

**PAGES
MISSING**

Sugar Situation Reviewed

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, JULY 5, 1918

30999

No. 27

Three Good Reasons

for Grocers to sell

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

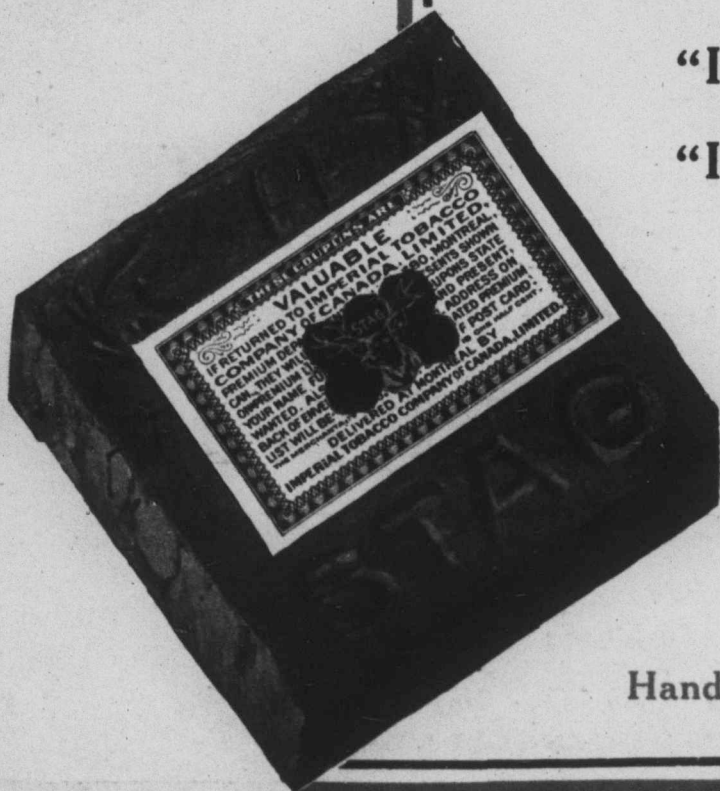
"It pays."

"It satisfies your customers."

"It makes them come back for some more."

The superior quality of STAG is known throughout Canada.

Handled by all the wholesale trade



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



Helps You Sell Other Things

The demand for O-CEDAR POLISH is strong and steady all over Canada. Every woman knows O-Cedar Polish—hosts of women will use *only* it on their fine furniture.

Let these women know you carry it and you will be surprised at the many new customers

Window and Counter Displays and Floor Stands

We have specially prepared for your use an attractive Counter Display—and a handsome and convenient Floor Stand. Ask your jobber for particulars.

O-Cedar Polish

will bring into your store—and more than satisfied with the nice, steady profit at the end of each month—from a line that practically sells itself.

THE CHANNELL CHEMICAL COMPANY, LIMITED
369 Sorauren Avenue, Toronto

**Not how cheap
But how good—**

That's the final test for everything—and it proves up SAPOLIO everytime. You know satisfied customers are your best advertisement—just another reason for

SAPOLIO

CLEANS SCOURS POLISHES

Hand Sapolio (our Sapolio Toilet Soap)
for every day use in Home and Office.

ENOCH MORGAN'S SONS CO., New York, U. S. A.

Agents for Canada—Harold F. Ritchie & Co., Ltd., Toronto, Ont.





“Brother Grocer!
—There’s a line
you can bank on

“You know it, of course. Practically every grocer in Canada is familiar with the neat little package of condensed milk bearing the famous Eagle Brand.

Borden’s
Eagle Brand Condensed Milk

is one of the famous Borden group—with all the quality and all the customer-pleasing goodness that have made the name Borden the synonym of excellence in Condensed Milk Products.

“Keep Eagle Brand Condensed Milk in front. Keep it displayed where your trade cannot help but see it. Suggest and recommend it for general use as well as a safe Milk for Infant Feeding, especially now, when it offers the housewife a practical solution of the Summer milk problem.

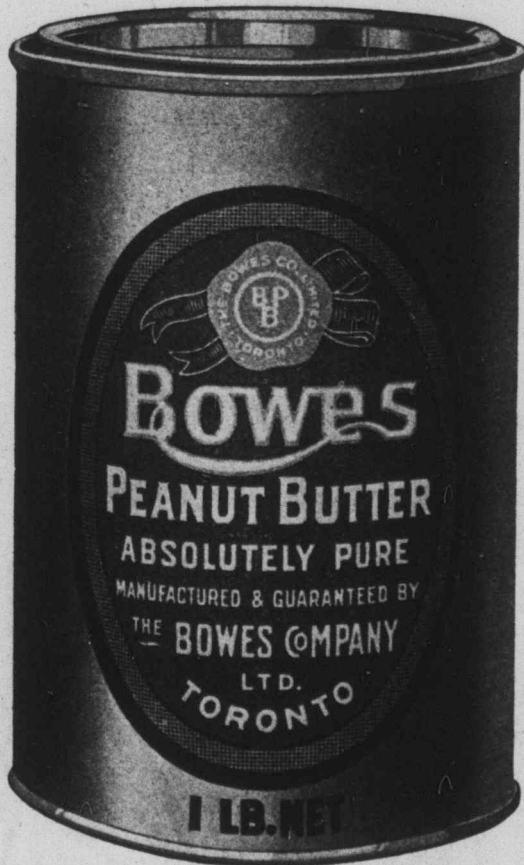
“Every Borden sale will give you a good profit.”

Borden Milk Co., Limited

“Leaders of Quality”

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



SALES INSURANCE

Here's the kind of insurance that every retail man should invest in. And the only policy needed is good buying judgment. It doesn't cost you anything to take out this policy, but it certainly costs you considerable money if you don't use it.

As far as Peanut Butter is concerned, you are indeed well insured against slow sales if you buy BOWES' PEANUT BUTTER—the most popular brand in Canada to-day.

ORDER FROM YOUR JOBBER OR DIRECT

THE BOWES CO., LIMITED
70-76 FRONT STREET EAST
TORONTO

KING GEORGE'S NAVY

CHEWING
TOBACCO

A chewing tobacco with a rich, palatable texture that "puts it across" good with men who like a real satisfying "chew."

After a first purchase the customer keeps coming for more. That is why Rock City is such a profitable line to handle.



Rock City Tobacco Co., Ltd.

SELLING POWER



Mr. Grocer, is a very important factor for your consideration when buying.

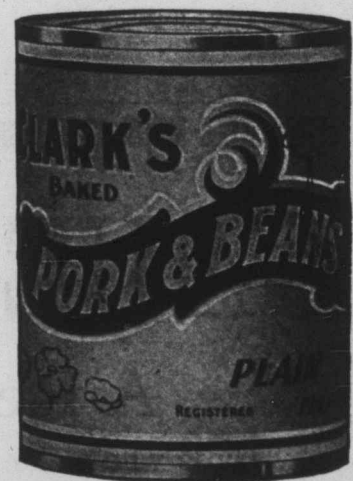
CLARK'S PORK and BEANS

Have

The quality that makes satisfied customers.

The name that guarantees.

The popularity which makes easy sales.



BUY NOW.

Canada Food Board
License No. 14-216

W. CLARK LTD.



MONTREAL



**This Trade-Mark
Means More Dollars
For Dealers**

THE Little Lord Fauntleroy trade-mark—registered—means dollars for you because the Canadian public have tried, tested and found out that it represents quality and stands for the highest achievement in the art of biscuit-making.

Dealers everywhere are proud to be identified with McCormick's Jersey Cream Sodas because it means absolute customer-satisfaction and repeat sales—and profits.

And, remember, our continuous newspaper advertising maintains and increases the demand for these good Sodas.

The McCormick Mfg. Co. Limited

General Offices and Factory: London, Canada. Branch Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.

Makers also of McCormick's Fancy Biscuits



**McCormick's
JERSEY CREAM Sodas**

Canada Food Board Licenses 11-003, 14-166.



SAUER "The Seal of Quality" KRAUT

A Recent Dispatch Reads

"Those who make free use of Kraut will be performing a patriotic service by stimulating a greater use of cabbage and thus saving staple foods needed abroad."

See article on page 30 with regard to the value of Sauer Kraut in the Diet.

SIMCOE BRAND KRAUT can be bought from your wholesaler at very reasonable prices. Place your order with traveller without delay.

Dominion Canners Ltd., Hamilton, Ont.

This
Strawberry
Jam
is
De Luxe



WAGSTAFFE'S

STRAWBERRY JAM

1918 PACK

NOW READY FOR DELIVERY

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

CARRYING CAPACITY

Just what the
Grocer

Needs in His Motor
Delivery Body. There's
Plenty of Space and
Load Capacity in the



Babcock Commercial Bodies

WHAT load will it carry? This question is asked by every enquirer after Commercial Bodies. The carrying capacity depends on the body. The heavy body means a smaller load; the light body means greater capacity for goods. The less total weight of the body, the greater the weight that can be used in the load. The Babcock Commercial Body is one-third lighter than the ordinary Commercial Body; therefore, by equipping your motor with a Babcock Body, you can add that much more weight to the load that safety and speed will allow.

Exactly Suited to the Delivery of Groceries

Our style No. 1, the Open Express, and our style No. 2, with a canopy top, represent the popular styles for delivery motors. The Canopy top is quickly put on and has side curtains to use in inclement weather. The bodies are rigid and strong, with foundation of steel. The patented method of mounting prevents racking and weaving and makes the Babcock the most durable and economical body on the market.

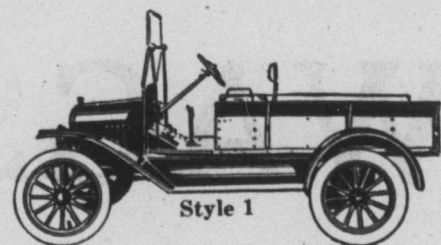
Write for Illustrated Folder and Prices

AGENTS WANTED—Write for Terms

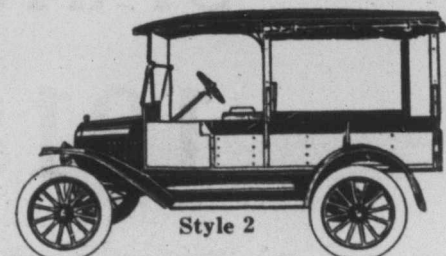
CARRIAGE FACTORIES, LIMITED

Head Office: Excelsior Life Bldg., TORONTO. Sales Offices: Montreal, Toronto, Winnipeg

MADE IN CANADA



Style 1



Style 2

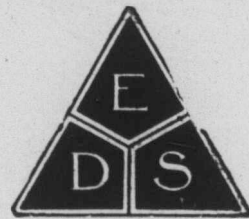
1918 Pack Ready Now

“E. D. S.”
Strawberry
Jam



*The E.D.S. Label
 guarantees the
 quality.*

This season's pack has never been surpassed for quality. Order a case to-day, and we know your repeat order will follow quickly. We are justly proud of this season's pack of strawberry jam.



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

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.)

HAMILTON

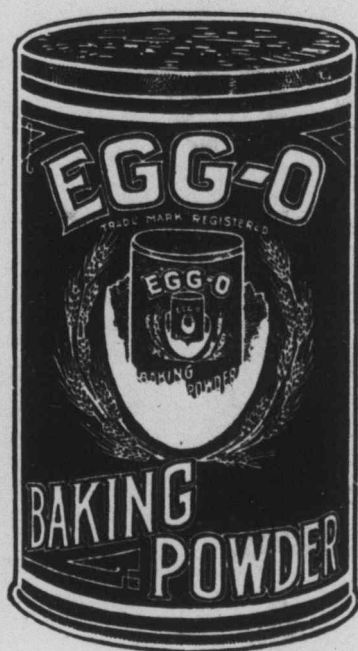
Shipment, new pack, Choice Red Spring Salmon, 48 1-lb. tall tins, due in ten to fifteen days.

This is part of a limited early pack. Get your orders in for your summer trade before it is cleaned up. One-lb Red Salmon is almost unobtainable.

BRISTOL, SOMERVILLE & CO.

Canadian Food Control License No. 6-058

WHOLESALE GROCERS



It is no wonder that EGG-O is such a favorite

Egg-O—the Baking Powder that gives excellent results, whether used with sweet milk, sour milk, buttermilk or water.

Egg-O—the Baking Powder that not only set the standard for Quality, but for Economy as well. (Less **Egg-O** is required than of any other baking powder.)

Egg-O—the Baking Powder we guarantee, not only in the tin, but in the baking.

Show **Egg-O** on your shelves, counter and in your window displays. It is the Baking Powder of repeat sales and good wide profits.

Egg-O Baking Powder Co., Limited

HAMILTON, CANADA

Furnivall's
FINE
FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

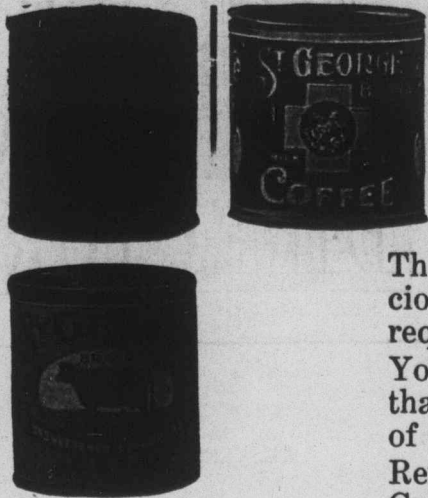
Let Furnivall's be the dominant feature of your jam displays this season.

The Furnivall quality reputation will mean a good deal to you in bigger sales.

And the Furnivall profit margin is particularly good.

FURNIVALL-NEW, Limited

HAMILTON, CANADA



Malcolm selling qualities are everything that you could wish for

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

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

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

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

THE MALCOLM CONDENSING CO., LIMITED

The All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

Mr. George Washington of New York Says

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

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

Everybody likes

CHICKEN A LA KING Blue Seal Brand

To every lover of quality Chicken a la King has a strong and lasting appeal.

It is a delicious line, a convenient, wholesome, easily-prepared delicacy, one that every grocer will find easy to sell and one that leaves a sizeable profit from every sale.

Get a trial supply of Chicken a la King and be convinced.

E. W. Jeffress, Limited
WALKERVILLE, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

MANUFACTURERS:

Do you require first class representation? Write us. Satisfaction guaranteed.

GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers

402 Chamber of Commerce
Winnipeg - Manitoba

We will push your product in the West

Get the very best results from this prosperous field by letting us represent your interests right on the spot.

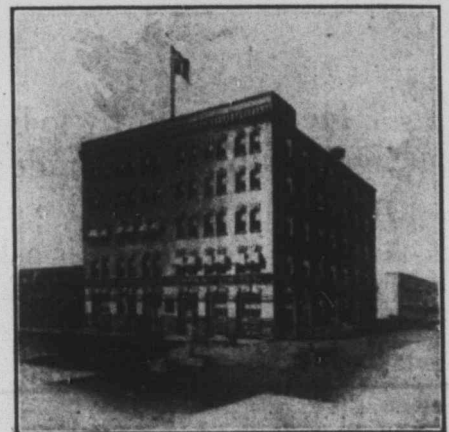
Twelve aggressive men (nine doing retail work exclusively) guarantee you rapid results.

Full particulars without any obligation from

SCOTT-BATHGATE CO., LTD.

Wholesale Grocery Brokers and Manufacturers' Agents

140 Notre Dame Ave. E., WINNIPEG



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WHOLESALE GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

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

Est. 1907. Write us.
Correspondence Solicited.

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

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

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

F. D. COCKBURN CO.
WINNIPEG

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG

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

C. & J. JONES
WINNIPEG - VANCOUVER

*Wholesale Commission Brokers
and Importers*

During the fifteen years we have been
on this Western market, we have built
up a big business with European manu-
facturers. We give the same attention
to Canadian and American manu-
facturers. Write for details of our service.

**205 CURRY BUILDING
WINNIPEG**

Williams Storage Co.
WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

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

Warehouse Space To Rent

We have to rent in our Calgary warehouse two floors 50 x 110,
and two floors in our Edmonton warehouse 50 x 120. These
warehouses are located in the centre of the wholesale district,
are of finest mill construction, and are equipped with two
elevators. Lowest rate of insurance and good loading and
trackage facilities. If you require warehouse space in Calgary
or Edmonton, write our offices at these points.

DONALD H. BAIN Co.

Wholesale Commission Merchants and Brokers

WINNIPEG

Head Office

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

*Live sales forces at each of the above points. Fully equipped offices and warehouses. We are in an unexcelled position
to handle storage and consignments, and to look after the distribution of cars.*

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.

ONTARIO

DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties

H. W. Ackerman

BELLEVILLE

ONTARIO

Maclure & Langley, Limited

Manufacturers' Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

W. F. ELLIOT

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

FORT WILLIAM, ONT.

Established 1909.

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

"We cover Canada 3 times a year."

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Coffee, Its History Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and
Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department.
143-153 University Avenue, Toronto.

Rangoon Beans on Spot

Write us for Quotations

W. H. MILLMAN & SONS

Grocery Brokers
TORONTO

TO

Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

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.

QUEBEC

Complete Trade Connection.

JOHN E. TURTON

Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.

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

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

J. R. GENEST

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

FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.

Montreal, P.Q.

Grocery and Chemical Brokers
Commission Agents

Do you require representation in
New Brunswick?

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co.,
Ltd., Halifax, N.S.; W. C. Macdonald,
Regd., Montreal, P.Q.

GAETZ & CO.

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

Just try
how
MacKay's
will sell

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

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever.

Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

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

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

John MacKay Co., Limited
BOWMANVILLE, ONT.



IT'S THE REAL MACKAY

Do good
profits
interest you?

Then show Marsh's Grape Juice in your displays. It's a lively seller and the margin is good.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd.,
Ontario.

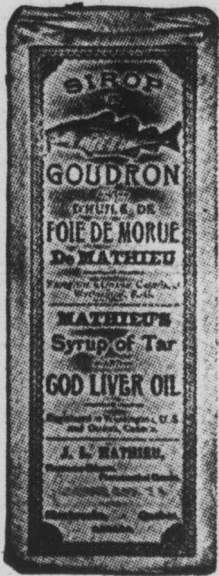
Rose & Laflamme, Ltd.,
Montreal, Que.



Recommend these profit makers

You can do so confident that the excellent good qualities of

Mathieu's Nervine Powders and Syrup of Tar



will give your customers that satisfaction which means repeat sales and good profits. The Mathieu lines are dependable remedies. Their reputation will be a big factor in netting you good sales and securing you more customer satisfaction.

J. L. MATHIEU
COMPANY
Sherbrooke Quebec



Millions Know This SUN-MAID Package

Sun-Maid Raisin advertising has taught women to use more raisins than ever before. Every Sun-Maid magazine advertisement is read by millions of women. And each advertisement tells these women how they can use raisins to save sugar, to improve plain foods, to give added food value. Also, our ads now show colors and design of the Sun-Maid package.



Let the Women See It

The moral is plain: Carry on our strong, selling talk by displaying Sun-Maid Raisins.

SUN-MAID RAISINS

Three varieties of Sun-Maid Raisins: Sun-Maid Seeded (seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem).

California Associated Raisin Co.

Membership, 9,000 Growers
Fresno, California

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

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

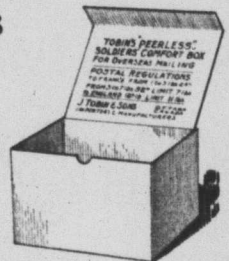
R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. - MONTREAL

DONALD H. BAIN CO.
A GENTS FOR THE CANADIAN NORTH-WEST

Tobin's "Peerless" Soldiers' Comfort Boxes

FOR OVERSEAS MAILING
7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.



J. TOBIN & SONS (Sons on Active Service)
Ottawa, Canada

"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small, condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our case.

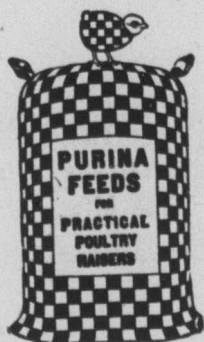
Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

We will give \$5.00 in Cash to
 the Clerk making the best
 window display of

PURINA POULTRY FEEDS



THE Chicken Chowder Club is creating new business for many grocers throughout the country. A poultry feed department properly handled will show a neat profit.

TO encourage both grocers and general merchants to push Purina Poultry Feeds we are offering special prizes to the dealers and their clerks as follows:

TO the dealer turning in the most coupons from circulars, which fully explain the aims of the C.C.C., we will give 100 lbs. Purina Chicken Chowder and 100 lbs. Purina Scratch Feed.

TO the clerk making the best window display \$5.00 in cash. All necessary advertising matter for window trim sent prepaid upon request.



Write in at once for full particulars. Be amongst the progressive dealers who are reaping the benefits of our national advertising campaign.

The Chisholm Milling Company, Limited
 TORONTO, CANADA

 THE CHISHOLM MILLING CO., LIMITED,
 Toronto.

I am interested in the Chicken Chowder Club and would ask you to forward full particulars regarding contest.

Name.....

Address.....

The Profit Is Good



Babbitt's Cleanser is a line that every grocer will find worth while keeping well to the front. Active selling and generous profits invariably result from a Babbitt display. Good housewives everywhere are convinced by experience that there is absolutely no better Cleanser than Babbitt's, and they like to deal with the grocer who features articles of such outstanding value.

Premiums Given for the Trade-Marks.

WM. H. DUNN
Limited

General Representatives
for Canada

MONTREAL

Dunn-Hortop, Ltd.,
TORONTO

Special Agents



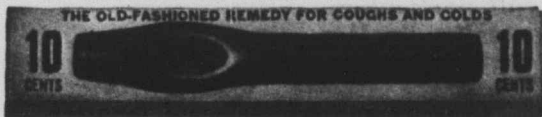
The whole-hearted confidence of your customers

can be secured and turned to good account by selling them Barnes' Grape Juice—the temperance drink that satisfies the most critical.

Barnes' is a Pure Concord.

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

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

National Licorice Company
MONTREAL

Purity TABLE SALT



No Better Salt for Table or Dairy

THE way Purity Salt is made—the modern sanitary vacuum plant and the staff of highly skilled workmen—is a guarantee of that absolute purity which has made this seasoner a strong favorite with particular housewives.

Purity Table Salt is a line worth pushing regularly.



**THE WESTERN SALT
CO. LIMITED**
COURTRIGHT
ONT.

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

MADE IN MEDICINE HAT

PERFECTION SANITARY COOLER

Best on the Market.



Crated weight, 60 lbs.

Complete with Ice Chamber, Cover and Nickel Plated Faucet,
made of the best glazed stoneware. Price \$5.00.

Medalta Stoneware, Limited - Medicine Hat, Alta.

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

L. S. Marshall of Simcoe

MR. MARSHALL is back in the grocery business. When he had made up his mind to return to this field of service he remembered CANADIAN GROCER and wanted the help of its advertising columns. This is the letter which Mr. Marshall wrote on January 6, 1918:

I would be favored to receive a sample copy of CANADIAN GROCER. I was a subscriber for this magazine years ago, but have been out of business for some time, but I am going in business again and wanted to see some lines advertised in CANADIAN GROCER. Wish to say I will have CANADIAN GROCER forwarded soon as ready for same.

(Signed) L. S. MARSHALL.

This letter is representative of literally hundreds of letters that have been received by us from men or firms interested to know who supply certain needed lines of merchandise. Yet these men or firms who write us are but a fraction in point of number of those who consult regularly and faithfully the advertising columns of the specialized business papers to which they subscribe.

It is a common and obvious practice for retailers to go through the advertising pages to note what is offered, and if a traveller is expected, on his arrival to place orders for new lines or special lines advertised. Not infrequently retailers communicate directly and immediately with the advertiser to have shipped the goods advertised.

This habit of scanning the advertising pages in quest of needed merchandise has received a fillip of late—this since goods are scarce, and travellers are fewer, and calls on hard-to-reach places or firms are not as regular as formerly. Which means that advertising is revealing its

usefulness and value nowadays to an unusual extent.

Getting back to the Marshall letter: It indicates a common occurrence; men going into business unknown to wholesalers and manufacturers, and who may get their first knowledge in the form of an order or enquiry by mail. Connections early established are likely to endure. Also there are always those who are contemplating going into business on their own account—travellers, clerks and other classes of employed men. It is worth while to be well and favorably known to these men in the day of their beginnings. Publicity makes friends.

Now here are five first-class retailers' newspapers, and the figures of cost if you would like to use them:

	Issues per year	Minimum price for page space	Cost for a year's advertising
Dry Goods Review	12	\$35	\$ 420
Men's Wear Review	12	30	360
Canadian Grocer	52	24	1,248
Hardware and Metal	52	24	1,248
Bookseller and Stationer.....	12	25	300
Sanitary Engineer	24	16.70	400

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

The MacLean Publishing Co., Limited, Toronto, Canada
 Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

Wheat Flour Substitutes

Quaker Oats

Tillson's Oats

Tillson's Scotch Fine Cut Oatmeal

Quaker Best Cornmeal

Quaker Toasted Corn Flakes

Puffed Rice

Tillson's Scotch Health Bran

Supplies of the above are to-day readily available from your wholesaler.

The requirements of the substitute regulation just issued by the Canada Food Board make it essential for you to have a good stock of substitutes on hand by the 15th of this month.

Order now—it you should have any difficulty in readily securing supplies of Quaker products take it up with us direct, and we will make a special effort to fill your requirements by the 15th of July.

THE QUAKER OAT COMPANY

London Neepawa Peterborough Saskatoon

CANADA

National Tariff Commission Proposed to Consolidate Canadian Prosperity

“UNTIL the tariff question is taken out of politics Canada is in danger of being divided into two camps. Over the question of high tariff or low tariff two great groups of the builders of Canadian prosperity hold different views. Manufacturers and farmers of the Dominion are divided on this vital matter and business men, wholesalers, retailers, and others who are neither manufacturers nor farmers are closely concerned.”

Constructive Plan to Bridge Perilous Gulf

“The difficulty,” says THE FINANCIAL POST, “is that the gulf between the opposing interests is being widened by the very efforts which have been planned to bring them together. It has been proposed that there be a conference of Eastern and Western interests at which the matter may be talked over in a business way. . . . Such a conference will avail little if there is not set down for consideration some definite constructive policy. . . . THE POST’S idea is to have the Government appoint a commission of, say, seven members, two to represent the agricultural or low tariff interests, two to represent manufacturing or high tariff interests, two to represent workmen, with the chairmanship in the hands of an independent authority. . . .”

An Editorial Feature of an Outstanding Issue

These brief quotations from the leading article in the Annual Government and Municipal Number of THE FINANCIAL POST now on sale give but a glimpse into an immensely important contribution to Canadian business plans for after-the-war prosperity. Read this powerful editorial in its proper setting amongst the vitally important business news of the Dominion at date—June 29th—dealt with under such heads as these:—

- Transcontinental Freight Rates to Advance Aug. 1st**
- Canada’s Outlook For New Capital From the United States**
- New Company Created to Operate the Ross Rifle Factory**
- Dry Weather Has Lowered Expectations as to the Crops**
- Farmers Accused of Gambling in Western Land Values**
- New Rules Now Govern Sales of Dominion Lands**
- Life Insurance as a Factor of Business Life**
- Remuneration Justified For Selling Victory Bonds**

These are only a few of the principal subjects of articles in this issue apart from the comprehensive special matter it contains on the resources and financial standing of the Dominion, the Provinces and municipalities with all important factors bearing upon Canada’s economic position at present. This issue of THE FINANCIAL POST OF CANADA is one to send for and keep. Write to-day for a copy of it, and decide at the same time to have a subscription to THE POST which costs \$3.00 a year, and which as an investment will richly pay you. Use this form, or just sign it and pin your letterhead to it.

Annual Subscription \$3.00.
THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber to THE FINANCIAL POST OF CANADA, commencing with current issue. I enclose (will forward) \$3.00 to pay for my subscription for the first year, or you may draw on me for this amount.

C.G. 7-A.

Name

Address

(Please write plainly)

A Time-Tested Product Is A Safe One To Make A Leader

Red Rose Tea
has had 24 years
of success



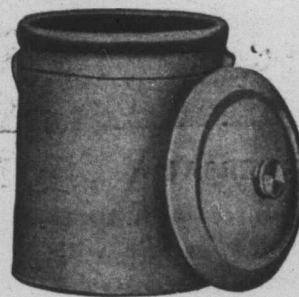
WETHEY'S

Orange
Marmalade

excels
all others

Winter Butter and Eggs at Summer Prices!

By using our stone crocks the housewife can preserve big quantities of Butter, Eggs, Fruits and vegetables and so reduce the household expenses during the "high price" months.



Tall Butter Jars

With or Without Covers
¼ gal. to 6 gal. at 15c
per gal.

Draw her attention to this big saving and keep a few of these useful pottery lines always displayed. There's good profit in them for you.

The Toronto Pottery Co., Limited

617-618 Dominion Bank Bldg., King and Yonge

TORONTO



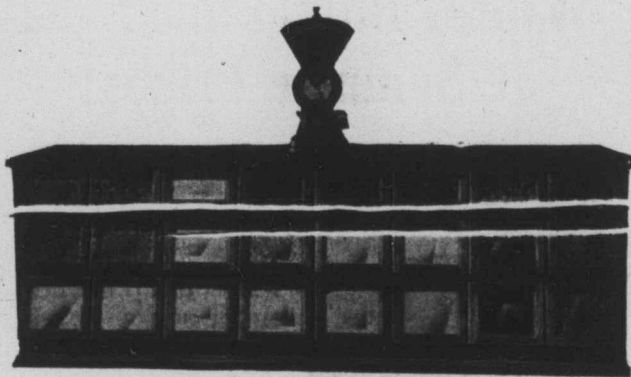
This Show Card will make sales for you

It will remind your customers that you are selling the famous Colman-Keen quality products.

They know the Colman-Keen lines. It just needs a neat reminder like this to increase your sales.

We'll be glad to send you one—charges prepaid.

MAGOR, SON and COMPANY, LIMITED
30 CHURCH ST., TORONTO Agents for the Dominion 191 ST. PAUL ST. W., MONTREAL



No. 3 UNIVERSAL

A Walker Bin Counter with three rows of bevel display in line with vision.

The glass in top row 4" x 10"; middle row 6" x 10"; lower 8" x 10", giving assorted displays of small capacity, affording a maximum display with minimum stock.

Listen, Mr. Grocer

How does a proposition appeal to you that would enable you to serve more customers and serve them more acceptably with a staff reduced in the proportion of one man out of every four?

If such a proposition interests you, write to-day for particulars of the WALKER BIN LABOR-SAVING STORE EQUIPMENT. For Walker Bin Equipment will do this for you, just as it is doing it for other dealers all over Canada.

And, remember—you've got to cope with the help scarcity—the Man Famine—that is growing daily. Don't try to solve the problem with the lumber shelves and counters of 100 years ago. It can't be done.

Send us the measurements of your store and we'll forward sketches of suitable fixtures, catalog, etc.

And there's no obligation, even if you decide to do nothing.

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

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

CANADIAN GROCER

Vol. XXXII.

TORONTO, JULY 5, 1918

No. 27

Sugar Rationing a Possibility

United States Has Set a Ration of 1½ Ounces a Day—Will Similar Action be Necessary in Canada?—Food Board Points Out That Greater Conservation is Necessary if Situation is to be Met—Using Brown Sugar Will Help

THE very drastic curtailment in the consumption of sugar just announced in the United States is more or less a prophecy of what may eventually occur here unless other methods of conservation prove effective. The new order given out by Herbert Hoover, the United States Food Controller, restricts the consumption to one and one-half ounces of sugar a day for each individual during the next six months. This is approximately one teaspoonful of sugar at each meal.

The reasons given for these restrictions are a shortage in the sugar crop in that country, together with the absence of merchant vessels to import hundreds of thousands of tons of sugar from the Philippine Islands, Java, Hawaii and other sugar-producing countries. All these conditions apply equally against Canada, and there is little likelihood that Canada will be supplied with surplus sugar in the face of these American restrictions. The United States has her own shipping to depend on while Canada is dependent on ships released by the Admiralty for this purpose. Some ships have been devoted to this trade, but of late this privilege has been curtailed.

Sugar Curtailment Must Be More Substantial

As yet no action has been taken in Canada, though a significant statement appears in a recent item from the Canada Food Board, urging further voluntary curtailment in the use of sugar if sufficient supplies are to be made available to care for the demand for canning. This notice points out that the curtailment must be of a substantial nature. The Food Board on this statement enumerates the means taken to conserve the sugar supply, and adds that these measures have been fully as effective as was expected. The statement continues:

"Further restrictions of the use of sugar in those industries which are of less importance are being considered, but the board is appealing to private citizens to do their utmost to reduce the consumption of sugar in the homes.

"Submarine activities, increased demands from Europe and other develop-

ments," the report goes on, "emphasize the necessity for handling our sugar supply with the utmost care and curtailing unnecessary uses. It is apparent that conservation on a greater scale than was expected will be necessary in order to meet the sugar situation and to build up a sufficient reserve."

The General Situation

A recent Willett and Gray report states that the arrivals of raws at Atlantic ports are fairly full, amounting to 56,373 tons, which with meltings of 60,000 tons leaves a stock of 76,711. Receipts at shipping points as is not unusual at this time of year showed a considerable falling off owing to the fact that 17 centrals have stopped grinding. The total outrun of these 17 centrals is 51,900 bags short of the 1917 crop estimate.

The Canadian Trade

In commenting on the Canadian sugar situation the "Sugar Trade Journal" states:

"According to official advices the sugar situation so far as Canada is concerned is largely in the hands of the public itself. Transportation conditions have been bad, but with the restrictions which have been imposed by the Canada Food Board on bakers, confectioners, eating places, candy manufacturers and on private households, so far as the use of cane sugar in icings on cakes and the making of candy for private consumption is concerned, a very large saving will be effected. If this saving be increased by all possible economies in private households and by curtailed consumption of candy, it is certain that there will be a sufficient supply of sugar for the canning and preserving season. The Food Board has been successful recently in securing ships to carry raw sugar to Canada and these supplies have definitely improved the situation. With continued care, there is now no danger of anything in the nature of a sugar famine and, if the public will do its share, there will be no shortage for the canning and preserving season. Continued economies are necessary, however, and the Food Board's regulations must be strictly observed.

Canada's Sugar Ration

"The International Sugar Committee of New York and the Royal Sugar Commission of London, working in co-operation, virtually control the raw sugar of the world. The International Sugar Committee allocated to Canada this year 320,000 tons, as against 400,000 tons last year. Our exports of refined sugar last year amounted to about 55,000 tons, so that the net shortage for Canadian consumption amounted to about 25,000 tons, or approximately six per cent. The International Sugar Committee, however, expected to be able to allocate an additional 70,000 tons to Canada, which would have given a net surplus over last year of 45,000 tons.

"Transportation difficulties became unexpectedly acute, and sugar receipts in Canada fell far below schedule. Arrangements were almost completed for ships to bring raw sugar direct to Canada, but these had to be dropped. This combination of transportation difficulties made necessary the restrictions imposed during recent weeks by the Canada Food Board. They will have the effect of building up a reserve stock for the canning and preserving period. To accomplish this to the extent that is desired, so that no part of our fruit or vegetable crop this year may be lost on account of shortage of sugar, requires the intelligent co-operation of the public, especially of private homes."

Transportation the Vital Point

As the above question shows there is a possibility of an extra allocation that would give Canada an increase of 45,000 tons instead of a deficit of 25,000 tons on last year's consumption, but it is a simpler matter to allocate supplies than to secure them. With normal shipping conditions the amount of sugar allocated to Canada would provide ample supplies without any great necessity for curtailments. It is not the matter of actual available sugar supply but of transportation and that is a serious factor that is not likely to improve for some time to come.

The pinch is already being felt by some refiners, who have had to close down temporarily through shortage of

raws. Supplies are coming forward but at irregular intervals which makes the operations of the refiners very difficult indeed. The main difficulty is of course in regard to granulated sugars. These are the grades in greatest demand, and the grades that will be in demand for the canning season. There are comparatively heavy stocks of brown in the hands of refiners and jobbers. Much might be done to assist matters by the grocer fostering the trade for brown sugars as opposed to granulated. Jobbers are now required to buy one bag of brown in every three bags of sugar. This is a reasonable proportion for the retailer to set before him, and to keep this proportion, or even heavier proportions of browns moving through the trade would go a long way toward assisting a successful solution of the difficult problem. While these facts are serious enough, there is nothing in them to alarm the merchant. Given reasonable measures of conservation by the public in general and co-operation by the retail merchants generally it may be possible to tide over the situation without adopting the severe measures imposed in the United States. It is a matter that is dependent largely on the merchants of Canada.

The Right of Entry and Search

Large Powers Given to Food Board Officials Under New Order to Make Administration of the Anti-Hoarding Order Effective

BY an order just passed the Canada Food Board is now empowered to enter and search any premises where they have reason to believe that unwarranted quantities of food are stored. This new law should effectively

do away with the hoarding practised by many householders.

The order provides as follows:

Any person duly authorized by the Food Board, who has reason to suspect that any building, vessel, vehicle, receptacle or place contains any food or food-stuffs in excess of the quantities prescribed by law, or who has reason to suspect that any offence against the regulation of the Canada Food Board is being, or has been committed, upon or within such premises, may enter the latter at any time of the day for purposes of examination, search and inspection.

Any Justice who is satisfied that there is reasonable ground for believing that food in excess of the legal allowance is held, or that there is anything in such premises which would afford evidence as to the commission of any such offence, may issue a warrant authorizing search and seizure.

Failure to Permit Search Constitutes an Offence

Refusal or failure to admit any person authorized by the Canada Food Board, or any constable or other person acting under the search warrant issued by any Justice, or any attempt to obstruct the entrance of any duly authorized person, constitutes an offence involving a penalty of not less than twenty-five dollars and up to one thousand dollars, or imprisonment for three months, or both fine and imprisonment.

When any person is charged with any violation of any of the food regulations, the burden of proving that food held by him or under his control is not held contrary to or in excess of the quantities prescribed by law shall be upon the person charged.

A penalty of from one hundred to one thousand dollars, or imprisonment, or both fine and imprisonment, are provided for violation of the new regulations.

TOO FAST FOR HIM

It was a wizened little man who appeared before the judge and charged his wife with cruel and abusive treatment. His better half was a big, square-jawed woman, with a determined eye.

"In the first place, where did you meet this woman who has treated you so dreadfully?" asked the judge.

"Well," replied the little man, making a brave attempt to glare defiantly at his wife, "I never did meet her. She just kind of overtook me."

LICENSES FOR ICE CREAM SALES

Many requests have been made for information on the licenses necessary for any merchant who is handling ice cream. The Canada Food Board in answer to enquiries on the subject states that every merchant selling ice cream comes under the order relating to Public Eating Places, Section C., and requires an eating house license in addition to his Retail Grocer's License. The minimum fee in this class is \$5.00.

Coffee Due For Sharp Advance

Unusual Conditions on Primary Markets Materially Decrease Supplies, and Every Indication Points to an Almost Immediate Advance

THE report just to hand of serious frosts in Brazil, that have materially curtailed the crop in that country, will have a material effect on the coffee situation in this country. Brazilian coffees are by far the largest element in the Canadian coffee trade, and any variation in the supply and consequent price advances are certain to affect conditions here in the very near future.

Evidently the frost reported is of a serious nature, and must have had a very serious effect on the crop prospects. The sensational nature of the movement on the Brazilian market, when spot stocks advanced from \$2 to \$2.50 a bag, or roughly 2c a pound on green coffees, is a very good evidence that conditions are of a fairly serious nature.

British Government Take Entire Jamaican Crop

Coming on the head of this report is another announcing that the British Government had taken over the whole of the Jamaican coffee crop, and that all offers on this crop were consequently withdrawn. This will also seriously affect Canada, as Jamaican coffee came in under a preferential tariff and was consequently in demand. There has been a great eagerness displayed by coffee men in Jamaica to find a market for the crop here, and as a result the withdrawal of the whole crop from the open market comes as a good deal of a surprise.

These circumstances have resulted in a

very uncertain feeling in the coffee market; all quotations have been withdrawn by primary houses pending developments. There is no question of a doubt, however, as to the effect these conditions will have on the Canadian coffee trade. They will entail an increase of from two to three cents a pound on bulk for all staple coffees. As present stocks of coffee held in Canada are very light indeed there is every likelihood that this advance will become operative almost immediately.

CANADA'S GROWING CANNED GOODS IMPORTS

Figures Showing How Canada's Imports of Canned and Preserved Goods Have Nearly Trebled During the Past Three Years

Canada's importations of canned products during the past three years has been a substantial and growing item, as will readily be seen by reference to the figures given below relative to the importation of canned fruits, jams, jellies, preserves and canned vegetables for the years ending March 31, 1916-17-18. Practically all of these goods are also manufactured by Canadian firms.

	Quantity in pounds	Value	Quantity in pounds	Value	Quantity in pounds	Value
Fruits	4,249,482	\$251,536	9,597,644	\$ 611,225	7,830,379	\$ 677,270
Jellies, Jams and Preserves	2,211,781	208,647	1,273,019	150,417	220,143	36,517
Tomatoes and Corn	444,532	26,659	11,466,738	593,006	8,538,932	704,234
Vegetables and Beans	2,591,836	195,028	6,176,932	384,278	6,034,581	526,828
		\$681,870		\$1,738,926		\$1,944,849

U.S. Sets Profit Limit for Grocery Trade

A Fair Profit Basis is Defined by a Definite Series of Percentage on Staple Goods—
How This Novel Legislation Operates — Possibility of Canada
Adopting This Practice

THE United States Food Administration has taken definite action to limit retailers' profits on food stuffs. As rumors have been current for some time, that some action of the kind was contemplated in Canada, and as any such action would in all likelihood follow the United States practice of conservation, a consideration of the American system will be of interest. The limitation will be:

Through the medium of standardized "fair price lists," to be published in practically every county, hamlet, town, and city in the country. By this means Food Administration officials expect to protect the consumer from unreasonable price advances. By bringing prices to a uniform level the Food Administration feel that they will not only protect the average buyer, but will also protect the patriotic merchant who has followed its suggestions from the unscrupulous dealer who has attempted to take advantage of the situation.

Price Interpreting Committees

In every community the Food Administration will establish price-interpreting committees composed of representatives of the wholesalers, retailers, and consumers. This interpreting board will ascertain fair retail prices on the basic commodities that comprise a large part of the people's diet. The published lists will give the range of maximum selling prices—showing a reasonable low price, which will reflect charges that should rule in "cash and carry" stores, and a high price, representing a fair charge at "credit and delivery" shops.

Tradesmen on the boards will be appointed by the trades and will serve with a representative of the consuming interests, the local food administrator acting as chairman. Retail members of the committee will represent both the "cash and carry" and "credit and delivery" stores.

Detailed Reports on Prices

Each board will have detailed reports of actual wholesale prices, and will ascertain fair margins of profit that should be made by the retailer. The final fair prices will be widely published. Newspapers in every city and county will be asked to co-operate, setting aside a particular position in a prominent place on the same day each week, running the lists with conspicuous headlines and interesting footnotes on the food problem and the use of substitutes for the foods most needed abroad.

Consumers will be asked to report to their food administrator any stores charging more than the announced prices. Investigations of these reports will give the Food Administration a basis

upon which to work in separating the patriotic dealer from the profiteer. An indirect control over the retail stores may be exercised by cutting off supplies at the source—instructing licensed wholesale dealers to sever business relations with the firms which exact more than a reasonable charge.

Retail Price Reporters

Retail price reporters are being appointed in every county in the United

RETAIL MARGINS TO BE ALLOWED		
Wheat flour, per bbl.	80	\$1.20
Wheat flour, less than mill pkgs., per lb. . . . .		.01
Sugar, per hundred		1.00
Rye, barley, rice and corn flour	16	20%
Corn grits, corn meal, hominy	16	20%
Canned milks	16	20%
Oatmeal, rolled oats	20	25%
Rice (Blue Nose Brand)	20	25%
Corn syrup	20	25%
Edible starch	20	25%
Dried beans	20	25%
Standard canned corn, tomatoes	25	30%
Standard canned peas, dry beans	25	30%
Dried fruits, raisins	25	30%
Lard in bulk, per lb. . . . .	.03 to .05	
Lard substitutes, bulk, per lb. . . . .	.03 to .05	
Lard substitutes, in pkgs.	16	20%
Butter, eggs, potatoes, oleo, ham, bacon, cheese to be determined by local conditions.		
If the retailer's cost on sugar is found to be, for instance, \$7.90, his maximum selling price should still be 9c per lb. Fractional costs should be so considered.		
When publishing prices on salmon and sardines percentages permitted on canned corn, peas and tomatoes should be used.		
Percentages to be based on the selling price.		

The profit limitation basis as set by the United States Food Control Board.

States. They are expected to keep a close check upon charges made at the stores and to report to the local administrator all dealers not keeping within the limits prescribed in the "fair price lists."

Wherever investigation shows that any dealer has charged excessive prices, the administrator will grant a hearing. If he can not show a just cause for his failure to keep within the prices announced by the interpreting boards, he will be punished.

The Food Administration believes that with the operation of this standardized plan throughout the country it can assure the consumers that the price they pay represents no more than cost of production, plus reasonable cost and profits of necessary handlers. It has already, through its licensing system, put a close check upon the various classes of retailers and has eliminated all classes not performing a necessary function in moving in the shortest possible line and with least expense from the farm to the table.

The general feeling of the American grocery trade, judging from comments appearing in the trade press, is in favor of the regulations, believing that they will steady business conditions and define what is considered a fair price.

It is interesting to note, too, that the profit percentage is given on the selling price instead of the buying price. This is in line with the soundest business practice.

U. S. PUTS COCOANUT MEAT ON EMBARGO LIST

The United States War Trade Board has placed cocoanut meat upon the list of restricted imports. According to the order all outstanding licenses for the importation of cocoanut meat in any form have by a new ruling been revoked as to ocean shipment after June 30, 1918.

Hereafter no licenses for the importation of broken cocoanut meat which is shredded, desiccated, or prepared (otherwise known as Ceylon copra) will be issued except for ocean shipment on or before June 30, 1918.

Licenses for the importation of a limited amount of copra (cocoanut meat broken, not shredded, desiccated, or prepared) will be issued for shipment after June 30, 1918, from Australasia, the East Indies, the West Indies, Central America, and Mexico.

The amount of copra permitted to be licensed will be allocated by the Bureau of Imports in accordance with suggestions made by the United States Food Administration.

IF YOU HAPPEN TO HAVE ANY HONEY, TRY THIS

The sweetening qualities of honey as a substitute for sugar in foods is discussed in Farmers' Bulletin 653, issued by the United States Department of Agriculture. The food value, flavor, wholesomeness and economical uses of honey are thoroughly discussed. The quantities to be used when honey is to take the place of sugar are practically the same, except that a cup full of honey carries about one-fifth water, so that much less liquid should be used in mixtures.

Conflicting Opinions re Sugar Sales

Retail Merchants Express Their Views—Opinion Equally Divided as to Value or Non-Value of Sugar as a Profitable Line—Proportion to Total Sales Varies From 2 to 25 Per Cent.

With a view to securing the ideas of members of the grocery trade as regards the value of sugar sales to them CANADIAN GROCER sent out a questionnaire to representative grocers in various parts of the Dominion asking for their views on the subject. The following were the questions asked:

1. What proportion or percentage does the amount of your trade in sugar bear to your total grocery trade?
2. Do you push the trade in sugar and try to increase it?
3. Do you regard it simply as a line you are obliged to sell to oblige your customers and one which there is practically no profit on?
4. Can you suggest any change, that to your mind would make the selling of sugar and similar lines more profitable?

Percentage Varies

A classification of the replies received to these questions shows that of the total sales of the grocers replying sugar forms a percentage varying from two to twenty per cent. with the average running around nine or ten per cent. In one exceptional case the percentage runs as high as twenty-five.

With regard to question No. 3 opinion is equally divided, fifty per cent. of those replying answering in the affirmative and fifty per cent. in the negative. That is to say, exactly half regard the sugar trade as of no value to them, while the other half consider it a good paying line, while some even go so far as to say it is one of the best lines the grocer has.

Many Do Not Push Sales

As was to be expected those of the former class who consider the trade of no value all agree in answering question No. 2 in the negative and take no steps to push the trade. There are many in the latter class, however, who, although they consider the trade in sugar well worth while say they do not push it. This attitude would scarcely seem consistent as if the trade in any line is a profitable one and worth while it would seem only logical to push it for all it is worth. Especially would this seem to be desirable where the sugar trade forms a large proportion of the whole as in the case previously referred to where the proportion is 25 per cent.; yet even in this case the dealer does not push its sale and replies to question No. 3 in the affirmative.

No very striking suggestions are made as to how the line might be made a more profitable one. The idea seems generally prevalent that if price cutting could be eliminated and if the merchants in different districts could agree upon a price for sugar which would allow a fair profit it would be to the advantage of the trade generally.

Synopsis of Opinions

Summing up the result of the correspondence as a whole it may be said that the replies disclose a rather remarkable condition of affairs. Taking them as representative of the grocery trade in general, it is evident that as regards sugar one-half of the merchants of Canada are working on diametrically opposite lines to the other half. One-half consider it a good paying business; the other half regard it as a line quite useless to them which they are compelled to keep simply to oblige their customers.

It is evident both these ideas cannot be right. If one is right the other is wrong, and vice versa. No better proof than this could be given of the necessity for a free and open discussion of the question in order to arrive at a conclusion as to which idea is the correct one. Hence the prominence which CANADIAN GROCER has recently given to articles dealing with the subject and to the Jones & Nixon story which illustrated the point in dispute.

Further Comment Invited

CANADIAN GROCER holds no brief for the supporters of either side but cannot help remarking that the advocates of the theory that the line cannot be made to yield a profit have been somewhat backward in supporting their view, seeing that no one has attempted to point out any error or fallacy in the arguments attributed to Nixon in the story above referred to. As far, therefore, as argument goes, the advantage would appear at present to lie with those that hold the opposite view. Any argument to the contrary will be welcomed and gladly published in these columns.

Below are given quotations from several of the letters received in response to the questions referred to at the commencement of this article:

Frederickson & Burgess, Cypress River, Man., consider sugar should be put on the same basis as wheat is to-day—a set price for cash, with a dealer's discount.

Colin McNabb & Sons, Dartmouth, N.S., "charge a gross profit of from 1 to 1½ cents per pound on small lots, and about 75c on a 100-pound bag, which we consider a good profit."

F. Fawley, North Battleford, Sask., thinks "sugar more than pays its share of working expenses considering the quick turnover.... I think sugar is one of the best paying lines a grocer handles."

Gibson Gage & Co., Kenora, Ont., say: "It is a matter of the retail trade getting together and making price with pro-

fit. Sugar is handled to-day on a profit basis, but the profit on same is not enough to cover cost of doing business."

J. A. Vallaincourt, Scottstown, Que., writes: "I consider that if half the goods we handle would move as fast and at the same profit my business would very probably be at the end of the year more satisfactory."

P. Daoust & Co., Hull, Que.: "We are satisfied to sell sugar at the present margin. Eliminate price cutting is all we suggest."

Ballachy, Laidlaw Co., Paisley, Ont., say: "We don't think it very profitable but if we can increase the turnover at no extra expense it is all right. The only change we can suggest is to do away with the handling of these commodities by the farmers' clubs."

J. W. Burgess, Bala, Ont.: "It requires no extra help and therefore I look upon it in the light that the more sold the more the profit. I suggest co-operation with other retailers not trying to undersell others."

H. D. Woods, Lucknow, Ont., advocates the cash and carry system. "I think the trouble in cutting prices," he continues, "is largely due to there being too many stores—too much opposition."

J. P. White, Port Arthur, Ont., does not push sugar at the present time owing to the shortage. He always makes a fair profit.

B. A. Barkley, Brinston, Ont., thinks "it should be sold at a fair advance, but when opposition will carry it at 5c a bag profit we don't bother to sell it except in 25c and 50c lots."

Norval Lyon, Welland, Ont., says: "It involves no extra expense and brings 15 per cent. profit. I would advise pushing lines such as sugar and other articles which we think are not paying us a high percentage. The larger business you can build up in sugar the larger your other sales will be. Don't try to get too much—somewhere between 10 and 20 per cent. according to quantity—for you cannot increase volume of sales by charging too much. It would be better to sell ten bags of sugar in a day and make \$15 or \$1.50 a bag than to sell six bags and only make \$12, or \$2 a bag."

E. J. Kivanah, Montreal, considers that in the present situation the Government should limit the price.

A. Ferguson, Port Arthur, Ont., thinks "the fault lies with the merchant as a large number use this line for advertising purposes, regardless of profit."

F. W. Hay, Flankenburg Sta., Ont., says: "Eliminate competition. We buy mostly in carloads when we think market is favorable and gain on the advance, if any."



Interior of the W. J. Cherney store, Windsor, Ont., recently gutted by fire. Mr. Cherney is the second figure from the left.

PROMINENT WINDSOR, ONT., GROCER BURNED OUT

W. J. Cherney's Fine Store Gutted by Morning Blaze, and a Heavy Loss is Sustained

Very serious loss was occasioned by the fire which burned out the fine grocery store of W. J. Cherney, Ouellette, Windsor, Ont. Mr. Cherney had one of the most attractive and modernly-equipped stores in Windsor, and its destruction is a serious loss to the community and to the trade.

The fire started on Tuesday morning and proved to be of a very stubborn nature. It is estimated that the loss on stocks alone will approach \$18,000. It is believed that rats gnawing at a box of matches was responsible for the loss.

Starting at the rear of the basement, the fire had gained considerable headway when a patrolman turned in an alarm. Hindered by thick smoke and gases, the firemen worked two hours before the flames were got under control. The second storey of the building, which is occupied by barristers and a business college, was damaged to the extent of \$5,000. The total loss is placed at close to \$25,000.

ORILLIA, ONT., MERCHANTS CLOSE THURSDAY AFTERNOONS

Merchants of Orillia, Ont., have decided to close their places of business

every Thursday afternoon during July and August.

TEA MAN SPEAKS OF WESTERN CONDITIONS

W. B. Davies of the Thomas J. Lipton Company Has Just Returned From the West and Speaks of Prospects

W. B. Davies, Toronto manager of the Thomas J. Lipton Company has just returned from a trip to the Pacific coast. Mr. Davies had an eventful trip having been held up for two days in the mountains by washouts, and being compelled with his fellow passengers to subsist on very limited rations, and having just by chance found his way into the second section of the Limited coming East and thereby avoided being in the wreck when the first section went over an embankment.

Mr. Davies speaks in very glowing terms of prospects in the West. He believes it is a field with a very large promise at the present time. Now and then you meet with people who will tell you of crop failure, but even where these reports are a fact they are only local conditions, and the underlying feeling in the West is pronouncedly optimistic. Mr. Davies believes that when this crop is harvested the West will be in a very substantial position and should be a splendid market for Eastern as well as Western goods.

CANADIAN MANUFACTURER JOINS CAN. ENGINEERS

F. R. Whittal, Manager of the A. R. Whittal Co., Expects Soon to Leave for Front

Fred R. Whittal, B.Sc., and managing director of the A. R. Whittal Canadian Co., Ltd., of Montreal, has joined the C. T. C. Canadian Engineers. Having received his degree from McGill University in civil engineering in 1912, Mr. Whittal will be well qualified for service with the Engineers Corps.

As managing director of his company Mr. Whittal has seen the business develop materially, until the old premises were entirely inadequate for the execution of orders received, and only last winter very extensive additions were made to the plant and new machinery installed.

Outlining his plans briefly to a representative of CANADIAN GROCER, Mr. Whittal expected that he would be going overseas in the near future.

This is the second son of A. R. Whittal to join the colors, F. A. Whittal having been with the Royal Flying Corps for the past seven months.

Chas. Chaput, president of the firm of L. Chaput, Fils & Co., wholesale grocers, left early this week for United States points and will be gone for some little time.

Bonus Payments to Clerks

A Question of First Importance, Yet One on Which There is Very Little Information—
Has Anyone a Practical Plan?

By Henry Johnson Jr.

THE question of how to increase clerks' earnings in such a way as to enhance their average usefulness is brought up in this letter:

ROYAL GROCERY CO.,
—, Ontario,

December 12, 1917.

Mr. Henry Johnson Jr.,
Care Canadian Grocer:

Dear Sir,—I have read your very interesting articles in CANADIAN GROCER for some time, and now I am going to write to you myself for information.

Have you ever seen a grocery store which made a practice of the bonus system to its clerks? And if so, how has it worked out, and if worked out, was it a satisfactory system?

We are very anxious to get our clerks interested financially in a way in our business. We do not want to sell or give them stock, as we do not believe in that; but if they could earn more money in some way, and in the same way be doing the store a good turn, we believe the result would be astonishing to us both.

Give this some thought, if you do not know of a working system, and let us hear from you.

Yours very truly,

GEORGE E. ARCHAMBEAULT,
Secretary.

I have inquired of a number of grocers, but have found none who ever has tried anything of this character. The nearest approach to it, aside from some experiences which I shall relate, was the practice in the old Jevne stores, Chicago. There a salesman on the floor was paid a salary supposed to be based on his sales-record; but the readjustment at the beginning of each year was largely the result of bargain, dicker and bluff between the clerk and the manager. Then as the year passed, the management used to put on the thumb-screws of semi-threat whenever sales did not maintain or overrun the basic estimate; but no great result seemed to follow any increase made by the clerk—until the next bargain time rolled around.

Really, then, I know of nobody who has worked anything of this kind. It would be good to hear of some. Will some of you write, if you have worked any such plan successfully?

The Cashier Who Made Good

My business was of the credit-telephone-order kind, so the cashier always was a busy girl. She usually was able to get through her routine bookkeeping before it was time to call up her customers. During the morning, sales over the counter for cash were limited, so she had plenty of time to handle calls over two lines. These were No. 6204 and 6205. Two other lines led

to counter phones, No. 6206 and No. 6207. Naturally the operators called No. 6204 first and then the others in succession, so the desk phones were busiest.

Every morning lists were made of market changes, kinds and prices of fruits, vegetables, etc., and any special items we wanted to push. A copy of those was placed near each phone and in front of the cashier. So it was easy for her to make sales. For this routine work we paid her \$10 a week.

I noticed that, while the girl usually was occupied quite steadily, evidently willing, and ostensibly "doing her best," she did not really SELL much. She answered questions and all that; but—you know what I mean—I could sell long bills over the phone with about as much ease as directly to the customer. Her orders tended to fall into the hum-drum items of butter, cream, lettuce, coffee; while celery, cabbage, then a novelty, and casaba melons were not played up at all. Question was: how to stimulate her? It was plain that if she took 25 per cent. more orders, somebody else could work at other things with increased efficiency. Yet no fault could be found, reasonably, with the girl's work as it looked.

Satisfactory Percentage Adjusted the Work

After some thought I hit on this plan: I went back over her orders for about 30 days and kept watch for a week, to determine how much she was selling now. It was under \$360 a week, but I set that figure as the minimum and arranged to pay her 2 per cent. on all sales over \$360 weekly. The effect was little short of magical. She sold things, knew about everything that was special; talked about it intelligently on the line. Within a short time she asked me to transfer to her desk another phone, and thereafter she handled the three, while the fourth became so superfluous that we discontinued it after a month or two.

Results were: she sold \$150 to \$250 a week more goods, thus increasing her own earnings \$3 to \$5; she sold this extra at times when it was most valuable that the rest of us be relieved of selling to put up orders for our schedule deliveries; she so devoted herself to the phone customers that they remarked on the improved service and got to calling her by her first name; she thus saved us time and money—not to mention the rent of the discontinued phone—much in excess of what she earned extra, while improving our service and increasing general efficiency in many ways hard to indicate definitely but which no merchant will fail to understand.

Finally, this plan kept the girl happy and content, and removed permanently

the question of her own compensation from discussion. Get that? I did not have to think of her pay again.

Where It Did Not Work So Well

A purely commission arrangement I did not have such success with. I had one very good floor clerk who was not satisfied with his wages of around \$14 or \$15 a week, and his demand for \$18 it did not seem wise to concede. This not because he might not have been worth it, but because such a wage might upset the rest of the folks who really could not earn such pay.

Knowing that wages expense is legitimately around 8 per cent. and may be 10 per cent. in certain circumstances, I suggested that I pay him 5 per cent. flat on sales, provided he put up his own orders, with the help of those not engaged on others or when not so engaged, and that he help us with all orders when not either selling or putting up orders he had taken. This, it seemed to me, would be a safe plan, at least to try out. O yes, he was not to have anything to do with the chores.

As a purely sales proposition, this worked out perhaps in good shape. He sold \$400 to \$500 weekly, and, as he was a man of good bearing who pleased folks, knew groceries thoroughly and was otherwise a capable tradesman, his earnings of \$20 to \$25 weekly probably were not excessive. But as he had no chores to do, only helping with stacking goods on shelves in intervals of leisure, though he was good at that, too, he took to arriving at 8 or 8.15 in the morning. I talked with him about that, but he countered that there was hardly any use of his standing around and he felt that so long as he was satisfied with his earnings, I should be. This led to some discontent among the rest which, when somebody sensed the fact that he was being paid what seemed a fabulous wage, led to real kicking. I may have been wrong; but I felt that a wrong start had been made somehow and so I let him go.

The Germ of the Right Idea

I found that the rest of the girl clerks, earning \$6 to \$8 weekly wages, could be handled on the same basis as the cashier. That is, they had certain work about the store and, aside from doing that, they sold certain amounts. I ascertained a fair average for them, too, and paid the 2 per cent. extra on excess sales. They thus earned \$1 to \$3 more a week, and were happy.

Not only is clerks' ambition stimulated this way on a plane helpful to the business, but many benefits accrue. For example: Japanese crab meat was new a year before this experiment, and I had tried to evoke interest in it by opening
(Continued on page 31.)

Music Pen Used in Original Showcards

Well Adapted to Small Letters Not Over One Inch in Height—Invented and Used Primarily For Writing Music—Two Splits in Point Make it Suitable to Cardwriting—Series in Cardwriting

By Robt. T. D. Edwards.

AMONG the many tools used by most modern cardwriters we find the music pen, an instrument which plays an important part in his daily work. This pen is exceedingly popular for all forms of Roman or spurred lettering, but is not practical for a square-faced letter. It is only good for small lettering up to about one inch or so in height, and is used for the most part for single stroke work and is used very seldom for outline lettering.

Its popularity in the United States is quite extensive and it is used by the larger percentage of departmental store cardwriters where small neat letters are required. In show card shops they are used extensively and the window trimmer who writes his own cards also favors these pens for small lettering. In fact the music pen when properly manipulated will form a far better and cleaner letter than can be made by the outline process and the work can be done in about one-quarter of the time.

As you will know by the name of this pen it was not invented for the cardwriter's use. In fact when it was first made its use as a lettering pen was not thought of. It was invented and made for the purpose of writing music. That is, for putting the notes, etc., on the already ruled sheets of paper. Its advantages as a lettering pen were not found out until later.

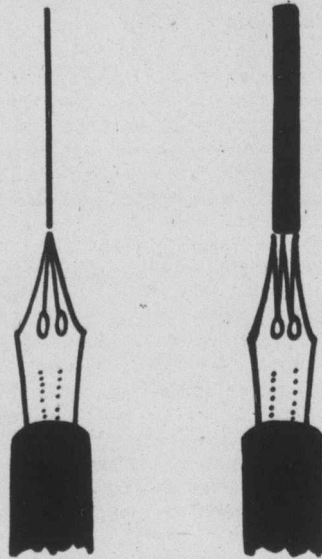
The music pen in appearance just looks like an ordinary nib but when the point is spread two splits are revealed instead of one, as in the ordinary nib, thus making it a three-pointed pen as shown in Fig. 1. This nib is made from flexible steel and lasts a long time and is very reasonable in price. There is no reason why any cardwriter should not have a dozen on hand. Use them in an ordinary pen holder. The thicker kind is the one to be desired because with continuous work it is not so liable to cramp the fingers as does the thinner one.

You might ask the question, why is this pen better than the round writing pen? The blunt round writing pens are good tools, but there is quite a difference in the work they do. First of all it takes all eleven sizes of the round writing pen to do anything near what one music pen can do. Even at that you cannot get as good results. For instance, to make a proper spur on a Roman letter, such as on the right of the upper case "E" with the round writing pen, you have to make more than one stroke and also have to turn the pen sideways, thus losing time. You also get away from the single stroke principle. But with the music pen all

nection with the handling of this pen is the principle by which all strokes are made, and when this is mastered all else will come easy. First, all narrow strokes are made when the point of the nib is closed, and all wider than the narrow strokes are made by pressing on the point of the nib until the desired thickness is reached. In other words, the width of the stroke desired is regulated by the amount of pressure placed upon the pen. Of course considerable practice is required in order to get a uniform stroke, but if you practice a uniform pressure you should have little trouble.

This principle applies only to straight strokes. But with the curved strokes a different principle is applied. Now we will take for instance either strokes of the letter "O." These begin and end with narrow but gradually get heavy toward the centre. This sort of stroke requires a great deal of practice and all depends how you are able to regulate the pressure placed upon the pen.

The principle of forming these pen letters is a great deal similar to brush stroke Roman. The pen should be held squarely on the surface of the card, that is, all three points when spread apart should be touching the card. The only time when it is necessary to hold the pen differently is in making the narrow cross strokes, the ones parallel with the guide lines. To do this have the pen point facing to the left.



Wide and Narrow Stroke Made by the Music Pen —

this can be done in a second and with one stroke.

Now, the first thing to learn in con-

a b c d e f g h i j k l m n

o p q r s t u v w x y z

A B C D E F G H I J K

L M N O P Q R S T U

V W X Y Z

Method of Procedure in Forming Letters



Strokes for Practice Use With Music Pen

Many cardwriters try to get the same effect with the brush as is gotten with the music pen, but let it be understood that it is almost impossible to get as clear a letter or as perfect as can be done with the pen. The brush is always getting out of shape while the pen always stays the same.

A great deal depends upon the ink or color you use as to the success of this work. First, never use other than an opaque color. So use your ordinary show card colors, for brush work, slightly thinned with water, but mix them thoroughly. The proper flowing consistency will be found out by experience. Never under any consideration use transparent or carbon inks. They are entirely useless for this work. The music pen is the most successful way to letter with a light color on a dark cardboard. White, yellow, cream, etc., flow lovely on dark surfaces and you can form just as perfect a letter with this as with black color on a white card.

One of the best points in this pen's favor is that it puts the color on thick and when it dries it stands out much better than when put on with a brush.

Slanting Form of Letter

The alphabet we are demonstrating this month shows another style of let-

ter formation used by Toronto cardwriters. This is a slanting type and one when practiced that can be made with considerable speed. It is not an alphabet which can be used for all round work, but is meant for the better class of show card. One of the main things to watch in forming these slant letters is to have the straight lines, such as No. 1 in "B," No. 1 in "D," No. 1 in "F" and "E," Nos. 1 and 2 in "N," etc., in the upper case alphabet, all at the same angle. But you will find that all we can say or explain in these columns will be of no use unless you practice this lettering diligently.

The best method for practicing is to lay out a blank sheet of card with guide lines and proceed to practice as shown in Fig. 2, only practice stroke many times more than here shown. Practice every line in the alphabet many times until each one is mastered. The completed cards show this type in use.

WOULD POPULARIZE SAUERKRAUT Nothing German About It But the Name —a Valuable Food Product With Medicinal Qualities

G. A. Kraemer believes that if people knew more about the dietetic value of sauerkraut they would eat more of it.

"The next thing for the canning industry to do," he says, "is to go into a publicity campaign and popularize kraut. Don't fret about taking the 'German' out of kraut. People will not stop eating kraut unless there is something in it that does not belong there, save the name.

"Now we will try to feature kraut from the canner's standpoint and see if we can't get the best of the argument. Many are advancing the argument that kraut has great food value, but we are afraid there are but few who can give its real value.

"From the hygienic, dietetic standpoint they would say it has a virtue as a bulk food, and how much better we would feel if we only knew the foods we need as bulk foods!

"Dr. J. K. Kellogg, in his book on 'Colon Hygiene,' gives the diet of the nations from savagery down; the things they are accustomed to eat to be free from constipation, and the diet of the Russians for this trouble is sauerkraut, and their use of kraut has gone back into the ages, and our American eaters can find no better laxative than kraut at least once a week, in a good portion, with plenty of liquor with it, not in the usual portion as served in the average cafe, but the more the better.

"It is safe to say that if the American people only knew the virtue of the lactic acid contained in kraut they would eat more of it, and it is more up to the canners than ever to educate the trade to its value. A man goes to his physician feeling bad, has a headache, is bilious, wants to go to sleep while he tries to read, or while one is talking to him. The physician prescribes for him, but does not honestly tell him he does not need medicine, but that he has a pouched cecum, a torpid liver and is lacking in acids. If he wanted to really help this patient he would say get more acids, eat cottage cheese, drink buttermilk, and eat sauerkraut at least twice a week.

"The physician may say to him, 'Well, my friend, you will have to go on a diet,' but how many physicians can prescribe a diet? They cannot for the life of them tell you what to eat, because they do not understand the chemistry of the foods.

"We have referred to the pouched cecum. When the cecum is loaded down with putrefying contents the gases produced by decomposition work back into the small intestine, where they mingle with the digesting foodstuffs and are absorbed with them. The constant retention of this matter imposes upon the liver and kidneys so great a task that they break down early and Bright's disease or cirrhosis of the liver is the result, so we say, why not use a natural diet, instead of taking medicine?

"The canners are not selling medicine; they are selling foodstuffs, and they are the ones who should be prescribing diets. We are only suggesting that you may put the words in the mouths of your salesmen. We use the argument wherever we go, and why not the other fellow? So you can see that the best argument we can advance to get the people to appreciate our goods is the way we can best beat the 'World.'"

SIX WAYS OF SAVING

The economy being compelled by war's demands is proving a blessing instead of a hardship to many merchants and manufacturers. They are learning real economy. *System* says the following are fruitful sources for war-time economy profits:

Watching for needless words in telegrams and for needless telegrams.

Shifting hours of work a half hour earlier to cut down the light bill.

Routing traveling men more carefully.

Asking customers to co-operate in saving the time of sales people, in "bunching" their telephone orders, and in carrying home small packages.

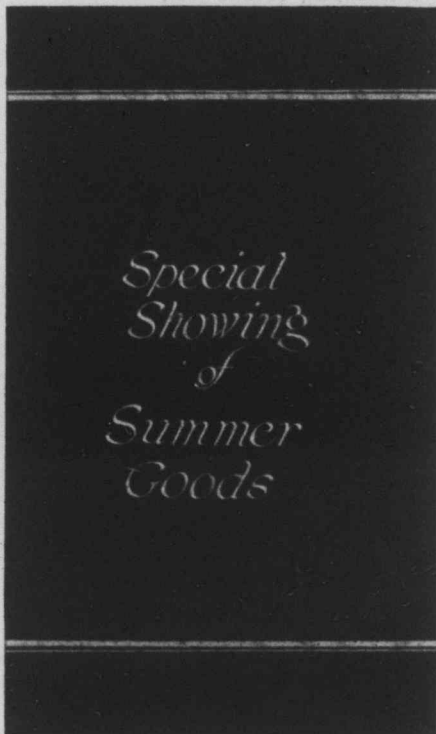
Stopping the C. O. D. privilege for purchases of less than \$1.

Guarding against waste in wrapping and packing.

NO FURTHER EVIDENCE NEEDED

"Is he completely under his wife's dominion?"

"I guess so. He wears a bathing suit that she made for him."



Show Cards Designed With the Music Pen

LETTERS TO THE EDITOR

THE PURPOSE OF THE WAR

Pte. Murray, Formerly With W. G. Patrick & Co., and Now Convalescent in England From Wounds Received in Action, Writes of the War and its Meaning

The writer of the following letter is Pte. Wm. Murray, who went overseas with the 43rd Battalion, was wounded, and is now convalescing in England. Before joining the colors Mr. Murray was assistant manager of the Winnipeg Branch of W. G. Patrick & Co., Toronto. This letter is published, not only because Mr. Murray was well known to many in the trade, but because it portrays something of the dauntless spirit of the men in France.

We are in the fourth year of the war, a phrase which might strike one in the eye like some glaring headline; but both to soldier and civilian it has become such a common-place that the mind receives it without the slightest shock. How far away it seemed at the start to "three years of war," but it has come and gone, and we speak of a million men as an ordinary figure and a million in cash as a mere flea-bite. Times change and we change with them. They say the human body changes every atom in it every seven years, so that only four-sevenths of us is the same as it was when war broke out, but I think it is in the mind that the great change or revolution is taking place. The night before I got my copy I had been attending a lecture in the Y.M.C.A. on the Province of British Columbia and Vancouver Island, with statistics of its wonderful minerals and products, but principally of its "unlimited possibilities," waiting the energy and science of man. I, therefore, was deeply interested in Mr. Gee's masterly paper on "Canada" and the wonderful "heritage" we have in it as a people. We are fighting for its safety and our existence, but just pause here a moment and consider what it would mean to us if the Germans got hold of it, and they are striving every effort to do so. Well, I am perfectly sure "life" would not be worth living, and furthermore so great is their lust of conquest lots of you would not get the chance to live, miserable existence though it would be, so you will see "no sacrifice is too great." But this "pessimism" and also the "this or that" of yesterday or before the war is not the business of a "white" man. The individual passes. "Rome is eternal and the race" goes on. You have to take up the "new life" as you find it, and all through the tone of the "minutes" show it is being done. After all much of the old life was "rotten wood," well cut away by the "axe of war." Our politics were becoming unreal; even, I think, our

religion was withering in an atmosphere where death did not then as now walk daily by us. We felt so assured about our "country" that we hardly took the trouble to develop it; grave things seemed small and small things grave. Then came the cold and terrible blast from over the the "North Sea." Will the change in our minds last? I think so. This is proved by the very unreality which seems to cling to our pre-war existence, and the change, I am sure, will be for the better. To-day in this country the ordinary man hardly notices the hard conditions of life, for they have become things of use and wont. He is learning to look for "life" in a fuller and diviner sense than can be obtained by the lavish expenditure of cash, and you can hear these sentiments openly and freely expressed wherever you go. Social conditions no less than moral values will gain and not lose from that change, so we know these things to-day not as theories, but as facts. Women have come into their own by the same stern logic of need. Just picture here those heroic nurses in hospital huts same as pictures I mailed; place yourself inside beside a helpless patient's bedside, and these awful death-dealing instruments of war bursting and causing death and destruction all round, and one light on the end of your hut, and you see with your own eyes the awful work. "Yet no woman left her post." Happy thought that prompted the presence of the ladies of the office staff to a seat at the conference table; they have proved themselves worthy in all countries in this great struggle. Class hatred has broken down in the trenches, and with the urgent necessities of the workshops. All this the war has brought, and we rejoice in the knowledge gathered from stern experience of a fuller sense of our responsibilities in life that we have such a land of opportunities to return to. I am at one with the "optimistic" tone all through Mr. Gee's paper, and much as I love this "old country" I never miss an opportunity amongst my friends of trying to show in some way how great Canada is and will be. Here I might mention I overheard a month or two ago a number of young "Imperial" troops discussing what they would do after the war. They were all for emigrating, and six out of eight were for Canada. Merely a passing incident, but very suggestive.

CANNED GOODS' PLACE IN FEEDING THE WORLD

Editor Canadian Grocer:

We read the article in your CANADIAN GROCER of April 5th, bearing the heading "Would dating canned goods help the trade?" by an "Amateur Agri-

tator." He certainly was well named. One has only to ask himself why did canning ever come into existence, if what is canned one day or month must be consumed the next or be considered old goods and at a discount. The very reason canning was brought into existence was to pack perishable articles in a time of plenty and conserve them for a time of scarcity. To pack in years of plenty and carry to years of scarcity, to pack tropical fruits in the south and make it possible to consume these at the North Pole if necessary, or in other words to make it possible to distribute fruits and vegetables the world over without regard to where they were grown. Canned goods only made it possible to explore the far north where it took years to make the expedition. We want to stop and think what the stores of canned goods mean to the world if we should be called upon to face two, three, or even more years' famine, which is quite within a possibility during the coming years. If some of the nonsense that has been handed out of late to those doing their best to produce the very best food is not soon stopped we will have three or more officers standing to examine the products of one faithful food producer. If we have very much more of this food control, food inspection, food confiscation and destruction, we will soon have no food to inspect. This bunch of Government office seekers should be chased out to the farms, where they will do some good; every move they are making has a tendency to cripple production, and invite famine.

Yours truly,

EXETER CANNING & PRESERVING
CO., LIMITED,
S. M. Saunders,
Sec.-Treas. and Mgr.

BONUS PAYMENT TO CLERKS

(Continued from page 28.)

a can and showing it to the girls and boys, getting them to taste it and generally learn about it. But they manifested only a polite interest in it. But now when I said: "Here, girls, is a new brand of crab meat. It is popular. Let me show it to you. It will enable you to swell your sales," they crowded around and listened with deep, real interest. Nothing that can be done, I think, is more valuable to any business than to get expert knowledge of it into the heads of the clerks; and, since this plan helps this, the germ of the idea must be right.

It seems to me that some modification or other application of this basic plan will prove the solution for which my correspondent is seeking.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
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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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EDITORIAL BRIEFS

THERE are some Ontario doctors, a limited number of course, who seem to have the impression that the hotel keepers' loss under the Ontario Temperance Act is their gain. The stiff penalties that have been imposed in the courts in some cases may possibly change their viewpoint.

* * *

THE DISASTROUS fire to the W. J. Cherney store, Windsor, Ont., that is attributed to the combination of rats and matches, is but another evidence of the absolute necessity of the merchants joining in a campaign to exterminate these pests, that are responsible for numberless instances like this, and for an almost unbelievable loss in necessary foodstuffs.

NO NEED FOR A CHANGE

THE Winnipeg Consumers' Association has inaugurated a campaign to displace the present members of the Canada Food Board in favor of others whose names are not suggested. This association seems to be of the rather surprising opinion that the Canada Food Board is responsible for the present stringent food conditions, and could remedy them if it so desired. As a matter of fact, of course, the Food Board is in no way responsible, and can in no wise change the world conditions that have made this stringency a fact. The best they can hope to do is to alleviate conditions, and to conserve resources so that world conditions may not utterly break us. In that direction the Canada Food Board seems to have acted with wisdom and fair-mindedness. Probably they

have made mistakes. That is only human. This much at least may be said that they have used large powers without undue severity, and that they have achieved some results that are of outstanding benefit to Canada as a whole, to the cause for which we are fighting, and to the merchants of the country. There is no reason to believe that anyone could do the job better, and it has always been a poor policy to swap horses while crossing a stream.

A MORAL FROM THE SQUIRREL

THE Canadian Railway War Board in a bulletin recently issued is making a plea for an understanding of the transportation situation that will ensure an even distribution of the load over the whole year, and will see to it that every advantage will be taken of the extra transportation facilities of the summer time. This bulletin reads in part as follows:

"Summer never fools a squirrel; 96 degrees in the shade reminds him of 12 degrees below, and he hustles nuts.

"Nor should summer railway conditions and open navigation on the Great Lakes and the St. Lawrence fool a Canadian.

"Trains on time? Cars plentiful? The snow-plough sleeps; it isn't dead. There will be more goods to move next winter and fewer men to help. Peak-load traffic will coincide again with snow and ice-storms and with low temperature. Foreign connections may by that time be in good running condition—or may not.

"In short, lakes and rivers will once more be ice-bound. Against the evils of congestion and car-shortage the railways alone, are only half effective unless four men in Canada imitate the squirrel.

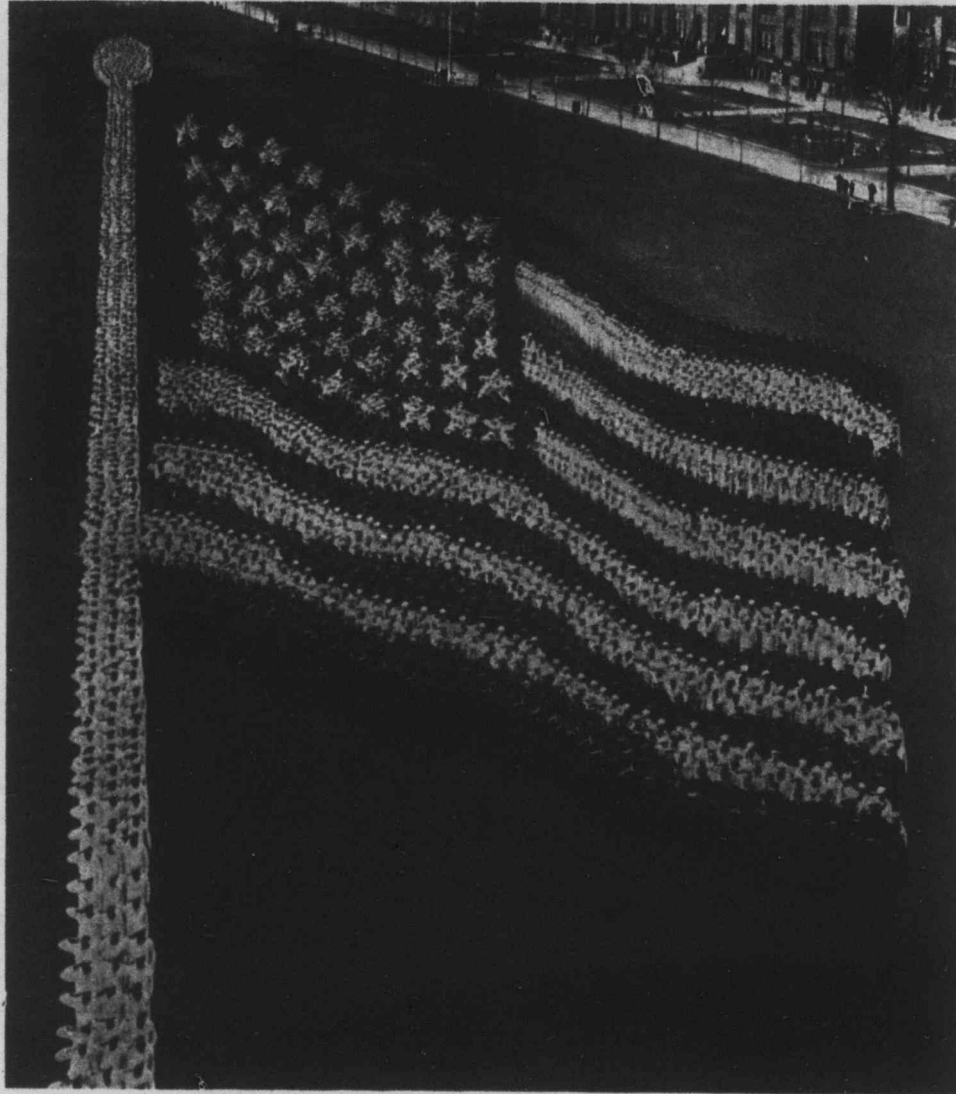
"These four wouldn't for the world be the means of delaying a Canadian charge in France or a barrage. They will fail Canada, if they fail at all, through letting Summer fool them."

The four men referred to are first, the producer, who can aid by prevailing upon customers to accept early delivery, and assisting them in doing so; the consumer of industrial material, who also can speed up his deliveries; the wholesaler, who is urged to push his goods as far as possible toward the ultimate consumer, and who is advised that deliveries are more important than orders.

Finally the average citizen is urged to lay in such stocks of necessities as can be laid in. Especially is he urged to lay in coal.

This is a challenge that everyone in this country should heed. We have faced a serious situation during the past winter in the scarcity of coal. The situation may be more serious this coming winter. Every pound of freight that can be moved now will be so much relief from the exhausting conditions imposed on the railroads by a peak load in winter weather.

Current Events in Photograph — No. 27



UNCLE SAM'S SAILORS

The flag pictured herewith is the living emblem of America's entry into the war. The flag is composed of men newly enlisted in the American Navy. Standing there are 22,000 enlisted men on the Great Lakes Navy Recruiting Grounds at Chicago. These are fresh water boys going to try conclusions with the Kaiser's "U" boats.

MOLASSES AS A SWEETENER

A question has been raised as to the availability of molasses as a sweetening agent for coffee because of statements recently published by a well-known molasses concern making rather sweeping claims concerning the advantages possessed by molasses as a substitute for sugar.

Molasses, being the residue from cane sugar crystallization, contains a large percentage of cane sugar, together with a substance known to the chemists as invert sugar. Invert sugar is a mixture of glucose and fructose, both of which are very desirable as foods, but lack the sweetening power of cane sugar. It stands to reason, therefore, that molasses will be defective in sweetening power even though it have the same food value.

Of course, since molasses, as bought, contains about 25 per cent. of water and only 70 per cent. of carbohydrate,

it will, weight for weight, be less valuable for food than sugar, aside from the fact that it has a lower sweetening power. Some of the sugar sold during the recent shortage was quite low in sweetening power, probably because it had not been carefully refined. The last traces of molasses that stick to the crude sugar seem to impair its sweetening power more than one might expect. For the sake of comparison we append some data on the calorific value per pound of sugar and molasses.

Molasses (cane)	1,290
Brown sugar	1,765
Maple sugar	1,540
Cane sugar	1,860

—*The Tea and Coffee Trade Journal.*

THE HAWAIIAN SUGAR CROP

The United States Government is making every effort possible to move from Hawaii to the mainland the great

sugar crop which is just now coming from the plantations and the refineries of the islands.

It is reported that 86,000 tons of sugar are piled up on the wharves at Honolulu with shipments coming in every day.

Since the first of January, according to figures given out here by the Shipping Board, 4,161,216 bags, or 208,061 tons of sugar have been brought over. Every available bottom which can be spared from the more urgent war commerce of the Atlantic is being employed in carrying sugar, of which Hawaii this year has a bumper crop.

A DESERVING CASE

He had a captured prisoner, and while they were waiting for the escort to come up he said, "Have you got a wife?"

"Nein," answered the German.

"Nine!" gasped the Tommy. "Blimy! Where's yer Iron Cross?"

CURRENT NEWS OF THE WEEK

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

Maritime

The large grocery and general store of Charles Dentremont & Company at West Pubnico, N.S., were totally destroyed by fire this week.

Henry A. Estabrooks, who conducted a general store at Upper Gagetown for many years, until he retired a few years ago, died this week at the age of seventy-six years. The business is continued by his son, Frank.

The death of George L. Barbour of St. John, at the age of eighty-four years, removed one who has been prominent in the grocery trade in New Brunswick for many years. For seventy years he was a resident of the city, having removed from Charlotte county, where he was born, to seek work in the city, and for sixty years he was connected with the grocery business. He was the founder of the wholesale grocery business of G. E. Barbour & Co., Ltd., and continued his active connection with the company until failing health led to his retirement. The business is now conducted by his sons, G. Ernest Barbour and Frederick T. Barbour.

The annual meeting of the New Brunswick Wholesale Grocers' Guild was held at Hampton, N.B., about twenty members motoring from St. John, in addition to those arriving by train from other places. After dinner the business meeting was held and officers were elected as follows: President, J. F. Edgett, Moncton; vice-president, R. F. Finley, St. John; secretary-treasurer, J. Hunter White; additional members of executive, F. B. Schofield, F. T. Barbour, W. C. Cross, George Stubbs, R. F. Randolph, H. A. Lyman, A. H. Wetmore and C. W. de Forest. Resolutions expressing the regret of the guild on the death of George L. Barbour and Mrs. H. W. Cole were passed. E. A. Schofield, representing the Food Board, addressed the meeting and a motion pledging hearty support to the food administration was adopted unanimously.

Quebec

J. D. Bell, sales representative for Robert Crookes Co. of Canada, Ltd., is in the New England States this week.

C. H. Sumner, of the Ingersoll Packing Co., Ingersoll, Ont., was a Montreal visitor last week.

Martin Stickle, representing Small's, Limited, has returned from Toronto, Hamilton and other western points. Mr. Stickle reported that the conditions on this territory were good and the outlook quite satisfactory.



Lieut. A. M. Clare has recently been reported killed in action. Lieut. Clare is a son of James A. Clare, a pioneer merchant of Neepawa, Man. Lieut. Clare went to France first as a private in 1915, but later was returned and obtained his medical degree. On returning to France he was appointed medical officer with the Durham Light Infantry. He was killed while attending to wounded in action.

S. J. Robinson, Huntingdon, Que., who has represented the Wm. Rennie Co., Toronto, in the Eastern Townships for the past thirteen years, has severed his connection with that firm, and has accepted a position with the Joseph Ward Co., Montreal.

Ontario

Arthur Corney, grocer and meats, Hamilton, has sold out.

Joseph Greenwood, Hamilton, has sold to W. C. Carroll.

Morris Farber, Toronto, has been succeeded by Sadie Kleiman.

James Edgar, formerly of St. Thomas, has bought the business of H. C. Malott, Simcoe.

Western

R. Loeb, Melaval, Sask., has sold out.

W. J. Waddell, Sinaluta, has been succeeded by the Sinaluta Grocery.

P. P. Bysron, Big River, Sask., has sold to Friedman and Olson.

H. J. Josephson, Mozart, Sask., has been succeeded by Laxdal Bros.

Charles Boyce of the Prince Albert Trading Co., Prince Albert, Sask., is dead.

J. W. Rutherford and Son, Edmonton, Alta., have been succeeded by C. H. Moran.

Stevenson Bros., general store, Shaunavon, Sask., suffered fire loss in the recent disastrous fire that visited that town.

A. R. McEachern, and Williams and Foster, general stores, of Cabri, Sask., suffered fire loss in the recent serious fire that visited that place.

Galloway Brothers, general store, Gladstone, Man., have been authorized to

change the firm name to Collins and Diamond, Ltd.

JAM PUT ON RATION LIST IN ENGLAND

So serious has become the food situation in England, according to a cablegram just received by the Food Administration, that the British Ministry of Food is now considering a rationing system for jam. This is but one of the emergency measures which has been caused by the partial failure of fruit crops in Great Britain this season.

Fixed prices have been established on strawberries, raspberries, and currants. Growers who produce more than one hundredweight of these may sell only to licensed jam manufacturers. This has been necessary in order to assure an adequate supply for the British army and navy.

A BUMPER PEANUT CROP IN U. S.

The 1917 peanut crop in the South was heavily in excess of that of the former year, 51,096,000, against 35,325,000 bushels, according to the Bureau of Crop Estimates of the Department of Agriculture. Details of last year's output in part follows in bushels: Alabama, 11,520,000; Georgia, 9,435,000; North Carolina, 2,142,000; Texas, 15,876,000; Virginia, 5,775,000. Practically the whole crop of peanuts is turned over to oil crushers, with the exception of a portion of the crop of North Carolina, which is used for edible purposes. From present indications the crop for this year will double that of last year, estimates placing the yield at some 100,000,000 bushels.

New Goods Department

A new egg powder, "Releg" (pronounced "real egg") is being placed on the market by the Releg Co., Regd., Quebec.

The manufacturers claim for this powder that three-quarters of a teaspoonful dissolved in a tablespoonful of hot water is equivalent to one egg.

It is to be beaten briskly with a fork or an egg beater to dissolve, and may be used in making cakes, bread, puddings, pie fillings and other ways.

Enquiry Department

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

FRUIT STANDARDS

In a recent number of CANADIAN dards; could you tell me whether the standards could you tell me whether the standard box referred to for prunes referred to the dried or green variety?

_____, Kingston, Ont.

Ans.—It referred to the fresh fruit.

DISREGARDING SUGAR REGULATIONS

A number of grocers in this vicinity are urging people to buy sugar in excess of their requirements, as prescribed by the Canada Food Board. Has there been any new regulation by the Food Board which would justify their action?

_____, Springvale, Ont.

Ans.—There has been no change in the regulations. If grocers are urging the sale of sugar they are setting themselves in opposition to the spirit of the regulations and are inviting trouble. If parties are buying more than the permissible supply, report the matter to local police officials for action, or inform the Canada Food Board.

CAN WHOLESALE SELL HOTELS, ETC.

Can a wholesale grocer sell hotels and lumber camps, also supplies for fishing vessels?

G. S. Bauld, Wolfville, N.S.

Ans.—Not unless he has a retailer's license so to do.

BUSINESS AND THE M.S.A.

I am figuring on going into business, and as I am a married man with one child, I would like to know whether shortly after I am located they would start taking married men. How long do you think it will be before they call married men?

_____, Rossburn, Man.

Ans.—No one can say definitely at this time that you will not be called, but the probabilities are all against it. Class 1 men have not all been called as yet, undoubtedly these will be called first, and in class 2 the preference will unquestionably be given to men with children. It would appear that you are quite safe in starting business. Barring the unforeseen you are hardly likely to be called.

MANUFACTURERS OF PASTE AND GLUE

Please give us the name of firms that manufacture paste or glue for the purpose of pasting labels on tin vessels.

C. J. JONES, Winnipeg.

Answer.—The Canada Glue Co., Brantford, Ont.; Gilmour Bros. & Co., Montreal; John G. Harvey, Ltd., Toronto; W. Harris & Co., Toronto; Domestic Specialty Co., Hamilton, Ont.; John Underwood & Co., Toronto.

WHO PAYS THE MATCH TAX?

Does the customer pay the cost of the tax on the matches above the usual price? Matches now cost us 33 cents and sell at 40 cents. There is no merchant who could sell a match if he had to pay the duty on those he sold.

J. E. LeDAIN, Boissevain, Man.

Answer.—The amount of the tax should be added to the selling price of the matches. It was the intention of the law that the charge should be made against the consumer.

WHAT KIND OF STAMPS ON MATCHES?

What kind of stamps are to be placed on matches after July 1?

D. SEXSMITH, Sexsmith, Alta.

Answer.—Ordinary postage stamps duly cancelled will do. Inland Revenue Stamps procurable from Inland Revenue Offices where these are obtainable.

PRICE TICKETS

Some time ago in your paper a firm advertised complete sets of price markers or tickets. Can you give us the address of same as we cannot find the issue with it in?

ROBT. KIRBY, Sarnia, Ont.

Answer.—The Store Helps Mfg. Co., 16 Pearl St., Toronto. Head Canadian office is in Calgary.

CONFECTIONER'S LICENSE REQUIRED

I now hold a grocer's license. Does this allow me to serve ice cream which I make only for my own use?

W. J. CANN, Plattsville, Ont.

Answer.—No. You will have to have a confectioners' license to sell ice cream in any quantity. Apply for license to Henry Amphlett, Director of Licenses, Canada Food Board, Ottawa.

PRICE OF FLOUR AND FEED

Is there any set price for a retail grocer to sell flour and feeds? If there is, please let me know.

OTTO BUTZLUFF.

Answer.—There is no set price on flour. There is on feeds. When delivery is made direct from car to customer not more than 5 cents per bag of 100 pounds can be added to invoice price. Where delivered from the store, not more than 10 cents per hundred pound bag can be added to the invoiced price at the car.

BOOKS ON AUDITING

Kindly let me know if there are any books teaching the auditing of any kind of books, retail merchants, municipalities, etc. What would be the cost of such books?

J. A. DAOUST, Monte Bella, Que.

Answer.—"Auditing," Lawrence R. Dicksee, price \$8.40. Accounting in Theory and Practice, price \$5.50. Business Education and Accountancy, \$2.00. Practical Auditing, price \$3.00. These books are obtainable from the Accountancy Publishing Company, 32 Waverly Place, New York City.

A MARKET FOR OLD BOTTLES

Where can I find a market for old bottles?

W. R. WOOD, Turriff, Ont.

Answer.—M. Siegel, Elizabeth Street, Toronto, is a handler of these, and would purchase what you have to offer.

BILL'S NATURAL OCCUPATION.

"So Bill's dead," said a sympathizing friend to a widow who had lost her pugnacious husband.

"Yes, he's dead."

"I suppose he's hittin' the harp with the angels now."

"More likely," said the widow, who had not forgotten Bill's way, "he's hittin' the angels with the harp."

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

Name.....

Address.....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

MARKETS AT A GLANCE

MONTREAL—The interesting feature of the week is that of an advance of 10c per 100 pounds in the price of refined sugar. This applies to the product of Atlantic Sugar Refineries, and is the result of higher freight on raws across the line. The outlook for revised prices on fuel also have a bearing. Price changes are not numerous, these being confined to some advances on fruits and vegetables, and also to a few declines for the same lines. Future tea markets promise to rule high, particularly for Japans. Nuts are scarcer and prices firm. Lobster and salmon prices rule higher. One line of soap is up 30c per case, as is also a brand of baking powder. American barrel pork is down to \$53. The sale of flour substitutes is still maintained on an active basis, and supplies of these are very good, with rye flour quotations lower. Corn, strawberries, and raspberries of the canned varieties are getting quite scarce. Trading is maintained on a seasonably satisfactory basis.

There has been a sharp advance in the price of imported potatoes. The optimistic reports of earlier in the year have had to be revised, and it is at present stated that the Virginia and Maryland section will show a far lighter yield than was at first anticipated. Weather conditions, too, have had their effect. There are fair supplies of molasses arriving, but the price remains higher; prices on maple syrup are also strong.

TORONTO—One of the most important situations developing during the week is the change in conditions in the coffee market. Serious frosts in Brazil and the taking over of the entire Jamaica crop for war purposes has at one sweep materially curtailed the available supplies for general consumption, and has made a substantial advance of probably two to three cents a pound a practical certainty. Already the Brazilian market has been shooting upward, and prices have reached a figure that show advances from \$2 to \$2.50 on the Brazilian spot market. The effect of these conditions will probably be felt in Canada within about a week's time, as stocks on hand are not plentiful enough to ward off an advance for any length of time.

There is a stronger feeling in sugar, and one company, the Atlantic Sugar Refineries, have

advanced their prices 10 cents. This advance has been made necessary by the increased costs of production, which include the increased freight rates imposed in the United States and the constantly advancing item of exchange. This is the only company that advances its prices at the present time, and there is no present indication that any of the other low quotations will be advanced.

In teas there is the rather unusual situation of a very strong primary market with a sluggish local demand. The local conditions are, of course, the result of the recently imposed tax upon tea. While it is not believed that this tax has slowed up the actual consumption of tea to any extent, it has certainly limited retail demand for the moment. There is a very strong feeling in new crop Japans, and this, with the taking over of 60 per cent. of the Indian crop by the British Government, leaves a very limited supply of tea to meet the general needs. There is a very strong impression prevailing in the trade therefore that it is only a matter of time before another advance in tea will become a necessity.

There is a very strong market indeed for spices. Cloves have reached phenomenal prices on the New York market, owing to scarcity of stocks. White pepper is also very scarce and is ranging higher in price.

There is a strong demand for cereals, too, due to the recently imposed order requiring the sale of a certain proportion of substitute flour with every pound of wheat flour sold. This has made brisk business for the mills manufacturing these substitutes.

The fruit and vegetable market is unusually active, with many new lines appearing. There is a somewhat easier feeling in fruit and in vegetables, too, with the exception of potatoes. Imported potatoes have advanced surprisingly, owing to scarcity of supply.

WINNIPEG—There has been little change in conditions on this market during the week. Higher prices are predicted on rice in the near future.

Coffee is becoming increasingly scarce, and jobbers are finding difficulty in getting supplies. Shelled nuts continue to advance.

QUEBEC MARKETS

MONTREAL, July 3.—The volume of grocery business is not very heavy, but considering the difficulty of securing supplies the activity is fair. There is evidence of maintained supplies being available of certain commodities, while other items cannot be had in anything like the required quantity.

New Prices Named For Baking Powder

Montreal.

BAKING POWDER.—New prices are announced for Cook's Friend baking powder, these being as follows, the old price and the new: No. 1 size, \$3.40-\$3.60; No. 10, \$2.65-\$2.85; No. 8, \$2.15-\$2.30; No. 2, \$1.15-\$1.25 and No. 3, 75c-80c.

Soap and Relishes Up; Barrel Pork Lower

Montreal.

SOAPS, BARREL PORK.—Advances were made here in the price of Fels Naptha soap which is now selling to the trade at \$7.25 per case. This supersedes the previous cost of \$6.95. American barrel pork of the second grade is down to \$53.00 per barrel, this being a more favorable price than was obtainable for some time. The price of Tournade's Kitchen Bouquet has advanced to \$2.90 per dozen. This is a relish that sold previously at \$2.75.

Refinery Advances Prices, Result Increased Freights

Montreal.

SUGAR.—An advance of 10c per 100 pounds has been made in the price of refined sugar. This applies to the quotations of the Atlantic Sugar Refineries, and it is rumored that another refinery has also made a like advance but this cannot be confirmed. Other refiners may make a like advance at any time. The increased costs of hauling raw sugars in the United States and the anticipated advance in the cost of fuel are the reasons assigned for the increase. Jobbers seem to have fair supplies on hand and the demand has been less active from the usual sources. It is expected that the supplies will still be ample for the earlier needs of the preserving season and probably for that of the early fall, too. There is no reason for any anxiety at the moment and the prospect is that the situation will hold steady.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 00
Acadia Sugar Refinery, extra granulated	8 80
St. Lawrence Sugar Refinery	8 80
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	8 80
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 50
Icing (50-lb. boxes)	8 90-9 30
Diamond icing	9 10
Yellow, No. 1	8 10-8 40
Yellow, No. 2 (or Golden)	8 00-8 30
Yellow, No. 3	7 90-8 20
Powdered, barrels	8 60-9 00
Paris lumps, barrels	9 10

Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 55
Crystal diamonds (boxes 100 lbs.)	9 80
Cut loaf (50-lb. boxes)	9 80-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

Ample Supplies Canned Goods; Few Exceptions

Montreal.

CANNED GOODS.—There is a very good sale for such canned fruits and vegetables as the jobbers are able to supply. Of raspberries and strawberries there does not seem to be much supply. The same might be said of corn, although there is still some corn to be had at full prices. A certain amount of business still is passing as between jobbers, and the retailer orders pretty much as his demand warrants not wishing to stock heavily at ruling prices. Red Springs salmon is to hand of new pack and the price is quoted at \$3.75 per doz. Lobsters are reported to be very scarce and prices will rule high. Half pound tins are quoted now at \$3.60 to \$3.65 per doz., this being an increase of 10c per doz.

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

Light Syrup Sale; Molasses Receipts Fair

Montreal.

SYRUPS AND MOLASSES.—Some activity is reported for molasses but this is limited to the rather short supply. Shipments of a limited nature are coming in and prices on these are fully maintained, but without any change. Corn syrups and also cane are selling some but on a reduced basis. Prices on these are holding and the next few weeks

will probably see little change in demand from the trade.

Corn Syrup—

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

	Prices for	
Barbadoes Molasses—	Island of Montreal	
Puncheons	0 97	1 00
Barrels	1 00	1 03
Half barrels	1 02	1 05

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at “open prices.” No discounts will be given.

High Price Basis Regulates Syrup Demand

Montreal.

MAPLE PRODUCTS.—The demand for maple sugar and maple syrup is more confined than some of the large jobbers because of the prices that have to be asked for the products. At the same time there has been a good season and still there is some good business. Sugar is unchanged at 21c to 22c per pound and syrup at prices named below.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.		1 85
3½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22

Strong Undertone to Beans Though Demand Light

Montreal.

BEANS.—It is stated that there would be a decided improvement in the bean market were there more interest on the part of the government buyers in securing needed supplies. There is not a great deal of ordinary demand, and while this would usually have the effect of reducing prices such is not the case to-day, the undertone being one of much strength. If a demand should develop for supplies to be used by the Canadian soldiers overseas there would be some considerable supply in the Canadian market to meet this. At present prices hold firm without change.

Beans—		
Canadian, hand-picked, bush	8 50	9 00
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia		9 00
Brown Beans		7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 50	8 75
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (not), per bag 98 lbs.		6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

First Crop Japans Arrives; High Tendencies Noted

Montreal.

TEAS.—Of interest is the announcement that certain shipments of new season Japan teas have reached Vancouver. As has been stated in the columns of CANADIAN GROCER for some time past the tendencies are of a

decidedly firm nature and in some cases Japan teas will be sold at 30 per cent more than the quotations obtaining a year ago. The condition of trade is on the quiet side but many expect that there will be a good sale for teas in the coming months. Quotations on the second pickings of Japans are not available as yet but it is stated that these also will rule high.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.....	0 47	0 49
Pekoes, per lb.....	0 49	0 52
Orange Pekoes.....	0 53	0 55
Javas—		
Pekoes.....	0 41	0 43
Broken Orange Pekoes.....	0 43	0 45
Orange Pekoes.....	0 46	0 49
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Local Coffee Steady and Cocoa is Moving

Montreal.
COFFEE, COCOA.—The steadiness of coffee is continued with little change anticipated. Enquiry has failed to reveal a definite answer of the extent to which restrictions will affect the supplies of coffee coming to the Canadian trade. Just now there is enough coffee to fill the orders received. Spot trading in the States is steady with that on futures a trifle lower. Cocoa demand keeps up remarkably well the season considered. Prices are without change.

Coffee, Roasted—		
Bogotas, lb.....	0 28½	0 32
Jamaica, lb.....	0 24	0 28
Java, lb.....	0 38	0 41
Maracaibo, lb.....	0 27½	0 30
Mexican, lb.....	0 24	0 28
Mocha, lb., types.....	0 33	0 37
Mochas (genuine).....		
Rio, lb.....	0 22	0 26
Santos, Bourbon, lb.....	0 27	0 30
Santos, lb.....	0 26	0 29
Cocoa—		
Bulk cocoa (pure).....	0 30	0 35
Bulk cocoa (sweet).....		0 25

Rice Prices Steady; Enough For Needs

Montreal.
RICE AND TAPIOCA.—While the required amount of flour substitutes has its proportionate call on the supply of rice, there still is enough rice to meet trade requirements. The undertone is a very firm one and importers have been selling at maintained prices. In speaking with a large miller of rice CANADIAN GROCER was informed that there was no immediate prospect of higher prices and that supplies were ample to meet present demand. Tapioca is steady and firm, the sale for this being very good.

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

Trade Takes to New Prices; Spices Sell Well

Montreal.
SPICES.—In view of the tendencies that have consistently pointed to a higher

price basis within recent weeks, the trade has generally accepted the new schedules announced last week and trading is considered as active as the season would call for. There is nothing of particular change to note this week. Importers stocks are such as to meet the trade needs and this will be gratifying news for those interested in securing further supplies. At the same time the short stocks elsewhere at import points will suggest to many that their stocks should be kept well assorted.

	5 and 10-lb. boxes	
Allspice.....	0 20	0 22
Cassia.....		0 35
Cassia (pure).....	0 35	0 37
Cayenne pepper.....	0 28	0 35
Cloves.....	0 75	0 77
Cream of tartar.....	0 95	1 00
Ginger.....	0 30	0 40
Ginger (Cochin or Jamaica).....		0 30
Mace.....	0 80	1 00
Mixed spice.....	0 30	0 32
Nutmegs.....	0 45	0 50
Pepper, black.....	0 42	0 45
Pepper, white.....	0 48	0 50
Pepper (Cayenne).....	0 35	0 37
Pickling spice.....	0 25	0 27
Paprika.....	0 45	0 50
Tumeric.....	0 21	0 23

RAISINS IN 25-POUND BOXES

It has been customary to ship raisins in boxes containing 50 pounds. This will be changed this year on the part of some packers at least. There has been an extra charge of 7½c per box made for the strapping used and this was occasioned not only to cover the cost of the strapping, but it required extra labor, and labor is scarce. Many buyers have elected to take them in 25-pound boxes as there is some saving because the 25-pound boxes do not need the strapping. There also will be fewer faced goods sent out this year, the labor question being the big factor in dispensing with this. This will apply both to seedless and loose raisins.

Cardamon seed, per lb., bulk.....	2 00
Carraway, Dutch, nominal.....	0 75
Cinnamon, China, lb.....	0 30
Cinnamon, per lb.....	0 35
Mustard seed, bulk.....	0 25
Celery seed, bulk.....	0 45
Shredded cocoanut, in pails.....	0 31 0 23
Pimento, whole.....	0 18 0 20
For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.	

Dried Fruits Active Considering Season

Montreal.
DRIED FRUITS.—There is a good sale for various dried fruits and with few exceptions jobbers are able to make prompt shipments of required quantities. Those asked for mostly are prunes, peaches, apricots and pears, while dried apples are in use to a considerable extent in the large camps requiring an amount of manual labor. The outlook for new crop of prunes is variously viewed, some reporting more favorably than others, but it is rather early to make a definite forecast.

Appriots—	
Choice.....	0 25
Fancy.....	0 30
Apples (evaporated).....	0 20
(fancy)—	
Faced.....	0 19
Choice.....	0 17
12 oz., per pkge.....	0 16

Pears.....	0 16
Drained Peels (old)—	
Citron.....	0 27½ 0 32
Lemon.....	0 28½ 0 34
Orange.....	
Drained Peels (new)—	
Lemon.....	0 40 0 41
Orange.....	0 42 0 43
Citron.....	0 47 0 48
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.	
Muscats, loose, 2-crown.....	0 10½ 0 11
Muscats, loose, 3-crown, lb.....	0 11½
Muscats, 4-crown, lb.....	0 12
Cal. seedless, 16 oz.....	0 14
Cal. seedless (new).....	0 16 0 16½
Fancy seeded, 16 oz. pkgs.....	0 13
Choice seeded, 16 oz. pkgs.....	0 12
Valencias, selected.....	0 11
Valencias, 4-crown layers.....	0 11½
Currants, old.....	0 24
Do., new.....	0 32
Dates, Excelior, per case.....	6 84
Do., Dromedary.....	7 92
Figs (new), 100 to case.....	11 00
Figs (layer), 10-lb. boxes.....	1 90 2 75
Figs, Spanish (mats).....	0 12
Figs, Portuguese (mats).....	0 13
Figs, Fancy Cal. White (Cholee)—	
Pkgs. 16 oz. (10 pkgs.).....	1 75
Pkgs. 10 oz. (12 pkgs.).....	1 45
Pkgs. 8 oz. (20 pkgs.).....	2 00 2 60
Pkgs. 6 oz. (50 pkgs.).....	3 60 4 75
Pkgs. 4 oz. (70 pkgs.).....	3 70 5 00
Prunes—	
30-40.....	0 19
California, 40-50s.....	0 18
25-lb. cases, 50-60s.....	0 17
60-70s.....	0 15½ 0 16½
70-80s.....	0 13 0 15½
80-90s.....	0 11½ 0 14
90-100s.....	0 11 0 13
Oregon, 30-40s.....	0 15½
40-50s.....	0 15½
50-60s.....	0 12½

Peanuts Advance 3c in States; Almonds Scarce

Montreal.
NUTS.—There are no nuts to be had from United States sources say importers. That is to say that all shelled nuts are debarred and the supply of shelled nuts which it is possible to bring forward is limited, the dealers there having little more, if any, than their own home needs require. An advance of three cents per pound was made in the price of peanuts in New York, and it very probably will be reflected here in the immediate future of prices for this line. Trading has been quite active owing to the position which all nuts have attained within recent weeks.

Almonds (Tara), per lb.....	0 24	0 30
Almonds (shelled).....	0 50	0 55
Almonds (Jordan).....	0 70	
Almonds, Valencis, shelled.....	0 45	0 46
Almonds, soft shelled Tarragonas.....	0 22½	0 23½
Brazil nuts (new).....	0 20	0 25
Brazil nuts (med.).....	0 15	0 17
Filberts (Sicily), per lb.....	0 22	0 27
Filberts, Barcelona.....	0 17½	0 19½
Hickory nuts (large and small), lb.....	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.....	0 25	0 26
Fancys, per lb.....	0 24	0 25
Extras, per lb.....	0 19	0 20
Shelled, No. 1 Spanish.....	0 18½	0 19½
Shelled, No. 1 Virginia.....	0 19½	0 20½
Do., No. 2.....		0 14
Pecans (new Jumbo), per lb.....	0 28	0 32
Pecans, New Orleans, No. 2.....	0 21	0 24
Pecans "paper shell," extra large.....		0 40
Jumbo.....		0 80
Pecans (shelled).....		0 20 0 23
Walnuts (Grenoble).....		0 16 0 18
Walnuts (new Naples).....		0 76 0 82
Walnuts (shelled).....		0 25 0 28
Walnuts (Marbots), in bags.....		

Activity Will Continue For Flour Substitutes

Montreal.
CEREALS.—The sale of corn flakes and other cooked cereals is large and of

some kinds there is more demand than can be met. Cornmeal and oatmeal, and also rolled oats are selling very well at maintained prices. It is expected that there will be a better demand for rolled oats in the immediate future as the need for substitutes to replace flour will find in this a very acceptable product that may be used to advantage. The better supply of rye flour has resulted in a lowering of price. Corn flour and rice flour are in good demand and prices are held unchanged.

Cornmeal, Pure Gold	7 00
Cornmeal (Gold Dust)	6 60
Barley, pearl	7 50
Barley, pot, 98 lbs.	6 00
Buckwheat flour, 98 lbs.	5 80
Corn flour, 98 lbs.	9 00
Rice flour	6 75
Hominy grits, 98 lbs.	7 50
Hominy, pearl, 98 lbs.	7 75
Oatmeal (standard-granulated and fine)	5 60
Peas, Canadian, boiling, bush.	5 00
Split peas	9 50
Rolled oats, 90-lb. bags	5 10
Rolled oats (family pack.), case	5 26
Rolled oats (small size), case.	2 10
Rolled wheat (100-lb. bbls.)	6 75
Rye flour, small lots, 98 lbs.	7 50
Self-raising flour—3-lb. pkgs., doz.	2 80
6-lb. pkgs., doz.	5 50

Note.—Other grades of corn meal may be purchased at special prices.

Little Sale For Flour; Some Mills Operating

Montreal.

FLOUR AND FEEDS.—Little interest is taken in the regular flour market as the demand has become reduced to a small compass. The interest now is beginning to centre in the milling of the substitute flours and it is very probable that some of the mills may soon be directing their attention to milling these on a more or less extensive scale. Certain it is that substitutes will have to be supplied in ample volume to meet the requirements of the Food Controller. The position on feeds is unchanged as demand is still large and the supply not large enough to meet this. Notwithstanding this fact the prices have declined to a more favorable basis.

War Standard, Graham and Whole

Wheat Flours—	
Car lots (on track)	10 95
Car lots (delivered), Bakers	11 05
Small lots (delivered)	11 15
Bran, per ton	85 00
Shorts	40 00
Crushed oats	61 00
Barley chop	61 00
Barley meal	61 00
Feed oats, per bushel	1 09

New Fruits Arrive; Strawberries Are Down

Montreal.

FRUITS.—The advancing season brings with it new varieties of fruits, some from the south and others of the local grown kinds. Blueberries have been offered the last week and Montreal strawberries are in much better supply at reasonable prices which will still be lower. California plums are on the market at \$3 per box. Owing to scarcity through weather conditions watermelons are higher again and are selling at 75c each. Oranges and lemons are firm. The demand is maintained on an active basis.

Apples—	
Ben Davis	3 25
Russets	4 50
Nonpareil	5 00
Boxed apples (all sizes)	2 75
Apricots (Cal.) box	3 00
Bananas (fancy large), bunch.	5 00
Blueberries (qt.)	0 30
Cherries (California), box	3 50
Cocconuts, sack	7 25
Grape fruit (fancy Jamaica)	3 25
Grape fruit (fancy Porto Rico)	3 75
80, 96, 112	5 00
Grape fruit (fancy Porto Rico)	4 75
54, 46	9 00
Lemons (fancy new Messina)	8 50
Lemons (choice)	7 00
Lemons (California seedless)	5 00
Oranges, Valencia lates	7 50
Oranges, Porto Rico	5 50
Oranges, California navels	7 50
Oranges, Jamaica	6 50
Oranges (bitter)	4 00
Oranges (Seville, bitter)	5 50
Oranges (Sorrentoes), 200 size	5 00
Plums (Cal.), box	3 00
Pineapples, Cuban (crate)	6 00
Pineapples, Florida	6 00
Peaches (6-basket)	3 50
Strawberries (box) (quarts)	0 30
Strawberries (Montreal), crate	5 00
Watermelons (each)	0 75

Potatoes High; Both New and Old Stock

Montreal.

VEGETABLES.—Although there is no apparent reason for an advance, potatoes have been very high. This applies to the new imported variety which are selling at over \$2 per barrel for the best grade. The old stock is apparently scarcer, though some assert that there is enough to meet the demand with a good lot to spare. The high quotations should soon be reduced and this will doubtless be effected in the immediate future with more of the local grown in the market. New carrots and beets and also cucumbers of the Montreal variety are more plentiful and consequently are cheaper. Montreal tomatoes of the hot-house variety are on the market at a fair price and are in active demand. Spinach has held high because of the somewhat unfavorable weather conditions.

Asparagus (doz. bunches)	3 50
Asparagus, Western Grass (bask.)	2 50
Beans, new string (25-lb. basket)	4 00
Beets (60-lb. bag)	0 75
Beets, new (hamper)	2 25
Beets, new (doz. bunches)	0 75
Cauliflower (Montreal), doz.	3 00

Cabbage (new), barrel	6 50
Cabbage (Baltimore), crate	6 00
Carrots, new, doz.	0 40
Carrots (bag)	2 00
Celery (Montreal), doz.	1 00
Cucumbers (hamper)	3 50
Cucumbers (Montreal), doz.	1 00
Endive (Can.)	0 25
Endive (American)	0 40
Lettuce, curly (doz.)	0 40
Lettuce (Montreal), head	0 50
Leeks	0 50
Mint	0 50
Mushrooms, lb.	0 50
Onions, red (100-lb. bag)	0 50
Onions, spring, doz.	0 50
Onions (Texas), No. 1 yellow, etc.	0 50
Do., No. 2 white wax (crate)	0 50
Do., Silver and Red (crate)	0 50
Oyster plant	0 50
Parsnips (60-lb. bag)	0 50
Parsnips, new (doz. bunches)	0 50
Parsley (American)	0 50
Parsley (Canadian)	0 50
Peas (in hampers)	0 50
Peas (Montreal), 20-lb. bag	2 00
Potatoes (sweet), per hamper, as to size	2 50
Potatoes, bag	2 25
Potatoes (New Brunswick), bag	1 65
Potatoes, new, Virginia, bbl.	6 50
Romane	0 50
Radishes (doz.)	0 25
Rhubarb, doz.	0 25
Spinach, box	0 75
Turnips (Montreal), bag	3 00
Turnips (Quebec)	3 00
Turnips, new (doz. bunches)	1 00
Tomatoes (hothouse), lb.	0 40
Tomatoes (Mississippi flats), 4-bas.	1 90
Watercress (Can.)	0 40
Watercress (Amer.)	1 00

Plenty Poultry is Desired; Supply Limited

Montreal.

POULTRY.—Prices rule firm for all kinds of poultry, and with a maintained demand there will probably be a continued good market for all the stock available. Supplies might be stated as fair, a certain improvement being noted in the receipts of old hens in recent weeks. The supplies of ducklings and also of broilers have improved but these are not nearly as large as the demand would absorb were they to be had.

	Live	Dressed
Young ducks, lb.	0 25	0 45-0 50
Old ducks (fat)	0 25	0 45-0 50
Old ducks (thin)	0 15	0 40-0 45
Broilers, 3/4 lbs., pair	0 28	0 38-0 33
Turkeys (old toms), lb.	0 30-0 32	0 35-0 36
Turkeys (young)	0 30-0 32	0 39-0 40
Geese	0 30-0 32	0 35-0 36
Old fowls	0 30-0 32	0 39-0 40
Chickens (milk-fed)	0 30-0 32	0 35-0 36
Roasting chicken	0 30-0 32	0 37

ONTARIO MARKETS

TORONTO, July 3.—The market during the week has been fairly active, though with a few exceptions there have been comparatively few price changes. Fruits and vegetables are among the most active elements in the market at this season of the year. Spices are high, and there is a pronounced feeling of strength in both the tea and coffee markets, though no actual changes have been recorded. Other goods remain at about normal figures. Scarcity in some lines has been a drag on business.

Sugar Situation Unchanged Supplies Appear Adequate

Toronto.

SUGAR.—There is not much change in the situation this week as far as sugar

is concerned. Raws are arriving in fair volume, and some refiners are able to keep in operation. There are some refiners, however, who are practically off the market for the moment, and this is putting a fairly heavy strain on the available supplies. There is at the present an overplus of brown sugars, and as a result refiners are requiring the purchase of proportions of this grade with every delivery of granulated; similarly most wholesalers are adopting the same policy to the trade. There is no present indication of any change in conditions, and there will be a sufficient supply, it is expected, to meet all requirements.

Atlantic, extra granulated	9 07
St. Lawrence, extra granulated	8 97
Acadia Sugar Refinery, extra granulated	9 07
Can. Sugar Refinery, extra granulated	8 82
Dom. Sugar Refinery, extra granulated	8 97
Iceing sugar, barrels	9 27

Powdered, barrels 9 17
 Canada Sugar differentials: 50-lb. sacks, 19c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Wrapping Paper and Paper Bags Advance

Toronto.
 PAPER, PAPER BAGS, ETC.—There have been a number of advances in general lines noted during the week. Some brands of canned pineapple have advanced; Libby 2's are now quoted at \$3.50 a dozen and Royal Arch at \$3.40. Aylmer plums in glass have been slightly reduced, Lombards and green-gages selling at \$2.40 a dozen. Fels Naphtha soap has advanced to \$7.40 a box. Carbonate of soda, 112-lb. keg, is quoted at \$7.40. There has been an advance also in Manila paper and paper bags. Paper is selling at 5c a pound in five-roll lots and 5½c in single rolls. Paper bags are quoted as follows, the first price being for light and the second for heavy bags:—¼'s, \$1.30-1.50; ½'s, \$1.50-1.80; 1's, \$1.95-2.25; 2's, \$2.40-2.85; 3's, \$3.15-3.60; 4's, \$3.60-4.20; 5's, \$4.50-5.10; 6's, \$5.40-6.30; 7's, \$6.00-7.75; 8's, \$7.20-8.25; 10's, \$8.10-9.45.

Scarcity of Supplies Keeps Molasses at Record Prices

Toronto.
 MOLASSES.—Molasses continues to be very scarce. The main reason for this is the difficulties of getting space for consignments from the West Indies. Consequently prices are high and many jobbers are refusing to stock at prevailing prices. Scarcity of containers is also having its effect on case goods, and these are becoming almost as scarce as the bulk. Syrups continue unchanged in price, with a fair demand.

Corn Syrups—

Barrels, per lb.	0 07
Cases, 2-lb. tins, 2 doz. in case	4 65
Cases, 5-lb. tins, 1 doz. in case	5 20
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	

Cane Syrups—

Barrels and half barrels, lb.	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	0 56	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	3 50	
Tins, 3-lb., baking grade, case of 2 doz.	4 60	
Tins, 5-lb., baking grade, case of 1 doz.	3 90	
Tins, 10-lb., baking grade, case		

of ½ doz.	3 75	
West Indies, 1½, 48s	5 00	
West Indies, 2s, 36s	4 00	4 25

Canned Goods Fair; Prices Unchanged

Toronto.
CANNED GOODS.—There is a fair demand for all grades of canned goods, and the movement of stocks has been fairly brisk, though there is a feeling that there are some stocks in retailers' hands. With the possibility of the imposition of restrictions on the sale of canned goods during the summer months being a thing of the past, this should not be a large factor in the business.

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

Salmon—

Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 85	1 50
Cohoos, ½-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 00	3 25

Canned Vegetables—

Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 55	3 65
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Succotash, No. 1, doz.	2 90	2 35
Pineapples, 2s	2 50	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	1 75	
Plums, Green Gage	1 80	1 95
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Raspberries, 2s, H.S.	3 00	3 25
Do., raspberry, 4-lb. tin	0 85	
Do., black currant, 4-lb. tin	0 75	0 83
Do., strawberry, 4-lb. tin	0 84	0 87

Preserved Fruits, Pint Sealers—

Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	3 45	
Red currants, doz.	3 45	
Raspberries, doz.	3 50	3 60
Strawberries	3 60	4 40

Dried Fruit Quiet; Fair Demand Noted

Toronto.
DRIED FRUITS.—There has been a fair market in these lines during the week, but no changes of moment have been noted.

Apples, evaporated, Ontario	0 20	0 21
Do., do., Nova Scotia	0 17	0 18
Apricots, unpitted	0 16½	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26

Candied Peels, American—

Lemon		
Orange		
Citron		

Currants—

Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35

Dates—

Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75

Figs—

Tapa, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 18	0 14
Cal., 8 oz. pkgs, 20s, case	1 80	
Cal., 10 oz., 12s, case	1 40	

Fruites—

30-40s, per lb., 25's, faced	0 18	
40-50s, per lb., 25's, faced	0 17	0 17½

50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12½	0 13½
90-100s, per lb., 25's, faced	0 12	

Peaches—

Standard, 25-lb. box	0 15½	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	0 22	
Practically peeled, 25-lb. boxes	0 22	
Extra fancy	0 23	

Raisins—

California bleached, lb.	0 14	
Valencia, Cal.	0 10½	0 10½
Valencia, Spanish		
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

Tea Buying Light But Strong Tone to Market

Toronto.
TEAS.—There is a slight falling off in tea business at the moment owing to the new duty imposed upon teas. Retailers are largely limiting their buying until their present stocks are cleaned up; this has resulted in a dull market at the moment, as it is not believed that the tea in retailers' hands is of a very extensive quantity. This condition will only be of a very temporary nature until conditions readjust themselves. In the primary markets conditions are very different. Japans are unusually high, while China, India and Ceylon are also very firm indeed. Added to this the importers' rate on tea shipments from the Pacific Coast has been withdrawn, so that instead of a rate of \$1.10 the rate is now \$1.87½. All these factors place tea in a very strong position as far as new stocks are concerned, and when these become a fact it is probable that there will be a sharp advance in price. There will need to be a considerable absorption of present stocks before this change will be felt on this market.

Ceylon and India—

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62

Javas—

Broken Pekoes	0 45	0 48
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Japans and Chinas—

Early pickings, Japans	0 50	
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

and are meant to give some indication of price movement.

These prices do not indicate the wide range in the values. They are good medium grades.

Coffee Will Probably Advance in Near Future

Toronto.
COFFEE.—Reports of disastrous frosts in Brazil, that have largely curtailed the production of that country, and have resulted in a pronounced advance in coffee, coincident with the taking over of the whole Jamaica crop by the British Government, have put a very new situation on the coffee market, and have made a very sharp advance a very strong probability. Present stocks in this country are very light, and the effect of these new conditions may be expected to be felt almost immediately.

Coffee—

Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Marañon, lb.	0 30	0 35
Mexican, lb.	0 32	0 36

Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	0 46	0 46
Mocha, Arabian, lb.	0 24	0 29
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chiocry, lb.	0 25	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

**Spices in Strong Market;
Several Advances Noted**

Toronto.

SPICES.—There is a very strong feeling, indeed, in the spice market, and many advances are noted. Cloves are heavier, and stocks on the New York market are bringing abnormal prices. White pepper is also in a very strong position, and shows a marked advance. Paprika and celery seed also show advances, as does also cream of tartar. Coriander is slightly easier.

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 25	0 35
Herbs—sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 48	0 46
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 60
Nutmegs, select, whole, 100s.	0 45	0 48
Do., 80s	0 60	0 65
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 60	0 65
Coriander, whole	0 25	0 28
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 95	1 05
American high test	1 50	1 50
2-oz. packages, doz.	3 25	3 25
4-oz. packages, doz.	5 45	5 45
8-oz. packages, doz.	6 00	6 00
8-oz. tins, doz.	0 21	0 21
Tartarine, barrels, lb.	0 23	0 23
Do., kegs, lb.	0 25	0 25
Do., pails, lb.	0 90	0 90
Do., 4 oz., doz.	1 75	1 75
Do., 8 oz., doz.	3 25	3 25
Do., 16 oz., doz.	3 25	3 25

**Nut Prices Strong;
Fair Supplies Available**

Toronto.

NUTS.—There is not much change in the situation regarding nuts, and probably will not be until the definite understanding of the bearing of the recent embargo on the trade is obtained. At the moment there are fairly heavy supplies that were ordered before the embargo was imposed that will be permitted entry. What the future may hold is not known. Importers have made no concerted action to have the embargo modified in any way, and when the need becomes more urgent something of this nature may be done.

In the Shell—

Almonds, Tarragonas, lb.	0 21	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	0 21	0 27
Walnuts, Manchurian, lb.	0 21	0 27
Filberts, lb.	0 19	0 22
Pecans, lb.	0 27	0 27
Peanuts, Jumbo, roasted	0 24	0 25
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 17	0 17
Cocanuts, 100s	7 50	7 50
Shelled—		
Almonds, lb.	0 45	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 80
Peanuts, Spanish, lb.	0 18	0 23
Do., Chinese, 30-32 to oz.	0 18	0 18
Brazil nuts, lb.	0 68	0 75

**Rice in Strong Market;
Supplies Light**

Toronto.

RICE.—There continues to be a marked scarcity in all grades of rice, but while the demand is strong there is no present indication of any price changes.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas, per 100 lbs.	11 75	12 50
Anduras, fancy, per 100 lbs.	13 00	13 00
Siam, fancy, per 100 lbs.	9 75	9 75
Siam, second, per 100 lbs.	9 50	9 50
Japans, fancy, per 100 lbs.	10 75	11 75
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	9 00	10 00
Do., Simiu	11 50	11 50
Do., Mujin, No. 1	10 75	10 75
Do., Paking	10 25	10 25
Tapioca, per lb.	0 14½	0 15

**Package Goods Unchanged
Average Activity**

Toronto.

PACKAGE GOODS.—There have been no changes of note in these lines during the past week. Demand has been fair.

Cornflakes, per case	3 90	4 25
Rolled oats, round, family size, 20s	5 75	6 00
Rolled oats, round, regular 18s, case	2 05	2 30
Rolled oats, square, 20s	5 85	6 00
Cracked wheat, case	4 25	4 25
Cornstarch, No. 1, pound cartons No. 2, pound cartons	0 11½	0 11½
Starch, in 1-lb. cartons	0 10½	0 11½
Laundry starch, in 1-lb. cartons. Do., in 6-lb. tins	0 10	0 11½
Do., in 6-lb. boxes	0 13	0 13
Do., in 100-lb. kegs	0 11	0 11

**More Fruit Arriving;
Prices Somewhat Easier**

Toronto.

FRUIT.—There have been a considerable number of changes in fruits during the past week with the tendency toward lower prices as supplies become more plentiful. Canadian berries are beginning to arrive on the market in fair quantities and are of a very good quality with a price of 23 cents being usual for the best quality.

Delaware apples are the newest arrivals on the market. They are a white apple in hampers and sell at \$3.50 to \$4. Georgia peaches are arriving in good condition and are somewhat easier in price. California apricots and cherries are also somewhat easier in price. Pineapples are practically off the market. California lemons are somewhat easier, selling at a top figure of \$11.00.

Bananas, yellow, bunch	4 00	4 50
Do., per lb.	0 07	0 07
Grapefruit—		
Florida, 46s, case	6 50	6 50
Do., 54s, 64s, 126s, 150s.	6 50	6 50
Oranges—		
Valencias—		
96s	7 00	7 00
100s	7 00	7 00
126s	8 00	8 00
150s, 176s, 200s, 216s	8 00	8 50
250s	8 00	8 50
288s	8 00	8 50
324s, 360s	7 00	7 00
Lemons, Cal., case	10 50	11 00
Do., Verdilla	9 00	9 50
Peaches, Georgia, 6 bask. crate.	3 50	4 00
Pears, Cal., box	3 50	3 50
Pineapples—		
Strawberries—		
quarts	0 25	0 30
Cherries, 11 qt. bas., sour	1 25	1 25
Cherries, white, sweet	1 75	2 50
Cherries, black, sweet	2 50	3 00
Gooseberries, 11 qt. bas.	1 25	1 25
Apples, Transparent, per hamper	3 50	3 50
California fruit—		
Apricots, per box	2 50	2 75

Peaches, per box	2 50	2 50
Cherries, according to quality and size ..	2 00	3 25

**Imported Potatoes;
Show Sharp Advance**

Toronto.

VEGETABLES.—Some of the more specialized goods in the vegetable line are now becoming scarce owing to the embargo in effect against them, and to the fact that it is now necessary to depend on Canadian production. Cucumbers are now only obtainable from Canadian sources, and as a result they remain high in price. Potatoes are probably the feature on the market. The high prices foretold last week are now an established fact. New Virginias are selling at \$8.50 a barrel for No. 1 and \$6.50 for No. 2. Onions are arriving from California and are quoted at \$5.00 per 100-pound sack. Cabbage is selling at \$5.00 a crate. Canadian peppers are arriving on the market for the first time this season. Beans are somewhat higher in price. Tomatoes are fairly plentiful, but the quality is irregular and the demand is dull.

Asparagus, Canadian, basket ..	1 50	2 00
Artichokes, Cal., doz.	1 25	1 25
Beans, wax, hamper ..	3 75	4 00
Do., green, hamper ..	2 50	2 75
Beets, new, hamper ..	1 25	1 50
Do., Canadian, doz.	0 40	0 60
Cabbage, Canadian, barrel ..	4 50	5 00
Do., Carolina, crate ..	5 00	5 50
Cottage Canadian, crate ..	2 75	2 75
Cottage Canadian, hamper ..	6 00	6 50
Cantaloupes, standard crate ..	2 50	2 75
Do., flat crate ..	1 75	2 00
Carrots, bag ..	0 25	0 30
Do., new, hamper ..	2 75	3 00
Do., doz.	0 25	0 50
Cucumbers, hothouse, basket ..	1 00	1 25
Lettuce, leaf, doz. bunches.	1 00	1 25
Do., head, doz.	3 25	3 25
Mushrooms, basket ..	2 75	3 00
Onions—		
Texas, 50-lb. crate ..	5 00	5 00
California, 100-lb. bag ..	0 85	0 90
Parsley, doz. bunches.	0 85	0 85
Parsley, doz. bunches ..	1 00	1 00
Peas, Canadian, 11 qt. bask.	1 00	1 00
Parsnips, bag ..	0 00	0 00
Peppers, green, doz.	1 85	2 00
Potatoes—		
Ontario, bag ..	8 50	9 00
N.B. Delawares ..	6 50	6 50
Virginia, No. 1 ..	0 60	0 75
Do., No. 2 ..	0 30	0 40
Spinach, Canadian, bushel ..	1 50	2 00
Rhubarb, dozen bunches ..	5 00	5 25
Tomatoes—		
Mississippi, 4 bask. crate.	0 35	0 40
Texas, 6 bask. crate.		
Hothouse, fancy, lb.		

**Flour Stocks Light;
Demand Moderate**

Toronto.

FLOUR.—There is a fair demand for flour at the present time, but the recent regulations are naturally curtailing the consumption. As present stocks are very light, indeed, millers are not displaying any anxiety over this limited business; their effort is directed toward limiting rather than booming sales.

War Grade—

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

**Mill Feeds Very Scarce;
Some Mills Sold Output**

Toronto.

MILL FEEDS.—The situation on mill feeds is one of the most pronounced scarcity. There are practically no sup-

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., July 2.—Butter has eased down to 51c but eggs have gone up to 54c for British Columbia. Fresh Albertas are selling well though at 4c. The first carload of cheese ever shipped from a British Columbia factory which arrived from Sardis last week is finding a good sale at the same price as Ontario, which is now 26c; the cheese is of good quality but is packed square instead of cylindrical. Packages of Alberta cheese is quoted at 25½c. Lard is steady, other shortening scarce. Lemons have gone up to \$10. California peaches, plums, pears and apples now selling freely. New potatoes 5c a pound; all old potatoes \$45. A strike of electrical workers threatens over \$500,000 worth of products in cold storage plant; so far the ammonia pumps have been kept going, but they may stop at any time.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton.....	.....
Do., Siam, No. 2.....	1 85 1 90
Rice, China, 44 lb. mats, No. 1..	1 90 1 95
Do., No. 2	1 75 1 89
Do., Japanese	2 10 2 15
Beans, Japanese, per lb.	0 09 0 15
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	45 00
Lard, pure, in 400-lb. tierces, lb.	0 33
Lard, compound	0 29½
Butter, fresh made creamery, lb.	0 49 0 51
Cheese, Canadian	0 26
Margarine	0 34
Eggs, new-laid, in cartons, doz.	0 54
Oranges, box	8 25
Lemons	10 00
Salmon—	
Sockeye, halves, flat case	16 50
Tall, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 2.—Things are quiet in grocery lines this week as all travellers are laying off for a few days. Fels Naptha soap has advanced 65c per case, and advances on other soaps appear likely. Butter prices are firm; eggs inclined to stiffen. Market bare of new potatoes but car of Mississippi Reds is expected to-morrow and is quoted at 4½c per pound. Strawberries are about over, a car of Crestons arrived to-day and sold

at \$4.50 a crate. Pink salmon talls are selling \$9 to \$10.25. Kootenashi small white beans \$14.50.

CALGARY:

Beans, small, lb.	0 10	0 11
Flour, 98s, per bbl.	10 35	10 35
Molasses, extra fancy, gal.	1 15	1 15
Rolled oats, 80s	4 45	4 60
Rice, Siam, cwt.	8 50	9 50
Rice, Japan	10 50	10 50
Rice, China, per mat, No. 1.....	5 10	5 10
Do., No. 2	4 70	4 70
Tapioca, lb.	0 15	0 15
Sago, lb.	0 15	0 15
Sugar, pure cane, granulated, cwt.	10 60	10 60
Cheese, No. 1, Ontario, large....	0 24½	0 26½
Butter, creamery, lb.	0 45½	0 47
Do., dairy, lb.	0 35	0 35
Lard, pure, 3s, per case	19 50	19 50
Eggs, new-laid, case	10 00	11 00
Candied peel, lemon, lb.	0 30	0 30
Tomatoes, 2½s, standard case....	5 25	5 50
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	4 00	4 00
Apples, gala., Ontario, case....	2 80	3 00
Strawberries, 2s, Ontario, case..	6 50	6 80
Raspberries, 2s, Ontario, case....	.....	.....
Apples, evaporated, 50s, lb.	0 21	0 21
Apricots, evaporated, lb.	0 26½	0 26½
Peaches, evaporated, lb.	0 15	0 17
Peaches, 2s, Ontario, case	4 75	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 25	16 25
Do., halves	17 00	18 25
Potatoes, per ton	33 00	33 00
Oranges, Valencias, case	7 50	8 00
Lemons, case	12 00	12 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., July 2.—While crop prospects are brighter in Saskatchewan there is still great need for more rain; wheat is heading out in many districts. There are few market changes to report. Keen's mustard shows an advance of 10c per pound. Chloride of lime has advanced. Shelled almonds are quoted at from 52c to 55c, an advance of 4c per pound. Shelled walnuts are higher and are selling at 80c per pound; all shelled nuts have advanced. Watermelons are quoted at 7c per pound; cherries are \$3.50 to \$3.75 per box.

REGINA—

Beans, small white Japans, bu.	7 75
Beans, Lima, per lb. ....	.....
Flour, standard, 98s	5 20
Molasses, extra fancy, gal.	0 70
Rolled oats, bails	4 65
Rice, Siam, cwt.	9 25
Sago and tapioca, lb.	0 15½
Sugar, pure cane, gran., cwt.	10 25
Cheese, No. 1 Ontario, large....	0 25½
Butter, creamery	0 50
Lard, pure, 3s, per case	19 10
Bacon, lb.	0 47½
Eggs, new-laid	0 30
Pineapples, case	5 75
Tomatoes, 3s, standard case....	5 35
Corn, 2s, standard case	4 85 4 95
Peas, 2s, standard case	4 20 4 25
Apples, gal., Ontario	2 90 3 80
Apples, evaporated, per lb.	0 22½
Strawberries, 2s, Ont., case....	6 30
Raspberries, 2s, Ont., case	6 85
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40

Salmon, finest sockeye, tall, case	15 50
Salmon, pink, tall, case	9 00
Perk, American clear, per bbl....	40 75 41 00

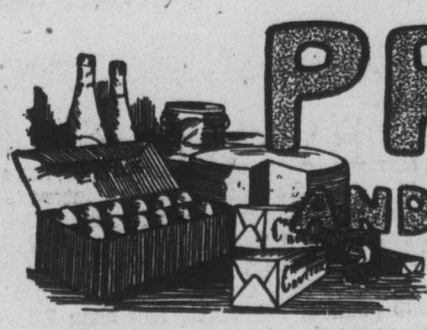
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 2.—Jobbers are uneasy over the new Food Board order requiring the sale of one pound of wheat substitutes with every pound of wheat flour. They fear that substitutes might be difficult to secure in sufficient quantity without serious effect on price and anticipate the possibility of price fixing for substitutes. Jobbers are also getting overstocked with brown and yellow sugars and announce their intention of requiring retailers to take a percentage of sugar orders in brown. Molasses is scarce on account of insufficient importations and prices are higher 90c to 92c. Eggs are less plentiful and have advanced 38c to 40c. Butter is firm and an increase is anticipated as the cheese factories are resuming operations. On the other hand margarine is easier and is quoted at 30c to 32c. Texas onions are higher at \$3.50 to \$3.75. Lemons have advanced and are now quoted \$10.00 to \$11.00.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 05
Ontario	12 05
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags	3 80 3 90
Molasses, extra fancy, gal.	0 90 0 92
Rolled oats, bbl.	11 75
Beans, yellow-eyed	10 00
Beans, Canadian, white	9 50
Rice, Siam, cwt.	10 25 10 35
Sago and tapioca, lb.	0 18 0 19
Sugar—	
Standard, granulated	9 15 9 20
No. 1 yellow	8 65 8 70
Cheese, N.B., twins	0 35
Eggs, case	0 38 0 40
Breakfast bacon	0 40
Butter, creamery, per lb.	0 42 0 44
Butter, dairy, per lb.	0 38 0 40
Butter, tub	0 36 0 38
Margarine	0 30 0 32
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 27½
American clear pork	60 00 63 00
Beef, corned, ls	4 25
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont. case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 90
Peas, standard, case	4 00
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case....	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 18 0 19
Peaches, per lb.	0 19
Potatoes—	
Native, barrel	2 80 3 00
Onions, Bermuda	3 25 3 50
Do., Texas	3 50 3 75
Lemons, Cal. Messina, case	10 00 11 00
Oranges, California, case	6 00 9 00
Grapefruit, case	6 50 7 00
Bananas, per lb.	0 09



PRODUCE AND PROVISIONS

Handling a Produce Trade Successfully

A Very Vexed Problem of Moment to a Great Number of Merchants is Discussed by a Practical Man

TWO weeks ago there appeared in this department an article dealing with some of the difficulties experienced by merchants in handling produce received in trade. The difficulties that faced the merchant were pointed out in a very forceful manner.

In reply to this article G. M. McDonald of Harriston, Ont., writes of his own experiences in handling just such business. His letter will be of interest to all who have to face these problems.

The letter reads as follows:

"Your paper always contains interesting articles for the merchant and if he cares to he can benefit considerably by them.

"I was quite interested this week in the article under produce and provisions, which contains a merchant's letter to his wholesaler, the wholesaler's opinions and your summary of the trouble. I have had experience at both ends of the wire and if this western merchant or any other merchant in his position will take my advice he will be money in pocket at the end of the year.

"He says, 'this is a sickness no doctor can cure,' then turns around and calls for the doctor when he asks the wholesaler to send out letters once in a while to explain to local merchants the right way to do business."

"He has through his own fault mixed up in a little local scrap that he finally sees is losing him money, then expects some one else to help him out. I wonder if a person were to drive up to his door and offer him 95c in cash for a dollar in cash if he would make the change? I hardly think so. Yet when he pays more for his produce than he knows he can get on any market this is exactly what he is doing. This is where a great many merchants fall down. Because they are using goods as exchange they think everything is o.k., yet his goods in the store have to be settled for in hard cash and he expects also to get cash for the produce that he has taken in as exchange for his own goods. Because he is not handling the actual cash he fails to see the loss he has sustained, yet when he comes to take his inventory at the end of his year it all shows up in plain figures.

"There is not a merchant in the coun-

try that does not know what he can realize on his produce nine weeks out of ten. He in turn should buy his produce so that he can have an actual margin on it alone without taking into consideration his profits on the goods he has sold, for he has accommodated his customers by taking the eggs, butter, etc., in the place of cash and as there is no small amount of work connected with the handling of it, he is entitled to something for this extra labor. Moreover at all times there is the danger confronting him of a sudden drop in the market which he cannot regulate and it invariably comes when he has a fair amount on hand. As is the case in all kinds of business he is compelled here, through no fault of his own, to take an actual loss on his produce. On the other hand the market will rise as suddenly as it drops and in this case he makes considerably more than his regular profit, so that by always trying to be paying, say a cent less a pound or a dozen as the case may be, than he can get from the wholesaler, he will break even on the sudden rise and fall of the market and on his year's business should have the profit out of his produce that he was aiming to have.

"Now, getting back to the local stores where Jones & Co. are paying three cents a dozen above the market price for eggs in order to induce all of Smith's customers to trade there, the easiest and safest way is to show Jones & Co. where they would be dollars ahead if they would only keep their paying price down so that they could realize a profit on their eggs along with what they had on the goods sold.

"If you fail to induce him to live and let live, buy your produce so that you know you can realize a profit on it, at the same time show your customers that you are paying the fair market price and have no money to throw away. Reduce the price on some standard lines so that your profit on produce and the profit on goods will at least give you the normal profit combined. Jones & Co. have to meet your selling price and as this margin is considerably reduced they won't be long in realizing that they are playing a losing game and will eventually come down to earth and you can all

go ahead and work together. Remember, I do not advocate a cut-price war but if Jones & Co. are bull-headed enough to pay away above the market price for produce give it to them at the other end also and in ninety-nine cases out of one hundred you will have them working on a decent profit-giving basis.

"Try and pay a fair market price to the farmer for his produce but in no case do you want to give him more than you know you can sell them for, any more than you will pay thirty-five cents a pound for tea to retail at thirty-three. Aim at a profit on everything and remember always that you are the doctor and if you want to throw your money away, go ahead and throw it but don't expect some one else to come along and help you gather it together again.

"Eggs should always be candled when received at your store so that the loss for bad eggs will be up to the one that is responsible, the farmer. Always make sure of the weights of prints of butter. When the wholesaler buys these he weighs them and if he finds them light weight you are charged back with the loss, and generally a cent a pound less as he has to work these up into solids. When you find a customer's butter to be light-weight do not mention it to her while anyone else may hear you. Wait for an opportunity to speak to her quietly about it. Be just as ready to let them know it if their butter is overweight. You will have isolated cases of discontent but on the whole your produce business will be much more profitable and easier handled, and you won't have to write to the wholesaler asking to help you out, but on the other hand he will most likely be writing to you for more produce as he is already aware that your stuff is 'right.'"

LETTING THE CUSTOMER PROVE THE CLAIMS

Sometimes a novel method of selling may be made an additional appeal. For instance, recently an American grocer, who had established a fine business in eggs, adopted a rather unusual method of demonstrating to his customers that the claims that he made as to the freshness of his eggs were thoroughly justified. On a small portion of the counter was installed a small egg candling machine. Eggs were received daily and stamped with the date and placed in a basket on the egg counter. In his newspaper advertisements, show cards, and

circulars the merchant notified the public that he had installed an egg candler in his store so that they might test for themselves every egg before paying for it.

This small device attracted to his store a large amount of business in eggs, and as the egg counter was at the end of the store farthest from the entrance, those who came to purchase eggs often saw something else that they wanted before they left, and his sales of other goods increased accordingly.

This general idea of becoming a specialist is an idea that more merchants would do well to consider. These are the days of the specialist in every walk of life, and the merchant who can provide something just a shade better than his neighbor is assured of a substantial return for this extra interest taken.

CAN RURAL FISH DEMAND BE IMPROVED?

"Demand other than that in the larger centres has not improved for the various lines of fish as it might have." Such is the opinion of J. A. Paulhus, of the D. Hatton Co., Montreal. In speaking with a representative of CANADIAN GROCER, Mr. Paulhus referred to this matter at some length, and, as he is closely in touch with trade conditions, his opinion is timely.

"The fish business is acknowledged as having increased. This applies to the large centres of population, but the rural districts have not responded as they might have to the Government's programme for increased use of this splendid food. It is apparent that the food value of fish is not generally understood or fully established.

"There would be some advantage to the farmer, for instance, if he used more fish in the summer. As a rule the salt pork, beef, etc., that he eats during hot weather is a heavy food, and not necessary as a diet to the extent it is at other times. The heat obtaining in many parts of Canada is well-nigh tropical at times and the lighter fish food is an ideal one. Even economical consideration should induce the farmer to dispose of his pork and beef, and for this he can now get a big price.

"This time of the year good fresh fish is available, and at present Gaspé salmon, for instance, is at the height of its run. It is a very palatable and nutritious fish too. Then, again, salt codfish, herring and mackerel will be available in a few days, and all of these are good staple lines which may be safely stocked by any fish retailer. Ready sale should be had for them.

"I think that one way in which interest might be aroused towards a larger use of fish in the smaller towns and other places would be for the councillors and the mayor of these places to interest themselves in popularizing fish as a food. This they might do by familiarizing themselves with the Government's scheme of co-operation and distribution," concluded Mr. Paulhus.

WASHING EGGS AN INJURIOUS PRACTICE

The United States Department of Agriculture is authority for the statement that more than 5,000,000 eggs spoil unnecessarily in cold storage every year because they have been washed or have in some other way become wet before being sent to market. The shell of eggs contains a gelatinous substance which prevents air and germs from entering the egg. Washing the eggs destroys this substance.

Grocers receiving eggs they expect to keep on hand any length of time should not wash them, even if they are dirty. The dirt is wholly on the outside and only affects the appearance of the egg. Washing takes away the freshness and flavor.

Many customers will not buy soiled eggs, but it is desirable that the grocer should explain these facts to his house-keeper patrons. Eggs can be partly cleaned by the use of sand paper. A dry process of cleaning them, while not very satisfactory, will not injure the contents.

The public has been trained to demand and buy cleaner eggs than it should expect. The dirty eggs, while not pleasing to the eye, are often the better eggs.

REGARDING THE HOLDING OF CHEESE

A Toronto cheese merchant gave a CANADIAN GROCER representative some information relative to the holding of cream cheese. The inference drawn was to the effect that such cheese could not be held for longer than thirty days. This information would appear to be a misinterpretation of the regulations imposed some months ago relative to the storing of cheese, which limits the amounts of cheese that any dealer may hold during the time of scant production to the requirements of his Canadian trade, and further provides that after June 1 no handler can stock more than thirty days' supply. As there is some uncertainty as to whether these regulations apply to all kinds of cheese or not CANADIAN GROCER is taking the matter up with the Canada Food Board, cheese section, and will have full information on the matter in next week's issue.

U. S. FOOD ADMINISTRATION SETS MARGIN OF PROFIT ON CHEESE

Special regulations governing the sale of cheese in the United States have been announced by the Food Administration. They provide reasonable margins of profit for dealers, except retailers who can not be controlled under the Food Control Act, unjustifiable resales within the trade are prohibited and definite margins are established for cheese placed in storage. Commissions shall not exceed one-half cent per pound in sales of American or Cheddar cheese, nor may the selling price be increased because of the commission, which must be absorbed in the allowed margins of advance over cost. Only those who perform a neces-

sary function in distributing cheese will be allowed to figure in any sales or purchases.

Margin of Advance Over Cost

Margins of advance over cost have been established only for the intermediate merchants, not including manufacturers or retailers. On car-lot sales the advance may be three-fourths cent per pound; less than car lot, but as much as 7,000 pounds, 1¼ cents; less than 7,000 but as much as 500 pounds, 1¾ cents; less than 500 pounds, 3 cents.

On cheese stored for more than 30 days, a maximum of one-eighth cent per pound may be added each month that the cheese is in storage, the total in no case to exceed 1 cent per pound.

NOT SUFFICIENT PROFIT ON CHEESE UNDER SET PRICE

Canadian produce men are far from satisfied with the new price set for cheese by Cheese Commission under the regulations; it is claimed the produce merchant is practically precluded from making any profit.

In the United States it is stated the U. S. Food Administration has issued the following official notice which regulates the rate of profit that cheese dealers can receive. The scale is as follows:

"Dealers are permitted to add to purchase price allowances for transportation charges, carrying charges, paraffining, and are prohibited from charging more than the following margins: car lots, ¾c; 7,000 pounds or more, 1¼c; 600 pounds or more, 1¾c; less than 500 pounds, 3c. One-eighth per cent. per month allowed for curing."

It is stated here on the best authority that the competition of dealers in the country for the cheese make of the factories, and the general highness of prices of all going to cheese which prevents the price being lower without a loss to the maker, has led to a condition wherein dealers find that the price they receive from the Commission, which is fixed, is not fetching them any profit. It is suggested that a movable scale of profits would be very welcome, and improve conditions very much. A prominent Montreal merchant states that at present the profit is in the neighborhood of ¼c, and sometimes less, which is very near a loss, when the various costs of the transactions, etc., are taken into consideration.

LARGE FRENCH WINE CROP

According to the "Revue des Vins et Liqueurs" the total output of wine in France reached 953,758,178 gallons in 1917, as compared with 883,844,296 gallons in 1916, in addition to 164,659,274 gallons for Algeria, as compared with 231,975,114 gallons. The increase on the output for last year is therefore relatively of small importance.

Produce, Provision and Fish Markets

MARKETS AT A GLANCE

There have been appreciable advances in eggs on all markets, the supplies in sight apparently not keeping pace with the increasing demand, and even higher prices may be expected.

Butter is at present being purchased at prices in the country that dealers feel are too high. Very limited stocks are going into storage, and there is a probability of a scarcity later in the season. At present the indications point to lower prices.

Hogs are high, and as a result hams are scarce and exceptionally firm in price.

Smoked Meats Active; Hogs Steady and Quiet

Montreal.

PROVISIONS.—Light deliveries continue to be the feature of the market here but even at this there is a limited demand for pork and consequently no shortage is reported. Sales are made on a maintained basis although there is a slight fluctuation from time to time in accordance with the number of hogs being marketed. In the smoked and cured meat markets there is a steady feeling and the demand is very much better for some lines used by holiday and picnic parties. Prices on these are firm but no changes are made for the week.

Hogs, dressed—		
Abattoir killed, small, 65-99 lbs.	28 00	28 50
Do., heavy, 225-275 lbs.	26 00	26 50
Hogs, live	19 00	19 50
Hams—		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
Bacon—		
Plain	0 42½	0 43½
Boneless, per lb.	0 45½	0 46½
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 29	0 29½
Long clear bacon, small lots.	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 52
Hams, roast, per lb.	0 51	0 52
Shoulders, boiled, per lb.	0 46	0 46
Shoulders, roast, per lb.	0 48	0 48
Barrel Pork—		
Canadian short cut (bbl.)	60 00	60 00
Clear fat backs (bbl.)	61 00	61 00
Short cut clear pork (bbl.)	60 00	60 00
Bean pork (bbl.)	54 00	54 00
Heavy mess pork (bbl.)	55 00	55 00

Steady Demand For Lard; Prices Hold

Montreal.

LARD.—With the market steady and the undertone quite firm lard sales are fair although these are those of a sorting nature in many instances. The supply is ample for the moment although the demand would exceed this could more be used than that permitted within the governmental regulations. Prices hold without change as follows:

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 32	0 32
Tubs, 60 lbs.	0 32½	0 32½
Pails	0 32½	0 32½
Bricks, 1 lb., per lb.	0 34	0 34

Shortening Consumption Fair; No Price Changes

Montreal.

SHORTENING.—The sale of shortening is somewhat on the same basis as that of lard. Those using it are confined to the amounts prescribed in the regulations and as a consequence the volume of business is on a steady and unchanged basis. Prices are held without change.

Shortening—		
Tierces, 400 lbs., per lb.	0 26¼	0 26¼
Tubs, 50 lbs.	0 26¼	0 26¼
Pails, 20 lbs., per lb.	0 27	0 27
Bricks, 1 lb., per lb.	0 28	0 28½

Steady But Limited is Margarine Demand

Montreal.

MARGARINE.—With butter held firm and selling steadily at the high prices asked there is little change in the margarine market either in the way of demand or price. The latter has held steady for some weeks and with the exception of a rather restricted demand the position is altogether unchanged.

Margarine—		
Prints, according to quality, lb.	0 29½	0 31½ 0 34
Bulk, according to quality, lb.	0 28½	0 30½ 0 31½

Butter Tone Easier But Are No Changes

Montreal.

BUTTER.—A slightly easier feeling has developed in the butter market but this is not in any way affecting the quotations for the week. The large amounts coming forward are responsible for the weaker tone although it is not indicative of any definite trend. For as noted last week the buying is on somewhat of a different basis this year and changes have not developed as a result of increased receipts to the extent that is usual in the average season. The request from the retail trade continues to be active and very satisfactory.

Butter—		
Creamery prints (fresh made)	0 46	0 46
Creamery solids (fresh made)	0 45	0 45
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	0 37	0 37

Cheese Being Bought and Prices Are Good

Montreal.

CHEESE.—The export demand has absorbed a good deal of cheese and the incoming quantities are fairly well distributed. Sales to the trade are reported as seasonably satisfactory although there is not the movement now that the colder months usually experience. Receipts indicate that the cheese industry in the country is on a very active basis and this is expected to be the case through the summer with good prices prevailing. Quotations are unchanged.

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

Eggs Have Advanced One Cent Per Dozen

Montreal.

EGGS.—An advance of one cent. per dozen was made for eggs. This applies to selects which are quoted at 46c with new lays at 43c. No. 22's are still selling at 38c per dozen. Receipts would still leave the impression that production is limited, and this being the case, the market, under a strong existing demand, is naturally strong. It is unlikely that there will be very low prices on eggs this summer, with the prospect being for advances instead.

Eggs—		
Selects	0 46	0 46
New-laid	0 43	0 43
No. 2	0 38	0 38

Western Fish Scarce; Prices Hold Unchanged

Montreal.

FISH.—Some difficulty is expressed with regard to getting Western varieties of fish. This applies particularly to halibut and salmon. Of Eastern fish, too, there is not the supply of haddock and codfish that some importers would wish for. Demand has been a little lighter the past few days and it will not be surprising if there is a somewhat lessened sale for fish during July and August. Prices are as a general thing maintained and there are a few advances. These apply to salted and pickled haddock, lobsters, frozen herring, frozen whitefish and doree. Fresh Eastern halibut and shad also are higher. There will be an improvement, it is thought, in the demand for dried and salt fish. Bulk and shell oysters and lobsters are in light demand.

SMOKED FISH.		
Haddies (fresh cured)	0 12	0 13
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 22	0 23
Smoked cod	0 12	0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 15

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	12 00	12 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), 1/2 bbls.	6 75	6 75
Herring, No. 1 lake (100-lb. keg)	5 25	5 25
Salmon (Labrador) per bbl.	24 00	33 00
Do., tierces	33 00	26 00
Salmon (B.C. Red)	26 00	20 00
Sea Trout, red and pale, per bbl.	19 00	10 50
Sea trout (1/2 bbls.)	10 00	15 00
Green Cod, No. 1, per bbl. (med.)	15 00	16 00
Green Cod (large bbl.)	16 00	12 00
Green Cod (small), bbl.	12 00	25 00
Mackerel, No. 1, per bbl.	25 00	13 50
Mackerel (1/2 bbls.)	13 50	12 50
Codfish (skinless), 100-lb. box.	12 50	0 17
Codfish, 2-lb. blocks (24-lb. case)	0 17	0 15
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15	0 14
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box.	2 20	0 12
Eels, salted	0 12	13 00
Pickled turbot, new, bbls.	13 00	7 00
Do., half barrels	7 00	0 14
Cod, boneless (20-lb. boxes), as to grade	0 14	0 17
Cod, strip (30-lb. boxes)	0 17	12 00
Cod, dry (bundles)	12 00	

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 40	0 30
Lobsters (boiled), lb.	0 30	0 30
Prawns, lb.	0 30	0 30
Shrimps, lb.	0 30	4 00
Scallops, per gallon	4 00	
Oysters—		
Ordinary, gal.	2 50	14 00
Cape Cod shell oysters, bbl.	14 00	12 50
5 gal. (wine) cans	12 50	2 25
1 gal. (wine) cans	2 25	1 50
Oyster pails (pints), 100	1 50	2 10
Oyster pails (quarts), 100	2 10	30 00
Clams, med., bbl.	30 00	

FRESH FROZEN SEA FISH.

Herring, large sea, lb.	0 09	0 07
Herring, frozen lake, lb.	0 07	0 19
Halibut	0 19	0 20
Halibut (medium)	0 20	0 08
Haddock	0 08	0 12
Mackerel	0 12	3 00
Cod—Toms	3 00	0 09 1/2
Cod steak, fancy, lb.	0 09 1/2	0 19
Salmon, Red.	0 19	14 1/2
Salmon, pale	14 1/2	28
Salmon, Gaspe	28	

FRESH FROZEN LAKE FISH

Pike, lb.	0 09 1/2	0 10
Perch	0 12 1/2	0 13
Whitefish, lb.	0 13	0 10
Whitefish (small)	0 10	0 18
Lake trout	0 18	0 12
Eels, lb.	0 12	0 13
Doree	0 13	

FRESH FISH

Barbotte	0 14	0 06 1/2
Haddock	0 06 1/2	0 11
Steak cod	0 11	0 06 1/2
Market cod	0 06 1/2	0 09
Carp	0 09	0 16
Dore	0 16	0 19
Lake trout	0 19	0 35
Brook trout	0 35	0 12
Pike	0 12	0 26
B. C. Salmon	0 26	0 22
Salmon (Gaspe)	0 22	0 06
Gaspereaux, lb.	0 06	0 04 1/2
Gaspereaux, each	0 04 1/2	3 50
Gaspereaux herring (100)	3 50	0 22
Western Halibut	0 22	0 20
Eastern Halibut (chicken)	0 20	0 22
Eastern Halibut (med.)	0 22	0 09
Flounders	0 09	0 09
Perch	0 09	0 15
Bullheads	0 15	0 18
Whitefish	0 18	0 09
Whitefish (small)	0 09	0 11
Eels	0 11	0 18
Mackerel, lb.	0 18	0 11
Smeits, No. 1	0 11	0 12
Smeits, No. 2	0 12	0 24
Smeits, No. 1 large	0 24	0 15
Shad	0 15	

Live Hogs Advance; Hams in Strong Position

Toronto.
PROVISIONS.—Live hogs showed an advance of 25 cents on the market this week, and there is a generally stronger feeling. While this is the case it is not thought that the export figures will

increase as the United States has still the advantage in price, and consequently dealers are inclined to think that the advance is hardly justified. Hams remain firm indeed, owing to a short supply. Prices show no change.

Hams—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
Bacon—		
Plain	0 42	0 44
Boneless, per lb.	0 45	0 48
Bacon—		
Breakfast, per lb.	0 39	0 43
Roll, per lb.	0 34	0 38
Wiltshire (smoked sides), lb.	0 36	0 38
Dry Salt Meats—		
Long, clear bacon, lb.	0 29	0 31
Fat backs	0 29	0 32
Cooked Meats—		
Hams, boiled, per lb.	0 52	0 54
Hams, roast, without dressing, per lb.	0 48	0 51
Shoulders, roast, without dressing, per lb.	0 45	0 47
Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lbs.	56 00	58 00
Hogs—		
Dressed, 70-100 lbs. weight	28 25	29 75
Live, off cars	18 50	18 25
Live, fed and watered	18 25	17 50
Live, f.o.b.	17 50	

Lard in Fair Demand; No Change in Price

Toronto.
LARD.—The market in lard has shown no activity during the week, though demand continues to be fair for the season. There have been no price changes.

Lard, pure, tierces, 50 lbs., lb. 0 29 1/4 0 29 3/4
 In 60-lb. tubs, 1/2-1/2c higher than tierces;
 pails 1/2-3/4c higher than tierces, and 1-lb. prints,
 1 1/2-1 3/4c higher than tierces.

Shortening Market Inactive Prices Remain Firm

Toronto.
SHORTENING.—There is no change in the market on shortening. Demand is fair, though some improvement is noted.
 Shortening, tierces, 400 lbs., lb. 0 25 1/2 0 26 1/2
 In 60-lb. tubs, 1/2-1/2c per lb. higher than tierces; pails, 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

Margarine Demand Good; No Changes Noted

Toronto.
MARGARINE.—There is a fair demand for margarine, and stocks are moving with some freedom; supplies are fairly plentiful.
Margarine—
 1-lb. prints, No. 1 \$0 32 \$0 33
 Do., No. 2 0 30 0 31
 Do., No. 3 0 27
 Solids, 1c per lb. less than prints.

Butter May Decline; Country Price Too High

Toronto.
BUTTER.—There is a general feeling among produce merchants that they are paying more than the market warrants for butter and that the prices must decline in the near future. The buying

price of the British Commission is 43 1/2 cents, practically the same price as is being paid at country points by the provision men. Stocks going into storage at present are much lighter than usual, and it is not improbable that the pinch will be felt next fall and winter. There have been no changes in price during the past week.

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 45	0 46
Dairy prints, choice, lb.	0 39	0 40
Dairy prints, lb.	0 35	0 37

Eggs Advance Again; Supply Short

Toronto.
EGGS.—The Allied Buying Commission have intimated that they will not be in the market for eggs, and will allow exporters to trade direct with old customers provided that they can obtain space for shipments. This is a very difficult matter at the present moment, but it is probable that space will be available later in the year. Eggs at present are very short in supply and the demand is strong. Probably the extra demand is largely responsible for the market conditions. Eggs again show an advance for the week of about two cents a dozen.

Eggs—

New-laid, in cartons	0 47	0 49
Do., loose, doz.	0 45	0 46

Cheese Very Short; Demand Fair

Toronto.
CHEESE.—There is no change in the cheese situation, except that supplies continue to grow shorter. There is a fair demand.

Cheese—

New, large	0 23	0 24
Old, large	0 24	0 25
Stilton (new)	0 26	0 27
Twins, 1/4c lb. higher than large cheese. Trip-lets 1/2c lb. higher than large cheese.		

Good Demand for Poultry; Prices Slightly Easier

Toronto.
POULTRY.—There is a slightly easier feeling in poultry this week. Stocks are arriving in fair quantities and demand continues to be good. Considerable supplies of poultry are finding their way across the border. There is a feeling that this might very well be stopped. The producers would not suffer by any such restriction as Canadian prices are well in line with those across the border. Hens are easier in price this week, and ducklings have appeared on the market.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	\$...-\$0 25	\$...-\$...
Duckling	0 30	0 30-0 35
Turkeys	0 25-0 28	0 30-0 35
Roosters	0 24-0 25	0 31-0 32
Hens, over 5 lbs.	0 28-0 29	0 27-0 29
Hens, under 5 lbs.	0 25-0 27	0 45-0 48
Chickens, Spring	0 45-0 48	4 50
Squabs, down	4 50	
Prices quoted to retail trade:		
Hens	0 28	0 35
Chickens, Spring	0 60	0 70
Ducks	0 30	0 34
Turkeys	0 36	0 40

Fish Demand Heavy; Mackerel Rather Lower

Toronto.

FISH.—There is a rapidly growing demand for sea fish owing to the Food Board campaign to instruct the public in the value of this product. There are plentiful supplies of sea fish available, while supplies of lake fish cannot at the best meet the demand. At present the production of lake fisheries is only 20 million pounds annually, while the annual consumption of fish in Canada is 72 million pounds. Sales during the week have been very brisk. Mackerel are quoted somewhat lower, but there are few other changes.

SMOKED FISH.

Haddies, per lb., new cured.....	0 12	0 13
Chicken haddies, lb.	0 11	0 12
Haddies, fillets, per lb.	0 15	0 15
Kipper herrings, per box.....	1 75	2 00
Digby herring, skinless, 10-lb.	2 25	2 25

PICKLED AND DRIED FISH.

Acadia cod, 20 1-lb. blocks.....	3 40	3 40
Acadia cod, 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	0 13	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Halifax shredded cod, 24s.....	2 30	2 30
Salt Mackerel, kits, 20 lbs.	3 00	3 00
Labrador salt herring, barrels....	.....	.....

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 10
Cod, steak, lb.	0 09	0 10
Do., market, headless, lb.	0 09	0 09
Flounders, lb.	0 08	0 10
Flukes	0 15	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, lb.	0 06½	0 08
Herring, lb.	0 06½	0 06
Mackerel	0 09	0 09½
Plaice, dressed, lb.	0 10	0 10
Soles, dressed, lb.	0 10	0 10
Salmon, Red Spring, lb.	0 21	0 25

FRESH LAKE FISH

Herring, lb.	0 08	0 08½
Trout, lb.	0 14	0 16
Whitefish, lb.	0 15	0 16

Ontario Government Fish

Herring	0 08½	0 08½
Mulletts	0 05	0 05
Pickeral	0 11½	0 11½
Pike	0 09	0 09
Sturgeon	0 20	0 20
Trout	0 11½	0 11½
Whitefish	0 11½	0 11½

Sales authorized only to dealers who have been appointed distributors by local town council.

Live Hogs High; Lower Prices Expected

Winnipeg.

PRODUCE AND PROVISIONS.—Live hogs continued to sell at high prices on the market this week, being quoted to-day at 18¼c. Prices are expected to lower soon.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	0 34	0 34
Heavy, per lb.	0 32	0 32
Bacon—		
Breakfast, select, lb.	0 40	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 39	.....
Backs	0 38	.....
Barrelled Pork—		
Mass pork, bbl.	52 00	52 00
Lard, Pure—		
Tierces	0 30	0 30
20s	6 30	6 30
Cases, 5s	18 52	18 52
Cases, 3s	18 60	18 60
Compound—		
Tierces	0 25½	0 25½

Tubs, 50s, net	12 87	12 87
Pails, 20s, net	5 40	5 40
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	0 20	0 20½
Butter—		
Fresh made creamery, No. 1 cartons	0 45	0 45
Fresh made creamery, No. 2.	0 43½	0 43½
Margarine	0 31	0 32
Eggs, fresh, doz.	0 29	0 29

Egg Market Firm; Demand Good

Winnipeg.

Eggs.—The market shows very little change over last week. The price to shippers is up a cent, but jobbing and retail prices are the same. The market is firm, with a good demand and an active local consumption.

California Fruit Arriving; Few Price Changes

Winnipeg.

FRUITS AND VEGETABLES.—There was very little change in the trade this week. The local supply of lettuce is

MANITOBA MARKETS

WINNIPEG, June 28.—There was very little change in the grocery trade from last week. Prices were unchanged, but wholesalers predict higher prices in the near future. The situation in sugar is much improved, although there is not yet enough here to sell freely. It is believed, however, that there will be enough sugar to meet all the demand for preserving purposes.

Rio Grades Coffee Scarce; No Improvement in Sight

Winnipeg.

COFFEE.—Jobbers are still having difficulty in getting their coffee from New York, and a number of the Rio grades are becoming scarce on the market. The plan to obtain the ingredient through Canadian ports has not yet materialized.

Rice May Advance; Market Strong

Winnipeg.

RICE.—The market has been very steady for this commodity throughout the last two weeks, and prices have been unchanged. Higher prices soon is the prediction of dealers.

Dried Fruits Steady; Few Changes

Winnipeg.

DRIED FRUITS.—The dried fruit market has remained fairly steady throughout the week, and prices have lowered slightly.

now on the market, selling at 4c. California fruit is now coming in steadily, and prices are unchanged.

WEEKLY MARKET REPORTS

Continued from page 41.

plies available at the present time. Some of the biggest mills have sold their entire output for the balance of the year and have none to offer, and stocks remaining on the market are very limited indeed.

Substitute Flour in Demand Creates Active Market

Toronto.

CEREALS.—There has been an active market in cereals during the week owing to the growing demand for substitute flours under the new limitation of wheat flour consumption. There has been a brisk business in practically all lines and sales have been larger than in many weeks past.

Shelled Nuts Advance; Market Uncertain

Winnipeg.

SHELLED NUTS.—Prices on shelled nuts continue to advance slightly this week, and the market is uncertain on account of the restrictions placed on their importation.

Wheat Supplies Light; Mills Will Close Soon

Winnipeg.

FLOUR AND FEED.—Millers are uncertain that they will have sufficient wheat to keep them running at least the major part of July. The domestic business has been curbed owing to the fact that the delivery of flour offered to the Wheat Export Co. by the end of June was delayed. All mills have been instructed to get the unshipped balance to seaboard by the end of the month.

Rolled Oats Light Demand; Dealers Well Supplied

Winnipeg.

ROLLED OATS.—All wholesalers are pretty well filled up, and there is very little demand from the retail trade. The price for bulk is still \$4.30.

HE KNEW

"The man who gives in when he is wrong," said the street orator, "is a wise man, but who gives in when he is right is—"

"Married!" said a meek voice in the crowd.

Food Represents Life and Money in the World To-day

We owe it to our heroic armies and to ourselves to conserve every possible bit of food. Eureka Refrigerator is guaranteed to **keep meats longer (in an unfrozen state)** than any other device known to science.

Special Offer: We will instal a Eureka Refrigerator in every retail store in the Dominion on terms to suit the dealer.

Write, 'phone or call for catalog and full particulars.

Eureka Refrigerator Company, Limited

11 Colborne Street, Toronto

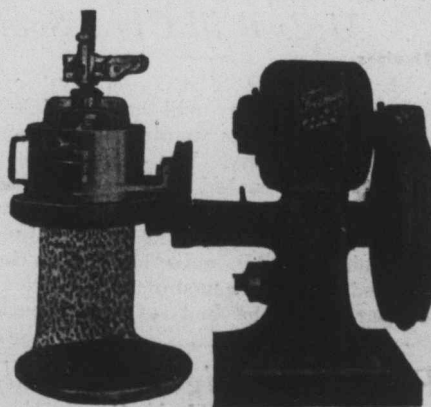
Save Food Now—We Can Help You



HELP WIN THE WAR

with

Freeman's Green Bone Cutter



By raising chickens and feeding them **GREEN CUT BONE** to make them lay eggs. The sale of **GREEN CUT BONE** is a paying proposition to thrifty merchants. The demand is large for these goods in city and country places.

BONE CUTTER ATTACHMENT fixed to a **FREEMAN No. 40 CHOPPER** A USEFUL store FIXTURE.

Write for Catalogue and Price List.

Manufactured by

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

Representatives:

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

Bacon

We can supply you with Breakfast Bacon and Hams put up for shipment to your out-of-town customers—well cured, well dried, and well smoked.

F. W. FEARMAN CO.
Limited
HAMILTON

For the Luncheon Table and the Picnic Hamper

*—these seasonable lines will bring you
good business and are easily handled.*

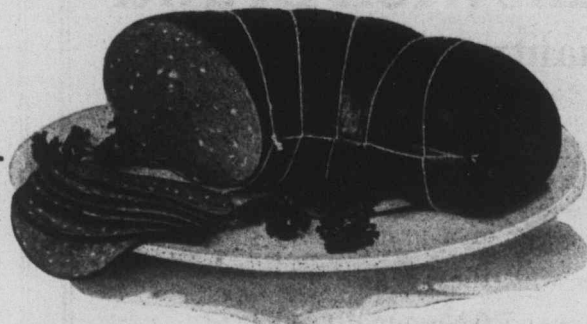
YOU will find Davies Quality Bologna an excellent selling line to feature on your provision counter during the summer months.

The two varieties illustrated make real cold luncheon treats, and, being firm, slice well and evenly for sandwiches for the picnic basket.

We guarantee all our bologna to contain **no artificial coloring whatsoever**. The appetising appearance of the product is due solely to its being smoked over hickory fires, which process adds also to the appetising delicacy of its flavor.

Davies Quality Bologna is manufactured under Government inspection, and is a product which will help you to maintain a steady, even trade during what would otherwise be a "slack" season.

Let us ship you a trial order
—this week!



Davies Quality Thick Bologna

A delicious cold luncheon sausage for slicing, and excellent for sandwiches. It is prepared from choice pork and beef, seasoned with the best condiments, and makes a most tempting product, inviting in appearance and appetizing in taste. Moreover, it has always proved an excellent seller.



Davies Quality Ham Bologna.

Always a popular dish for the summer months. These delicious Bologna Sausages are made from choice pork and beef, filled in beef middle casings, and make a delightful cold luncheon treat. They're fine for sandwiches, too.

THE DAVIES COMPANY
WILLIAM DAVIES LIMITED

TORONTO

MONTREAL

Canada Food Board Packer's License No. 13-50

HAMILTON

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



Brunswick Brand quality makes friends of all

The excellence of Brunswick Brand Sea Foods win instant approval from every lover of a first quality product.

That's why they repeat.

Get stocked from our list below :



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

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.



INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces.

Why not order a trial supply to-day?

SHAW & ELLIS

POCOLOGAN, N.B.



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

SMITH & PROCTOR - HALIFAX, N.S.

RELEG

Pronounce "REAL EGG"

Agents Wanted



We want live grocers in every community to display and push RELEG—the very best Egg substitute.

Releg is certain to make good. Eggs are expensive and the housewife is certain to appreciate a perfect egg such as is offered her here.

Just 3/4 teaspoonful of Releg dissolved in a tablespoonful of hot water is equivalent to one egg, in your baking.

Order a stock to-day and give it a thorough trial.

RELEG COMPANY, Regd.

34 King Street, Quebec, Canada

Try This Experiment

Take your customers' list and check off the names of those who are *not now* buying eggs at your store. You'd be amazed at the number.

Figuring their egg business at only 1 dozen per week and at an average price of 35 cents per dozen amounts to approximately \$18.00 yearly for each customer, a total of several thousand dollars.

Add to this the other grocery business that now goes to your competitor along with this egg business. It's several times that amount. You are undoubtedly now losing this sum total every year because of—the quality of eggs you sell—or your method of delivering them.

Let us show you how, with the *Star System*, you can remedy both.

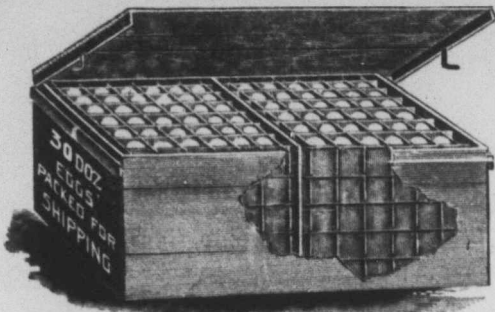
Star Service costs you less—

Increases your Business and Profits

Write us

Star Egg Carrier & Tray Mfg. Co.
1620 Jay St. Rochester, N.Y.

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

SMALL'S MAPLE SYRUP

Maple Butter



Maple Sugar

World's Standard For Nearly One Hundred Years

— AT ALL JOBBERS —

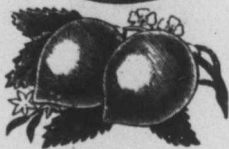
SMALL'S, Limited

Montreal, Que.

*A delicious
customer pleaser*
Holbrook's
Imported
**Worcestershire
Sauce**

Order now and get the benefit of the pre-war price still prevailing on this easy selling household favorite.

You can make nice profits by pushing Holbrook's. Try it. We can also supply you with Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powder (all flavors).



**ROSE'S
LIME JUICE**

A proven favorite with all who appreciate a temperance beverage of unusual excellence.

Rose's Lime Juice was a seller 50 years ago. It leads the field to-day.

Sole Agents for Canada

Holbrooks, Ltd.
Toronto and Vancouver
Canada Food Board License, No. 6-468

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto



Many Uses

Junket Tablets owe their great sale to the many uses which are made of them. Physicians prescribe Junket and nurses use it for the kiddies and in the sick room—as a delicious, nutritious food.

Also for making a great variety of dainty desserts and for making ice cream, the use of Junket Tablets is so widened that they are in constant demand.

Junket

MADE with MILK

Can you afford to be without such a product on your shelves? In its wide use lies your opportunity for profit.

Advertised in the Dominion's leading Magazines and Journals, it has a demand which you must fill or lose the trade.

Sold in 10-Tablet packages that retail at 12c. with a good profit.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada





The Sani-Flush can itself is a good advertisement. It is colored attractively to catch the eye, and tells the whole story



ALWAYS KEEP CANS OF

Sani-Flush

WHERE CUSTOMERS CAN SEE THEM

Your display of Sani-Flush will make an immediate connection with the manufacturer's magazine advertising. It will enable your customers to buy Sani-Flush without any embarrassing questions.

Harold F. Ritchie & Co., Limited
10-12 McCaul Street, Toronto. Ont.

Imperial Rice Milling Co., Ltd.
VANCOUVER, B.C.



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

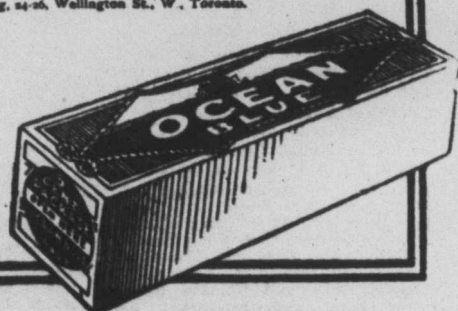
Don't hide the fact that you sell

OCEAN BLUE

You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

Order from your Wholesaler.

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



CENTURY SALT



---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

THE DOMINION SALT CO. LIMITED
SARNIA, ONT.

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



She Will Come Back

Your customers will come back to you with smiles of real satisfaction after they have tried the

KEYSTONE HOUSEHOLD BRUSHES

you sold them. Keystone Brushes will bring you more trade, they will make satisfied customers and they will yield you a splendid profit.

Write for prices to
STEVENS-HEPNER CO., Limited
Port Elgin, Ontario

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

When in need of
Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

QUOTATIONS FOR PROPRIETARY ARTICLES
SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

BAKING POWDER		"AYLMER" PURE ORANGE MARMALADE	
ROYAL BAKING POWDER		Per doz	
Size	Less than 10-case lots Per doz.	Tumblers, Vacuum Top, 2 doz. in case	\$1 90
Dime	\$ 1 15	12-oz. Glass, Screw Top, 2 doz. in case	2 25
4-oz.	1 65	16-oz. Glass, Screw Top, 2 doz. in case	2 75
6-oz.	2 45	16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
8-oz.	3 10	2's Tin, 2 doz. per case	3 90
12-oz.	4 65	4's Tin, 12 pails in crate, per pall	0 65
16-oz.	5 90	5's Tin, 8 pails in crate, per pall	0 84
2 1/2-lb.	14 60	7's Tin or Wood, 6 pails in crate	1 15
5-lb.	27 35	7's Tin or Wood, 4 pails in crate, per lb.	0 16
F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.		80's Tin or Wood, one pall crate, per lb.	0 16
		BLUE	
		Keen's Oxford, per lb.	0 22
		In cases 12-12 lb. boxes to case	0 21 1/2

JAMS		COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA	
DOMINION CANNERS, LTD.		COCOA—	
"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.		Empire Breakfast Cocoa, 2 doz. in box, per doz.	
Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz. \$3 00	Perfection, 1/2-lb. tins, doz.	2 45
Blackberry	3 20	Perfection, 1/4-lb. tins, doz.	1 35
Currant, Black	2 90	Perfection, 10c size, doz.	95
Plum	2 90	Perfection, 5-lb. tins, per lb. (Unsweetened Chocolate)	37
Pear	2 90	Supreme Chocolate, 12-lb. boxes, per lb.	36
Peach	2 90	Supreme Chocolate, 10c size, 2 doz. box, per doz.	90
Raspberry, Red	3 30	Perfection chocolate, 10c size, 2 doz. in box, per doz.	90
Raspberry and Red Currant	3 00		

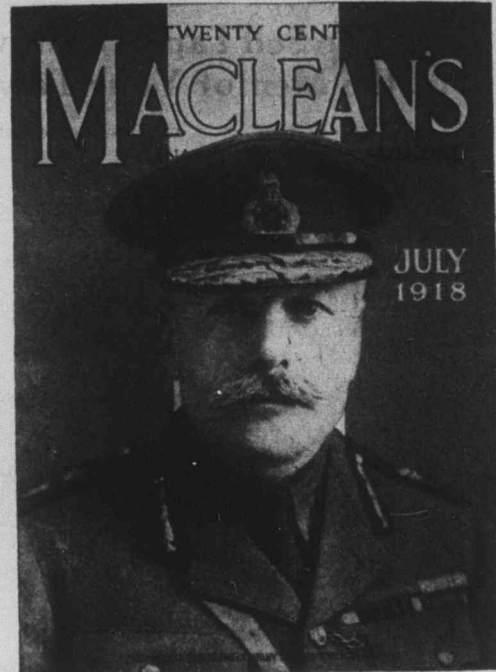
DOMINION CANNERS, LTD.		SWEET CHOCOLATE—	
CATSUPS—In Glass Bottles		Per lb.	
1/2 Pts. Delhi Epicure	\$1 75	Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 50
1/2 Pts., Red Seal, screw tops	1 40	Diamond Chocolate, 7's, 4-lb. boxes	1 15
Pts., Delhi Epicure	2 75	Diamond, 6-lb. boxes	30
Pts., Red Seal	1 90	Diamond, 1/4s, 6-lb. boxes	0 30
Qts., Red Seal	2 85	CHOCOLATE CONFECTIONS—	
Qts., Lynn Valley	2 75	Per doz.	
BAKE DBEANS WITH PORK		Milk medallions, 5-lb. boxes	
Brands—Canada First, Simcoe Quaker		Nonpareil wafers, 5-lb. boxes	
Per doz.		Chocolate Beans, 5-lb. boxes, per lb.	
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95	Chocolate Emblems, 5-lb. boxes, per lb.	
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15	Chocolate ginger, 5-lb. boxes	
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25	Milk chocolate wafers, 5-lb. boxes	
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35	Lunch bars, 5-lb. boxes	
1 1/2's (20-oz.) Plain, per doz.	1 65	Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	
Tomato or Chili Sauce	1 90	Almond nut bars, 24 bars, per box	
2's Baked Beans, Plain, 2 doz. to case	1 95	Maple Buds, 5c pkgs., 4 doz. in box, per doz.	
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30	Filbert Nut Bars, 24 in box, per box	
2's Baked Beans, Chilli Sauce, tall, 2 doz. to case	2 30	Ginger Bars, 24 in box, per box	
2 1/2's Tall, Plain, per doz.	2 75	Pineapple Bars, 24 in box, per box	
Tomato or Chili Sauce	3 20	Regal Milk Chocolate Bars, 24 in box, per box	
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chilli Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chilli and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.		Puffed Rice Bars, 24 in box, per box	
		Queen's Dessert Bars, 24 in box, per box	
		Maple Leaf Bar, 24 in box, per box	

Just where do we stand?

CANADIANS are beginning to wonder where we stand with reference to our place in the Empire after the war. Are we to rank as full partners in this grand, big, going concern? Are we to pay our share of the upkeep of the navy? If not, what is to be our status?

Recognizing the growing interest in this problem, the editors of MACLEAN'S decided to devote the July issue to Imperial topics. It offers articles on various phases of our Imperial problem—articles which will have a particular interest at this time when Sir Robert Borden is in London in consultation with the leaders of the Imperial Government.

The July issue contains, besides, a cluster of other big features—readable, fearless and strong. Here are a few of the best:



Field-Marshal Sir Douglas Haig.

Imperial Topics

- "Pocketing Our Imperial Pride" By H. G. Wells
- "Canada's New Place in the Empire" By Prof. P. M. Kennedy
- "Living Up to Our Reputation" By Agnes C. Laut

The War - - -

- "Your Old Uncle Sam is Coming Right Back of You" By Lieut.-Col. J. B. Maclean
- "Stemming the Teuton Tide" By Geo. Pearson

Fiction - - -

- "The Strange Adventure of the Open Door" - By Arthur Stringer
- "The Three Sapphires" - - - By W. A. Fraser
- "The Torby Tragedy" - - - By A. C. Allenson
- "The Magic Makers" - - - By Alan Sullivan
- "Lennix Ballister—Diplomat" By Archie P. McKishnie

All the regular features as well: Review of Reviews, The Best Books, The Business Outlook, The Investment Situation, Women and Their Work.

July MacLean's

"Canada's National Magazine"

At All News Stands - 20 Cents

TAPATCO

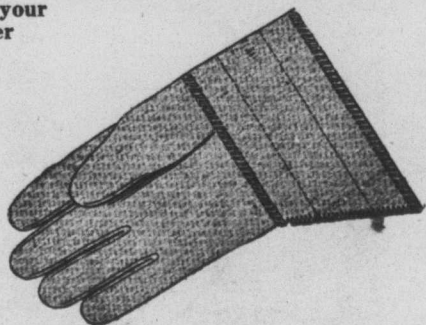
REGISTERED BRAND TRADE MARK

You Can Sell Tapatco Gloves to the Men of Your Town

The Tapatco Glove is a well made, comfortable, long-wearing working glove that will give every man unlimited satisfaction.

Get this profitable extra business. Show the Tapatco line in your windows where the men will notice it. There's a Tapatco style and weight for every purpose.

Ask your Jobber



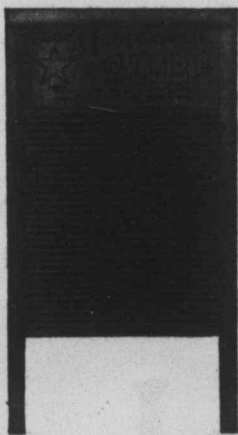
The American Pad and Textile Co.
Chatham, Ontario

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from splinters and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

CALIFORNIA FRUIT CANNERS ASSOCIATION CALIFORNIA RIPE OLIVES DEL MONTE BRAND

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

YUBA BRAND

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

BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net. 30 days.
Eagle Brand, each, 48 cans. \$8 75
Reindeer Brand each 48 cans. 8 45
Silver Cow, each 48 cans. 7 90
Gold Seal, Purity, each 48 cans 7 75
Mayflower Brand, each 48 cans 7 75
Challenge Clover Brand, each 48 cans 7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans \$6 40
Jersey Brand, Hotel, each 24 cans 6 40
Peerless Brand, Hotel, each 24 cans 6 40
St. Charles Brand, Tall, each 48 cans 6 50
Jersey Brand, Tall, each 48 cans 6 50
Peerless Brand, Tall, each 48 cans 6 50
St. Charles Brand, Family, each, 48 cans 5 50
Jersey Brand, Family, each 48 cans 5 50
Peerless Brand, Family, each 48 cans 5 50
St. Charles Brand, small, each 48 cans 2 60
Jersey Brand, small, each 48 cans 2 60
Peerless Brand, small, each 48 cans 2 60

CONDENSED COFFEE

Reindeer Brand, Large, each 24 cans 5 75
Reindeer Brand, Small, each 48 cans 6 00
Regal Brand, each 24 cans... 5 40
Cocoa, Reindeer Brand, large, each 24 cans 5 75
Reindeer Brand, small, 48 cans 6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

	Per Case
Carnation, 16-oz. talls (48 cans per case)	\$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s. \$2.90;
1s. \$4.45; 2s. \$9.25; 6s. \$34.75;
14s. \$80.
Lunch Ham—1s. \$6.45; 2s. \$13.50.
Ready Lunch Beef—1s. \$4.45; 2s. \$9.
English Brawn—½s. \$2.90; 1s. \$4.95; 2s. \$9.90.
Boneless Pig's Feet—½s. \$2.90; 1s. \$4.95; 1s. \$9.90.
Ready Lunch Veal Leaf—½s. \$2.40; 1s. \$4.45.
Ready Lunch Beef-Ham Leaf—½s. \$2.40; 1s. \$4.45.
Ready Lunch Beef Leaf—½s. \$2.40; 1s. \$4.45.
Ready Lunch Asst. Leaves—½s. \$2.45; 1s. \$4.50.
Genevs Sausage—1s. \$4.95; 2s. \$9.45
Roast Beef—½s. \$2.90; 1s. \$4.45; 2s. \$9.25; 6s. \$34.75.
Boiled Beef—1s. \$4.45; 2s. \$9.25; 6s. \$34.75.
Jellied Veal—½s. \$2.90; 1s. \$4.45; 2s. \$9.

Cooked Tripe—1s. \$3.45; 2s. \$4.45.
Stewed Ox Tail—1s. \$2.45; 2s. \$4.45.
Stewed Kidney—1s. \$4.45; 2s. \$8.95
Mince Collops—½s. \$1.95; 1s. \$3.75; 2s. \$6.95.

Sausage Meat—1s. \$4; 2s. \$7.75.
Corn Beef Hash—½s. \$1.95; 1s. \$3.70; 2s. \$5.45.

Beef Steak and Onion—½s. \$2.90; 1s. \$4.45; 2s. \$8.45.

Jellied Hocks—2s. \$9.95; 6s. \$29.80.

Irish Stew—1s. \$3.45; 2s. \$6.75.

Cambridge Sausage—1s. \$4.45; 2s. \$8.45.

Boneless Chicken—½s. \$5.90; 1s. \$8.95.

Boneless Turkey—½s. \$5.90; 1s. \$8.95.

Ox Tongue—½s. \$3.85; 1s. \$7.95; 1½s. \$12.45; 2s. \$15.95; 2½s. \$17.50; 3½s. \$27; 6s. \$45.

Lunch Tongue—½s. \$3.45; 1s. \$6.75; 2s. \$15.50.

Tongue Lunch—1s. \$6.75.

Beef Suet—1s. \$4.90; 2s. \$8.50.

Mince Meat (Tins)—1s. \$2.95; 2s. \$4.45; 5s. \$12.95.

Mince Meat (Bulk)—5s. 23c; 10s. 22c; 25s. 21c; 50s. 20c; 85s. 20c.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s. \$1.75; 2s. \$3.55; 3s. \$3.85.

With Plain Sauce—Ind., \$1; 1s. \$1.65; 2s. \$3.40; 3s. \$3.40.

Chateau Brand Concentrated Soups—Celery, 1s. \$1.25; Consommé, 1s. \$1.25; Green Peas, 1s. \$1.25; Julienne, 1s. \$1.25; Mulligatawny, 1s. \$1.25; Mutton Broth, 1s. \$1.25; Ox Tail, 1s. \$1.25; Pea, 1s. \$1.25; Scotch Broth, 1s. \$1.25; Vegetable, 1s. \$1.25; Chicken, 1s. \$1.65; Mock Turtle, 1s. \$1.65; Tomato, 1s. \$1.65; Vermicelli Tomato, 1s. \$1.65; Assorted, 1s. \$1.35; Soups and Bouilli, 1s. \$1.50.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s. \$1.25; 1½s. \$1.90; 2s. \$2.30; 3s. \$2.95; 3s. talls, \$3.35; 6s. \$12; 12s. \$20.

Plain Sauce, Pink Label—Ind., 85c; 1s. \$1.15; 1½s. \$1.65; 2s. \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s. \$10; 12s. \$18.

Chili Sauce (red and gold label)—Ind., 95c; 1s. \$1.25; 1½s. \$1.90; 2s. \$2.30; 3s (flat), \$2.95.

Vegetarian Baked Beans and Tomato Sauce—2s. \$2.25.

Sliced Smoked Beef—½s. \$2.35; 1s. \$3.45; 4s. \$24.

Canadian Boiled Dinner—1s. \$2.45; 2s. \$5.95.

Army Rations—Beef and Vegetables, 1s. \$3.45; 2s. \$5.95.

Spaghetti with Tomato Sauce with Cheese—½s. \$1.85; 1s. \$2.50; 2s. \$4.80.

Tongue, Ham and Veal Pates—½s. \$2.25.

Ham and Veal Pates—½s. \$2.25.

Smoked Vienna Style Sausage—½s. \$2.45.

Pate De Foie—½s. 75c; 1½s. \$1.40.

Plum Pudding—½s. \$2.45.

Potted Beef Ham—¼s. 75s; ½s. \$1.40.

Beef—¼s. 75c; ½s. \$1.40.

Potted Tongue—¼s. 75c; ½s. \$1.40.

Potted Game (Venison)—¼s. 75c; ½s. \$1.40.

Potted Veal—¼s. 75c; ½s. \$1.40.

Potted Meats (Assorted)—¼s. 80c; ½s. \$1.45.

Devilled Beef Ham—¼s. 75c; ½s. \$1.40.

Beef—¼s. 75c; ½s. \$1.40.

Devilled Tongue—¼s. 75c; ½s. \$1.40.

Veal—¼s. 75c; ½s. \$1.40.

Devilled Meats (Assorted)—¼s. 80c; ½s. \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.

Ox Tongue—1½s. \$14.50; 2s. \$17.50.

Lunch Tongue—1s. \$9.95.

Sliced Smoked Beef—¼s. \$1.75; ½s. \$2.85; 1s. \$4.15.

Mincemeat—1s. \$3.45.

Potted Chicken—¼s. \$2.35.

Ham—¼s. \$2.35.

Tongue—¼s. \$2.35.

Venison—¼s. \$2.35.

Chicken Breast—½s. \$9.95.

Tomato Ketchup—8s. \$2.25; 12s. \$2.80; 16s. \$3.50.

Peanut Butter—¼s. \$1.45; ½s. \$1.95; 1s. \$2.45; in pails, 5s. 33c; 12s. 31c; 24s. 30c; 50s. 30c.

TALK INTO YOUR TELEPHONE



The mouthpiece of the telephone is adjusted in such a manner that the best results are obtained by speaking with the lips about an inch away from it. If the person talking fails to speak directly into the mouthpiece, the party at the other end will hear imperfectly and conclude that the service is bad.

Help us to keep up the quality of the service by always speaking distinctly, directly into the mouthpiece.

The Bell Telephone Co. of Canada

ECONOMY IS A WAR-TIME NECESSITY—PRACTISE IT!



The Purity Kid

Save Wheat—

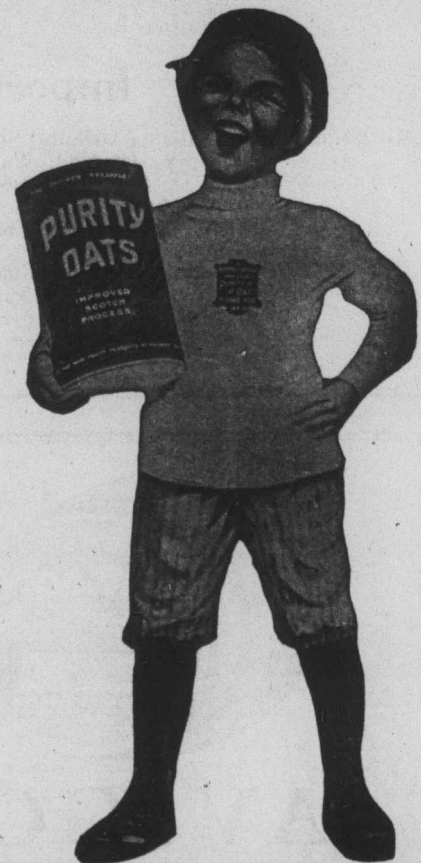
Urge your customers to save wheat flour, which is so urgently needed overseas, by substituting

PURITY OATS

in their baking. PURITY OATS is the world's best substitute for wheat flour. Our free wheat-saving recipes tell how to use it. Send for them so that you will be able to give your customers valuable information and easily sell PURITY OATS.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.



"McCASKEY"

Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCaskey Systems Limited

245 Carlaw Ave., - Toronto

We always have a few carloads of
2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W.C. Edwards & Co., Limited

OTTAWA, ONTARIO

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

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Coconut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Coconut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.



AVICO

The Perfect Flavor Vinegar

Avico has created a new standard of quality for Pure Spirit Vinegar.

Your customers will appreciate Avico Vinegar. They will come back to you for more after a first purchase.

Handle the line that most closely approximates the absolute of vinegar perfection.

Acme Vinegar Co., Ltd.

Makers of Vinegars in Bond
WINNIPEG

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.

John Lee Mahin, Pres. Mahin Advertising Agency

This book is written in a clear, concise style easily understood, every paragraph a mine of good solid facts prepared by these two thinkers and workers. You cannot afford to be without this book if you have management and salesmanship problems to solve.

The price is only 50 cents. Send for your copy to-day; the supply is limited.

MacLean Publishing Co., Ltd.

Technical Book Dept.

143-153 University Ave. - Toronto

Local Fruits and Vegetables

Are now arriving freely, also

California Peaches
Pears Plums
Cantaloupes

FRESH FISH

Exclusive Distributors
Ontario Government

Fresh Water Fish

Also heavy receivers

SEA FISH

WHITE & COMPANY, LIMITED

Fruits

TORONTO

Fish

Strawberries

Canadians should be at their best now. Crop short. Price will not be low this season. Order early.

Tomatoes

Mississippi in 4-basket crates; fine quality; prices low. Canadian extra fancy hothouse arriving daily.

Canteloupes

California very fine quality arriving daily.

Lemons

New Verdillas just arrived; fine quality, 300 size. California's Sun-kist extra fancy, 300 and 360 sizes.

Oranges

Golden Orange Brand California late Valencias; all sizes.

Grape Fruit

California seedless, full of juice; fine quality.

Potatoes

New Virginias, large bbls.; fine quality; big sellers.

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

Guelph, Ontario

PEACHES

Finest Georgia Hiley Belles in six-basket crates, beautiful color. Delicious eating quality.

STRAWBERRIES

Late variety, finest Northern fruit the best of the season. This is the last call.

CHERRIES and GOOSEBERRIES

Best kinds for preserving, now arriving.

California Plums, Peaches, Apricots, Cherries, Canteloupes.

New Potatoes, Cabbage, Carrots, Beans, Peas, Beets.

EVERYTHING IN FRUIT AND VEGETABLES.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS



Custard that Compels Custom

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

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

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

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

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

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



FINEST CRYSTAL GELATINES
 Powdered and Sheet
FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

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

SOLE AGENTS FOR CANADA

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

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Wanted

CLASSIFIED ADVERTISING

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

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

WANTED

EXPERIENCED SALESMAN COVERING
Western Provinces would handle additional staple lines on commission. Address Box 305, Canadian Grocer.

DEAD STOCK OF PATENT MEDICINES,
drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

SITUATIONS WANTED

SALESMAN DESIRES POSITION SELLING
grocery specialties on Commission or salary and commission to Montreal grocery trade. Box 410, MacLean Publishing Co., Ltd., 128 Bleury St., Montreal.

INDOOR GROCER SALESMAN WITH THIR-
teen years' experience wishes to change present position to become a salesman for a wholesale firm. Can furnish the very best references. Speaking both languages. Apply Box 404, Canadian Grocer.

FOR SALE

A GOOD GENERAL MERCHANDISE BUSINESS
in a village 30 miles north of Regina. Property consists of two stores, adjoining, one with living rooms. Stock, \$10,500. Turnover, \$27,000. \$4,000 with security for balance will handle. Stores will be rented or sold. Satisfactory reasons for leaving. Apply Box 403, Canadian Grocer.

ONE OF THE BEST GROCERY BUSINESSES
in Toronto. Stock about \$6,000. Turnover, \$50,000 per annum. Satisfactory reasons given for selling. Full particulars. Apply Eby-Blain, Ltd., Toronto.

400-ACCOUNT BARR CABINET REGISTER.
Good as new. Price new, \$280; now, \$180. Apply 148 Frederick St., Kitchener, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM
efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue. J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS SELL-
ing Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

MAYBE YOU HAVE A GOOD, WORTHY
line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in **CANADIAN GROCER** may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES
which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. **CANADIAN GROCER** has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in **CANADIAN GROCER**. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

Navel Oranges

Nova Scotia and
Georgian Bay Brand
Apples

Tomatoes

Get in touch with
us today

Lemon Bros.

Owen Sound
Ont.

Buyers' Guide

CANNED LOBSTER

I can offer to the wholesale or retail grocer the above in ½-lb., ¼-lb. and ¾-lb. Flats. Genuine goods of 1918 pack. Write or wire for quotations.

BENJAMIN CLOW
Murray Harbor North, P.E.I.

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS, OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 King Street, - LONDON, Ontario

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

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

60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF



Cash for Your Accounts

*Will Come Quickly
If You Use Our Service*

We collect on percentage in any part of Canada and the United States. We have no membership or attorney fees, and make

ABSOLUTELY NO CHARGE
if we don't collect.

Give us a trial on some of your accounts — you'll be pleased with the results.

Prompt and persistent attention given. Prompt remittance. Write us NOW for Rates, Testimonials, etc.

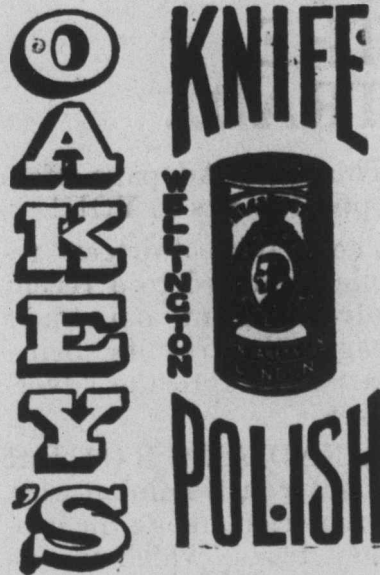
The Nagle Mercantile Agency
Westmount (Montreal) Que.



TANGLEFOOT



The Non-Poisonous Fly Destroyer
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year



John Oakey & Sons, Limited
London, S.E. 1, England

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

**MAKE AND
KEEP GOOD
CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws of all the States; are readily sold, giving a quick turnover of stock.

WALTER BAKER & CO. Limited
Montreal, Can. - Dorchester, Mass.
Established 1780



PAPER BALERS

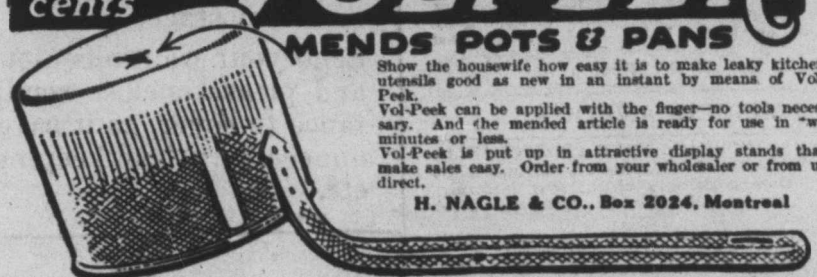
All-Steel
"Fireproof"

Made in 12 sizes.
Send for catalog.

Climax Baler Co.
Hamilton Ontario

Have you read page
63? It will interest
you.

15 cents VOLPEEK



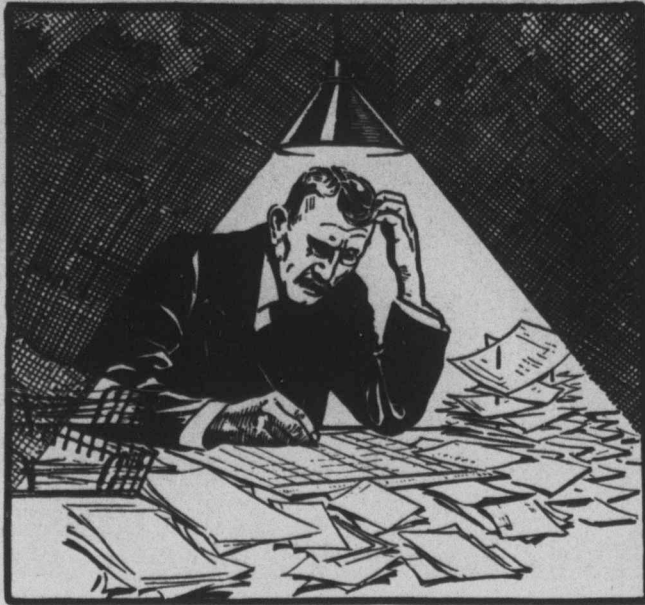
MENDS POTS & PANS

Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.

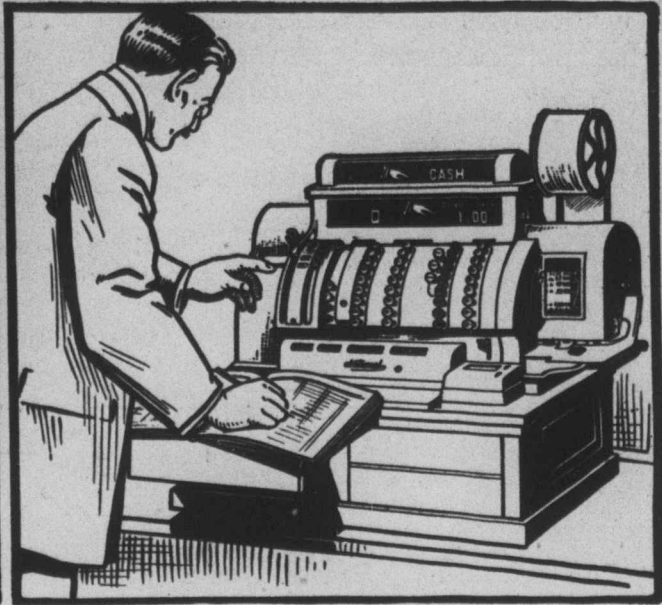
Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.

Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal



The old way



The new way

A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks. It pays for itself out of what it saves.

Merchants need National Cash Registers now more than ever before

Fill out this coupon and mail to-day

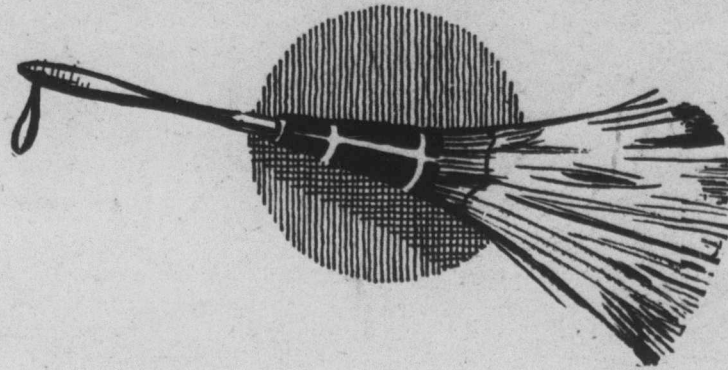
Dept. C6, The National Cash Register Company of Canada, Limited,
Toronto, Ont.

Please give full particulars about the up-to-date N.C.R. System for my kind of business.

Name.....

Business.....

Address.....



WHAT THE FEATHER DUSTER CANNOT DO

AT best, the ordinary mop and feather duster can only raise the dust to settle elsewhere. An unsanitary method which does little to help the appearance of goods openly exposed on the shelves.

STANDARD Floor Dressing

is different. It captures fully 90% of the atmospheric dust and holds it. It is sanitary, non-evaporating, non-gumming. It preserves as well as cleans the surface with which it comes in contact. It is purely mechanical in action.



Properly applied with an ordinary floor sprayer, a single gallon will take care of 500-700 square feet of floor space, and will serve its purpose well for several months without further dressing so long as the surface is regularly swept clean with a hard broom or brush.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES