capacity, and makes the displays remarkably conspicuous and effective.

### Make Displays Effective

A special feature of the stock arrangement in the Hopgood store is the utilization of the space between the top of the shelving and the ceiling. In many stores this space is left bare and unattractive.

"My ideal in displaying stock," says Mr. Hopgood, "is to attract the attention of customers, and make sales. For this reason I believe in using all available

**"I Want Every Article in This Store to Sing Out in a Convincing Tone, 'I am Clean and Wholesome and Good to Eat'." —Endeavors to Create Desire for Goods Shown.**

space in which attractive displays can be made. This space between the shelving and the ceiling is really too valuable to be wasted. As you can see it lends itself to a greater variety of display than can be made on the shelves, and the goods we place over the shelves always stand out from the other stock and invariably attract attention. And then, of course," added Mr. Hopgood, "the freedom allowed in this space permits us to show many  
(Continued on page 47)



This illustration of W. J. Hopgood's store in Halifax, N.S., shows an attractive display of high-grade candy.



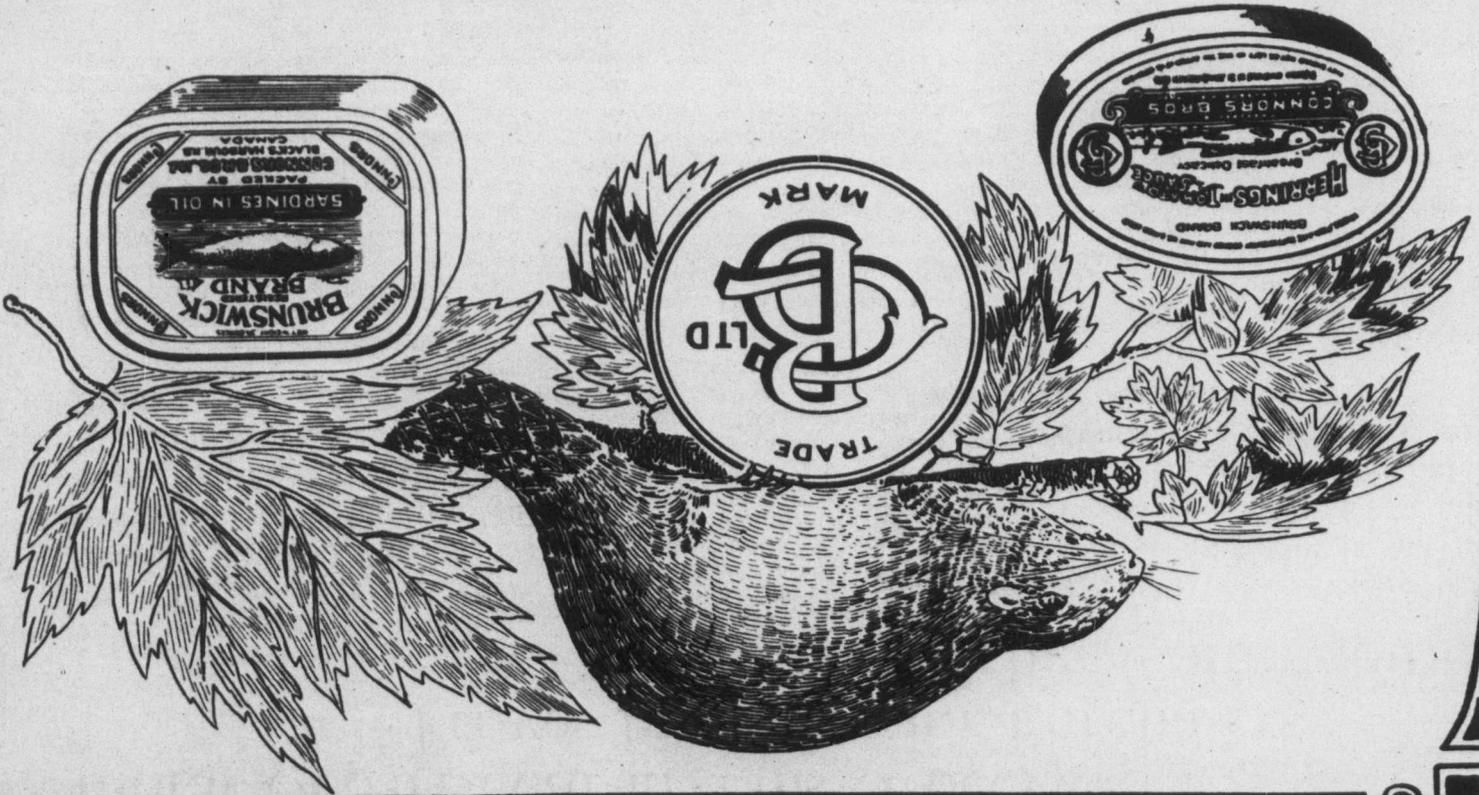
Chas. Duncan & Son, Winnipeg, Man.  
Winnipeg Representative:

# CONNORS BROS., Limited BLACK'S HARBOR, N.B.

have won an enviable reputation throughout Canada for quality, reasonable price and exceptional flavor. It has taken years of concentrated effort to perfect Brunswick Brand Fish Foods and it is this perfection in processing and packing that guarantees steady, profitable repeat sales and 100% customer-satisfaction wherever they are introduced.

## Brunswick Brand Sea Foods

Canada's





**Finest**

- ¼ Oil Sardines
- Finnan Haddies
- Kippered Herring
- Clams
- ¼ Mustard Sardines  
(Oval and round tins)
- Herring in Tomato Sauce

*Brunswick Brand* Sea Products are put up in attractively labeled tins and are prepared in our own Canadian plant (one of the finest on the Atlantic Coast), so situated that we never fail to

secure the very choicest pick of the season's catches. The *Brunswick* lines will appeal in a big way to European and other foreign trade because of their remarkable flavor and purity and through our

## Ideal Location and Unequaled Shipping Facilities

(On the sea coast a short distance from the port of St. John), we are enabled to offer importers remarkably good service and quick shipments.

*Write for particulars.*

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



We Are Calling for Agencies

*Our Connection in the*

**MARITIMES**

**IS FIRMLY ESTABLISHED**

WE KNOW THIS PROVINCE  
AS NO OUTSIDER CAN  
KNOW IT. IF YOU WANT  
RESULTS FROM A WEALTHY  
PROVINCE COMMUNICATE

AT ONCE

*with*

**GAETZ & CO. HALIFAX**  
N.S.

*Best of References*

**The Smith Brokerage Co., Ltd.**  
WHOLESALE COMMISSION BROKERS  
**ST. JOHN, N.B.**

If you require distribution in the Maritime Provinces,  
we are open to consider your proposition.

*Best References.*

**SMITH BROKERAGE CO., LTD.**  
ST. JOHN, N.B. - - 1-4 SOUTH WHARF

# **PYKE BROS.**

## ***Wholesale Grocery Brokers***

**We are Marketing Successfully the  
Products of the Following Firms**

<b>W. C. Macdonald Reg. Inc.</b>	<b>J. C. Whitney Co.</b>
<b>Carnation Milk Products Co.</b>	<b>Dominion Canners Ltd.</b>
<b>Canadian Postum Cereal Co.</b>	<b>Chas B. Knox Co. Inc.</b>
<b>J. L. Kraft &amp; Bros. Co.</b>	<b>Robertson Bros. Ltd.</b>
<b>British Columbia Packers' Assoc.</b>	<b>Wm. Cane &amp; Sons Co. Ltd.</b>
<b>The John T. McBride Co. Ltd.</b>	<b>Peerless Cereal Mills Ltd.</b>
<b>Guggenbime &amp; Co.</b>	<b>Dominion Macaroni Co. Ltd.</b>
<b>Swift Canadian Co.</b>	<b>L. Schepp Co.</b>
<b>Megantic Broom Mfg. Co. Ltd.</b>	

New Brunswick      Nova Scotia  
Prince Edward Island      Newfoundland  
are thoroughly covered by our representatives

*We Invite Correspondence*

**Halifax**

# **PYKE BROS.**

**Sydney**

# Quality Hams and Bacon

## "OUR AIM IS TO SUPPLY THE BEST"

We guarantee that all Pork products supplied by us are the product of Canadian hogs, and further we handle only Government Inspected Meats. We believe we are the only Packers in Eastern Canada offering exclusively Government Inspected, and strictly all-Canadian Pork products.

It is well known to the trade that large quantities of United States Meats are being offered in our markets to-day as Canadian product. Why buy the cheaper grades when you can get the Canadian Meats for the same money?

## The Sims Packing Co., Limited

CHARLOTTETOWN, P. E. I.

**MOTTO: BUY 100 per cent Canadian Products.**

# Halifax, Canada

## J. W. Gorham & Co.

*C. H. Gorham - - - Prop.*

Wholesale Grocery Brokers  
and Manufacturers' Agents

# SERVICE

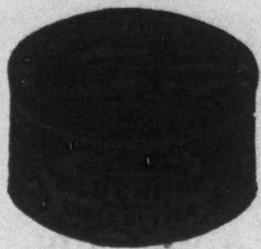
WE are in a position to render exceptional service to manufacturers of high grade food products, desirous of extending their trade in the Maritime Provinces.

## Angevine & McLauchlin

*Manufacturers' Salesmen*

ST. JOHN, N.B.

TRURO, N.S.



The  
Campers'  
Favorite  
**Bluenose Butter**

is put up in one and two-pound tins and opens up in excellent shape in all climatic conditions — no trouble to keep it during warm weather. Apart from this, "Bluenose" has been proven to be a profitable seller on account of its pleasing flavor and uniform quality. Just the thing for sea voyages, camping parties, construction gang camps, exploring and mining expeditions.

A complete stock of BLUENOSE BUTTER will be a reminder to your customers of a high grade product—satisfying to them, and very profitable to you.

**Smith & Proctor**

*Sole Packers*

**Halifax**

N.S.



# “EVERY GRAIN PURE CANE”

is the big reason back of the great popularity of Royal Acadia Sugar.

From the moment the raw cane reaches our plant until it is finally sealed in attractive, air-tight, handy containers every method is employed to make Royal Acadia the world's finest and most highly refined Sugar.

You can recommend it to your customers as a *super-*

*ior sweetening medium* and know that its all-round uniformity and guaranteed quality never changes year in and year out, from the exacting standard of “Every grain pure cane.”



ROYAL

100% Sweet

100% Pure

ACADIA SUGAR



More and more Canadian Grocers each year are pushing Royal Acadia because they have found it the safest Sugar to sell and a brand that never fails to live up to its long established quality reputation.

Put up in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

**The Acadia Sugar Refining Co., Limited**  
 MONTREAL HALIFAX



# Grocers of Canada

*We Manufacture*

**The Finest Apple Cider**  
**The Finest Apple Cider Vinegar**  
**The Finest Evaporated Apples**

Above made from the Choicest Nova Scotia Apples

*Send Your Orders Direct*

**M. W. GRAVES CO.**  
BRIDGETOWN, N.S.

## PAUL F. GAUVREAU

**BUYER OF PEAS and BEANS OF ALL KINDS**

When looking for a market for your peas and beans, remember I always require large quantities yearly. I am a large buyer to supply my trade in the Province of Quebec. Please mail samples and prices and you will receive a prompt reply.

**PAUL F. GAUVREAU**

**BROKER**

**85 Peter Street**

**Quebec, P.Q.**

Telephone 2968

*Hudon Hébert & Co.*  
*Limited*

*Wholesale Grocers*  
*and*  
*Wine Merchants*

*18 De Bresoles Street*

*Montreal*

*Canada*

# "Quality" Brand

is all that the word implies

CANADIAN CEREAL & FLOUR MILLS CO.  
LIMITED



STRATFORD, CANADA

THE "Quality" Brand shown here is a symbol of goodness in Cereal Products. Any and every package carrying this "Quality" Brand Trade Mark contains a product just as good as human skill and up-to-the-second milling methods can make it.

## "Quality" Brand Cereals

include

**Rolled Oats**  
(Packages and Bulk)

**Oatmeal**  
(Any Cut)

**Split Peas**

**Pot Barley**

**Pearl Barley**

**Brose Meal**

**Gluten Flour**

**Farina**

**Wheatlets**

## Leading Brands Flour

**Hard**

**Winter**

**Blended**

"Rainbow" "Our Chief"  
"Hercules" "White Dove"

"Gold Seal"  
"Lily"

"Star"  
"MacLeod's Special"

For Domestic and Export Trade

**CANADIAN CEREAL AND FLOUR  
MILLS CO., LIMITED**

*Millers and Grain Dealers*

STRATFORD, CANADA

Watch for "Quality" Oats in Packages

Maritime Warehouses: St. John, N.B., 61 Dock St., W. E. Bowman; Halifax, N.S., Barrington St.,  
Thomas Flanagan

Canada Food Board License 51-52-53-72-4-454

For delicious  
lemon pies...



## A new product that offers an excellent profit

Here is an economical and easily-prepared lemon pie filler that is unusually wholesome and delightfully flavored. "Mellow" Brand Lemon Pie Filler can also be used for making sauces for puddings, and with fresh and preserved fruits, custards, etc.

Your customers will appreciate this time and money-saving product, so get a trial supply to-day from your wholesaler.



### Mellow Food Products

146 Garnier St.

Montreal

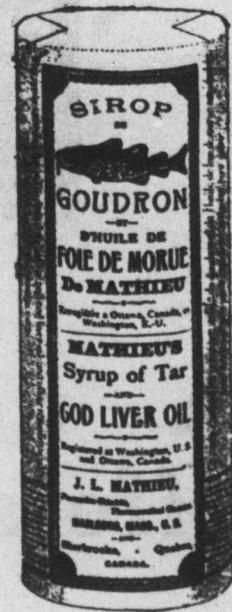
# "MATHIEU'S"

Lines in Stock are  
Better Than

# MONEY in the BANK



The efficiency of Mathieu's Syrup of Tar and Cod Liver Oil as a splendid body-builder and a relief for colds, la grippe, rheumatism, fevers, etc., has made it a steady seller. You can recommend it with a confidence that your customers will receive entire satisfaction. For the children it cannot be equalled, particularly during the cold winter months.



When you sell Mathieu's Nervine Powders you are giving an exceptional remedy for headaches, neuralgia, etc.



The regular margin in profit makes these goods a "worth-while" proposition and you can feel absolutely assured that they will live up to your highest recommendation.

## J. L. MATHIEU COMPANY

SHERBROOKE

PROPRIETORS

QUEBEC



Another illustration of the W. J. Hopgood & Son's store in Halifax, N.S. Note the number of scales and their situation with the idea of convenience.

### FLORAL DEPARTMENT PROVES INCENTIVE

(Continued from page 33)

lines of goods that would not fit into the shelves, or in fact anywhere else in the store, very well."

#### Neatness is Important

As the accompanying photograph indicates, cleanliness and neatness characterize the Hopgood store arrangement throughout. While this is an evidence of good taste, which is always admirable, it has an even deeper significance. Good business is at the bottom of it. Stock displays in the Hopgood store are conscious, definite efforts to make sales by attracting attention to, and creating desire for, the articles shown.

"I want every article exhibited in this store to sing out to our customers, in a convincing tone: 'I am clean and wholesome, and good to eat,' is the way Mr. Hopgood expresses the idea, and it is fair to say that bacon, chocolates, macaroni, peaches, asparagus, eggs, tomatoes, and their hundreds of associates in the Hopgood store sing Mr. Hopgood's song in a very agreeable chorus.

A floral department, which is a grocery store novelty in other places, as well as in Halifax, is a pleasing feature of the new Hopgood store, and a source of direct and indirect profit to the business.

This department is conducted by a Dartmouth florist, who pays Hopgood & Sons a commission on all sales made by him in the store. One big front display window is given up to flowers and plants for sale, and while the arrangement between grocer and florist was tried out early this year, merely as an experiment, it has already proved a decided success for both parties. Mr. Hopgood finds that

commissions on floral sales are equal to a good rental for the space occupied by the department, while the constantly changing displays of plants and flowers attract much more favorable attention to the store, and in many cases it has turned out that people who came in simply to buy flowers have been tempted to make grocery purchases before leaving the store.

## Nova Scotia Leads in Apples

**O**TTAWA.—That 3,334,660 barrels of apples valued at \$24,396,210 were produced and sold in Canada during the year 1919 is stated in a preliminary bulletin on last season's Canadian apple crop issued by the Dominion Bureau of Statistics, and based upon information gathered by the fruit branch of the Department of Agriculture.

Nova Scotia, Ontario and British Columbia in the order named are the great apple-producing Provinces of the Dominion. Nova Scotia produced 1,600,000 barrels, valued at \$9,989,680; Ontario 878,860 barrels, valued at \$7,030,880, while British Columbia's production was 2,236,000 boxes, equivalent to 745,300 barrels, and valued at \$6,540,000. The Quebec apple crop amounted to 70,-

500 barrels, valued at \$527,950, while New Brunswick produced for sale 40,000 barrels, worth \$307,400.

These figures represent average values per barrel of \$6.24 for Nova Scotia, \$7.68 for New Brunswick, \$7.50 for Quebec, \$8 for Ontario, \$8.78 for British Columbia and slightly over seven dollars per barrel for all Canada. The values represent wholesale prices. In the case of apples exported to the United Kingdom the value includes ocean freight rates, which varied from \$2.50 to \$3 per barrel. For the Province of Ontario the total production of 878,860 barrels consisted of 24,432 barrels of early apples, 124,201 barrels of fall apples and 730,227 barrels of winter apples.

# Good Equipment Spells Efficiency

"I Would Not Think of Going Into Business Without the Best Equipment I Could Buy," Remarked E. W. Cochrane, Amherst, N.S. Importance of Rendering the Best Possible Service to Customers is Paramount

By Staff Correspondent

**A**MHERST, N. S., Aug. 2.—Store equipment that saves time, conserves human energy, carefully utilizes space, and aids in making attractive displays of all sorts of goods, is regarded by E. W. Cochrane & Son, Amherst, N. S., as a necessary requisite of successful merchandising.

"I would not think of going into business without the best equipment I could buy for my store," said E. W. Cochrane to Canadian Grocer. "We have spent thousands of dollars for equipment for this store," Mr. Cochrane went on to say, "and while we have paid some attention to appearances, it has not been our main purpose, by any means, to merely make our store attractive. Efficiency is a much overworked word, but I will have to use it, to exactly express our idea. What we are always after is to get goods out to our customers with the least possible loss of time, and waste of effort. The fixtures you see here were put in to help us do just that—to give us as efficient a machine as we could devise for handling our merchandise."

## Facilitates Movement of Goods

Then Mr. Cochrane began to illustrate his idea by showing just how the various fixtures for which he had spent his good money facilitate the movement of goods through the store. A running ladder on each of three sides of the store makes it easy for any salesman to reach an article on any shelf. Hinged wall bins of varying sizes—one only large enough to hold a few pounds of spices, while another will contain a barrel of flour, beans, rolled oats or cornmeal—remove the inconvenience and loss of serving at the sales counter from old-fashioned loosely covered, or uncovered, packing cases and barrels. The bins are tipped forward when it is desired to get at their contents, and when released they fall back into position, tightly covered, and out of the way. These bins extend the full length of the store on both sides, and reach from the lower shelving to the floor.

Two large scales find places on the sales counter to enable salesmen to weigh out their sales without unnecessary steps to and from scales. A small confectionery scale is placed where most needed. Every few feet a string of twine extends from the ceiling to permit the tying up of parcels without delay. The cash register, in which each salesman has his particular cash drawer, is situated in the middle of the sales counters, where only a few steps, at the most, are required to reach it. The meat cutter is placed directly in front of the six-

compartment refrigerator in which ham and bacon—the only meats sold in the store—are kept. Butter, cheese, lard, eggs, are shown through the glass fronts of the other compartments, all of which are in effect silent-salesmen.

## Silent-Salesmen Predominate

One regular style silent-salesman stands out prominently in the store arrangement, but the fronts of all counters are fitted with sliding glass doors, which practically turn these counters into silent-salesmen as well. A large frame, containing eight large open bins, stands in the front of the store and is used for the display of fresh fruits. These bins are of easy access. Seeds are kept in a frame of twelve small open-faced cases. An electric coffee grinder is situated beside the coffee bin at the front of the store.

The four salesmen in the Cochrane store all carry with them an "air" of liking their work. Canadian Grocer asked one what he thought of the value of good equipment as far as it affected the salesman.

"Why, it is great," he replied. "Good equipment is a great help to the man who is putting up the goods, and helps us to handle three or four times the amount of stuff we could without up-to-date fixtures. That pays the boss, of course, but it also pays us well, for this equipment makes our work easier, and more pleasant, and it is certainly worth a lot to have the satisfaction which we have every day of realizing that with this equipment we make the best use of

our time while we are in the store. I wouldn't want to work in a store that was not equipped for saving my time and energy, as well as the boss's money," he concluded.

## ADVERTISING FIGURES LARGELY IN THIS MAN'S SUCCESS

Holdrege, Neb. — Thousands of people from within a radius of 30 miles of this small city of 2,500 people drove recently to help Frank Johnson celebrate the thirty-fifth anniversary of his establishment in business and get a slice of the cake he had built for the occasion. It measured 18 feet in circumference and three feet in depth, and weighed 2,094 pounds.

Johnson is the biggest and richest merchant in this section of the State. His motto is, "The only place I know of where money is made without advertising is the United States Mint."

This small town merchant is the heaviest advertiser in the State outside of Lincoln and Omaha. He reaches out into all the territory, and farmers come as far as 70 miles to trade with him. He sold \$500,000 worth of goods last year.

Under the motive power of his genius the city has recently paved all her business streets and built an auditorium that seats 3,000 persons. It was dedicated by John McCormack, Irish tenor, and the gate receipts were over \$10,000.—New York World.



Equipment to facilitate service is a feature in this store of Cochrane & Son, Amherst, N.S. Hinged bins, silent salesmen, etc., are easily discernible.

# CURRENT NEWS OF THE WEEK

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

## MARITIME

H. G. Bauld, of Bauld Bros., Limited, wholesale grocers, Halifax, N.S., is one of the candidates of the Liberal party for the city and county of Halifax in the Nova Scotia provincial elections.

## QUEBEC

Roy Gee, of W. G. Patrick & Co., Toronto, is on a two weeks vacation.

P. A. Marceil has bought out the grocery business of J. A. Beaugard, Montreal.

P. Crete has sold out his grocery business, 520 Defontier St. E., Montreal, to P. D. Peloquin.

A. Vincent, grocer, 32 Laurier Ave. W., Montreal, is succeeded in the business by A. Daniel.

Plante and S. Onge have bought the grocery business of A. Semichel, 36 St. Patrick St., Lachine, Quebec.

J. T. Cox, of the Carter-Macy Co. of Canada, Ltd., arrived back in Winnipeg from an extended business trip to the coast.

W. G. Patrick, of W. G. Patrick & Co., Toronto, was on a business trip to New York last week. He had just returned recently from a trip to the Old Country.

J. M. Dunwoody of Stroyan-Dunwoody Co., Winnipeg, manufacturers' agents, arrived home this week from an extended business trip to the old country. While away Mr. Dunwoody visited England, France, Belgium and Spain, where he secured a number of agencies.

Z. Hebert, president of the wholesale grocery firm of Hudon Hebert & Cie., Montreal, with his two sons left Montreal on Saturday for New York, where they will embark for a three months' trip to England, France and Spain. Mr. Hebert is taking this trip for a rest but will call on many of the European firms whom he represents in Canada.

A. H. M. Hay general merchants, carrying particularly lumbermen's supplies have moved their premises from 98 St. Peter Street, Quebec City to 80 St. Peter St. In their new premises they have a commodious three storey building, with their general offices on the ground floor. Mr. Hay states to Canadian Grocer that they had one of the best years in the history of the firm, particularly during the spring and early summer months.

## ONTARIO

C. R. Bonham, Toronto, has sold his grocery.

Mr. Worrell, Toronto, has bought out D. H. Miller.

W. H. Severet & Son, Cobalt, Ontario, are disposing of their business.

Mr. Coburn has opened up a first-class store at 323 Greenwood Ave., Toronto.

Telfer Bros., Limited, Collingwood, Ont., have disposed of their business to C. C. Begg & Sons.

The first semi-annual meeting of the Stratford Co-operative Society was held recently, when the resignation of the president, Arthur Skidmore, was accepted and Harry Wigglesworth was elected in his place.

The tenth anniversary of the Peterborough creamery, now the Peterborough Milk Products Co., represents the his-

tory of a business that has developed at a phenomenal degree from its modest start ten years ago.

Fishermen from all parts of the Bay of Quinte and Lake Ontario district met in Deseronto recently. Some of the matters debated had to do with the purchase of nets, and a campaign for a uniform rate for fish. Representatives of the branch will meet representatives from the Booth Fish Co. shortly to further plans. This meeting will be held in Kingston.

## BUSINESS CHANGES

W. H. Hillis, Hamilton, Ont., has sold out his business.

J. O'Donnell, Stratford, Ont., has sold his store to R. Graham.

W. J. Cooper & Co., Toronto, has disposed of his business to W. Kerr.

Drewery and Buker, Toronto, has been succeeded in business by George Hutchinson.

Duff Stores Co., Ltd., Hamilton, grocers, have been succeeded by Duff Stores Co.

E. L. Dale, Beeton, Ont., has sold his grocery and meat business to B. Wirth of the same town.

### MANUFACTURERS TO MAKE ANNUAL RETURN OF SALES TAX AS AFFECTING RETURNABLE PACKAGES

Owing to the fact that the sales-tax regulation applying to returnable packages, in its original form, created unnecessary labor and expense to manufacturers who ship goods to their customers in returnable packages, representations were made by the C.M.A. and a ruling made that manufacturers dealing in goods shipped in returnable packages may make to the Government, not later than the end of March in each year, an annual sales tax return as to such packages, instead of monthly returns; and the sales tax so payable to the Government by the manufacturer shall be paid on the difference between the amount charged for the returnable containers shipped during the year and the equivalent amount rebated for containers returned during the same period; and it shall be optional with the manufacturer to charge the sales tax on the value of returnable containers in invoices to the purchaser subject to credit when returned, or to pay such sales tax himself.

## New Goods

The "Sample Saving" Trade Getter is being placed on the market. It is a porcelain enameled dish, large enough to hold the contents of a No. 3 can, or one quart of liquid. This dish has a leak proof cover, that prevents leakage of the sample. It is for displaying samples of canned goods, oysters, jams, jellies, etc.

The dish is made of steel and enameled with a heavy white porcelain finish. The outfit complete, consists of four Sample Saving Trade Getters and an attractive case. The total weight is only 9 pounds. H. E. Thompson, Notre Dame Ave., East, Winnipeg, is the Canadian representative. He points out that one can open a sample in the morning and carry it about with him for a day, displaying his wares. At the end of the day, he can use the sample in his home.

# NEWS FROM WESTERN CANADA

## WESTERN

H. W. McConnell, of the H. L. Perry Co., Ltd., Winnipeg, is on a business trip East and will visit Toronto, Montreal and London.

Harold Seddon, general agent of Lea & Perrins, was in Winnipeg for a few days on his return trip from the Pacific Coast.

J. McGeachy, of Mowat & McGeachy, is on an extended business trip to Halifax to visit Moirs, Ltd., whose lines they handle for Western Canada.

Col. John W. Chambers, of the O. T., Ltd., London, was a visitor in Winnipeg this week calling upon their Canadian representatives, Stroyan-Dunwoody Co.

J. A. Taylor, special representative of Lea & Perrins, who has been covering the Winnipeg trade in behalf of H. P. Pennock & Co., Ltd., went to Montreal last week.

Sainsbury Bros., Winnipeg, Canadian representatives of the California Prune and Apricot Growers, advise that they expect 1920 prices on the new prune crop will be named by the association in the early part of August.

J. Hangle, 591 Portage Avenue, Winnipeg, Man., suffered loss by fire recently, when the entire contents were destroyed. Mr. Hangle had just installed a soda fountain at a heavy expense and this was badly damaged.

R. L. Fowler & Co., Ltd., of Calgary, Saskatoon and Regina, manufacturers of ciders, peanut butter and salted peanuts, have appointed Nicholson-Rankin, Ltd., as their representatives for Northwestern Ontario and Manitoba.

Nicholson-Rankin, Ltd., Winnipeg, are extending their fruit and vegetable department and J. J. Rapp, formerly with Dingle & Stewart, has taken charge of this department and will be calling on the wholesale fruit and vegetable trade.

John Dixon, president of the O.T., Ltd., Australia, who is making a tour of Canada at present, is expected in Winnipeg shortly and while in the city will be in conference with the Canadian representatives, Stroyan-Dunwoody, Ltd.

W. Gordon, formerly a grocer on the Kingsway, Vancouver, B.C., opened a grocery store in Cumberland, B.C., on March 8th. The store is known as "The Corner Store." Later on Mr. Gordon may put in a line of men's furnishings and dry goods.

George Reid, Winnipeg traveller for

the W. L. MacKenzie & Co., Ltd., is reported very ill and had to be taken to the hospital. Many friends of George will regret to learn of his relapse and hope he will soon be on the road to recovery.

The many friends of Jack Lowrie, traveller for Northern Saskatchewan, for the W. L. MacKenzie, Co., Ltd., will regret to learn that he has more misfortunes through having five of his children taken to the Isolation Hospital, two of them sick with diphtheria, and three with scarlet fever. At the moment of writing the hospital reports that none are now very serious and it is



Showing interior of F. Wilson & Son's store at Medicine Hat, Alta. Mr. Wilson commenced business last November on his return from overseas.

expected all will recover rapidly. Mrs. Lowrie has also been seriously ill, but she is rapidly improving.

"The Corner Store" at Sandwick, B.C., formerly owned by Parkin Bros., has been taken over recently by R. T. Cooper & Son. Mr. Cooper is known to many in the grocery trade in B.C., having covered Vancouver Island for the past 15 years for the Kelly Douglas Co., Ltd., wholesale grocers. His son, H. W. Cooper, a returned man, is in the business with his father. Groceries will be their chief line, staple lines of hardware and dry goods will also be carried.

H. J. Cook, Winnipeg, has opened up his general store business in Thompson's old stand, Oak Lake, Man. Mr. Cooper has had many years experience in business in Winnipeg.

The Kamloops Caneries, Ltd., has completed arrangements for the purchase of a new building in that town, and it will be ready for operations at an early date. More extensive operations are planned for next year.

## Importing From British Isles Is Improving

English Manufacturers are Still Hampered by the Lack of Production—Demand Still Heavy

Returning from a business trip abroad, W. G. Patrick, of W. G. Patrick & Co., 50 Wellington St. W., Toronto, told Canadian Grocer that he found conditions regarding the company's export trade to be improved to some considerable extent as compared with a year ago.

The English manufacturers are still hampered by the lack of production, and by the big demand that is still keeping

up in England. Supplies for manufacturing are coming more freely—and this does not seem to hamper production—but the production is being hampered by the lack of labor and the difficulty in undertaking any building operations.

Manufacturers in food products are all busy, and in several firms they are proportioning orders. But in most instances their output is gradually increasing.

Taking conditions as a whole, within another year Mr. Patrick believes that importing from the British Isles will be in a much more normal condition.

## Catalogues and Booklets

The California Packing Corporation, of San Francisco, Ca., have forwarded to their Winnipeg representatives, Tees & Persse, an attractive show card displaying Green Plume Dried Fruits. Tees & Persse are distributing these to the trade.

## Trade Depression in England is Regarded as Only Temporary

Quiet Spell Follows Feverish Speculation in All Branches of Trade, But Particularly in Foodstuffs—Confectionery and Jam Prices Too High

**W**INNIPEG (Special).—J. M. Dunwoody, of Stroyan-Dunwoody Co., manufacturers' agents, has returned from a four months' business trip to the Old Country. He visited England, Belgium, France and Spain.

Speaking of conditions in Europe, Mr. Dunwoody told Canadian Grocer that England is at the present time laboring under somewhat of a trade depression. This would appear to be of a temporary nature and is regarded by many as a not unhealthy state of affairs.

"The period of feverish speculation (in all branches of commerce, but particularly in food stuffs) which has existed since the armistice, has been brought to a sudden halt," he states. "A careful investigation of trade conditions by leading banking authorities led to an immediate calling in of all loans except those to legitimate traders, and even on these a closer grip was kept. The result was that thousands of large speculators were unable to finance their holdings and had to liquidate at any price.

"This liquidation was particularly evident in the tea trade, where vast quantities of both cheap and medium class teas had been held, in the anticipation of the Russian market again becoming open. It may be remarked in passing, that the prevalent idea that Russia was a buyer only of cheap teas is quite erroneous. True, in pre-war days enormous quantities of cheap teas were imported for

the Russian peasantry, but there was no more discriminating connoisseur in tea drinking than the middle or upper class Russian.

"I saw very fair samples of medium-grade tippy teas sold in London at sevenpence a pound below the quoted price, f. o. b. country of growth.

"This is an entirely artificial state of affairs. I cannot see how these low prices are to continue much longer."

### Confectionery and Biscuit Trade

"These trades," said Mr. Dunwoody, "are suffering in England from a very acute depression, owing simply and solely to the fact that increasing sugar costs have raised prices to such a pitch that the consumer cannot, or will not pay.

"In jams, here again the sugar question plays an important part. Owing to late frosts and heavy storms last spring the fruit crop is a very light one and prices are expected to be high. A very light strawberry pack is anticipated.

### Belgian Chicory

"Prices on Belgian chicory are expected to remain at present levels until the new crop is ground, when a lower market is hoped for in Belgium. Whether or not this will affect export markets to an appreciable extent, remains to be seen, as the Belgian Government is regulating exports very strictly and the surplus available for export after home demands are filled will certainly not be enormous."

## Many Vineyards Are Damaged by Hail Storm

Estimate of Grape Crop is Considerably Lessened—Value of the Crop is Placed Around \$65.00 Per Ton, the Same Figure as Was Paid to Growers Last Year

**T**HE hail storm that again visited the Niagara district ten days ago did much damage to the vines. A manufacturer stated to the Canadian Grocer that at this time it is not possible to give an accurate estimate of the loss. Many graperies were badly hailed. Before the hail there was every indication of a satisfactory tonnage, and general conditions, with the high price of sugar and a big crop of peaches and plums, would tend to make the grape value somewhere around \$65 per ton, the same price as received by the growers for delivery last season.

"There is an association of basket

shippers who have circulated considerable propaganda, to the effect that grapes were being held for \$100.00 per ton, but this is a fictitious value, and the statements have been made without any justification. If the percentage of hail cut grapes is greater than anticipated; these grapes will be worth less than \$65.00 per ton to the wine manufacturers and any quantity packed in baskets for shipment will have a tendency to weaken the basket market, although the shortage of baskets for shipping purposes will rather limit basket deliveries and oblige many growers to seek an outlet elsewhere."

## Is Applying for an Increase in Express Rates

**T**HE Express Traffic Association on behalf of the American Railway Express Company, the British American Express Company, Canadian Express Company, Central Canada Express Company and Dominion Express Company, Express Companies operating in Canada, has applied for a rate increase amounting to not less than forty per cent. of the tolls at present in effect.

In 1911 your board conducted an exhaustive investigation into the express business in Canada. The investigation resulted in certain concessions by the companies to the public, increasing the operating expenses of the companies, and in some reductions in rates. In 1913 your board ordered the express companies doing business in Canada to make a further reduction of 20 per cent. in practically all express rates, except minimum rates, and except local rates east of Sudbury. The express companies unavailingly protested against these reductions. They contended that their operating expenses were increasing so rapidly that it would be impossible for companies to earn any reasonable profit, or indeed any profit whatever, under the reduced rates. In November, 1918, the express companies in an application to your board for increased rates stated that "after a most careful study of the situation the companies find they require an average increase of at least 25 per cent. over the present rates per hundred pounds west of Sudbury, and of 37 per cent. over present rates per hundred pounds east of Sudbury." The application resulted in a limited rate increase which under General Order of the Board No. 268, dated 25th July, 1919, became effective on the first day of September, A.D., 1919.

The Canadian Railways have received freight rate increases of (so-called) 15 and 25 per cent. respectively. These increases in reality represented an actual advance of about 31 per cent. in railway tolls. The railway companies are now seeking a further advance of 30 per cent., which if granted will entail a further substantial cost to the express companies and narrow the spread between express and freight rates.

It is claimed that the express companies are operating on less than 61½ per cent. of what this board in 1913 declared to be a fair and reasonable tariff. In other words, with an increase in operating costs of over 100 per cent. the companies have been granted an increase in rates of less than 23 per cent. The general public has necessarily protected itself against the depreciation of the dollar by a relative advance in prices. The companies submit that they are entitled to like protection by this board.

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**A** DECLINE in corn syrups and cornstarch and an advance in cornflakes by one manufacturer feature the markets in groceries this week. Apart from these changes, prices are for the most part steady and strong. Demand is fairly good, although the usual midsummer dullness prevails in a lot of lines.

**MONTREAL**—Grocery jobbers report a seasonable volume of trade. New pack fruits and vegetables are expected to be arriving soon, and prices will be quoted soon, it is expected, on various lines now being packed. There are quite a number of changes on various staple and special goods this week, and advances are quite numerous. There have been some notable declines as well.

**TORONTO**—Markets in groceries this week are featured by a decline in corn syrup prices, as well as in starch. On the other hand one manufacturer has advanced quotation on cornflakes to \$4.80 per case, while another one has withdrawn quotations. With the exception of these two changes the markets are for the most part unchanged. New prices of raisins are expected shortly, and it is predicted that they will be high, in view of the heavy demand for the same in the United States. Canned goods are unchanged, and trade in the same is a little quiet. Cereal quotations are strong, although showing no changes as compared with a week ago. Spices are very firm, and the situation in teas and coffees is much the same, with values unchanged. Fresh fruits and vegetables of a domestic kind are arriving freely, prices of the same continue at fairly high levels.

In the produce and provision lines, the livestock market evidenced some weakness at the beginning of the week, but not sufficient to show any weaker tendencies in the prices of meats. Smoked meats are strong, as are also cooked meats, with no changes in quotations. Cheese on the boards is easier, while butter and eggs continue firm.

**WINNIPEG**—Grocery market conditions show very little variance during the week. Corn syrup in sympathy with the slump of the Chicago corn market declined from 25 to 35 cents per case, according to size of case. Starch declined a half cent a pound. The New York raw sugar market has shown another decline of \$2.00 during the week, but the Canadian market is ruling very steady. Manufacturers of cornflakes have cancelled previous contracts and all lines are expected to be higher. The new pack prune prices will be named shortly and it has been reported that all Muscatel raisins are going to be offered at auction at New York. The British Columbia packers report a very poor haul of pilchards this year and no doubt are liable to be very scarce and higher tendencies. Fine quality tea remains scarce, while the coffee market is lower now than it has been for years. Spices remain firm. Spot stocks of sago and tapioca are firm and lower prices are expected on the new crop, which will reach Canada towards the middle of September. Good shipments of good quality raspberries and blueberries are arriving, as well as some nice B. C. cherries of the Lambert and Bing variety. Vegetables are coming in freely and this week vegetable marrow made its first appearance. An advance of 35 cents on Old Dutch Cleanser is anticipated.

## QUEBEC MARKETS

**M**ONTREAL.—The grocery markets, while quiet in some respects, are active in others, and there is a prospect of activity being renewed in a few weeks for general lines. There are quite a number of changes, most of them in the nature of an advance, although there are one or two notable declines. Molasses is reduced in price ten cents a gallon and starches are down. Corn and white syrups are also reduced. Mincemeat and catsups are advanced, as are also some lines of pickles, salad dressings, chili sauces, jelly and ice cream powders. "Preserves" are marked higher. Lobsters of new pack are on the market at higher prices and olive oil from France is again being quoted. All refined sugar is now selling on a \$24 basis. Potato flour is lower in price.

### Starches Down Half Cent

Montreal.

**STARCHES.**—Culinary starches are reduced in price. Prepared corn is quoted at 13½c. per lb., Canada Challenge and Argo Corn Starch at 12c. per lb. and in 20 lb. boxes ¼c. per lb. higher.

### Molasses Down, Syrup Up

Montreal.

**MOASSES, SYRUPS.**—Prices have been marked down on Barbadoes molasses. This is somewhat of a surprise for the tendencies have been strong on the raw material. Explanation of this

easing of the market is that sales have been slow and the reduction is expected to improve sales. Montreal basis is now \$1.65 per gallon and outside basis 5 cents less, in puncheons.

**CORN SYRUPS.**—This comes as a result of the drop in corn prices. A reduction has been made on both corn and white grades in all sizes, as will be seen in the list herewith.

<b>Corn Syrup—</b>	
Barrels, about 700 lbs.....	0 10
Half barrels, about 350 lbs.....	0 10½
Quarter barrels, about 175 lbs.....	0 10¾
2 gal., 25-lb. pails, each.....	3 10
3 gal. 38½-lb. pails, each.....	4 65
5 gal. 65-lb. pails, each.....	4 45
<b>White Corn Syrup—</b>	
2-lb. tins, 2 doz. in case, case.....	7 05
5-lb. tins, 1 doz. in case, case.....	8 05
10-lb. tins, ½ doz. in case, case.....	7 75
<b>Cane Syrup (Crystal) Diamond—</b>	
case (2-lb. cans).....	8 50
Barrels, per 100 lbs.....	12 25
Half barrels, per 100 lbs.....	12 50
Prices for	
<b>Barbadoes Molasses—</b>	<b>Island of Montreal</b>
Puncheons.....	1 60
Barrels.....	1 63
Half barrels.....	1 65
<b>Fancy Molasses (in tins)—</b>	
2-lb. tins, 2 doz. in case, case.....	6 00
3-lb. tins, 2 doz. in case, case.....	8 25
5-lb. tins, 1 doz. in case, case.....	6 80
10-lb. tins, ½ doz. in case, case.....	6 65

**Mincemeat; Catsups Up**

**Montreal.** **MINCEMEAT, CATSUPS.**—Prices are higher this week on mincemeat of Wetley make. The new quotation on cases of 3 dozen is \$6.90. Snider catsup is advanced from \$2.90 to \$3.90 per oz. on the 12 ounce size, chili sauce, 8 oz. \$3.40 to \$4.25 and salad dressing, 16 oz. \$5 to \$6.40.

**Up Go Jelly Powders**

**Montreal.** **JELLY POWDERS.**—Prices are advanced on several of the well-known jelly powders. This is perhaps due to the increased costs of sugar. "Imperial" bran is selling at \$1.05 per doz.; "Jello" at \$1.70 and Jello ice cream powders at \$1.70. This is an increase of 20c. per doz. for the first two and of 15c. for the ice cream powder.

**New "Preserve" Prices**

**Montreal.** **PRESERVES.**—Prices on some of the Aylmer lines of preserves are as follows: Apricots, 12 oz., advanced 50c. to \$4.15 per doz.; red currant, 16 oz. 95c. to \$5.50; greengage, 4 lb. tins, 10c. to \$1.25.

**Lobsters, Olive Oil Arrive**

**Montreal.** **GOODS IN TINS.**—Lobsters have arrived on this market in quarter pound tins. Flats, ¼ lb. size, are selling to the trade at \$3.30 per dozen. Olive oil of French pack is also received this week and litre size bottles are selling at \$32 per dozen and gallon tins at \$6.50 each.

**All Sugar Same Basis**

**Montreal.** **SUGAR.**—Prices on refined sugar are all on the same basis now:—\$24 per 100 lbs. There is plenty of tonnage to meet the demands of the trade, and orders are being cleared up well, Canadian

Grocer is informed. The undertone is quite steady and raw sugar is coming to hand regularly so that there will perhaps be no reason to anticipate any shortage for some time, if at all. The preserving season has taken a fair amount of the product, though fruit at high prices does not seem to have been popular this year, when combined with high-priced sugar.

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

**Potato Flour Declined**

**Montreal.** **PACKAGE GOODS.**—Casco brand of potato flour has been reduced in price and the quotation now stands at \$6.20 per case of 40 packages. This is equivalent to a price of 15½c. per lb. Corn flakes are firmer, but it is a question as to just how long prices will hold with the corn market so upset. Malt breakfast food, for some time past scarce, is now available at \$12.50 per case of 36 packages. Rolled oats are unchanged. It is stated that there has been a more active demand for these in this district owing to the cool summer weather.

**PACKAGE GOODS**

Breakfast food, case 18.....	3 50
Cocoanut, 2 oz. pkgs., doz.....	0 78½
Do., 20-lb. cartons, lb.....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50.....	4 25
Corn Flakes, 36s.....	4 15
Oat Flakes, 20s.....	5 40
Rolled oats, 20s.....	6 50
Do., 18s.....	2 42½
Do., large, doz.....	3 00
Oatmeal, fine cut, pkgs., case.....	6 75
Puffed rice.....	5 70
Puffed wheat.....	4 25
Farina, case.....	2 35
Hominy, pearl or granu., 3 doz.....	3 65
Health bran (20 pkgs.), case.....	2 50
Scotch Pearl Barley, case.....	2 60
Pancake Flour, case.....	3 60
Do., self-raising, doz.....	1 50
Wheat Food, 18-1½s.....	3 25
Wheat flakes, case of 2 doz.....	2 95
Oatmeal, fine cut, 20 pkgs.....	6 75
Porridge wheat, 36s, case.....	7 30
Do., 20s, case.....	7 50
Self-raising Flour (3-lb. pack.) doz.....	3 30
Do. (6-lb. pack.), doz.....	6 40
Corn Starch (prepared).....	0 14
Potato flour.....	0 15½
Starch (laundry).....	0 12½
Flour, Tapioca.....	0 15
Shredded Krumbles, 36s.....	4 35
Cooked bran, 12s.....	2 25
Enamel Laundry Starch, 40 pks. case.....	4 30
Celluloid Starch, 45 pkgs. case.....	5 50
Chinese Starch.....	7 00
Package Cornmeal.....	4 25
Malt Breakfast Food (36 pkgs.).....	12 50

**Flour Steady and Quiet**

**Montreal.** **FLOUR.**—Prices have been maintained on standard spring wheat flour, the basis remaining at \$14.75 per barrel, on the basis of two jute sacks to the barrel. Summer demands are naturally limited and it is doubtful if the movement will be heavy until September. When decontrol comes into effect on the new crop it will be interesting to watch the trend of markets. This will be awaited with interest by millers and the trade alike.

**Feed Demands Limited**

**Montreal.** **FEEDS.**—The demand for feed is seasonably light. Prices remain unchanged in every way, shorts selling at \$61 per ton and bran at \$54. There will be little improvement in the demand this month, it is expected.

**Clothes Pins Dearer**

**Montreal.** **MISCELLANEOUS.**—There has been an advance of fifteen cents per case of two gross on spring clothes pins. The new price is \$1.75 per case. Chinese liquid glue has advanced ten cents per dozen to \$1.60. A three doz. case of Snap Hand Cleaner costs \$1.05 per case more and is now listed at \$6.60. There is a reduction or fifty cents per case on Crisco.

**New Pack Prices Soon**

**Montreal.** **CANNED GOODS.**—Packers are now in full swing and while early pack vegetables and fruits are not arriving, it is expected that deliveries will commence before long. The prices for this season on some lines are expected along soon, and on some lines there will be a maintenance, very probably, of the old prices, while with the high price of sugar and containers, on many lines, low prices can scarcely be anticipated. New pack strawberries are quoted this week at standard No. 2, \$4.60; choice grade, \$4.70; and fancy preserved, \$5.50 per dozen.

**CANNED VEGETABLES**

<b>Asparagus (Amer.) mammoth</b>	
green tips.....	4 50 4 85
Asparagus, imported (2½s).....	5 50 5 55
Beans, golden wax.....	2 00
Beans, Refugee.....	2 00
Corn (2s).....	1 75 1 80
Carrots (sliced), 2s.....	1 45 1 75
Corn (on cob), gallons.....	7 00 7 50
Spinach, 3s.....	2 85 2 90
Squash, 2½-lb., doz.....	1 50
Succotash, 2 lb., doz.....	1 30
Do., Can. (2s).....	1 80
Do., California, 2s.....	3 15 3 50
Do. (wine gals.).....	8 00 10 00
Sauerkraut, 2½-lb. tins.....	1 60
Tomatoes, 1s.....	1 45 1 50
Do., 2s.....	1 50 1 55
Do., 2½s.....	1 82½ 1 97½
Do., 3s.....	1 90 2 15
Do., gallons.....	6 50 7 00
Pumpkins, 2½s (doz.).....	1 50 1 65
Do., gallons (doz.).....	4 00
Peas, standards.....	1 95
Do., Early June.....	1 92½ 2 05
Do., extra fine, 2s.....	3 00
Do., Sweet Wrinkle.....	2 00
Do., fancy, 20 oz.....	1 57½
Do., 2-lb. tins.....	2 75
<b>Peas, Imported—</b>	
Fine, case of 100, case.....	27 50
Ex. Fine.....	30 00
No. 1.....	23 00

**CANNED FRUITS**

Apricots, 2½-lb. tins.....	6 25 6 50
Apples, 2½s, doz.....	1 40 1 65
Do., new pack, doz.....	2 20
Do., 3s, doz.....	1 80 1 95
Do., new pack.....	6 75
Do., gallons, doz.....	5 25 6 75
Blueberries, ½s, doz.....	0 95 1 00
Do., 2s.....	2 40 2 45
Do., 1-lb. tins, doz.....	1 85 1 90
Currants, black, 2s, doz.....	4 00 4 05
Do., gals., doz.....	16 00
Cherries, red, pitted, heavy syrup, doz.....	4 75 4 80
Do., No. 2½.....	4 80 5 15
Do., No. 2.....	20 00
Do., white, pitted.....	4 50 4 75
Gooseberries, 2s, heavy syrup, doz.....	2 75
<b>Peaches, heavy syrup—</b>	
No. 2.....	3 65 4 00
Do., gal., "Pie," doz.....	9 50
Do., gal., table.....	10 00

Pears, 2s .....	4 25	4 50
Do., 2s (light syrup) .....		1 90
Do., 2½s .....		5 25
Pineapples (grated and sliced), 1-lb. flat, doz. ....		1 90
New Pack Strawberries— Standard No. 2 .....		4 60
Choice grade .....		4 70
Fancy Preserved .....		5 50

**Spice List Is Erratic**

**Montreal.** — SPICES. — While summer quiet prevails, there is a fair movement of spices of various kinds. The jobbers state, however, that the understone is uncertain and somewhat erratic, with price basis not well defined. There has been some difficulty of obtaining supplies, transportation still being complained of. It will not be surprising if there are some revisions downward.

**Tea Liquidation Over?**

**Montreal.** — TEAS. — The dispersal of low-grade tea stocks is said, by some, to be well spent. At the moment there is prospect of business settling down to a better and more definite basis, and indications are that better grade teas will sell well and that there will be held at high prices. There is still a great range of values and one may purchase what he desires at prices to suit. Some revision of the list has been affected, showing a wider range of prices. Early pickings of Japan teas are expected to arrive probably before the end of August.

<b>Ceylons and Indians—</b>		
Pekoe Souchongs .....	0 44	0 48
Pekoes .....	0 49	0 55
Broken Pekoes .....	0 50	0 65
Broken Orange Pekoes .....	0 58	0 66
<b>Javas—</b>		
Broken Orange Pekoes .....	0 58	0 65
Broken Pekoes .....	0 45	0 50
<b>Japans and Chinas—</b>		
Early pickings, Japans .....	0 63	0 65
Do., seconds .....	0 59	0 55
Hyson thirds .....	0 45	0 50
Do., pts. ....	0 58	0 67
Do., sifted .....	0 67	0 72
Above prices give range of quotations to the retail trade.		
<b>JAPAN TEAS (new crop)—</b>		
Choice (to medium) .....	0 65	0 75
Early picking .....	0 75	0 90
Finest grades .....	0 90	1 40
<b>JAVAN—</b>		
Pekoes .....	0 44	0 45
Orange Pekoes .....	0 45	0 48
Broken Orange Pekoes .....	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

**Tapioca Costs Half Cent Less**

**Montreal.** — RICE.—There is no change in the rice situation and the market is rather quiet. The quotations on tapioca are down one half cent per pound on bag lots. The new price will be 11½ cents.

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

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

**Coffees May Cost Less**

**Montreal.** — COFFEES, COCOA.—Prices for coffee to be delivered later in the year have

tended downward, though spot markets are holding steady. There has been some fluctuating in the basis on futures, too, and some speculative buying is reported on the part of heavy buyers. Cocoa sales are seasonable and the market unchanged.

**Shelled Nuts Very Active**

**Montreal.** — NUTS.—As far as jobbers are concerned, they report a slow sale for nuts in the shell. This is not the active season, excepting for peanuts in the shell and which are going forward at unchanged prices. The movement of salted nuts such as peacans and peanuts is decidedly active, and one jobber states that he cannot overtake the business. This improvement is credited to the adverse exchange rates, and the advent of the holiday season calls for nuts in packages. Walnuts, some assert, will cost more this fall.

**More Fruits: Lower Prices**

**Montreal.** — FRUITS.—Prices are declining on domestic and imported apples, and as the supplies increase the logical result follows—lower prices all around. Watermelons are more plentiful and lower, so are apples, cantaloupes, blueberries and cherries. Bananas hold high, and oranges are still costly. There is an active movement of domestic stock, particularly of apples, currants, blueberries and cherries.

Apples, early, basket .....	3 50
Bananas (as to grade), bunch... ..	6 00
Cherries, basket .....	0 75
Grapefruit, Jamaican, 64, 80, 96... ..	1 50
Do., Florida, 54, 64, 80, 96... ..	6 00
Lemons, Messina .....	6 00
Oranges, Cal., Valencias .....	9 50
Do., 100s and 150s .....	8 50
Do., 176s and 200s .....	9 50
<b>Cal. Navels—</b>	
80s, 100s .....	7 50
120s .....	7 00
150s .....	7 50
176s, 250s .....	8 50
Florida, case .....	6 00
Pineapples, crate .....	8 50
Watermelons, each .....	0 50
Peaches, crate .....	6 00
Plums, crate .....	4 00
Cantaloupes, crate .....	3 50
Blueberries, box (Lake St. John) ..	2 25

**Vegetables Costing Less**

**Montreal.** — VEGETABLES.—Green vegetables are more plentiful. The movement is active and as new varieties arrive they are

popularly asked for and sell in immense quantities. Marketing conditions are quite satisfactory. New green corn is plentiful now at 30 to 35 cents per doz., and will be lower still. Summer squash are getting more plentiful. Potatoes are freer and prices are tending downward. Wax beans are gradually softening in price and tomatoes are freer and tending downward.

Beans, wax (20-lb. bags) .....	1 00	1 25
Do., new string (imp.) hamper .....		1 00
Cucumbers, Montreal, doz. ....		1 00
Cabbage, Montreal, doz. ....		1 00
Chicory, doz. ....		0 50
Carrots, bag .....		3 50
Corn, cob, per doz. ....	0 30	0 35
Garlic, lb. ....		0 50
Horseradish, lb. ....		0 60
Lettuce (Montreal), head, per doz. ....		0 75
Leeks, doz. ....		4 00
Mint .....		0 67
Mushrooms, lb. ....		1 00
Onions, Yellow, 75-lb. sack .....		8 00
Do., Texas, crate .....		3 00
Parsley (Canadian) .....		0 40
Peppers, green, doz. ....		0 60
Potatoes, Montreal (90-lb. bag) ..		3 75
Do., sweet, hamper .....	3 50	3 75
Canadian Radishes, doz. ....		0 40
Spinach, box .....		0 75
Turnips, per doz. ....		0 55
Do., Montreal .....		2 00
Watercress (per doz.) .....		0 75
Lettuce (curly), 5 doz. in box... ..		1 00
New potatoes, No. 1, per barrel ..		13 00
Do., No. 2, per barrel .....		7 50
Montreal, Tomatoes, lb. ....	0 10	0 15

**Package Raisins Scarcer**

**Montreal.** — DRIED FRUITS.—Prices are steady and unchanged on dried fruits and there is a growing scarcity of the various lines such as package raisins, prunes, etc. The jobbers state that there will be little replenishment of stocks until the new crops arrive. Some of these, according to latest advices, are quite encouraging. Raisins are reported as favorable, pears, poor, prunes "up to the average of last year," apricots, "a poor crop," peaches, "good." While no prices are yet issued to the trade these are expected to be along very soon.

**Cereal List Quieter**

**Montreal.** — CEREALS.—Although there is the usual summer lull in demand for the various cereals, colder summer weather here has served to make demands more brisk than they otherwise would have been. Prices are maintained, although some uncertainty exists with regard to the price of rolled oats.

**ONTARIO MARKETS**

**T**ORONTO, Aug. 6—The feature of the markets this week is the decline in corn syrups and corn starch. This reduction of half a cent per pound on bulk goods and of from 25 to 30 cents on case lots, is due to the weaker corn market, manufacturers state. On the other hand, one manufacturer has advanced his quotation on corn flakes, while another has temporarily withdrawn prices. The high cost of cartons is said to be responsible and more than offsets the lower prices of corn. The sugar market is steady. Dried fruits are quiet as is also the market for canned goods. The new prices of raisins have not yet been announced, but are expected in the course of the next few days.

**Refined Sugar Steady**

**Toronto.**  
**SUGAR.**—There is no change in the refined sugar market. Supplies are plentiful and the demand is light. The raw sugar market is settling to a lower basis, due to freer offering of outside sugars and the fact that refineries are more careful in their buying in view of the fact that held sugars are being forced on the market.

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

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

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

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

**Corn Syrups Lower**

**Toronto.**  
**SYRUPS, MOLASSES.**—Lower prices are named on corn syrups this week. The decline amounts to a half a cent per pound on barrels, and in cases, from 25 to 30 cents according to the size of the tins. The pails are from 15 to 35 cents lower according to the number of gallons contained. The decline is due to the weaker corn market.

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

**Cane Syrups—**  
 Barrels and half barrels, lb. ....  
 Half barrels, 1/4c over bbls.: 1/4 bbls., 1/2c over.  
 Cases, 2-lb. tins, 2 doz. in case ..... 7 00

**Molasses—**  
 Fancy, Barbadoes, barrels, gal. .... 1 55  
 Choice Barbadoes, barrels .....  
 New Orleans, bbls., gal. .... 0 63  
 Tins, 2-lb., table grade, case 2 doz., Barbadoes ..... 7 75  
 Tins, 3-lb. table grade, case 2 doz., Barbadoes ..... 10 75  
 Tins, 5-lb., 1 doz. to case, Barbadoes ..... 8 95  
 Tins, 10-lb., 1/2 doz. to case, Barbadoes ..... 8 60  
 Tins, No. 2, baking grade, case 2 doz. .... 4 20  
 Tins, No. 3, baking grade, case of 2 doz. .... 5 50  
 Tins, No. 5, baking grade, case of 1 doz. .... 4 60  
 Tins, No. 10, baking grade, case of 1 1/2 doz. .... 4 25  
 West Indies, 1 1/4s, 48s ..... 4 60 6 95

**Cornflakes Stronger**

**Toronto.**  
**PACKAGE GOODS.**—The feature of the market for package goods this week is the advance in the price of cornflakes by one manufacturer of the same. The new figure is \$4.80 per case, and the other concern has temporarily withdrawn quotations. Corn starch on the other hand shows a decline, and dealers are quoting it this week half a cent per pound lower. Other products are steady.

**CORNFLAKES SHOW SHARP ADVANCE**

The Battle Creek Toasted Cornflake Co., London, Ont., has advanced its quotation on cornflakes to \$4.80 per case, as compared with a former price of \$4.25 per case. The W. K. Kellogg Toasted Cornflake Co., of Battle Creek, Mich., has withdrawn its prices for the time being. As was announced in Canadian Grocer a short time ago, the price of cornflakes was likely to advance. While the corn market at Chicago is somewhat easier, dealers state that the higher costs of packing and of the cartons has been responsible for stronger values that now prevail.

**PACKAGE GOODS**

Rolled Oats, 20s, round, case.... 6 50  
 Do., 20s, square, case ..... 6 50  
 Do., 36s, case ..... 4 85  
 Do., 18s, case ..... 2 42 1/2  
 Corn Flakes, 36s, case ..... 4 80  
 Porridge Wheat, 36s, regular, case ..... 6 00  
 Do., 20s, family, case ..... 6 80  
 Cooker Package Peas, 36s, case... 4 35  
 Cornstarch, No. 1, lb. cartons... 0 13 1/2  
 Do., No. 2, lb. cartons ..... 0 12  
 Laundry Starch ..... 0 11 3/4  
 Do., in 1-lb. cartons ..... 0 12 1/4  
 Do., in 6-lb. tin canisters..... 0 16  
 Do., in 6-lb. wood boxes ..... 0 15 1/4  
 Celluloid Starch, case ..... 5 30  
 Potato Meal, in 1-lb. pkgs. .... 0 16  
 Fine oatmeal, 20s ..... 6 75  
 Cornmeal, 24s ..... 4 25  
 Farina, 24s ..... 3 50  
 Barley, 24s ..... 3 50  
 Wheat flakes, 24s ..... 6 50  
 Wheat kernels, 24s ..... 5 40  
 Self-rising pancake flour, 24s... 4 10  
 Buckwheat flour, 24s ..... 4 10  
 Two-minute Oat Food, 24s..... 3 75  
 Puffed Wheat, case ..... 4 60  
 Puffed Rice, case ..... 5 70  
 Health Bran, case ..... 2 60  
 F.S. Hominy, gran., case ..... 4 25  
 Do., pearl, case ..... 4 25  
 Scotch Pearl Barley, case ..... 3 50  
 Self-rising Pancake Flour, 30 to case ..... 3 60  
 Do., Buckwheat Flour, 30 to case ..... 3 65  
 Self-rising Pancake Flour, 36 to case ..... 7 15  
 Do., Buckwheat Flour, 18 to case ..... 4 10

**Canned Goods Steady**

**Toronto.**  
**CANNED GOODS.**—No changes are reported in the market for canned goods this week. New prices on salmon are not yet announced, and buying is active at the old quotations. There is only a very moderate inquiry for most canned lines, as is expected at this season.

**Cereals Quiet**

**Toronto.**  
**CEREALS.**—The market for cereals is unchanged. Quotations are steady under a quiet demand.

	Single Bag Lots
	F.o.b. Toronto
Barley, pearl, 98s	9 00
Barley, pot, 98s	7 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	6 00
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	7 25
Oat Flour	.....
Corn Flour, 98s	6 75
Rye Flour, 98s	6 25
Rolled Oats, 90s	6 50
Rolled Wheat, 100-lb. bbl.	8 00
Cracked wheat, bag	6 75
Breakfast food, No. 1	9 00
Do., No. 2	9 00

Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08 1/2
Blue peas, lb.	0 10
Marrowfat green peas	0 11 1/2
Graham Flour, 98s	7 65
Farina, 98s	6 20

**Spices on Downward Trend**

**Toronto.**  
**SPICES.**—With the exception of Jamaica ginger and red peppers, spices are showing a downward movement. Black and white peppers are easier. Some sizes of nutmegs are down 5 cents per pound. Celery and caraway seeds are also down 5 cents per pound.

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

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

**Coffee Market Declining**

**Toronto.**  
**COFFEE.**—The primary market for coffees has developed a decided downward tendency and quotations have declined. Quotations on spot stocks are unchanged and the downward movement in primary markets will probably not be affected for some weeks. The demand is reported quiet.

Java, Private Estate	0 61	0 53
Java, Old Government, lb.	.....	0 51
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	.....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	.....	0 53
Mocha, lb.	.....	0 55
Rio, lb.	0 35	0 37

**Tea Market Strong**

**Toronto.**  
**TEAS.**—Quotations on spot stocks of teas are unchanged. Primary markets show decidedly upward tendencies, particularly on the lower grade Ceylons and Indians. High grades continue to be scarce and prices high. Japans are ruling firm. There is a normal demand but spot stocks are heavy.

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

Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

**Rices Will be Lower**

**Toronto.**  
**RICES.**—The rice market is unchanged under a light demand. The primary market is ruling easier with indications for lower prices in the early fall, but in the meantime the market for spot stocks of fancy goods is ruling firm, due to the scant supplies.

Honduras, fancy, per 100 lbs.	.....	.....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	.....	.....
Siam, second, per 100 lbs.	.....	15 00
Japans, fancy, per 100 lbs.	.....	0 13½
Fancy Patna	.....	17 00
Chinese, XX., per 100 lbs.	.....	.....
Do., Simiu	.....	.....
Do., Mujin, No. 1	.....	.....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

**Dried Fruits Unchanged**

**Toronto.**  
**DRIED FRUITS.**—Stocks of dried fruits continue to move with satisfaction to wholesalers. Quotations on new pack raisins have not yet been named, but are expected about August 10. It is the general opinion that the opening price on raisins will be high in view of the large demand in the U. S. for wine making. Currants and prunes are unchanged.

**Nut Market Firm**

**Toronto.**  
**NUTS.**—The nut market generally is firm. Spot stocks of shelled nuts, however are still offered to the trade at prices below what they can be replaced.

**Vegetables Are Steady**

**Toronto.**  
**VEGETABLES.**—Few changes in prices of vegetables are reported this week as compared with last. There continues a very active demand for all lines and receipts are heavy.

Lettuce, Can., head, 2 to 3 doz. case.	1 50	2 00
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 75	1 00
Green Onions, doz. bunches	0 30	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	.....	1 00
Cucumbers, per 11-qt. bask.	2 75	3 00
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches	.....	0 40
Wax Beans, home grown, bskt.	0 40	0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crate	.....	2 50
New Potatoes, Carolina—	.....	.....
No. 1, per barrel	13 50	.....
No. 2, graded, per barrel	10 00	.....
Tomatoes, Ontario, 11-qt. bskt.	2 75	3 00
Do., hothouse, per lb.	.....	0 25
Do., Leamington, bkt.	2 75	3 50
Green Peas, basket	0 75	1 00
Green Peppers, hot, 11-qt. bskt.	0 75	1 25
Do., sweet, 11-qt. bskt.	.....	1 75
Vegetable Marrow, doz.	0 75	1 00
Celery, Michigan, bunch	.....	0 90

**Raspberries Are Easier**

**Toronto.**  
**FRUITS.**—Prices continue at strong levels for all fruits. Domestic fruits are arriving freely and are in brisk demand. Raspberries are selling around thirty cents per box, few being sold under that figure. Cherries are still arriving, but the season for the same is pretty well over. Blueberries are still very high. Imported fruits are a good sale, but prices are strong.

Oranges, Valencia—	.....	.....
126s	.....	7 00
150s	.....	7 50
176s, 200s, 216s, 250s	.....	9 00
Bananas, Port Limons	.....	0 10
Lemons, Cal., 240s	.....	4 50
Do., Messinas, 300s	.....	5 50
Do., Verdillias	.....	5 50
Grapefruit, Cuban, Seedless—	.....	.....
80s, 96s	.....	5 00
Watermelons, 26-lb. aver., each	0 90	1 00
Cantaloupes, Cal., case, 45s	.....	7 50
Georgia Peaches, 6-bskt. crates	6 00	6 50
Plums, Cal., box	.....	4 50

Canadian Cherries—	.....	.....
Sour, 11s	1 25	1 35
Do., 6s	.....	0 65
Black, 6s	.....	1 75
Do., 11s	3 25	3 50
Gooseberries, 6s	0 75	1 00
Do., 11s	1 25	1 50
Raspberries	.....	0 30
Blueberries, bskt.	2 75	3 00
Lawton Berries	.....	0 30
Red Currants, 11s	.....	1 50
Do., 6s	.....	0 75
Black Currants, 11s	.....	3 50
Do., 6s	.....	1 75
Apples, transparent hampers	3 50	3 75
Pears, Cal. Bartlett's, box	.....	6 75

Grapes—	.....	.....
California Malaga, box	.....	6 50

**Flour Market Quiet**

**Toronto.**  
**FLOUR.**—The flour market is fairly easy, although no price changes have been affected. It is the opinion in some quarters that flour will be lower in the near future. Mills are not operating as the domestic business is quiet and export business is finished.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	.....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	.....	15 15

**Millfeeds Scarce**

**Toronto.**  
**MILLFEEDS.**—Bran and shorts are rather scarce due to the mills not operating. The demand is not heavy at this season.

**WINNIPEG MARKETS**

**WINNIPEG, Aug. 6.**—The markets this week, in the way of actual changes, show very few, but lower prices are predicted on a number of lines. The sugar market is steady, but lower prices are named on corn syrup and starch this week. Higher prices are predicted for corn flakes. A strong market prevails in canned goods. Fine teas are reported scarce and the coffee market is still inclined to be weak. Black pepper is firmer and indications point to a strong market in rices. Fresh fruits are arriving freely and are selling well at strong figures.

**Sugar Remains Steady**

**Winnipeg.**  
**SUGAR.**—The New York raw sugar market has shown considerable decline in the past eighteen days, and a further drop of \$2.00 per hundredweight was reported this week. The Canadian market is firm and it is more likely to advance than decline. Western supplies are reported good, while the demand has been only fair. The Canada Sugar Refining Co. is carrying a stock of Redpath sugar at Brandon for distribution to local points.

Redpath, granulated, 100-lb. bag	.....	25 05
St. Lawrence, gran., 100-lb. bag	.....	22 05
Atlantic, granulated, 100-lb. bag	.....	25 05
Dominion, granulated, 100-lb. bag	.....	25 05
Aecadia, granulated, 100-lb. bag	.....	25 15
Yellow Sugar, No. 2, 100-lb. bag	24 55	24 65
Powdered Sugar, 50-lb. boxes, per cwt.	.....	25 60
Iceing Sugar, 50-lb. boxes, per cwt.	.....	25 70
Lump Sugar, soft, 100-lb. boxes	.....	25 80
Do., hard, 100-lb. boxes, per box	.....	26 00
Cubes, 100-lb. boxes, per box	.....	25 70

**Corn Syrup Declines**

**Winnipeg.**  
**CORN SYRUP.**—Corn syrup declined 25 cents per case on 2 pound tins, and 30 cents per case on 5, 10, and 20 pound tins, in sympathy with the weakness shown by the Chicago corn market.

Molasses is reported very firm and supplies are arriving more freely.

<b>CANE SYRUPS—</b>	.....	.....
2-lb. tins, 2 doz. in case	.....	9 40
5-lb. tins, 1 doz. in case	.....	11 25
10-lb. tins, ½ doz. in case	.....	10 75
20-lb. tins, ¼ doz. in case	.....	10 50

<b>CORN SYRUP—</b>	.....	.....
Cases, 2 lb. tins, white, 2 doz. in case	.....	7 35
Cases, 5 lb. tins, white, 1 doz.	.....	.....

in case	.....	8 40
Cases, 10 lb. tins, white, ¼ doz. in case	.....	8 05
Cases, 20 lb. tins, white, ¼ doz. in case	.....	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	.....	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	.....	7 80
Cases, 10 lb. tins, yellow, ½ doz. in case	.....	7 55
Cases, 20 lb. tins, yellow, ¼ doz. in case	.....	7 55
<b>MAPLE SYRUP—</b>	.....	.....
Pure, 2½s tins, case of 2 doz.	.....	26 90
Pure, 5s, per case of 1 doz.	.....	24 50
Pure, 10s, per case of ½ doz.	.....	23 25
<b>TABLE SYRUP—</b>	.....	.....
Maple flavor, 2½s tins, per case of 2 doz.	.....	13 76
Do., 2s, tins, per case of 1 doz.	.....	12 00
Do., 1s, tins, case of ½ doz.	.....	11 50
Above subject to a discount of 10 per cent.		
<b>MOLASSES, BARBADOES—</b>	.....	.....
2-lb. tins, 2 doz. case	.....	6 75
3-lb. tins, 2 doz. case	.....	12 35
5-lb. tins, 1 doz. case	.....	10 00
10-lb. tins, ½ doz. case	.....	9 70
<b>MOLASSES, BLACKSTRAP—</b>	.....	.....
1½s, 4 doz. in case	.....	6 10
2s, 4 doz. in case	.....	4 70
2½s, 4 doz. in case	.....	4 40
5s, 4 doz. in case	.....	4 40
10s, 4 doz. in case	.....	4 35

**Starch is Easier**

**Winnipeg.**  
**STARCH.**—During the week the starch market has shown weakness, declining half a cent per pound.

Cornstarch, 1-lb. pkgs., per lb.	.....	0 12
Do., No. 1 quality, 1-lb. pkgs.	.....	0 13½
Gloss, 1-lb. pkgs., per lb.	.....	0 14½
Celluloid, 1-lb. pkg., per case	.....	5 65

**Cornflakes May Advance**

**Winnipeg.**  
**PACKAGE GOODS.**—All breakfast foods are on the advance. Manufacturers of all corn flakes have cancelled previous contracts, and all lines are expect-

ed to be higher around the first of the coming month. Under above conditions it is advisable not to overstock on corn-meal or barley. It is also predicted that flour will be down in price as well in the very near future. Macaroni is expected to drop, and it is good business to go easy on these commodities at present.

PACKAGE CEREALS	
Rollod oats, 20s, round cartons	6 00 6 50
Do., 36s, case, square pkts.	4 85
Do., 18s, case	2 40
Corn Flakes, 36s, case	3 60 4 00
Cornmeal, 2 doz. case, per case	4 00
Puffed Wheat, 3 doz. case, case	4 60
Puffed Rice, 3 doz. case, case	6 70
Cream of Wheat, 3 doz. case, case	9 00
Grape Nuts, 2 doz. case, per case	3 33
Package Peas, 3 doz. case, case	3 75
BULK CEREALS	
Rollod Oats, 90s, per bag	5 85
Do., 40s, per bag	3 01
Do., 20s, per bag	1 56
Do., 10-8s, per bale	6 85
Do., 15-6s, per bale	7 70
Oatmeal, 98s, gran. or stand, bag	6 60
Wheat Granules, 98s, per bag	8 60
Do., 16-6s, per bale	9 50
Peas, whole, green, 100-lb. bag, bush.	6 00
Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	5 80
Do., Lima, 100-lb. bag, per lb.	0 15 1/2
Barley Pot 98s, per bag	6 60
Do., pearl, 98s, per bag	8 60
Cornmeal, 98s, per bag	6 25
Do., 24s, per bag	1 62
Do., 10-10s, per bale	6 95
Buckwheat grits, whole, 92-lb. bags, per bag	11 00

**Will Name New Prune Prices**

**Winnipeg.**  
**DRIED FRUITS.**—Last year's crop of prunes from the State of California, estimated around 260,000,000 pounds, is now nearing a clean up, fully 80 per cent. having been finally sold into the domestic markets. The new crop of prunes is estimated in the neighborhood of 200,000,000 pounds, but, as stated above, this estimate must be held subject to revision, the result of possible conditions that may maintain between this and the harvest.

Severe injury to peaches is reported and is doing great damage to peaches in the deciduous fruit section of San Bernardino County.

DRIED FRUIT	
Evaporated Apples, per lb.	0 20
Currents, 90-lb., per lb.	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	0 17
Dates, Halloween, bulk, lb.	0 23
Do., Tunis, bulk, lb.	0 26
Do., Package, 3 doz. case, lb.	0 17
Figs, Spanish, per lb.	0 16 1/2
Do., Smyrna, per lb.	0 23
Do., black, cartons, per carton	0 80
Loganberries, 4 doz. case, pkt.	0 95
Peaches, standard, per lb.	0 29
Do., choice, per lb.	0 27 1/2
Do., fancy, per lb.	0 32
Do., Cal., in cartons, per carton	1 56
Do., unpitted, per lb.	0 24
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 75
Prunes—	
20-40s, 25s, per lb.	0 32
40-50s, 25s, per lb.	0 27
50-60s, 25s, per lb.	0 21
60-70s, 25s, per lb.	0 18 1/2
70-80s, 25s, per lb.	0 17
80-90s, 25s, per lb.	0 17
90-100s, 25s, per lb.	0 16 1/2
In 5-lb. cartons, per carton	1 30
Raisins—	
Cal. pkg., seeded, 15 oz., fancy, 3 doz. case, per pkg.	0 24
Choice seeded, 15 oz., 3 doz. case, per pkg.	0 23
Fancy seeded, 11 oz., 4 doz. case, per pkg.	0 21
Choice seeded, 11 oz., 4 doz. case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 25 1/2
Do., pkt. seedless, 11 oz., 3	

doz. to case, per lb.	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	0 28

**Canned Goods Higher**

**Winnipeg.**  
**CANNED GOODS.**—Various prices on canned fruits, such as strawberries, rhubarb, and cherries have been named, according to the quality of the fruits. Canners are only putting up just the amount the trade requires. New prices on canned peas will be named very soon. British Columbia packers report a very poor haul of pilchards this year and, no doubt, this line is liable to be very scarce with upward tendencies.

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

CANNED FRUIT (Canadian)	
Apples, 6 tins in case, per case	3 40 3 85
Blueberries, 2s, 2 doz. case	9 50
Cherries, 1s, 4 doz. case	11 00
Gooseberries, 2s, 2 doz. case	9 50
Lawtonberries, 2s, 2 doz. case	9 50
Peaches, 2s, 2 doz. case	8 50
Pears, 2s, 2 doz. case	6 60 8 30
Plums, Green Gage, 2s, 2 doz. case	6 15
Light Syrup—	
Plums, Lombard, 2s, 2 doz. case	5 75
Raspberries, 2s, 2 doz. case	9 50 9 60
Strawberries, 2s, 2 doz. case	10 50
CANNED FRUITS (American)	
Appriots, 1s, 4 doz. case	13 00
Peaches, 2 1/2s, 2 doz. case	18 20
Peaches, sliced, 1s, 4 doz. case	14 00
Do., halved, 1s, 4 doz. case	18 85
Do., 2s, 2 doz. case	3 60
Pears, 1s, 4 doz. case	16 00
Pineapple, sliced, 2s, 2 doz. case	....

CANNED VEGETABLES	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75
Pears, Garden Wax, 2s, 2 ds. case	4 75
Beans, Refugee, 2s, 2 doz. case	4 50
Corn, 2s, 2 doz. case	4 20
Peas, Standard, 2s, 2 doz. case	4 25
Peas, Early June, 2s, 2 doz. case	4 85
Sweet Potatoes, 2 1/2s, 2 doz. case	6 40
Pumpkin, 2 1/2s, 2 doz. case	3 00
Sauer Kraut, 2 1/2s, 2 doz. case	4 90
Spaghetti, 2 1/2s, 2 doz. case	5 40
Tomatoes, 2 1/2s, 2 doz. case	4 20 4 50
Spinach, 2 1/2s, 2 doz case	5 70

**Fine Teas Scarce**

**Winnipeg.**  
**TEAS.**—The primary market on Indian and Ceylon good quality tea has advanced somewhat considerably during the past two or three weeks. Lower quotations however, only cover the common grades of tea, due to the large accumulation of the same in London, on account of trade relations opening up between Europe and Asia.

INDIA AND CEYLON—	
Pekoe Souchongs, first quality	0 48 0 50
Do., second quality	0 44 0 45
Pekoes, first quality	0 49 0 53
Do., second quality	0 45 0 47
Broken Pekoe, first quality	0 52 0 60
Broken Orange Pekoe, first qual.	0 58 0 68
Japan	0 52 0 60
JAVAS—	
Pekoe Souchongs	0 45 0 47
Pekoe	0 46 0 48

Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

**Coffee Continues Weak**

**Winnipeg.**  
**COFFEES.**—Rio coffee is lower than it has been for years. The demand for coffee has shown a decided improvement during the past week.

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

**Black Pepper Firmer**

**Winnipeg.**  
**SPICES.**—Black pepper is a little firmer this week, while cloves are slightly easier. Jamaica ginger remains very high and is very hard to procure.

**Rice Market Firm**

**Winnipeg.**  
**RICE.**—Spot stocks of sago are firm, and the new crop will be expected on or around the middle of September. Prices, no doubt, will be lower on full deliveries.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 15 1/2
Do., 50-lb. sacks, lb.	0 15 1/2
Siam, Elephant, 100-lb. bags	0 13 1/2
Do., 50-lb. bags, lb.	0 13 1/2
Sago, sack lots, 180 to 150 lbs, per lb.	0 12
Do., in less quantities, lb.	0 12 1/2
Tapioca, pearl, per lb.	0 12 0 12 1/2

**New Jams Are Slow**

**Winnipeg.**  
**JAM.**—Very few shipments of jam have been received from the eastern jam manufacturers. Mostly all that has been received are the lines put up by the California packers.

Jams, Pure—		Per tin	
Strawberry, 4s, 12 tins to case	1 35	1 50	
Raspberry, 4s, 12 tins to case	1 20	1 35	
Black Currants, 4s, 12 tins to case	1 20	1 35	
Blended—			
Strawberries, 4s, 12 tins to case	0 85	0 95	
Raspberries, 4s, 12 tins to case	0 85	0 95	

**Walnut Market Firmer**

**Winnipeg.**  
**NUTS.**—The almond market still remains weak and, owing to the unsettled state of the exchange it is difficult to form a clear idea of future developments. The walnut market is much firmer and very quiet at present. The primary market has increased considerably and higher prices are looked for. Spot stocks are pretty well cleaned up. There is nothing particularly developed in Brazils, but the prospects are only for a fair crop. Lower prices are not expected.

NUTS, Shelled—	
Almonds, per lb.	0 63 0 65
Spanish Peanuts, No. 1, per lb.	0 24 1/2
Pecans, per lb.	1 15
Walnuts, per lb.	0 64 0 65
Nuts in shell—	
Peanuts, roasted, Jumbo, per lb.	0 25
Almonds, per lb.	0 35
Filberts, per lb.	0 80
Walnuts, per lb.	0 25 0 85
Pecans, per lb.	0 32

**Fruits Selling Well**

**Winnipeg.**  
**FRUITS.**—Fairly good shipments of nice quality raspberries and blueberries are arriving. Some nice British Colum-

bia cherries of the Lamberts and Bing varieties are now to be obtained and are being quoted at four to five dollars a case. Lemons remain steady, new early Washington apples can be procured at \$5.00 per box and no doubt will be lower as more arrive. Blueberries are being quoted at \$3.75 per basket.

**FRUITS—**

Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	0 13	0 14
Peaches, Cal., case	3 50	
Plums, per case	4 50	5 00
Cantaloupe, Stand., 45s, per case	8 50	9 00
Do., flats, 12s to 15s, per case	4 00	
Watermelon, per lb.	0 06	0 07
Cocanuts, per doz.	1 75	
Dates, 36-pkgs. to case	7 25	

Figs, per case	4 00
Do., 10-lb. boxes	3 50
Oranges—	
200s and smaller	11 00
176s	10 00
150s	9 00
126s	8 00
New Apples, per box	5 00
Pears, Cal., per case	7 50
Raspberries, per case	7 50

**Vegetables Plentiful**

VEGETABLES. — Vegetable marrow made its first appearance on the market this week and is quoted at \$1.50 to \$2.00 per dozen. Manitoba ripe tomatoes have arrived and are being offered to the trade at 25 cents per pound. Good

quantities of local vegetables are obtainable at much lower prices.

**VEGETABLES**

Carrots, new, per lb.	0 06
Beets, new, per lb.	0 04
Turnips, new, per lb.	0 03
Leaf Lettuce, per doz.	0 30
Radish, per doz.	0 65
Green Onions, per doz.	0 30
Cucumbers (hothouse), per doz.	3 50
Cabbage (new), per lb.	0 05
Potatoes (new), per lb.	0 04 1/2
Onions (Cal. Bermuda sack), per sack	5 00
Peas, per lb.	0 10
Cauliflower, per doz.	2 50
Celery (B.C.), per doz.	0 11
Rhubarb, per lb.	0 03 1/2
Tomatoes, per case	3 50
Head Lettuce, per doz.	0 75

**WEEKLY MARKET REPORTS BY WIRE**

Statements from Buying Centres, East and West

**New Brunswick Markets**

FROM ST. JOHN, BY WIRE.

St. John, N. B., August 3.—Several advances are noted in the market this week. Business is reported good. Rolled oats after their slump last week jumped fifty cents to \$13.50. Fresh eggs went up five cents a dozen, and case eggs eight cents; they are now quoted, fresh, at 60 to 65 cents; case, 58 to 60 cents. The butter market is also firmer, creamery selling at 60 to 65 cents, dairy, 55 to 60 cents, and tub, 50 to 55 cents. Canned corn of which stocks remain low advanced another 15 cents. The only reductions reported are in potatoes, which are coming in in fair quantities and selling at \$3 a bushel. Lemons have declined, selling at \$5 to \$6 a case.

Flour, No. 1 patents, bbls., Man.	16 00
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	5 10
Rolled oats	13 50
Rice, Siam, per 100 lbs.	15 60
Tapioca, 100 lbs.	13 60
Molasses	1 70
Sugar—	
Standard, granulated	24 10
No. 1 yellow	23 60
Cheese, N.B.	0 32 1/2
Eggs, fresh, doz.	0 60
Do., case	0 58
Lard, pure, lb.	0 29 1/2
Do., compound	0 27
American, clear pork	51 00
Tomatoes, 2 1/2s, standard case	4 25
Beef, corned, 1s	4 00
Breakfast bacon	0 43
Butter, creamery, per lb.	0 60
Do., dairy, per lb.	0 55
Do., tub	0 50
Raspberries, 2s, Ont., case	4 00
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 95
Peas, standard, case	4 15
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	
Salmon, Red Spring, flats, cases	
Do., Pinks	9 50
Do., Cohoes	15 00
Do., Chums	7 50
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27 1/2
Potatoes, Natives, per bushel	3 00
Lemons, Cal., case	7 00
Grapefruit, Cal., case	8 00
Bananas, per lb.	0 10

**Alberta Markets**

FROM CALGARY, BY WIRE.

Calgary, Alta., August 3.—Rolled oats dropped 35 cents. Corn and laundry starches are down half a cent. Corn syrup in two's are 25 cents lower, other sizes are 30 cents a case lower. One brand of corn flakes has advanced 55 cents. Prices on others are withdrawn. Eggs are \$15.50 to \$16 for new pack. Wax and green beans, two's, are \$4.60 to \$4.85 a case. New early June peas are \$4.50. One line of canned meat has dropped from \$3.10 to \$2.40 per dozen. Cooked ham, parowax and candles are all higher this week.

Flour, 96s, per bbl.	14 60
Beans, B.C.	4 00
Rolled oats, 80s	5 45
Rice, Siam	13 00
Japan, No. 1	14 50
Tapioca, lb.	0 09
Sago, lb.	0 09
Sugar, pure cane, granulated, cwt	23 97
Cheese No. 1, Ont., large	0 32
Alberta cheese, twins	0 29
Do., large	0 31
Butter, creamery, lb.	0 59
Do., dairy, lb.	0 40
Lard, pure, 3s	17 40
Eggs, new laid, local, case	15 50
Tomatoes, 2 1/2s, standard, case	4 60
Wax and Green Beans, 2s, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 20
New early June peas, case	4 50
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 60
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 21 1/2
Do., 25s, lb.	0 23 1/2
Peaches, evaporated, lb.	0 28
Do., canned, 2s	7 50
Prunes, 90-100s	0 17
Do., 70-80s	0 18 1/2

**Nova Scotia Markets**

FROM HALIFAX, BY WIRE

Halifax, N.S., Aug. 3.—Market conditions are dull without much change for

an early pick up seems to be general in wholesale business circles to-day. This condition is felt by nearly all the trades. Dairy and poultry products are the only lines which have registered any change. Cheese has declined one cent on the pound, reducing it to 30 cents. Creamery prints have taken another increase of one cent, bringing the price up to 63 cents a pound. Eggs have taken a three cent jump on the dozen, raising the price from 55 to 58 cents. California fruits are on the market selling by the crate at the following prices: peaches \$3.25, plums \$4.50, pears \$7.00.

Flour, No. 1 patents, bbl., Man.	16 50
Cornmeal, bags	5 25
Rolled Oats, per bag	7 25
Rice, Siam, per 100 lbs.	15 75
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 75
Sugar, standard, granulated	24 10
Do., No. 1, yellow	23 60
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 55
Lard, compound	0 29
Lard, pure, lb.	0 31
American clear pork, per bbl.	50 00
Tomatoes, 2 1/2s, standard, doz.	2 23
Breakfast bacon	0 48
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 35
Butter, creamery, per lb.	0 60
Do., dairy, per lb.	0 54
Do., tubs	0 52
Raspberries, 2s, Ont., doz.	4 90
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 15
Apples, gal., N.S., doz.	5 00
Strawberries, 2s, Ont., doz.	4 90
Salmon, Red Spring, flats, cases	
Do., Pinks	11 00
Do., Cohoes	16 00
Do., Chums	8 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 28
Potatoes, Natives, per 90-lb. bag	5 50
Beans, white	5 00
Do., Yellow Eye	7 50
Lemons, Cal., case	6 50
Grapefruit, Cal., case	5 00
Bananas, per lb.	0 10
Oats, per bush.	1 68 1/2
Watermelons, each	1 50
Apples, American, box	5 00
Carrots, per doz. bunches	1 00
Turnips, per doz. bunches	1 00
Beets, per doz. bunches	1 07
Cabbage, native, lb.	0 07
Cal. Peaches, crate	3 25
Cal. Plums, crate	4 50
Cal. Pears, crate	7 00

# PRODUCE PROVISIONS

## Buy Eggs on a Quality Basis

**"Make All Purchases From the Producer and Not the Country Storekeeper or Anybody Else Who Deals in Eggs," Writes a Subscriber— Eight Crates Show 24 Dozen Bad Eggs**

A SUBSCRIBER of Canadian Grocer writes re the elimination of bad eggs, and refers to the efforts of the Department of Agriculture in sending representatives to lecture to the farmers' clubs in regard to the same. "Will this be of any use?" he asks. How did it work when tried before? He believes that the price of eggs would be much higher if there were no bad eggs. At present he says that he is getting as many as two and as high as three dozen bad eggs to the case, which the producer must pay for.

### Buy on Quality Basis

"Now what I would suggest is this," he continues. "Eggs should be bought on a quality basis from the producer and not from the country storekeeper, or anybody else who deals in eggs. It is hardly fair for a merchant to ask his customers for a refund on bad eggs, which were bought a couple of weeks before, and shipped to Montreal or some other place where they were candled and found to contain a number of bad eggs. People nowadays like to see for themselves, and we believe that the present way of handling eggs is very unsatisfactory to everyone concerned. The producer does not get what his eggs are really worth, and the merchant sometimes feels that he is not fairly dealt with by the commission men, while all this could be done away with, by having the government establish stations where eggs could be taken in and candled on certain days for different districts.

### Asking Too Much of Merchants

"Some may ask the merchant to candle eggs, but anyone in the business knows that this would be asking too much, because in most cases they have not the time, and if one merchant would candle eggs he would find that the most eggs would be taken to the ones who didn't candle them. A certain commission man has repeatedly told me that eggs taken in from farmers on Saturday at his place of business are always bet-

ter than eggs gathered by him at the different stores. But he candles the eggs and the producers know about it, so they naturally will take them some place where they will sell them all, if there is any question as to the quality. Returns for eight crates of eggs sold one week recently showed over 24 dozen bad ones."

### THE APPLE PROSPECTS

**In Lake Erie District Yield Will be From 50 to 80 Per Cent.**

Apple prospects in Ontario are reviewed in a crop report of the Federal Fruit Branch as follows:

In the western section of the province the weather during the early part of June, generally speaking, was dry, but recent rains have greatly improved conditions. In Eastern Ontario the weather though cool, and the season backward has been favorable to good development. The one outstanding feature is that there is very little fungus in evidence on leaves or fruit, although in many sections the last few days have been favorable to its development. The follow-

ing summary of reports has been received:

Between Toronto and Hamilton, Duchess light, Wealthy good, Ribston and Blenheim fair to good, and Russet good. Where spraying has not been done fruit will be of very inferior quality.

Niagara District—Fair to good for all varieties.

Lake Erie District—Baldwins and Spies light in some sections including unsprayed orchards: summer and winter varieties will average about 50 per cent. of a full crop, fall varieties about 80 per cent.

Lambton—All varieties set well except the Baldwin in limited areas.

Wyoming—Spy, Baldwin, Greening, Snow, Duchess among the best: fruit looks clean.

Ingersoll—Nearly all varieties of fall apples promise full crop. Spy and Baldwin probably 50 to 60 per cent.; other winters a full crop; quality and set of all varieties exceptionally good, even foliage on unsprayed orchards looks excellent at this writing. We look for more apples in this locality than for several years past and mostly of good quality.

### STOCKING THE RIVERS

Ottawa.—The fisheries branch of the department of Marine and Fisheries, announce that the Manitoba Hatcheries have completed distribution of fry for the season, the total liberated numbering 226,446,850. Of these 25,353,600 were pickerel and the balance whitefish.



Showing the provision department in the store of Cochrane & Son, Amherst, N.S.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Aug. 3.—Produce markets are fairly active for some lines. Butter, cooked and cured meats, eggs and fish are all reported in good demand. Several commodities have changed in price, butter, lard, shortening and some lines of fish being lower, while eggs, live hogs, and old cheese are marked higher.

Picknickers and campers are using considerable quantities of fish, cured and cooked meats and eggs. Otherwise city trade is somewhat limited. There has been a fair run of hogs to the abattoirs, but of the receipts there is but a limited number of the select grades, and this is one of the contributory reasons for the advance on live and dressed hogs.

### Hogs Advanced Cent

Montreal.

**FRESH MEAT.**—Under a fair demand, but principally owing to the fact that among the receipts from the country select hogs are scarce, prices have steadily advanced during the week, first a quarter, then a half and finally one cent a pound. The basis for select hogs is now 22 cents per pound. One authority stated that this fall would see a shortage of hogs, due to under production. Fresh beef is fairly steady, and lambs are unchanged, with demand fair.

#### FRESH MEATS

Hogs, live (selects) .....	0 22
Hogs, dressed—	
Abattoir killed, 65-90 lbs.....	0 31    0 31½
Fresh Pork—	
Legs of pork (foot on) .....	0 35
Loins (trimmed) .....	0 42½
Loins (untrimmed) .....	0 38
Bone trimmings .....	0 30
Trimmed shoulders .....	0 26½    0 32
Untrimmed .....	0 28
Pork Sausage (pure) .....	0 26
Farmer Sausage .....	0 20
Fresh Beef—	
(Cows)	
\$0 28    \$0 30    ..Hind quarters..	\$0 28    \$0 34
0 14    0 18    ..Front quarters..	0 14    0 18
0 40    ..Loins .....	0 46
0 28    ..Ribs .....	0 32
0 18    ..Chucks .....	0 17
..Hips .....	0 35
(Calves (as to grade) .....	0 22    0 28
Spring lamb, carcass .....	0 32
Fresh sheep, carcass .....	0 22    0 30
Frozen lamb, carcass .....	0 32

### Meat in Barrels Quiet

Montreal.

**BARRELLED MEATS.**—With the exception of what is going to manufacturers and camp trade, the sale of pork and beef in barrels is limited, as is to be expected in mid-summer. Prices are ruling fairly steady all around and the movement will perhaps be light for another few weeks, excepting for export.

#### BARRELLED MEATS

Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces .....	57 00
Clear fat backs (bbl.), 40-50 pieces .....	56 00
Heavy mess pork (bbl.) .....	52 00
P'te Beef .....	28 00
Mess Beef .....	25 00
Bean Pork .....	48 00

### Cured Meat For Resorts

Montreal.

**CURED MEATS.**—Demand has been active from the summer resort trade and will, it is expected, continue active during August and September. Bacon and hams are the favorites and these are selling freely and at well-maintained prices. The list holds without change.

#### BACON—

Breakfast, best .....	0 49	0 59
Smoked Breakfast .....	0 31	0 44
Cottage Rolls .....	0 42	0 42
Picnic Hams .....	0 32	0 32
Wiltshire .....	0 46	0 46

#### MEDIUM SMOKED HAMS—

Weight, 8-14, long cut .....	0 48	0 48
Do., 14-20 .....	0 46	0 46
Do., 20-25 .....	0 40	0 40
Do., 25-35 .....	0 35	0 35
Over 35 lbs. ....	0 34	0 34

### Cooked Meats Favored

Montreal.

**COOKED MEATS.**—There is fairly active demand for cooked hams, tongues and pressed beef. These are available in ample quantities and the summer resort trade is that affording a brisk market for several varieties of meats which are in favor during the summer outing period. Prices remain steady.

Jellied pork tongues .....	0 47
Jellied Pressed Beef, lb.....	0 33
Ham and tongue, lb. ....	0 38
Veal and tongue .....	0 35
Hams, cooked .....	0 55    0 59
Shoulders, roast .....	0 50
Shoulders, boiled .....	0 43
Pork pies (doz.) .....	0 80
Mincee meat, lb. ....	0 15    0 19
Sausage, pure pork .....	0 25
Bologna, lb. ....	0 18
Ox tongue, tins .....	0 66

### Old Cheese Dearer

Montreal.

**CHEESE.**—Old make of cheese is reported scarce. The ageing process will take some time yet, jobbers state, so that for a few weeks this grade may be rather scarcer than it is now. Triplets are quoted down one cent to 29 cents, and fancy old up one cent at 36 cents per pound. The demand is just fair.

#### CHEESE—

New, large, per lb. ....	0 30	0 30
Twins, per lb. ....	0 30	0 30
Triplets, per lb. ....	0 29	0 29
Stilton, per lb. ....	0 37	0 37
Fancy old cheese, per lb.....	0 35	0 36
Quebec .....	0 30	0 31

### Creamery Butter Lower

Montreal.

**BUTTER.**—A decline of one cent a pound has been recorded this week on creamery butter. This section of the country is experiencing a fair amount of trade, but in general sense trading is said to be quiet. Farmers are really very busy with haying and other pressing work and the labor situation is such that some cannot secure the outturn of butter that they desire. Dairy grade is said to be practically off the market.

#### BUTTER—

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

### Best Margarine Demanded

Montreal.

**MARGARINE.**—The better grades of margarine are in demand to a limited extent. There is little cheap stock available, according to the jobbing trade. Retailers are naturally buying in small lots to meet the needs of their trade, replenishing stock frequently. A few lots of uncolored are being offered and prices range from 35 to 40 cents per lb., with some of the jobbers.

#### MARGARINE—

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

### Shortening Is Easier

Montreal.

**SHORTENING.**—The market is ruling easier and prices are actually lower this week with tierces quoted at 26¼ cents per lb. The movement is limited, and this is to be expected at this season of the year. Supplies are ample to meet this limited trade and it is doubtful if sales will greatly improve before well into September.

#### SHORTENING—

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

### Lard Prices Reduced

Montreal.

**LARD.**—Quotations are lower this week on lard. Tierces are reduced to 28¼ cents per pound, and prints are quoted at 30 cents. The holiday season has had its effect on local trade, and with many away to country points there is a reduced demand from city householders. The basis, under this lesser demand, will perhaps not advance for the immediate present or near future.

#### LARD—

Tierces, 360 lbs. ....	0 28¼
Tubs, 60 lbs. ....	0 28½
Pails, 20 lbs. ....	0 29
Bricks .....	0 30

### Campers Send For Fish

Montreal.

**FISH.**—The fish importers state that there is, at present, a fairly active sale for fish. Summer resorts are buying freely. "One proprietor sends in his truck for a big load of fish once a week," said a prominent fish man to Canadian Grocer this week. "There is a bigger trade with these people than ever before." Lake fish are scarce but will be freer it is expected with the opening of the season on August 15th. Halibut and salmon are arriving from the Pacific Coast, but prices on these are firming. Haddock and cod are plentiful at reasonable prices. Shrimps, bulk and shell oysters are quiet. Steak cod, mackerel, lobsters and shrimps are higher in price, while flounders and eels are lower.

#### FRESH FISH

Haddock .....	0 08
Steak cod .....	0 10    0 11
Market cod .....	0 07
Mackerel .....	0 18
Flounders .....	0 08
Prawns .....	0 50
Live Lobsters .....	0 60

Skate	0 12
Shrimps	0 50
Whitefish	0 20
Shad	0 18
Gaspé salmon	0 40
Halibut	0 26
Gaspereaux, each	0 05
Whitefish	0 18
Lake trout	0 24
Brook trout	0 50
Pike	0 12
Perch	0 13
Fresh eels, per lb.	0 13
Fresh herrings, each	0 03
Doree	0 24
<b>FROZEN FISH</b>	
Halibut, large and chicken	0 17 0 18
Halibut, Western, medium	0 23
Haddock	0 07 0 08
Mackerel	0 15 0 16
Smelts, No. 1, per lb.	0 17 0 18
Smelts, extra large	0 25
Smelts (small)	0 09 0 10
Pike, headless and dressed	0 12

Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	0 19	0 19
<b>SALTED FISH</b>		
Codfish, large, bbls., 200 lbs.	16 00	
Sardines, half barrel	6 00	
Salted Trout, half barrel	12 00	
Salted Salmon, barrel	27 50	
Boneless cod (20), per lb.	0 15½	
<b>SMOKED</b>		
Finnan Haddies, 15-lb. box	0 13	
Fillets, 15-lb. box	0 19	
Smoked Herrings	0 24	
Kippers, new, per box	2 15	
Bloaters, new, per box	2 00	
Smoker Salmon	0 35	

Prices shown are subject to daily fluctuations of the market.

**Butter is Unchanged**

**Toronto.**  
**BUTTER.**—No changes are reported in the market for butter this week. There is an active demand for creamery butter at from 60 to 62 cents per pound.

<b>BUTTER—</b>		
Creamery, prints	0 60	0 62
Dairy prints, fresh, lb.	0 52	0 56

**Cheese is Easier**

**Toronto.**  
**CHEESE.**—Lower prices were paid last week on the boards for cheese, the prevailing price being 26 cents per lb. at the factory. Dealers are quoting large old cheese at from 33 to 34 cents, and the new cheese at from 30½ to 31 cents.

<b>CHEESE—</b>		
Large, old	0 33	0 34
Do., new	0 30½	0 31
Stilton	0 34	0 35
Twins, 1c higher than large cheese.		Triplets
1½c higher than large cheese.		

**Shortening is Firm**

**Toronto.**  
**SHORTENING.** — Some dealers are quoting shortening as high as 28 cents per pound, for the pound prints, and on the tierce basis at from 25 to 25½ cents per pound.

<b>SHORTENING—</b>		
1-lb. prints	0 27½	0 28
Tierces, 400 lbs.	0 25	0 25½
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.		

**Lard is Unchanged**

**Toronto.**  
**LARD.**—There is an active demand for lard, the pound prints selling at from 29 to 29½ cents, and on the tierce basis at from 26½ to 27 cents per pound.

1-lb. prints	0 29	0 29½
Tierces, 400 lbs.	0 26½	0 27
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.		

**Margarine is Steady**

**Toronto.**  
**MARGARINE.** — No changes are reported in prices of margarins. There is a moderate demand for the same, with quotations ruling steady and strong.

<b>MARGARINE—</b>		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 35	
Do., No. 3	0 30	
Nut Margarine, lb.	0 33	0 35

**Active Demand for Fish**

**Toronto.**  
**FISH.** — The usual demand prevails for fish, with offering of most fresh fish ample for the inquiry. Chicken halibut continues to sell at from 18 to 19 cents per pound, and medium halibut at from 23 to 24 cents. Fresh whitefish is bringing from 18 to 19 cents per pound.

<b>FRESH SEA FISH.</b>		
Cod Steak, lb.	0 12	
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.		
Do., heads on, lb.	0 09½	
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring		
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon		0 22
<b>FROZEN FISH</b>		
Halibut, medium	0 20	0 21

**ONTARIO MARKETS**

**TORONTO, Aug. 6—**The produce and provision markets as far as Toronto is concerned are pretty much unchanged as compared with a week ago. Indications in the live-stock market this week point to easier prices for live stuff, but of course this has not yet been reflected in the meat quotations. Butter and eggs are unchanged, as are also lard and shortening. Smoked meats are very firm and cooked meats are holding at present levels.

**Fresh Meats Steady**

**Toronto.**  
**FRESH MEATS.**—The market for fresh meats is practically steady as compared with a week ago. There is a tendency towards weakness in the live stock market, but this is not as yet reflected in the quotations of meats. Live hogs are selling around \$19.75 per cwt. on the f.o.b. plan.

**FRESH MEATS**

<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live, fed cars, per cwt.	21 00	
Live, fed and watered, per cwt.	20 75	
Live, f.o.b., per cwt.	19 75	
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs.	0 40	
Loins of pork, lb.	0 45	
Fresh hams, lb.	0 42	
Tenderloins, lb.	0 58	
Spare ribs	0 17	
Picnics, lb.	0 29	
New York shoulders, lb.	0 31	
Boston butts, lb.	0 38	
Montreal shoulders, lb.	0 32	
<b>Fresh Beef—from Steers and Heifers—</b>		
Hind quarters, lb.	0 32	0 35
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 30	0 33
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 20
Spring lamb, lb.	0 32	0 36
Yearling lamb, lb.	0 20	0 23
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

**Hams and Bacon Firm**

**Toronto.**  
**HAMS AND BACON.** — Slightly stronger prices are quoted by some houses this week, on smoked meats. Medium hams are selling at from 48 to 50 cents and heavy hams at 40 cents. Boneless bacon is quoted at from 60 to 64 cents per pound, with the rolled bringing from 68 to 69 cents.

<b>Hams—</b>		
Medium	0 48	0 50
Large, 20 to 25 lbs. each, lb.	0 44	
Heavy, 25 lbs. upwards, lb.	0 39	0 40

<b>Bacon—</b>		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 68	0 69
<b>Bacon—</b>		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.	0 60	
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 41	
Wiltshire, three-quarter cut	0 44	
Wiltshire, middle	0 46	
<b>Dry Salt Meats—</b>		
Long clear bacon, av. 50-70 lbs.	0 26½	0 28½
Do., av. 80-90 lbs.	0 27	
Clear bellies, 15-30 lbs.	0 31	
Fat backs, 10 to 12 lbs.	0 25	0 26
Out of pickle prices range about 2c per pound below corresponding cuts above.		
<b>Barrel Pork—</b>		
Mess pork, 200 lbs.	47 00	
Short cut backs, bbl. 200 lbs.	56 00	
<b>Pickled rolls, bbl. 200 lbs.—</b>		
Heavy	60 00	
Lightweight	66 00	
Above prices subject to daily fluctuations of the market.		

**Cooked Meats Strong**

**Toronto.**  
**COOKED MEATS.**—The market in cooked meats is steady and strong. There is an active demand for the same, boiled ham being quoted at 66 cents per pound, and roast hams at from 63 to 65 cents per pound.

Boiled hams, lb.	0 66	
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	0 54	
Head cheese, 6s, lb.	0 17	
Choice jellied ox tongue, lb.	0 65	
Jellied calves tongue	0 52	
Ham bologna, lb.	0 20	
Large bologna, lb.	0 18	
Spice beef, lb.	0 32	
Macaroni and cheese loaf, lb.	0 26	
Above prices subject to daily fluctuations of the market.		

**Eggs Holding Steady**

**Toronto.**  
**EGGS.**—The market for eggs this week is steady and strong, with fresh selected eggs bringing from 62 to 63 cents per dozen. Number one fresh eggs are 58 and 59 cents per dozen.

<b>EGGS—</b>		
Fresh, selects	0 62	0 63
Fresh	0 58	0 59
Fresh selects in cartons	0 65	

Do., Qualla .....	0 10 1/2
Flounders .....	0 09 1/2
Pike, round .....	0 08
Do., headless and dressed .....	0 09

**SMOKED FISH**

Haddies, lb. ....	0 13
Fillets, lb. ....	0 18
Kippers, box .....	2 25

**Demand for Poultry**

Toronto.

**POULTRY.**—Receipts of poultry are fairly heavy these days, but the inquiry for the same is active. Prices show

little change as compared with a week ago.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys .....	0 35	0 40
Roosters .....	0 25	0 25
Fowl, over 5 lbs. ....	0 30	0 30
Fowl, 4 to 5 lbs. ....	0 27	0 27
Fowl, under 4 lbs. ....	0 25	0 25
Ducklings .....	0 30	0 30
Guinea hens, pair. ....	1 25	1 50
Spring chickens, live .....	0 35	0 40

Prices quoted to retail trade—

	Dressed
Hens, heavy .....	0 30
Do., light .....	0 28
Chickens, spring .....	0 55
Ducklings .....	0 40

demand for the same is exceptionally good.

**FRESH FISH**

Fresh Whitefish, per lb. ....	0 15
Fresh Halibut, per lb. ....	0 22
Fresh Salmon, per lb. ....	0 34
Fresh Pickerel, per lb. ....	0 17
Fresh Trout .....	0 22

**FEWER FISH CAUGHT BUT VALUE IS LARGER**

Ottawa.—Although the total catch of sea fish in Canada during the month of June was 22,104 cwt. less than in June, 1919, its total value was \$567,518 greater. The monthly statement from the Fisheries Branch of the Marine Department shows that the total catch of sea fish in Canada during June of the present year was 832,916 cwt. as compared with 855,020 cwt. in June last year. The total value of the June catch at the point of landing this year was \$3,586,776, as against \$3,019,250 in June, 1919. The weather was generally favorable for fishing on the Atlantic coast, and operations proceeded without hindrance during the month. The catch of cod and haddock amounted to 395,800 cwt., as against 377,800 in June of last year. The weather on the Pacific was unfavorable, but, in spite of this, the catches of salmon, halibut and pilchards were considerably greater than those for June last year.

**WINNIPEG MARKETS**

**W**INNIPEG, Aug. 6—There has been practically no change in the provision and produce market this week, with the exception of shortening, which dropped half a cent a pound. The hog market is ruling steady with ham and bacon and all varieties of cooked meats in good demand. The butter market is very firm and higher prices are being looked for. Cheese remains steady and is in good demand. Eggs are reported scarce with a tendency towards higher prices. Fresh salmon and halibut from the coast are not arriving very freely, but all other lines of fresh fish are in good demand.

**Hog Market Steady**

Winnipeg.

**HOGS.**—There has been practically no change in the hog market this week. Prices remain steady. Fresh beef from steers and heifers has declined about 2 cents a pound during the week. Fresh mutton and lamb remain firm.

**HOGS—**

Selected, live, cwt. ....	18 50
Heavy, cwt. ....	16 50
Light, cwt. ....	16 00
Sows, cwt. ....	14 50

**Fresh Pork—**

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

**Fresh Beef—from Steers and Heifers—**

Hind quarters, lb. ....	0 27
Front quarters, lb. ....	0 15
Whole carcass, good grade, lb. ....	0 15

**Mutton—**

Choice wethers, 55-70 lbs., lb. ....	0 25
Choice ewes, lb. ....	0 22

**Lambs—**

Choice, 30-45 lbs., lb. ....	0 31
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**Hams and Bacon Steady**

Winnipeg.

**PROVISIONS.**—Hams and bacons are very steady with a good demand. Prices remain unchanged.

**HAMS—**

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

**BACON—**

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

**Cooked Meats in Demand**

Winnipeg.

**COOKED MEATS.**—Cooked meats are in active demand and the demand is much greater than the supply.

**COOKED MEATS—**

Ham, best quality, skinned, lb. ....	0 67 1/2	0 70
Do., roast, lb. ....	0 67 1/2	0 69
Boiled shoulders .....	0 49	0 51

Head Cheese, in 1-lb. tins .....	0 21
Do., in 6-lb. tins, lb. ....	0 18
Jellied Beef Tongue, lb. ....	0 68
Jellied Pork Tongue, lb. ....	0 63
Baked Luncheon Loaf, lb. ....	0 24

**Butter Holds Firm**

Winnipeg.

**BUTTER.**—Creamery butter is very firm with upward tendencies. Dairy butter supplies are arriving more freely.

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

**Cheese in Good Demand**

Winnipeg.

**CHEESE.**—There is a good demand for Ontario cheese, both large and twins. Shipments are coming through very slowly.

**CHEESE—**

Ontario, large, per lb. ....	0 33
Do., twins, per lb. ....	0 33 1/2
Manitoba, large, per lb. ....	0 30
Do., twins, per lb. ....	0 31

**Shortening Declines**

Winnipeg.

**SHORTENING.**—Shortening declined half a cent a pound this week. Pure lard remains steady.

Pure Lard, No. 1 quality, per lb. ....	0 29
(in tierces of 400 lbs.)	
Do., wooden pails, 20-lb. pails. ....	6 90
Shortening, wooden pails, 20-lb. pail, per pail .....	5 70
Do., tierces of 400 lbs., per lb. ....	0 26

**Eggs Very Scarce**

Winnipeg.

**EGGS.**—Eggs are reported very scarce and prices are soaring upward. Farm eggs are being offered at 60 cents per dozen while fresh candled eggs are receiving around 55 cents per dozen.

**Fresh Salmon Scarce**

Winnipeg.

**FISH.**—There has been a noted scarcity of fresh salmon and halibut from the coast this week. All other lines of fresh fish are arriving freely and the

**CREATIVE VS. DESTRUCTIVE COMPETITION**

(Continued from page 32)

Here is a set of figures which one wholesale merchant had put on his desk on April 1st:

Total March sales .....	\$295,593.77
Total accts. outstanding .....	222,198.77
March collection .....	295,481.61
Rebates and allowances .....	2,143.29
Discounts .....	1,481.89
Claims filed .....	785.98

Net rebate and allowances 46/100 per cent. of amount collected during March.

That indicates a pretty good plan for any merchant, for by it he can know a good deal about his business which it will be good for him to know.

It shows, for example, that his accounts outstanding are just short of 75 per cent. of his monthly sales.

It shows that his collections for the month practically equal his sales.

It shows exactly how his sales compare with other months.

It shows to what proportion of his business the item of allowances and rebates amounts to.

Here then is a business of nearly three and a half millions in which the accounts are turned every thirty days, on which at least one item usually serious to the jobber is reduced to a conservative figure.

This is merely an indication of how a little planning and system, coupled with a desire to know a lot about your own business, can be made give you plain facts. And it is a mighty useful thing for a business man to learn to look facts straight in the eye.



## For Your "Best" Trade

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

# "DIALSTONE"

## Brand

### Hams and Bacon

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

#### *In Your Next Order Specify*

"DIALSTONE" HAMS—Average 10 to 14 lbs.

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

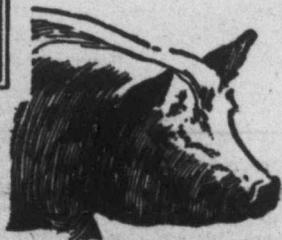
"DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

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

**The William Davies Co., Limited**  
TORONTO

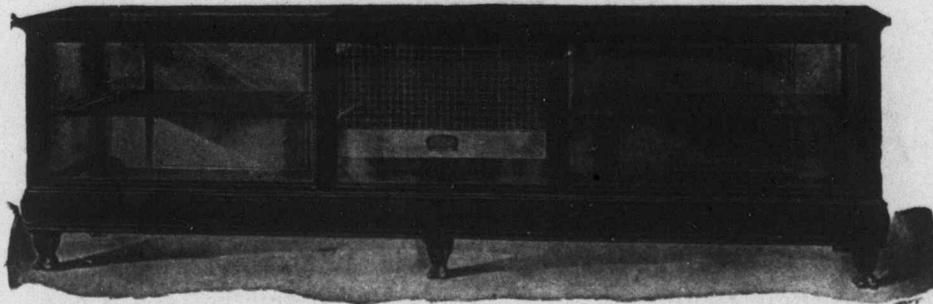
Montreal

Hamilton



# ARCTIC

## REFRIGERATORS *for* GROCERY STORES



We can promptly supply upright refrigerators in the sizes found most suitable for Grocery Store use. The Counter Refrigerator illustrated is a very popular type that keeps goods fresh and appetizing.

Write for our catalogue which illustrates the different styles of refrigerators and gives the details of construction and sizes.

### **John Hillock & Co., Limited**

Office, Showrooms and Factory: 154 George St., Toronto

Agencies: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.

## **H.A. COOKED MEATS**



Offer your customers a tempting and appetizing line of tasty cooked meats for preparing wholesome warm weather meals that require no cooking.

Their fine appearance and excellent flavor make them repeaters and profit earners of the highest calibre.

Keep your stock of H. A. Cooked Meats well displayed.

**THE HARRIS ABATTOIR COMPANY, Limited**  
TORONTO, CANADA



# ROSE BRAND

*Pure Foods Which Appeal to the Best Class of Trade*

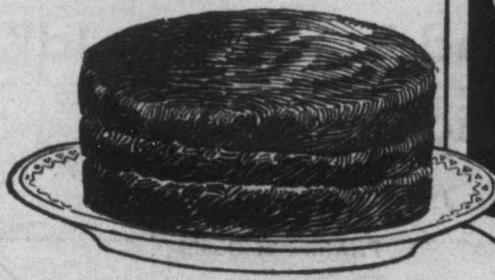
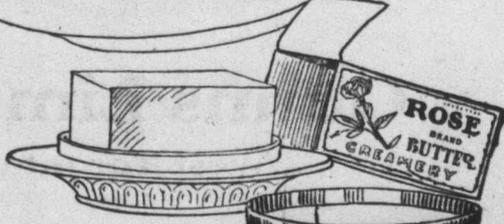
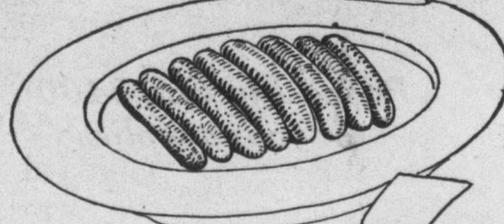
Rich—delicious—wholesome food products such as Rose Brand—cannot be prepared by haphazard processes or slipshod methods. Their distinctive flavors and high quality are due to the fact that they are the choicest of critically selected foods, skilfully prepared under ideal and scrupulously sanitary conditions.

To increase the demand for Rose Brand extensive advertising is being done in large dailies, weeklies and magazines throughout the country.

Large, beautifully colored hangers, show cards, window trims, etc.—which are a great asset to any store—have been prepared and will be sent free on request.

Our sincere and honest conviction is—that by selling Rose Brand products any purveyor can increase his pure food sales and greatly enhance the reputation of his store.

*Rose Brand are choice products of an institution which for 67 years has been famous for the high quality of its foods.*





## CANADIAN PACKING CO. LIMITED

Packing Houses	Branches
Brantford	Fort William
Toronto	Sudbury
Peterborough	Sydney
Montreal	Charlottetown
Hull	Winnipeg

“Satisfaction! Good grocers like to give it. Customers certainly expect it. Gunns Easifirst is a real satisfaction-giver. To test this, ask your wife to use it.”

Phone Junction 3400  
for your supplies

**Gunns Limited**  
West Toronto,



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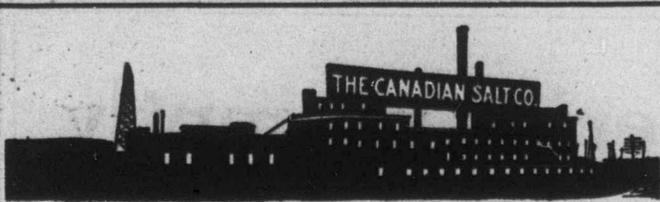
“The Greatest Seller of Its Kind in the World”

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

CANADIAN DISTRIBUTORS:

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

**JAS. DALRYMPLE & SON**  
Montreal and  
Province of Quebec



Salt Plant, Windsor, Ontario

**SALT - SALT - SALT**

For whatever purpose Salt is required, the Canadian Salt Company products lead in quality and purity.

**Windsor Table Salt**

For general household use

**Regal Table Salt**

Free running - Sold in cartons

**Windsor Dairy Salt**

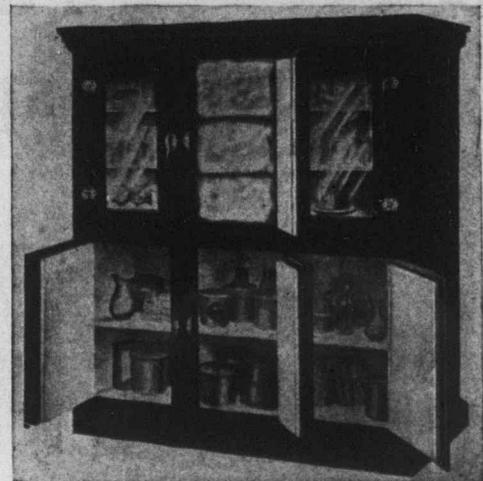
**Windsor Cheese Salt**

These salts have won the confidence of the public. Their reputation for reliability assures constant demand

Made in Canada

**The Canadian Salt Co., Limited**  
Windsor, Ontario

**HANSON'S**  
GROCER OR INSTITUTION REFRIGERATORS



**Perfect Refrigeration**

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

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

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

Please pass this information on to your customers.

*G. Washington's*  
**COFFEE**

ORIGINATED BY MR. WASHINGTON IN 1909

Distributed by Grocers Specialty Company

109 William Street, Montreal





## Answering promptly speeds up business

When you answer your telephone without delay the party calling gets the impression that you are eager and ready to serve him! This is good business and the habit is worth cultivating.

The general telephone service is improved when you answer promptly as the operator has to ring only once and can immediately attend to other calls.

To answer promptly also leaves your line open for more incoming calls which means more business.

Try it on your business!

The Bell Telephone Co. of Canada



## Champagne de Pomme

### *A Delicious Beverage*

Made from the Juice of  
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and  
4 doz. to the case

Order your supply to-day



**CIE. CANADIENNE D'IMPORTATIONS**

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

# Recommend LANKA for Iced Tea

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

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

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

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

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



## Your Customers' Reward

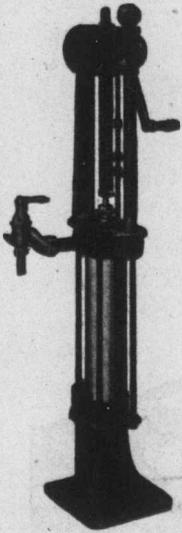


—will be satisfactory baking results after using BRODIE'S XXX Self-Raising Flour. Its superior quality for making delicious Pancakes, Muffins, Biscuits, etc., should be mentioned in your selling efforts —this is sure to bring results.

Order to-day from your wholesaler or jobber.

**Brodie & Harvie, Limited**  
MONTREAL

Ontario Representatives: Chadwick & Co., Toronto.  
Quebec Representatives: J. B. Renaud & Cie, Incorp., Quebec.



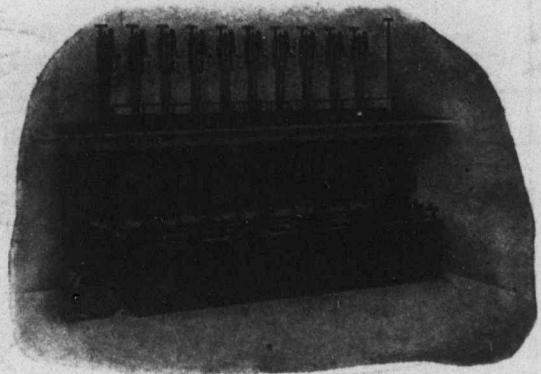
**BOWSER**  
ESTABLISHED 1893

## Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.



**S. F. Bowser Company, Limited**

66-68 Fraser Ave. - Toronto, Canada

Branch Offices  
in all Centres

Representatives  
Everywhere

*The Best Dye Under the Sun*

**The "Mid-Summer" Test**  
proves that Sunset color is FAST under most severe conditions. Sunset offers the widest range of beautiful colors—is clean—easy to use—sure in results.

**Sunset Soap Dyes**

Dye all fabrics—Cotton, Wool, Silk, Mixed Goods—in one dye bath—Heavy Goods as well as light, delicate material.

WINDOW CUT-OUT FREE—Size, 28x40 in.—Many striking colors. If you have not yet obtained a Sunset Window Cut-Out, and are willing to give the window space, write us at once. Address: NORTH AMERICAN DYE CORPORATION, LTD., Toronto, Canada.

Repeat Sunset Sales mean quick turnover and steadily increasing profits.

22 COLORS—ALL FAST.

Prices and discounts from your jobber. or HAROLD F. RITCHIE & CO., LTD., Toronto, Canada.

15¢



## Our "Cut Tobacco" Ads.

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

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

### Selling Agents:

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

**W. C. MACDONALD REGD.**  
 INCORPORATED  
 MONTREAL

## A Sure Business Bringer

Garton's Custard is a new and quick-selling line, widely advertised; it is certain of an increasing demand.

# Garton's

## CUSTARD

sold in tins and cartons of handy shape and size.

*Sole Agents*

**W. G. Patrick & Co., Ltd.**

Toronto, Montreal  
Winnipeg Halifax

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

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

REPRESENTATIVES:

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

## The Norcanner Brand



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

## Bravo Brand Sild Sardines

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

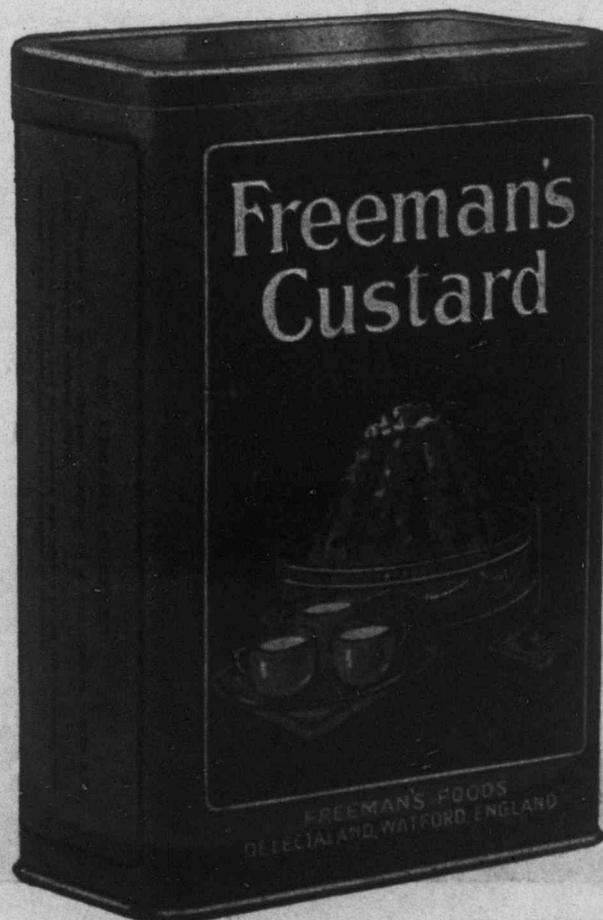


*Your jobber can supply you*

**NORCANNERS, LIMITED**  
STAVANGER, NORWAY

American Headquarters:  
105 Hudson Street, New York

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



Why You Should Feature

# KING GEORGE'S NAVY



is worthy of your best recommendation

You needn't be ashamed or afraid to "boost" this fine, satisfying "chew." It will back up your very strongest claims, and so satisfy that steady repeat sales are certain.

Order a trial supply now.

Rock City Tobacco Co., Ltd.

Quebec  
and  
Winnipeg

## BAGS

AND COTTON LINERS



### The Highest Prices Paid

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

Scientific Reclamation of Commercial Waste

# E-PULLAN

6 Maud Street, Toronto



"Arm & Hammer" Brand

--the handy way to sell

## Sal Soda

Put up in cartons of 2½ pounds each

Your customers will appreciate this handy method of buying this well-known brand of Sal Soda just as much as you will appreciate the big saving in time over the old way of weighing, wrapping and tying.

Ask your wholesaler to send "Arm and Hammer" Brand then you'll be sure of satisfaction.

Church & Dwight, Ltd.

Montreal



# O.K. SAUCE

FINALITY IN  
FRUIT SAUCE

as palate pleasure  
and true digestive



Sole Proprietors:-  
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

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

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS		PORK AND BEANS	
DOMINION CANNERS, LTD.		"DOMINION BRAND"	
Hamilton, Ont.		Per doz.	
"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.			
Screw Vac. Top Glass Jars, 16 oz.		Individual Pork and Beans, Plain, 75c. or with Sauce,	
Strawberry .....	\$5 15	4 doz. to case .....	\$0 85
Currant, Black .....	6 05	1s Pork and Beans, Flat, Plain, 4 doz. to case.....	0 92½
Pear .....	4 40	1s Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
Peach .....	4 40	1s Pork and Beans, Tall, Plain, 4 doz. to case.....	0 95
Plum .....	4 20	1s Pork and Beans, Tall, Tomato or Chili Sauce, 4	
Apricot .....	4 50	doz. to case .....	0 97½
Cherry .....	4 85	1½s (20 oz.), Plain, per doz.	1 25
Gooseberry .....	4 50	Tomato or Chili Sauce.....	1 27½
<b>"AYLMER" PURE ORANGE MARMALADE</b>			
		2s Pork and Beans, Plain, 2 doz. to the case .....	1 50
12 oz. Glass, Screw Top, 2	Per doz.	2s Pork and Beans, Tomato or Chili Sauce, Tall, 2	
doz. in case .....	3 25	doz. to case .....	1 52½
16 oz. Glass, Screw Top, 2		2½s Tall, Plain, per doz.....	2 00
2 doz. in case .....	3 95	Tomato or Chili Sauce .....	2 35
16 oz. Glass, Tall, Vacuum,		Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above	
2 doz. in case .....	3 95	2 doz. to the case.	
2's Tin, 2 doz. per case.....	6 15	CATSUPS—In Glass Bottles.	
4's Tin, 12 pails in crate, per pall .....	1 00	½ Pts., Aylmer Quality .....	1 80
5's Tin, 8 pails in crate, per crate .....	1 25	12 oz., Aylmer Quality .....	2 55
7's Tin or Wood, 6 pails in crate .....	1 74	Per jug	
30's Tin or Wood, one pall in crate, per lb. ....	0 24	Gallon jugs, Aylmer Quality.	\$1 65

# OCEAN BLUE

In Squares and Bags

Sells just as readily at the  
corner Grocery as in the big  
Department Stores—and at  
the same price.

It is praised by all who use  
it. No matter what class of  
trade you cultivate, your  
customers will be glad to  
buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited

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



Vin Tonic

## Sanator

a genuine Tonic for

## Invalids

Known the World over

Send your orders  
direct to

Nap. Morrissette

18 Cartier Square

MONTREAL

# Holidays Over

Our Salesmen who have been away enjoying themselves for the past couple of weeks will be out after business again next Monday, the Ninth of August, and will as usual have something to tell you about in connection with the Fall Campaign which is now fast approaching and promises to be quite interesting in many respects.

## Prunes

*For Prompt We Offer*

Santa Clara	30/40	25s	27½
Santa Clara	40/50	25s	25½
Santa Clara	50/60	25s	22½
Santa Clara	60/70	25s	20
Santa Clara	70/80	25s	18
Santa Clara	80/90	25s	17
Santa Clara	90/100	25s	16

SEND US AN ORDER

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



**How About This For Profit?**

A case of 3 dozen Mapleine laid down in your town costs \$15.30. And this \$15.30 investment clears you \$6.30. Pretty good, don't you think?

**Mapleine**

This maple-tasting flavoring is a real treat for maple loving people. Tell customers about the good things it holds in store for them and these 36 bottles will melt from your shelves.

It's money in your pocket to stock Mapleine and display it. Order of your jobber or

**F. E. Robson & Co., 25 Front St. East, Toronto**  
**Mason & Hickey Box 2949 - Winnipeg**  
 M-578



**BONNE SANTÉ**  
 THE NEW SELF-RISING FLOUR

For Making  
 All Kinds of Cakes, Pies,  
 Croquettes, etc.

Finest Package on the Market

**Bonne Sante Products Ltd.**

AGENTS WANTED

9 Iberville St. Montreal

**S & M**

**The Cream of Chocolates**

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

**TURKISH DELIGHT S.&M. Brand**

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

WRITE US FOR PRICES  
 Sole Canadian Distributors

**Dominion Sales Company**

229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie  
 Halifax, N.S.  
 Reliance Agency  
 St. John's, Newfoundland

L. E. Whittaker  
 St. John, N.B.  
 Chadwick & Co.  
 Toronto, On

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

**LEMON BROS.**

OWEN SOUND - ONTARIO

10-lb. tins, 1/2 doz. in case... 6 35  
 20-lb. tins, 1/4 doz. in case... 7 60  
 (5, 10, and 20-lb. tins have wire handles.)

**GELATINE**

Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 00

**INFANTS' FOOD**

**MAGOR, SON & CO., LTD.**

Robinson's Patent Barley— Doz.

1-lb. .... 2 35

1/2-lb. .... 1 35

Robinson's Patent Groats—

1-lb. .... 2 35

1/2-lb. .... 1 35

**BLUE**

Keen's Oxford, per lb. .... 0 27

In cases, 12 12-lb. boxes to case 0 27

**NUGGET POLISHES**

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each ..... \$1 25

White Cleaner (liquid) ..... \$2 06

Card Outfits — Black, Tan, Toney Red, Dark Brown... 4 80

Metal Outfits — Black, Tan, Toney Red, Dark Brown... 5 60

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED**

Black Watch, 10s, lb. .... \$1 20

Bobs, 12s ..... 1 18

Currency, 12s ..... 1 18

Stag Bar, 9s, boxes, 6 lb. .... 1 08

Pay Roll, thick bars ..... 1 30

Pay Roll, plugs, 10s, 6-lb. 1/4 caddies ..... 1 26

Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. .... 1 25

Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes ..... 1 30

Forest and Stream, tins, 9s, 2-lb. cartons ..... 1 44

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins ..... 1 50

Master Workman, 2 lbs. .... 1 25

Master Workman, 4 lbs. .... 1 25

Derby, 9s, 4-lb. boxes ..... 1 30

Old Virginia, 12s ..... 1 70

Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 35

**THE COWAN CO., LTD.**

Sterling Road, Toronto, Ont.

**COCOA AND CHOCOLATE**

**COCOA**

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. .... \$6 25

Perfection, 1/4-lb. tins, doz. .... 1 70

Perfection, 1/2-lb. tins, doz. .... 3 25

Perfection, 10c size, doz. .... 1 25

Perfection, 5-lb. tins, per lb. .... 0 45

Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box doz. .... 5 50

Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. .... 0 30

**UNSWEETENED CHOCOLATE**

Supreme Chocolate, 12-lb. boxes, per lb. .... 0 47

Supreme Chocolate, 10c size, 2 doz. in box, per box .... 2 35

Perfection Chocolate, 10c size, 2 doz. in box, per box .... 2 00

**SWEET CHOCOLATE**

Eagle Chocolate, 1/4s, 6-lb. boxes ..... 0 38

Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case .... 0 38

Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case ..... 0 38

Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case ..... 0 38

Diamond Crown Chocolate, 28 cakes in box ..... 1 30

**CHOCOLATE CONFECTIONS**

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. .... \$0 49

Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49

Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49

Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49

Milk Croquettes, 5-lb. boxes, No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49

Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. .... 0 45

Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. .... 0 45

No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. .... 0 45

No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. .... 0 45

No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. .... 0 42

Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. .... 0 45

Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. .... 0 60

Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. .... 0 60

**NUT MILK CHOCOLATE, ETC.**

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box ..... 2 35

Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box ..... 2 35

Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 6 div. to cake, 24 boxes to case, lb. .... 0 47

Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box ..... 2 45

Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb. .... 0 47

Fruit and Nut Milk Chocolate Slabs, per lb. .... 0 47

Milk Chocolate, Slabs, with Assorted Nuts, per lb. .... 0 47

Plain Milk Chocolate Slabs, per lb. .... 0 47

**MISCELLANEOUS**

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. .... 6 25

Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. .... 3 35

Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. .... 6 25

Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. .... 3 35

Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. .... 4 50

Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. .... 4 50

Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box ..... 2 05

Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box ..... 2 05

Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box ..... 2 05

Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross ..... 1 15

20-1c Milk Chocolate Sticks, 60 boxes in case ..... 0 80

**6c LINES**

Filbert Nut Bars, 24 in box, 60 boxes in case, per box... \$0 95

Almond Nut Bars, 24 in box, 50 boxes in case, per box... 0 95

Ginger Bars, 24 in box, 60 boxes in case, per box... 0 95

Fruit Bars, 24 in box, 60 boxes in case, per box... 0 95

Active Service Bars, 24 in box, 60 boxes in case, per box... 0 95

Victory Bars, 24 in box, 60 boxes in case, per box... 0 95

Queen's Dessert Bars, 24 in box, 60 boxes in case, per box... 0 95

Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box... 0 95

Royal Milk Cakes, 24 in box, 50 boxes in case, per box... 1 00

Cream Bars, 24 in box, 50 boxes in case, per box... 0 95

We pack an assorted case of 60 boxes of bars.

**Maple Buds—**

6c display boxes ..... 1 00

6c pyramid packages, 4 doz. in box ..... 1 00

6c glassine envelopes, per box ..... 1 00

Queen's Dessert, 10c cakes, 24 cakes in box, per box .... 2 00

**W. K. KELLOGG CEREAL CO.**

Battle Creek, Mich. Toronto, Canada.

**The Waxtite Line**

Kellogg's Toasted Corn Flakes 4 15

Kellogg's Toasted Corn Flakes Ind. .... 2 00

Kellogg's Shredded Krumbles 4 85

Kellogg's Shredded Krumbles, Ind. .... 2 00

Kellogg's Krumbled Bran .... 2 25

Kellogg's Krumbled Bran, Ind. .... 2 00

**BRODIE & HARVIES, LTD.**

14 Bleury St., Montreal.

XXX Self-Rising Flour, 5 lbs. packages, doz. .... \$6 40

Do., 3 lbs. .... 3 24

Superb Self-Rising Flour, 6 lbs. .... 6 20

Do., 3 lbs. .... 3 15

Crescent Self-Rising Flour, 6 lbs. .... 6 30

Do., 3 lbs. .... 3 20

Perfection Rolled Oats (55 cc) 6 00

Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pkgs., doz. .... 1 00

## Pink Meats

OUR FIRST CAR CELEBRATED

### Arizona Pink Meat Cantaloupes

WILL ARRIVE THIS WEEK

ALSO HEAVY ARRIVALS

California Pears, Grapes,  
Peaches and Plums

Georgia Elberta Peaches in 6 basket  
Crates

Large Red Eating Apples

White & Co., Ltd.  
TORONTO

## CALIFORNIA FRUITS

Peaches Plums Apricots

Cantaloupes Cherries

Now arriving freely—Include some in  
your next order.

### WATERMELONS

Fresh cars every week—Large average.

### NEW POTATOES

Very fine quality and prices right.

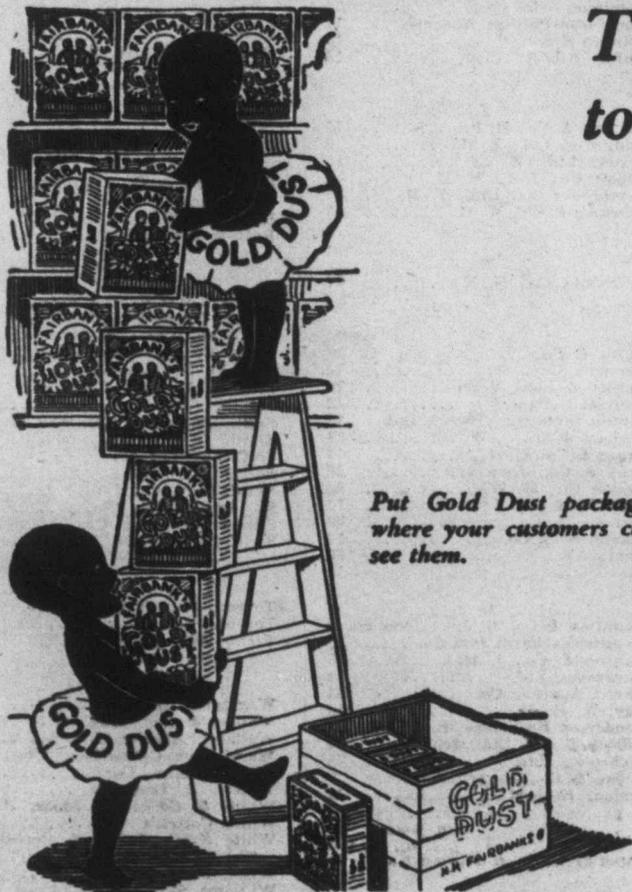
### NEW VERDELLI LEMONS

The good keepers for summer use—  
Order some to-day—Prices will be higher.

*The House of Quality*

**Hugh Walker & Son**

Guelph *Established 1861* Ontario



*The shortest route  
to YOUR order pad*

Gold Dust on your shelves in plain sight means Gold Dust on your order pad. Canadian women, after reading our advertising, need only see it to buy it.

Stocking this Canadian product means good profits for you and a rapid turnover from repeat sales.

**THE N.K. FAIRBANK COMPANY**

LIMITED  
MONTREAL

# HOLBROOKS

Imported  
**WORCESTERSHIRE**  
SAUCE



Made and Bottled in England

A display of **HOLBROOKS** Imported **WORCESTERSHIRE SAUCE** on your counter will be a reminder to your customers—and profit for you. Recommended as a tasty sauce for meats, etc.

Try it!

**Holbrooks, Ltd.**  
Toronto and Vancouver

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# Wanted

## Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

### WANTED

**FOR SALE—GENERAL STORE IN COUNTRY** village. Old-established business. No competition. Turnover 85 to 40 thousand. Truck on road. Average 75 to 100 cases eggs a week. Good country trade. Advancing age reason for selling. Box 200, Canadian Grocer, 153 University Avenue, Toronto, Ont.

**HEAD CLERK IN CHARGE OF LARGE GROCERY** store desires change. Position wanted where chance of advancement can be earned. Am keen buyer, salesman, and specialize in advertisement writing. Age 33. Single. Best references. Apply Box 202, Canadian Grocer, Toronto.

**CLERK WANTED—YOUNG MAN 14 TO 17** years old, general store, no draying, experience not necessary. Apply stating salary expected less board. Ralph D. Munro, Auburn, Ont.

**AGENCY—LARGE EXPORTERS, HIGH CLASS** table delicacies, require energetic representative with first-class credentials for Canada. Liberal commission. Write Box "A.I.P.," c/o Davies Co., 23 Finch Lane, E.C. 3, London, Eng.

**M**ANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

### FOR SALE

**FOR SALE—GENERAL BUSINESS WITH POST** Office. Mostly groceries. Exceptional opportunities. Simcoe County. Apply Box 210, Canadian Grocer, Toronto.



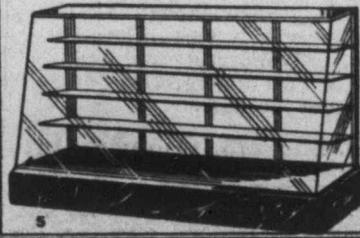
### It Is a Fact

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

**Thomas Lewis Arnett**  
Souris, Man.



### COLLECTIONS

**MANUFACTURERS, WHOLESALERS AND** Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World  
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.
	St. John's, Nfld.

Reputation gained by long years of vigorous, conscientious and successful work.

**C.A. B. Brown** General Manager  
Western Canada  
TORONTO

### 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 doz. \$27.00 per gross.

**PARKE & PARKE, LIMITED**  
Macnah St. & Market Sq., Hamilton, Ont.



**RID-OF-RATS**  
Warm Weather is the Breeding Time for Rats and Mice

**RID-OF-RATS** prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us  
Price, small box—15 cents. \$1.00 per lb. in bulk.

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

# ***Suggestions*** **for Campers' Trade**

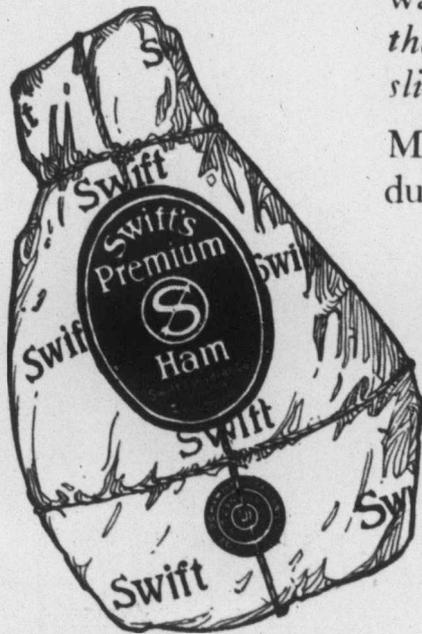
It is not always convenient for campers to obtain a regular supply of fresh meat—nor have they the facilities for keeping it. That is why

# Swift's Premium Ham

meets so many holiday requirements. It keeps well where fresh meat is impracticable, and provides a variety of delightful meals in handy form.

The most profitable way for you to handle hams is to *sell them whole*—this is also the most economical way for consumers to *buy them*—for they can *bake the butt, boil the shank, and broil or fry the centre slices*—without waste to them or you.

Make a prominent display of Swift's Premium Ham during the holiday season—it will pay you.



*Order from our Salesman or Direct*

**Swift Canadian Co.**  
Limited

Toronto      Winnipeg      Edmonton

**80 Years  
Baking  
Better  
Biscuits!**

—  
*Still Going  
Strong!*



**I**T isn't many years back that a customer walked into a store and laconically asked for "a pound of pilot biscuits," and went away quite satisfied with the purchase.

And, truth to tell, "pilot biscuits" *were* pretty much alike in quality those days, differing only in size and thickness.

But the day eventually came when

**HAMILTON'S  
ZEPHYR PILOT BISCUITS**

were perfected as they now are. Here's a pilot that's different—better. Made with best creamery butter, thinner, flaky, more crispy and golden brown in color. Zephyr is the most palate-pleasing pilot of them all. Sales are growing nicely.

*If you are looking for a real pilot biscuit for your trade—just write us.*

**C. J. HAMILTON & SONS**

*Baking Biscuits since 1840*

**PICTOU, N.S.**