

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE : TORONTO, JUNE 4, 1920

No. 23

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and

Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

SALES OFFICE:
202 Royal Bank Bldg.,
TORONTO

G. A. WILLIS, Sales Mgr.

MONTREAL

Established 1888

SALES OFFICE:
806 Lindsay Bldg.,
WINNIPEG

A. E. HANNA, Representative

There Are Dollars in \$ugge\$tion\$

Dollars have legs—they can walk right into your store, sniff at this and that, and unless you encourage them to stay and join their relatives in the cash register—they toss their heads and out they go to where a friendlier reception awaits them.

But—you can make them stay in your store if you want to. You can slip a noose right over their heads and call them yours.

It's easy—here is the way one merchant does it:

A customer enters the store and asks for a bottle of O-Cedar—merchant says in a friendly sort of way:

“Going to brighten up the furniture?”

Customer: “Yes! Everything gets pretty dusty in the Spring.”

Merchant: “That's so!—did you ever try O-Cedar on your hardwood floors?”

Customer: “No! Is it good for floors, too?”

Merchant: “Splendid! We have it in gallon tins. Enough to do the floors and furniture a good many times.”

Customer: “GIVE ME A GALLON THEN!”

There you have it in a nutshell. Just as simple as that. And instead of a 25c sale he sells \$3.00 worth of goods.

DO YOU THINK THE IDEA IS WORTH TRYING?



Channell Chemical Company Limited
TORONTO



Feature *Borden's* in your summer displays

To summer milk problems, Borden Milk products offer a delightful solution.

Campers, picnickers and summer cottagers generally find the milk problem in hot weather a source of worry. Dairy milk is often hard to procure and difficult to keep sweet and fresh, but with a dozen or so tins of Borden's on the shelf comes the satisfying answer to summer milk needs.

Display Borden's in your window trims and get these extra summer profits.

SIX CANADIAN FACTORIES

The
Borden

CO., LIMITED

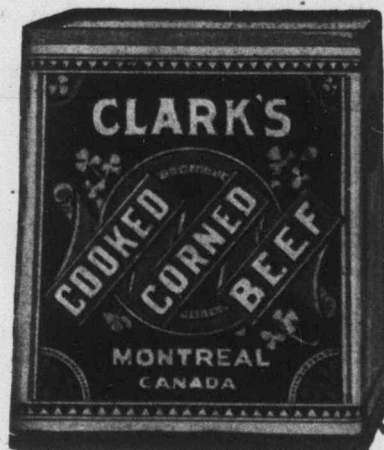
Leaders of Quality

MONTREAL

VANCOUVER

CLARK'S PREPARED FOODS

Quality
for
your
customer



Good
profit
for
you

This is the season when your Customers are looking for the "READY TO SERVE" meal, and CLARK'S have that meal READY FOR THEM in suitable variety for the morning, noon or evening repast.

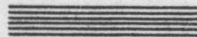
QUALITY DISHES AT REASONABLE COST
to your customer.

QUICK SELLERS AT GOOD MARGIN
for you.

W. CLARK, LIMITED
MONTREAL

WE are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouses.

We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.



J. ARON & COMPANY, Inc.

NEW YORK

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

NICHOLSON-RANKIN, LTD.,
Winnipeg, Man.

NICHOLSON-RANKIN, LTD.,
Edmonton, Alta.

NICHOLSON-RANKIN, LTD.,
Calgary, Alta.

NICHOLSON-RANKIN, LTD.,
Saskatoon.

NICHOLSON-RANKIN, LTD.,
Regina.

ALEX. F. TYTLER,
London, Ont.

J. T. PRICE & CO.,
Hamilton, Ont.

LIND BROKERAGE CO., LTD.
Toronto, Ont.

JAMES KYD,
Ottawa, Ont.

HENRY M. WYLIE,
Halifax, N. S.

HUGHES TRADING CO.
OF CANADA, LTD.,

Montreal, Que.

DASTOUS & CO., REG.,
Sherbrooke, Que.

SCHOFIELD & BEER,
St. John, N. B.

O. N. MANN,
Sydney, N. S.

A. T. CLEGHORN,
Vancouver, B. C.



The most modernly equipped plant in Canada, for fruit preserving and the manufacture of candied peel and crystallized fruits.

The Home of Wagstaffe's Jams

All Wagstaffe's products are guaranteed to be absolutely pure. Only the best of fruit and pure cane sugar is used.

"When you eat let it be the Best"



WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade

ARE GREAT APPETIZERS

BOILED IN SILVER PANS

Ask Your Grocer for Them





WAGSTAFFE'S

Real Seville
Orange
Marmalade

*All Orange and Sugar—
No camouflage.
Boiled with care in Silver Pans.*

ASK YOUR GROCER FOR IT.



Helping You
Sell
Wagstaffe's

Here are two of a series of Wagstaffe advertisements that are now running in every leading newspaper throughout Canada.

You, Mr. Grocer, if you would get the full benefit of this publicity, can best link up your store with this Wagstaffe campaign by keeping your stocks of Wagstaffe's incomparable Jams, Marmalades and Jellies well displayed.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., To-

ronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

Kellogg's

TOASTED CORN FLAKES

Come in the

WAXTITE

Package

The WAXTITE
package makes you sure

Kellogg's Toasted Corn Flakes—made right here in Toronto, famous in every part of Canada for their rich quality and delicious flavor—are put into the genuine WAXTITE package when they are fresh from our big ovens, so that all their inimitable flavor and superior quality is held at its best for you.

Each genuine WAXTITE package is guaranteed by this signature

W.K. Kellogg



This is the second in the series of color page advertisements which will appear in MacLean's Magazine and Canadian Home Journal, July 1st. Effective display advertising is appearing also in the leading daily and weekly newspapers throughout Canada. Retail Grocers—there is no waste nor loss when you handle KELLOGG'S products—always packed WAXTITE.

Furnivall's

FINE
FRUIT
PURE JAM

Value for your
Money

—is what you receive after stocking Furnivall's Jam. Constant repeat sales are reported being made daily by our satisfied merchants, as its reputation as a delicious fruit jam is increasing.

In addition, your own customers will receive due reciprocation, in that they shall find it economical, saving butter, when serving the youngsters with a bread luncheon.

A display of FURNIVALL'S Fine Fruit Pure Jam will bring you good results.



FURNIVALL-NEW

Limited

Hamilton - Canada

AGENTS—The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Toronto: C. H. Grainger & Co., 406 Parliament St. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Northern Ontario: E. A. Cuff, North Bay. Hamilton: J. T. Price & Co., 35 Mary St., Hamilton, Ont. Cape Breton Island, N.S.: O. N. Mann, Sydney, N.S. Saskatoon: Gilbert Stroyan, Saskatoon, Sask. Newfoundland: E. J. Godden, St. John's Newfoundland.

DIRECT

SHIPPERS



Field & Co

(F.M.) LTD.

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

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

There are plenty of fine fish in the sea,
but the best of all Sardines are the

OBAYO

REAL
SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

**BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS**

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42 King William St., London, E.C. 4

SWEETHEART Peanut Butter

—the “Sweetheart of the nut”—

Made only from No. 1 Virginia and No. 1 Spanish peanuts on a scientifically deter-

mined basis that has been proven to yield the best in flavor and food value.

In processing and blending not a human hand touches “Sweetheart Brand” and in the grinding process all the tiny bitter germs are removed leaving only the rich nut Kernels which give Sweetheart brand its incomparably delicious flavor. Make your next order “Sweetheart Brand” and give your customers the best.



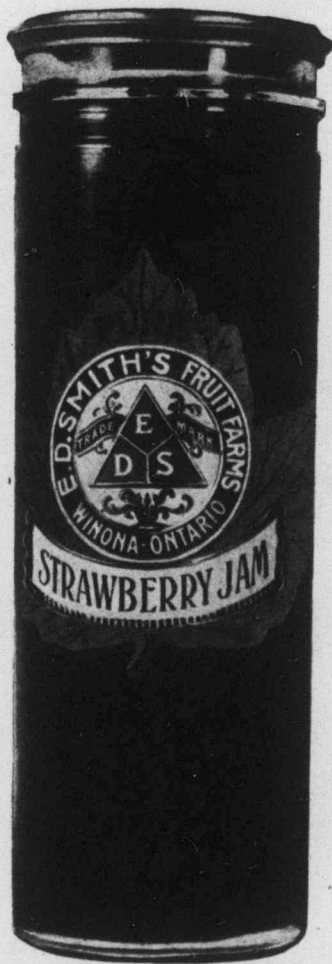
**MADE IN CANADA—
BETTER STILL—MADE IN ONTARIO
BEST OF ALL—MADE BY CANADIANS**

**I X L SPICE & COFFEE MILLS, LIMITED
LONDON, ONT.**

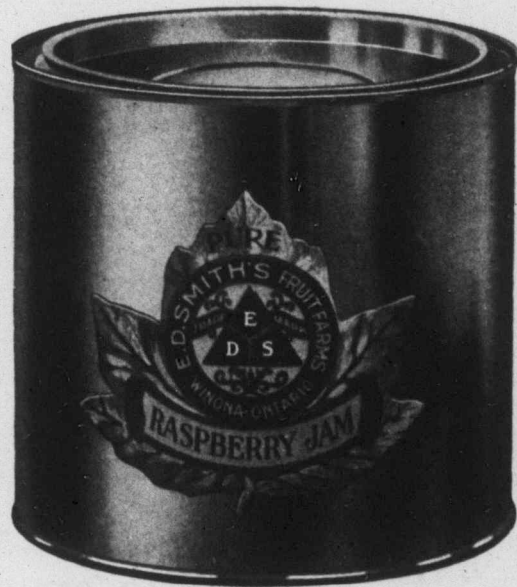
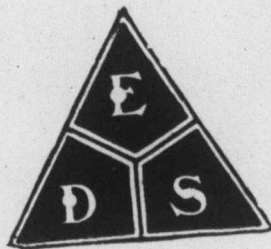
We are also manufacturers of Sweetheart
Coffee, Loyal Coffee, Baking Powder,
Mustard, Spices, etc.

—1920 Pack Now Ready—

“EDS” Strawberry Jam



This season's pack of *E. D. S. Strawberry Jam* is now ready for delivery, and when we tell you it is up to the same high E. D. S. standard of quality, you can depend upon it to win unstinted praise and steady repeats from your customers.



All E. D. S. Jams are made only from selected, nature-ripened fruit and pure cane sugar and are guaranteed pure.

E. D. Smith & Sons, Limited

WINONA, ONTARIO

AGENTS:

Newton A. Hill, Toronto
W. H. Dunn, Ltd., Montreal

Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.

Donald H. Bain Co., Edmonton, Alta.

A simple plan that makes
348%
a year on capital invested
in oranges & lemons

SCORES of merchants who have tried this plan are more than satisfied with the results. They find that it is easily worked and insures satisfaction to customers.

The plan is this: first, find out the maximum quantity of oranges and lemons you can sell in six working days; then buy only what you can sell out—*clean*—at least once a week.

Don't buy at any time more than one normal week's supply, unless you put on a special sale.

Then price your stock on the basis of 25% margin on the selling price (this is equivalent to 33 1/3% on your invoice cost). The average figure for operating expense is 16 2/3%; 3 1/3% is a liberal allowance for shrinkage each week on oranges and lemons, which are the least perishable of fruits. This leaves 5% net profit.

But 5% on sales each week, on a weekly turnover basis, is more than 348% net profit on invested capital a year.

Make sure of 52 turnovers—always figuring to get that weekly 5% net on sales.

Make Attractive "Mass" Display

Nature has given to oranges and lemons wonderful selling colors. The most successful merchants take full advantage of these attractive colors, and make impelling displays with *least work and trouble*.

Many stores have found that where

oranges and lemons are displayed in quantity without pyramiding or other painstaking arrangements, they are the most effective business bringers that they have ever used.

We send highly colored display material free to retailers who request it.



Mail the coupon for an interesting new book about fruit displays and our "Display Material Option List," which permits the selection of attractive cards and other modern, effective selling helps. Send for it now, while you think of it.

California Fruit Growers Exchange

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

**California
 Fruit Growers
 Exchange**
 Dealer Service Dept.

Los Angeles, California.

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

Name.....

Street.....

City..... Province.....

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

In Tomato Sauce



They make a very
tasty lunch.

WALLACE FISHERIES LIMITED
VANCOUVER

RICE

RICE FLOUR

RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

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.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers


C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

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

Vancouver Office of
Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

North West Trading Co., Ltd.
Importers of Australian
and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

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



A Winnipeg Retailer Said :
When a salesman offers to take less money for another brand of Pilchards—I figure—"There's a reason."

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

EVERY MORSEL EDIBLE
AND DELICIOUS



"Yes, 'Red Arrow',
I find them selling
splendidly and giving
good satisfaction."



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

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

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers
first-class service.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU THE
SERVICE
WHICH SPELLS
SUCCESS

in the marketing of your products.
LET US SHOW YOU.

"BEST IN THE WEST"

Head Office: WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

Why Not Build Up Your Trade in the
West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

WHEN WRITING TO ADVERTISERS
PLEASE MENTION THIS
PAPER

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Mention This Paper When Writing Advertisers

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.

Service

Reliability

Integrity

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents 149 Notre Dame Ave. E., Winnipeg

C. DUNCAN & SON

Manufs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG

Estab. 1899

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents

Confederation Life Bldg. - Winnipeg

Service coupled with Reliability brings Results
We want your business. Write us.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and
Manufacturers' Agents.

We give you the best of service.

617 McIntyre Blk. | 16 Beard of Trade Bldg.
Winnipeg, Man. | Calgary, Alberta

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants

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

SALES FORCE

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

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

We are more than Brokers, we are **Business Builders**.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you

NORCANNERS, LIMITED STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

C. B. Hart Reg.
Montreal

Canadian Agents:
A. S. May & Co.
Toronto

Donald H. Bain Co.
Winnipeg

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

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST.
TORONTO

CAN
CREATE
A DEMAND
FOR YOUR GOODS
THROUGH EFFICIENT
METHODS OF REPRESENTATION

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

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO and OTTAWA

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

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS
and DRUG SPECIALTIES

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO



J. K. McLAUCHLAN
Manufacturers Agent and
Grocery Broker
Kellogg's Toasted Corn Flakes
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

WHEN WRITING TO ADVERTISERS KINDLY MENTION
THIS PAPER

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

ALBERTA

JOHN PRITTY, LIMITED
Merchandise Broker and Manfg's. Agent
HEAD OFFICE: REGINA, SASK.
Let Pritty place your brand on the market.
He knows how. A live, energetic organiza-
tion purely Western.
Track warehouse—Toronto and Dewdney.
Sales connections all over.

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

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

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Three cents per word first insertion, and two cents per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO

PAUL F. GAUVREAU

Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.

I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots

A. H. M. HAY

*General Produce & Lumbermen's
Supplies*

Phone 5311 98 St. PETER ST.
Residence 6383 QUEBEC

MANUFACTURERS O. M. SOLMON

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

TELEPHONE MAIN 7143 ST. ARNAUD FILS CIE GROCERY BROKER

Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires

Importers & Exporters
Peas and Beans
Food Products

ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED

For Food Products, Confectionery, etc.
For the Dominion Best References.

JOYCE CO., LTD.
307 St. James Street, Montreal

WANTED

Agencies for food products for the
City of Montreal, best references

SILCOX & DREW
33 NICHOLAS ST., MONTREAL

WHEN ANSWERING ADVER-
TISEMENTS KINDLY MENTION
NAME OF THIS PAPER

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

"VETERINOL"

Fattening Tonic recommended by
Veterinary Surgeons. Gives the
Horse Good Appetite, Glossy Hair,
Cures Indigestion and Strengthens
the Back.
Splendid for Whole Systems and
Kills Worms.

Horse Users Enquire About It.
Manufactured by
THE COMMERCIAL COMPANY LIMITED
MONTREAL
SHEELY-MOTT COMPANY
Sole Selling Agents
3 St. Nicholas Street MONTREAL

BRITISH GUIANA

Why not build up your trade in
British Guiana and the West In-
dies, by appointing us your Agents?

McDAVID & CO.

Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara,
British Guiana
Exporters: Coconuts, Coffee, Rice, Cocoa.

S & M Bulk Chocolates

These delicious hand-dipped chocolates are made in
a large variety of Nuts, Fruits and Hard centres,
coated with light and milk coating.

Write us for prices and discounts.
Correspondence solicited from jobbers.

Sole Canadian Distributors

Dominion Sales Company
Southam Bldg. Montreal



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable prepara-
tion for Cleaning and Polishing Cut-
tery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and
Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Wilson Bldg.,
Winnipeg
Sankey & Maso-, 839 Beatty Street,
Vancouver.

ACID PHOSPHATE for SELF-RAISING FLOUR MANUFACTURERS

BUY FROM THE MANUFACTURERS

PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND

CABLES: "CORNCRAKE"



A Standard of Supremacy

is what Royal Acadia Sugar represents on the market to-day. By our sanitary form of production the raw cane is made into the purest form of sugar—"Every Grain Pure Cane."

Royal Acadia is 100% pure and 100% sweet, and a display in your store constantly reminds your customers of a quality of sugar that is always pure and wholesome.

Sold in 2 and 5 lb. cartons, 10, 20 and 100 lb. bags, half-barrels, and barrels.

The Acadia Sugar Refining Co., Limited
Halifax, Nova Scotia

Purnell's

England's Best

Pure Malt
Vinegar

Pickles & Sauces

Speciality **B V** Fruit Sauce

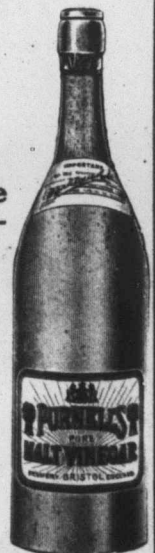


*Have Stood the Test of Time
Having Been Established Since 1750*

Canadian Agents

J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P.O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Our agents have a full
range of samples



Purnell & Panter, Ltd., Bristol, England

Tie up your small
packets and boxes
neatly and watch
your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes
and colors always in
stock.
Send your enquiries
direct or through in-
dent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

KING OSCAR

Brand

SARDINES

IF FEATURED TO
YOUR CUSTOMERS
DURING THE SUM-
MER MONTHS
WILL BRING RE-
PEAT SALES AND
GOOD PROFITS.

Consult Your Wholesaler

John W. Bickle & Greening
Hamilton, Ontario

The
Custard that
brings trade

Our bright, live and extensive
advertising is creating a steady
and increasing demand. Be
ready to supply your customers
and secure a large and perma-
nent trade.

Quick Sellers are Profitable.

Gartons
CUSTARD

Sole Agents:
W.G. Patrick & Co., Ltd.
Toronto Montreal

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

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

REPRESENTATIVES:

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




ESCOFFIER

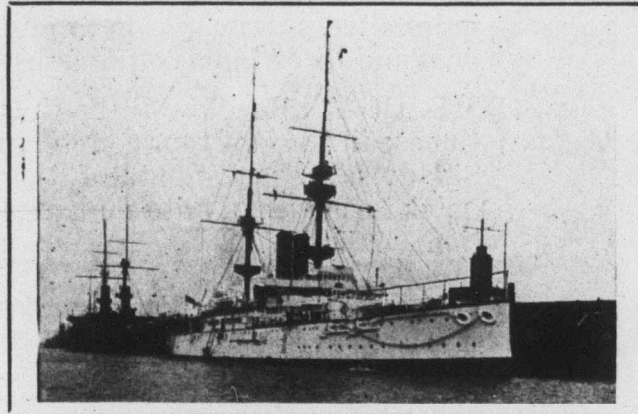


SAUCES, PICKLES, Etc.

As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"



SAUCE ROBERT
FOR ALL MEATS ETC.




SAUCE DIABIE
FOR ALL KINDS OF FISH

SAUCE MELBA
FOR PUDDINGS AND FRUIT

Sole Selling Representatives:
MESSRS. ARGYLL BUTE, LTD.
357 St. Catherine St. West, Montreal, Canada

SAUCE DERBY
FOR ALL COLD MEATS AND STEWS

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lambertson, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY MARZIPAN CHOCOLATE



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



ELKHORN CHEESE

IN TINS - 8 VARIETIES

A Cheese that will keep without ice—guaranteed indefinitely in any season or climate. Free from the dust and dirt of marketing abuses.

MR. DEALER—Now is the time to display Elkhorn Cheese in Tins on your counter and in your windows. Steady sale every month of the year. Sure profit—quick turnover. Write for samples and full information.

- 8 Varieties
- Kraft
 - Pimento
 - Chile
 - Rarebit
 - Roquefort
 - Camembert
 - Limburger
 - Swiss

Sales Representatives

Wm. H. Dunn, Ltd.	-	180 St. Paul St., Montreal
Dunn-Hortop, Ltd.	-	Board of Trade Bldg., Toronto
J. A. Tilton	-	St. John, N.B.
Pyke Bros.	-	Halifax and Sydney, N.S.
Buchanan & Ahern	-	Quebec, Que.
Richardson, Green Ltd.	-	Winnipeg, Man.
Oppenheimer Bros.	-	Vancouver

Manufactured by

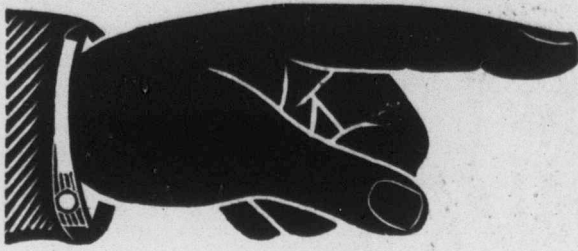
J. L. KRAFT & BROS. CO.

Brodie's XXX Self-Raising Flour



—Will be found to be a consistent seller by reason of the fact that its high quality is recognized by all who have used it—and satisfaction always means a continued demand.

Brodie & Harvie, Limited
BLEURY STREET, MONTREAL



We are too busy getting out orders to 'rest on our oars' and consider records, but we can't resist telling you the result of the first 20 weeks of this year's trading.

SALADA SALES ARE NOW 1,031,705 POUNDS AHEAD
 OF THE CORRESPONDING PERIOD OF LAST YEAR

This evidence of public appreciation must
 convince you

"TURNOVER IS THE SECRET OF SUCCESSFUL TRADING"

"SALADA"

Notice

*The G. Washington Sales Co., Inc. of New York
 accepts Canadian Money at Par in payment for
 G. Washington's Coffee — This permits the same
 prices here as in the United States —*

G. Washington's
COFFEE

ORIGINATED BY MR. WASHINGTON IN 1909





Insist upon a Trial of

KLIM

YOUR customers may not know of its purity and genuine milk flavor. Persuade them to use Klim in all recipes for cooking or baking and get them to try it in coffee and cocoa. A thorough test will give your customers the assurance that Klim is pure, pasteurized, separated milk in the most economical form it can be procured—a dry powder. They will appreciate Klim because it retains its natural milk flavor and does not sour or spoil—every particle may be used.

When whipped into water, Klim quickly dissolves, changing into fresh, separated milk just as it was originally before the water was removed by the Spray Process. A tin of Klim keeps perfectly fresh in the kitchen cabinet or any other dry place.

There need be no fear of scarcity of milk in the home if company drops in unexpectedly—no inconvenience—no sour milk in hot weather—no ice required for cooling—when Klim is used. Your customers will be delighted with Klim and will show their appreciation by repeat orders.

Klim will be widely advertised in newspapers and magazines during the summer months—sales will inevitably increase. Be ready by securing an ample supply now.



CANADIAN MILK PRODUCTS LIMITED

TORONTO

St. John

Montreal

Winnipeg

Pushing bulk teas plays into the hands of tea pedlars

If your customers get into the habit of buying bulk teas, the tea pedlar can sell them bulk teas just as easily as you can. He trades on the very work you do in encouraging your customers to use bulk teas. Pedlars can't sell Red Rose Tea. Hold your tea trade by the superior quality and value of Red Rose.



You can insure your tea business against unfair pedlar competition by building solidly on Red Rose Tea.

T. H. Estabrooks Company, Limited

St. John Montreal Toronto Winnipeg Calgary
Edmonton St. John's, Nfld. Portland, Maine

This Silent Salesman Bar

It's New

And in an attractive Blue and Gold Wrapper, over Tinfoil

Delicious

French Cherry Cream
in Chocolate

Quick Turnover - Good Profit

Jobbers send for samples

Joyce & Co., Limited

307 St. James St. Montreal, Que.

Distributors

Manufactured by Swallow Candy Products



10c.

AND
WORTH
IT

THE NEW APPETISER

Delicious Flavour

Delicate Aroma

SAVORA



SAVORA

This Supreme "All-British" Mixed Mustard is a quality product and a customer pleaser of the highest degree.

You can sell it with assurance that its delicious flavor and delicate aroma will win continued and profitable repeat orders.

J. & J. Colman, Ltd., 108 Cannon St., London, Eng.

MAGOR, SON & COMPANY, LIMITED

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

Canadian Agents



Characteristics Common

to all Shirriff Products are Purity, Quality and Saleability. The last is the natural result of the first two. An attractive window display of Shirriff's will repay you handsomely.

Shirriff's

True Vanilla
is the genuine extract of the Mexican Vanilla Bean. Its full flavoring properties make it a steady seller and a profitable line to carry.

Orange Marmalade
made from finest Seville oranges and pure cane sugar, skilfully blended and prepared, is in constant demand. Our national advertising keeps business hurrying.

IMPERIAL EXTRACT COMPANY

TORONTO

ONTARIO



Selling Agents for Canada: Harold F. Ritchie & Co., Limited, Toronto and Montreal

CANADIAN GROCER

VOL. XXXIV

TORONTO, JUNE 4, 1920

No. 23

Believes There Will Be Modifications in Present Luxury Tax Legislation

Deputation of Over 200 Retail Merchants From All Over Canada
Waited Upon Finance Minister Drayton in Ottawa on Monday
Last—Want Luxury Tax Imposed at Source of Supply—All Sec-
tions of the Trade Were Represented

THAT there will be some modifications in the luxury tax laws as recently enacted, is the opinion expressed to **CANADIAN GROCER** by W. C. Miller, secretary of the Ontario Retail Merchants' Association, on his return from Ottawa, on Tuesday of this week. Secretary Miller was one of a large deputation of retail merchants, who waited upon Sir Henry Drayton, Minister of Finance, on Monday last, and protested against, what they termed, was the "discriminatory and confusing" luxury tax, which they described as "ill-advised, poorly conceived, and poorly devised." There were over 200 retailers from all parts of the Dominion in the deputation, and a strong and comprehensive resolution was presented. The Finance Minister did not commit himself in regard to any changes that might be made, but it is the contention of many of the merchants that the laws as they at present stand, cannot be carried out, and the Minister of Finance, they believe, has been impressed with the impracticability of some of the measures.

Various speakers representing the different sections of the association, all were of one mind, in declaring that the luxury tax should be collected from the source of supply, that is from the manufacturer and the importer, and absorbed in the same manner that all systems of taxation are absorbed.

The Simplest Way Possible

Henry Watters, Ottawa, Ont., acted as chairman of the deputation, and read the memorial to Sir Henry Drayton. In part, this memorial pointed out that upwards of 200,000 retail merchants operated in Canada, by far the largest commercial class. They objected to the retailer having to collect a tax, because, in their opinion, the ideal system was based on the principle of "ability to pay," and one whereby it could be collected in the simplest manner. The budget outlined

RECENT RULINGS ON NEW SALES TAX

Ottawa, June 2.—The Department of Inland Revenue has given the following rulings in regard to exemptions on the new sales tax:

Sausages, fresh only; ham and bacon, subject to tax; glucose exempt; bread exempt; milk exempt, milk condensed and evaporated, exempt; milk powder, if made from whole milk, exempt; peas and split peas, exempt; vegetables, exempt if in natural state; fruits, exempt if in natural state; groats, subject to sales tax.

Manufacturers receiving raw material for further process of manufacture are required to charge sales tax for the amount of their account on returning the goods.

Premises given in exchange for coupons are considered as sales, and luxury tax must be paid where articles are taxable. One per cent. sales tax applies on goods, even though sold to Federal or Provincial Governments. The tax on fans does not refer to electric fans. A manufacturing firm makes goods subject to luxury tax and having several retail stores, collects luxury tax only.

six different methods of taxation, customs, excise, taxation on sales, income tax, luxuries tax, and stamp tax.

Tax at Source of Supply

With regard to the tax on sales, the wholesalers said manufacturers were passing it on to the retailer. He was paying it out of his own pocket. With regard to the income tax, the retailers expressed surprise that only \$20,000,000 was collected through this system, and "it is evident that a great many persons are evading this tax."

As to the proposed luxury tax, "we

consider it ill-advised and poorly conceived and devised, and one that will be resented by every sound-thinking man in Canada." The proposed luxury tax is discriminatory and confusing. The application of the tax applied to 23 sections of the retail trades. Their views were summed up in the request that the luxury tax should be collected from the manufacturer and importer, instead of from the customer, through the retailer. If not, the system of selling direct from the manufacturer would increase by leaps and bounds. One of the most striking inconsistencies of the tax was that women's dresses up to \$45 were not taxed. Yet ribbons and all kinds of material was. The luxury tax would succeed in dislocating business.

The retailers, prior to the interview, passed a resolution asking that the Government appoint a commission of retail merchants to study the conditions and problems of the retail trade.

Wholesalers Want Tax on Source of Production

THE Wholesale Grocers' Association have asked the Government to place the sales tax on the source of production or importation and have it paid by the manufacturer or importer, who should in turn charge it on the cost. Wholesalers would then simply include the tax in their prices to the retailer, who would then charge a little more for his goods to the ultimate consumer. Under this plan, wholesalers point out that they would be relieved from making tax collections and sending in returns. At the same time the Government would be saved the expense of collecting from the wholesalers.

An Unfair Advantage

"There is another point that we are

taking up with the Government," stated W. P. Eby, of Eby Blain Co., Ltd., Toronto, to CANADIAN GROCER, "and that is, as the Act now reads, the one per cent. sales tax is put on by the manufacturer and again added by the wholesaler to the retailer. This gives the departmental and chain stores an advantage over the retailer who buys all his goods through the wholesaler, and consequently pays the one per cent. that is put on by the manufacturer, also the one per cent. put on by the wholesaler. On the other hand, the store that buys direct from the manufacturer only pays the one per cent. put on by the manufacturer. He therefore buys his goods one per cent. cheaper than the fellow who cannot buy direct. This is very unfair to the retailer who buys from the wholesaler. Another point is that the Government is going to be out a lot of money."

Retailer Not a Collector

Wholesalers have been receiving letters from retailers all over the country asking if they are to collect the tax. As to this point, Mr. Eby stated: "The retailer is not called upon to collect either the sales or the luxury tax. The goods he buys that are taxable, cost him that much more and he must get more for the goods from the consumer."

Collecting the Tax on Other Merchandise

While the retailer who is handling groceries exclusively is not much concerned as to the collection of the taxes, for the reason that he has not to collect them from the consumer, there are many general merchants who are handling other merchandise along with groceries, and for them the question of collecting the taxes is of paramount importance.

"How are merchants going to furnish the Government with copies of sales slips covering every individual taxable sale?" is a question that CANADIAN GROCER is asked.

Use His Own Resources

According to information learned from the Department of Inland Revenue at Toronto, the merchant will have to use his own resources. Ottawa has not intimated how it is to be done, aside from saying that it must be done. Many suggestions have been put forth as to how this situation is to be met. Merchants who use sales books in duplicate may continue to use them, but, in addition, should have a day-book for entering every sale upon which a tax has been collected. The day-book will be the firm's own record of business, while the two slips will be given away, one to the customer as usual, and one for the return to be made to the collector of inland revenue.

A suggestion for using duplicate slips involves the use also of a cash register.

The duplicate slip is made out as usual, one for the customer and one for the Government, and the record of sales is kept by the merchant by the cash register. In this instance, for the protection of the firm against theft by employees, the cash register must be equipped with a printing device, by means of which the top of the duplicate bill may be inserted in the cash register, and have printed on it the clerk's number or initial, the total amount of the sale and tax, the number of the sale and the date of the month.

Facts on Stamp and Sales Taxes

In the case of the much-discussed sales tax the one per cent. is collected by the Government from manufacturers, wholesalers and importers on all sales by manufacturers and importers or on importations with certain exceptions.

With regard to the Stamp Tax, two cents is collected on promissory notes and bills of exchange for every \$100, or fraction thereof;

Two cents per share on stock transfers;

One cent each in addition to ordinary postage on letters and post-cards;

Two cents each on cheques, money orders, etc.

Crushed Fruits, Fruit Syrups Are Luxuries

"There is still a great deal of uncertainty as to whether certain lines are taxable and in what class they belong. Crushed fruits for soda fountain purposes are subject to the luxury and sales tax and are classed as confectionery, but as to fruit syrups, manufacturers state, that the ruling on this line is still a little hazy, they feel that they should have more definite information.

"Business is all in a confusion," stated A. E. Dalton, of Dalton Bros., Front Street East, Toronto. "We hardly know where we are at, and it is very difficult to transact business. Here is an instance of where a customer purchased a line from us on contract, and when delivery was made we added the sales tax to the invoice. The customer comes back at us and says that this article was bought on contract, and was therefore not subject to the tax. Now what are we going to do? It is next to impossible to explain it to the customer. We will either have to pay the tax ourselves, or lose the customer. Every thing we manufacture and sell except tea and coffee are taxable, and the uncertainty of how the tax is to be applied has made it very difficult for us to carry on our business."

Alcohol Tax Is Confusing to Extract Men

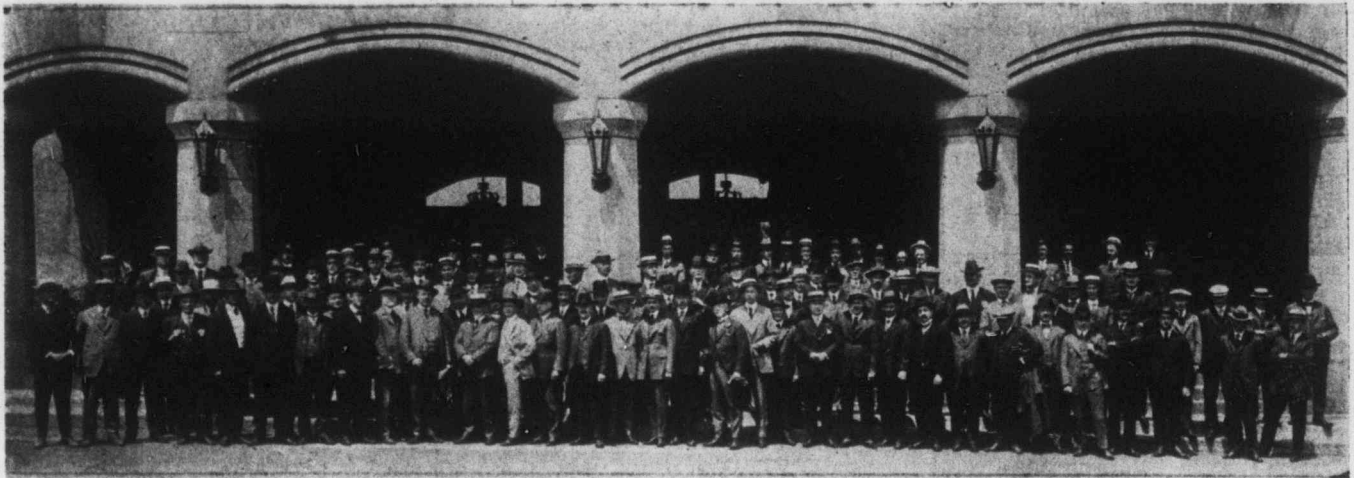
There is one line in the retail grocery that is really affected by the tax, and that is extracts, but to what extent, manufacturers are still at sea. For the purpose of getting more definite information on this subject, a deputation composed of extract manufacturers is going to Ottawa to interview Sir Henry Drayton. In one section of the Act it says that a tax of \$2.00 per proof gallon shall be applied to alcohol and in another place it says that extracts shall be taxed \$2.00 per gallon. Pure extracts contain a large percentage of alcohol. Manufacturers are therefore doubtful as to whether both these taxes are to be applied. "Whether the \$2.00 per gallon on alcohol is paid when it is taken out of bond, and again added on the manufactured extract, is a point that has to be cleared up," stated Frank Sherriff of the Imperial Extract Co. "The ruling now reads as though extracts have to bear a double tax."

Tax Inconsistent As Applied to Provisions

"There are a lot of funny kinks to the budget," stated R. S. Whyte, of the Whyte Packing Co., to CANADIAN GROCER. "For instance, pickled and salted meats are exempt, while the tax is put on smoked meats. Smoked meats are cured just as much as salted. The only difference is in the method used. Then lard is exempt and so is butter and butter substitutes, but shortening, which is really a lard substitute, is taxed and so are lard compounds. However, we are not worrying over it. There is no doubt the Government needs the money, and it might as well be collected this way as any other. It is the consumer that has to pay the taxes and we are just passing it along to them."

Thinks Grocers Will Have to Absorb the Tax

"In regard to the new taxation in groceries," writes Fred. C. Harp, Brantford, Ont., in answer to a query from CANADIAN GROCER. "I feel that the grocer will have to absorb the one per cent. tax as it is impossible to pass the same on to customers unless we become profiteers, as all articles mostly are sold in sums less than one dollar. The ten per cent. taxes on candy and marshmallow and sandwich cakes can be passed on, as it means a five cent. per lb. increase on each. I think, generally speaking, the new taxation will hit the poor consumer."



Over 200 retailers waited on Finance Minister Sir Henry Drayton on Monday of this week, protesting against the luxury tax being collected by them. They came from all over the Dominion.

hard and instead of lifting his burdens, will materially increase the same.

"The cost of collecting this tax is going to offset a large amount of revenue collected, besides increasing the cost to the merchant."

A. Kirkpatrick, general merchant at Lefroy, Ont., in writing to CANADIAN GROCER regarding the new taxes, points out that, in his opinion, it is the retailer who is so hard hit. The retailer will have to pay the one per cent. of the manufacturer and wholesaler, but will be unable to make any drastic charges to the consumer.

Regarding the last questionnaire of the Board of Commerce, Mr. Kirkpatrick states that he cannot comply with it. "In fact, if there is much more of such, he holds, there remains only one way out—sell out everything. No three people can keep up with the Board of Commerce."

Declare Luxury Tax Is Unfair and Inequitable

Protesting against the system of taxation proposed by Sir Henry Drayton, declaring that the so-called luxury tax is decidedly unfair and inequitable, the Board of Trade of Arthur, Ont., recently passed a resolution to this effect. A copy of the same was forwarded to W. A. Clarke, M. P. for North Wellington, and the Hon. Hugh Guthrie. The resolution points out that the collection of the taxes is a real hardship to the merchants of the rural districts, who have not the facilities for keeping track of the taxes collected. The new taxes, it is also claimed, will tend to increase the cost of living, and place an unfair proportion of the country's debt on the consuming public, particularly that proportion of it belonging to the country towns and villages.

"We believe that through municipal taxes," the resolution continues, "with the Municipal Assessment Act ade-

quately amended, a large part of the revenue could more fairly and equitably be collected, and it would then reach the Dominion Treasury one hundred cents strong on every dollar, and save the expense of keeping up an army of officials to look after the new taxes. Before this policy is carried further by the present Government, we believe a mandate from the people should be secured."

London Merchants Are Opposed to the Luxury Tax

The retail merchants of London, Ont., have placed themselves on record as opposed to the luxury tax imposed by the Government on sales over a certain sum. Secretary Gordon Phillip was instructed to draft a memorial to send to Secretary Miller of the Retail Merchants' Association of Canada, to be in turn forwarded to the Dominion Government.

Opposition to the measure was unanimous, and the recommendation was made that until such time as the law is thoroughly understood, and defined, the tax should not be imposed, but instead the Government should collect a levy of one per cent. on the total sales of the retailer. It was pointed out that the law, as it now stands, is so full of holes, that anyone who cares to shirk it can do so very easily. It was claimed that such an attempt at taxation is bound to breed a class of shirkers and put a premium on dishonesty. It was further contended that the tax is not a luxury tax at all, and that it hits the poor consumer as well as the rich one.

Galt Retailers Say Tax Curtails Legitimate Sales

Retail merchants in Galt, Ont., have also entered a protest against the luxury tax, claiming that it works detrimentally

to many lines of business, curtailing the amount of legitimate sales. It specifies many regular lines of business as luxuries. It is also claimed that where amounts are named as an exempted limit, it should tax only the amount in excess, and that it puts a premium on cheaper grades of goods in exclusion to quality. The association suggests that manufacturers, wholesalers and retailers be represented on the Advisory Revision Committee. A copy of the resolution has been forwarded to Sir Henry Drayton.

Retailers Will Have to Largely Increase Staffs

F. F. Pardee (Lambton West), in speaking on the budget, the other day, said:

"In conclusion, Sir, I desire to say that I do not believe that the taxes proposed by this budget will produce results. I think that with the complications, and the machinery required to enforce it, you will find that the retail stores will have to largely increase their staffs, and if they are put under the necessity of having to pay more money to carry on business what will happen? Once more you will pile on to the consumer something extra which he will have to pay, and I do not think there is any question about that. For instance, apply this to such a firm as the T. Eaton Company. I was speaking to a large departmental store man the other day, and he assured me that so far as he could see their staff would have to be largely augmented to carry out the tax provisions imposed by the Minister of Finance. I have no doubt there will be all sorts of evasions of this tax. There will be thimble-rigging in every conceivable way, and although I recognize the great ability of the Minister of Finance, I think it will require a far cleverer head than his if this tax is to be adequately collected. I am speaking with all seriousness. I believe, Sir, from what I can gather, from

what I can hear amongst the retail merchants and amongst the people themselves in regard to the tax, that there will be evasions in every way which will largely augment the cost of goods while it brings no return to the treasury."

Counter Check Books Will be in Great Demand

The retailer must give a tax slip to customer.

Under the luxury tax covered by resolution No. 1, merchants are required to furnish the purchaser with counter sales slip showing the tax separately. A copy of this sales slip must support the firm's tax payment to the collector when made.

This new law makes it quite essential for all merchants collecting the tax to use counter check books and they should be used in triplicate so that one copy may be furnished with the report to be sent to the Government. In view of the scarcity of newsprint retailers would be well advised to look after supplies as early as possible.

More Optimism in The West Now, Says Geo. Loggie

"The first announcement of the budget caused more or less consternation among the manufacturers and merchants of the Western provinces," remarked George Loggie, of Loggie, Sons & Co., manufacturers' agents, Front Street W., Toronto, Ont., to a representative of CANADIAN GROCER, on his return from a two months' trip to the coast. However, the first shock of the new taxation laws has now passed, and with a better understanding of the workings of the legislation the whole act is viewed with considerable more equanimity. The luxury tax and the collection of the same was one of the real bones of contention, and a great deal of opposition was heard on every side. "But the general outlook in the West is not one for gloom," Mr. Loggie stated, "and with the crop forecasts largely optimistic at the present time, following a very backward spring, manufacturers and merchants are not complaining to any great extent. True, there is some evidence of watchful waiting in the way of buying for future requirements, many merchants adopting the plan of buying only as immediate needs demand. Some manufacturers report a lull in sales, but on the whole there is considerable optimism in the West."

NEW PACKAGE TEA AND COFFEE

G. F. and J. Galt, of Winnipeg, packers of Blue Ribbon tea and coffee, have opened an office and warehouse at 107 Front Street East, Toronto. G. A. Galt has been appointed sales manager.

THINKS RETAILERS SHOULD BE CAREFUL ABOUT EXTRA CHARGES

THERE are so many new angles cropping up continually to the budget taxation that the William Neilson Company is adopting an attitude of watchful waiting. Nothing of a definite nature is being decided upon until things settle down a bit and a clear view can be had of the matter.

At the present time the firm is contenting itself with adding the ten per cent. excise tax and the one per cent. sales tax to every invoice.

"Some merchants have written in to us asking if they should keep a set of bills for the Government, but we informed them that this was not necessary," stated H. L. Walker, assistant sales manager.

One point brought out by Mr. Walker during the course of the interview was that the retailer should be careful not to charge more than the extra amount due to the tax.

"Such a policy would certainly injure business," said Mr. Walker, going on to say: "If the tax on a box of chocolates amounts to 11 cents the retailer should sell at \$1.11, if the box costs a dollar. In some cases, though, he might be tempted to charge the even \$1.15, and some may go so far as to think in terms of not less than quarters. This would mean that \$1.25 might be charged. This, however, would be poor business, as the public knows to day what the tax is and soreness might result."

Mr. Walker thinks, too, that the foreigner who makes his own candy should be watched as he might be inclined to hedge a bit on imposing the tax.

"The Government," said Mr. Walker "has the nucleus now for the machinery required to guard against this and they should use it. If not, they will miss the big thing, for there are so many of these kind of 'manufacturers' that their failure to pay would mean a big loss."

WHERE THE GROCER'S PRICES ARE AFFECTED

A tax of ten per cent on :

Candy and confectionery.
Chewing gum or substitutes therefor.

A tax of thirty per cent. on:

Patent and proprietary medicines including medicinal or medicated wines, vermouth and ginger wine containing not more than 40 per cent. proof spirit.

A tax of two dollars per gallon:

On lime juice or fruit juices, fortified with, or containing more than 25 per cent. of proof spirits.

On spirits and strong waters of any kind, mixed with any ingredient or ingredients, as being or known or designated as anodynes, elixirs, essences, extracts, lotions, tinctures or medicines, or ethereal or spirituous fruit essences, not otherwise provided for in this resolution.

4. That the excise taxes as imposed by the preceding resolution shall be payable in addition to the present duties of excise and customs at the time of sale by the Canadian manufacturer or when imported, but shall not apply to such articles when exported, and shall be accounted for to His Majesty in accordance with such regulations as may be prescribed.

5. That every person selling or dealing in the articles upon which taxes are imposed are prescribed by the foregoing resolutions, may be required by the Minister to take out an annual license therefor, for which license a fee not exceeding \$2 shall be paid.

6. That the provisions of the said foregoing Resolutions shall be deemed to have come into force on the 19th day of May, 1920, and to have applied to all goods mentioned therein imported or taken out of warehouse for consumption on and after that day, and to have also applied to goods previously imported for which no entry for consumption was made before that day.

The tax on sales does not apply to sales or importations of meats, fresh, salted or pickled; butter; cheese; oleomargarine, margarine, butterine or any other substitute for butter; lard; eggs; vegetables; fruits, grains and seeds in their natural state; buckwheat meal or flour; pot, pearl, rolled, roasted or ground barley; corn meal; oatmeal or rolled oats; rye flour; wheat flour; coffee, green, roasted or ground; tea; salt; cattle foods; hay and straw; nursery stock; fish, fresh, pickled, salted, smoked, dried or boneless; sugar, syrups and molasses; anthracite or bituminous coal; artificial limbs and parts thereof or to goods exported. Other grocery lines are subject to the tax.

Further Evidence in Kellogg Case

Plaintiff's Case Concluded—Number of Retailers and Wholesalers Called—J. L. Kellogg First Witness for the Michigan Company—Records re Changes in Name, and Cartons Put In—Case Was Adjourned Till June 21

Reported by Staff Correspondent

TORONTO, June 2.—It was mentioned in last week's issue that the Kellogg case was again before the courts here. Four days of last week, beginning on Tuesday, were devoted to it before Justice Middleton. The Battle Creek Toasted Corn Flake Company, of London, Ont., are the plaintiffs in the case and the Kellogg Toasted Corn Flake Company, of Battle Creek, Mich., and Toronto, the defendants.

Robert Wallace, one of the directors of the plaintiff company, gave his evidence on Tuesday, and this was followed by evidence of other directors on Wednesday. Two retail grocers from Ottawa—A. S. Moreland and T. W. Collins—were witnesses on behalf of the London company. Mr. Moreland was asked a number of questions in regard to the time the Michigan company put their new package of Kellogg's Corn Flakes on the market, which he said was about twelve months ago. He stated that very few of his customers knew the difference in the products of the two concerns and that formerly he thought the Canadian company was operated by the U. S. company. He was asked if he had ever noticed the advertisements in the large United States weekly and monthly magazines, but his reply was that he very seldom read these papers. He did not have much time to read them as he read the daily papers and CANADIAN GROCER pretty thoroughly.

Retailers on the Stand

T. W. Collins also told of the introduction of the new Kellogg package put out by the Michigan company which followed the "Dominion" package. He said that it was in 1914 that he first knew there was a difference between the two companies, and this was in connection with some correspondence he had regarding the Ottawa Pure Food Show. He did not think the consumer would know much difference between the corn flakes of the two companies and particularly if the "Waxtite" covering was not on one of them. To Mr. Hellmuth, counsel for the Michigan company, he said that he read very few of the United States weekly and monthly magazines as he did not have much time after he got through with the newspapers and the trade papers.

Wholesalers Testify

F. W. Hudson, of the Canada Brokerage Company, wholesale grocers, Toronto, and W. P. Eby, of Eby, Blain, Ltd., wholesale grocers, Toronto, were also witnesses. They both told of the time

when the Michigan company placed on the Canadian market the Kellogg's corn flakes. Both of them had heard of "Sanitas" corn flakes as well as other of the Michigan company's products, such as Kellogg's Bran Krumbles, etc. Mr. Eby stated there was considerable confusion between the two products and the travellers of the firm he represented had been instructed to take orders for Waxtite Corn Flakes in order to distinguish them from the London products on account of both being called Kellogg's and put up in similar packages. Personally he knew the difference, but the firm had difficulty in explaining the difference to the travellers. He had seen the advertising of the Michigan firm in the United States magazines and also remembered the "Sanitas" corn flakes package, but his opinion was that "Sanitas" never had a distinctive meaning, as the name "Kellogg" was invariably used.

Mr. Baker, a former director of the London company, recalled a meeting of directors about 1907 or 1908 in London, at which W. K. Kellogg was present. He testified that as far as he could recollect, Mr. Kellogg had been in favor of changing the name from "Sanitas" corn flakes to "Kellogg's."

George V. Kneen, a Montreal retail grocer, stated he had been handling both brands and that the public, generally speaking, did not know of any difference in the two of them. He thought that the present package of the London company was similar to the one they had used ten years ago, although he was not sure about the term "Made in Canada" across the face of it.

Mr. Kneen further stated he may have noticed the Kellogg corn flakes advertising in United States magazines, but if he did he did not give it any special attention. During the past year he had sold both and in order to distinguish between them used the terms, "London Corn Flakes," and "Waxtite or Toronto Corn Flakes." He may have had some Kellogg's Bran but did not carry much of it and he did not know which firm made it. Neither did he handle Kellogg's Krumbles. He stated he had been asked for it once or twice.

Still Another Kellogg Concern

A discussion arose between Mr. Hellmuth and Mr. Tilley, counsel for the Battle Creek Toasted Corn Flake Company, of London, Ont., as to whether Wm. E. Goff, manager of the Kellogg Food Company, Battle Creek, Mich., should be put in the stand or not. Mr. Hellmuth quoted from evidence taken at

London which intimated that the counsel for the plaintiff at that time intended calling Mr. Goff; so he became a witness. The Kellogg Food Company has nothing to do with the Kellogg Toasted Corn Flake Company, of Battle Creek, nor with the London company. It is the Dr. Kellogg's Company at the present time. Mr. Goff has been engaged with the Kellogg's for many years and related his knowledge of the formation of the different companies, including the Sanitas Nut Food Company, the Battle Creek Toasted Corn Flake Company, of Battle Creek, Mich., and the Kellogg Food Company, which was organized in 1908, and which is still in existence. Mr. Goff stated that his firm, the Kellogg Food Company, sold Kellogg's Bran and other articles put up by them in Canada and have been selling these off and on since 1908, although their business was not large in this country. They also sell Kellogg's Toasted Flakes for export, doing business with countries like Japan and Great Britain. He stated the W. K. Kellogg Company, of Battle Creek, Mich., had rights only for the United States. There is at the present time litigation before the courts in connection with the Kellogg Toasted Corn Flake Company, of Battle Creek, Mich., and his company, the Kellogg Food Company. Answering Mr. Hellmuth, he said that they may have had one or two controversies with the London company regarding selling in Canada but there were none now. There were one or two letters back and forth, but he did not remember any serious difficulties. Their business in Canada is mostly a mail order business direct to consumers, who apply to them for various health foods made by the Dr. Kellogg's company.

Opening of the Defence

The first witness for the Battle Creek, Mich., company was J. L. Kellogg, son of W. K. Kellogg. Mr. Kellogg traced the history of the various cartons used by the Kellogg Toasted Corn Flakes Company on their toasted corn flakes and other products. In the early days around 1906 and prior to that time he had been connected with the Sanitarium Company, Ltd.; the Sanitas Nut Food Company and the Battle Creek Toasted Corn Flakes Company. He stated that the first company to make corn flakes was the Korn Krisp Company in 1901 and 1902, which his company later took over. He said that if there was any secret about the manufacture of corn flakes it was the flavoring added. There were about 162 firms in the United States and Canada selling corn flakes, some us-

ing a flavoring and some not. The term "Sanitas" was changed to "Kellogg's" in May, 1907, and on December 10th, 1907, his firm had registered in the United States the term "Sweetheart of the Corn."

The advertising of the Michigan company was gone over and advertisements

from the United States magazines, Canadian magazines, Canadian trade papers and newspapers were shown and put in as exhibits.

James J. Robinson, who took part in the negotiations of the sale for Dr. Kellogg and W. K. Kellogg of the "Sanitas" brand of corn flakes to the London com-

pany, was also a witness.

Only four days could be devoted to the case at the present time. It has been adjourned until June 21 in Toronto, when J. L. Kellogg will complete his evidence. This will perhaps require a couple of days, after which W. K. Kellogg will likely follow.

Big Decline in Cuban Sugar Estimate

If Sugar Sells at Lower Figures in the Near Future, It Will Be Due to Other Causes Than an Early Increase in Production—
Cuban Crop Estimate 500,000 Tons Less Than 1919.

IN their weekly market letter, Hayden, Stone & Co., New York City, has the following to say of the sugar market:

"At a time when so many signs seem to forecast a decline in commodity prices the statistical position of sugar is such that it has become evident that if sugar sells at lower figures in the near future it will be due to other causes than an early increase in production. The steady downward revision in estimates of this year's Cuban crop have now reached a point where a yield of 3,500,000 to 3,600,000 tons seems to be the best that can be expected. This is a full 1,000,000 tons less than the more optimistic figures presented last fall just in advance of the opening of the grinding season. And 3,500,000 tons would be 500,000 tons under the 1919 crop. It is a story of drought and represents one of those sudden and unexpected failures of nature at a time when the need is the greatest.

"It is interesting to note that the upward advance in Cuban raws culminated for a series of weeks at 18½ cents a pound. The refiners took the lead and in an effective way let it be known that this was the limit at which they would voluntarily purchase Cuban raws. In a small way, therefore, the refiners actually exercised a certain regulatory function which for the two previous years had been exercised in a much broader way by the Sugar Equalization Board. In the last few days the price of Cuban raws has, however, jumped to a new high figure of 22 cents a pound. This advance has coincided with the further assurance of a big shortage in the Cuban crop, together with a heavy export movement from Cuba to Europe. It is worth noting, however, that these record prices for raw sugars have been named on a comparatively small volume of transactions, the bulk of the crop having already been sold.

"The balance of 1920 is almost certain to witness a greater shortage of sugar in the United States and a greater inequality in distribution than at any time since 1914. One of the unfortunate developments is the inequality of distribution. Two main factors account for this. One is the large amount of sugar being refined on "toll," which

means in substance that the sugar consumer has purchased raws in Cuba and has had them delivered to a refiner to be refined for his account. Many large manufacturers using heavy tonnages of sugar lost no time early in 1920 in adopting this procedure. They had suffered such restrictions in 1918 and 1919 that once a free market was established they determined to make sure of their sugar supply. It is understood that several refiners have taken so much of this class of business that much of their capacity until September will be absorbed by this "toll" production. The margin of profit on this business is liberal as customers have in some cases at least paid 4 to 5 cents per pound for "toll refining."

"Another factor which has accentuated the inequality of distribution has been the freight situation on the railroads. The sugar refineries quite naturally are at seaboard. To get refined sugars to markets as far west as Chicago and St. Louis they must depend on the railroads. Sugar has been congested for six weeks and even for nearer points in New York and New England the problem of delivery has been most serious. In some cases long distance trucking has afforded slight relief.

"It is worthy of note that the two largest refineries in the United States, American Sugar and National Sugar, have both refused to handle any toll business and both have likewise refused to accept export orders for refined. These two companies could have had orders for several hundred thousand tons of refined sugar for export had they been willing to accept them. Their ground for refusal was that they had a public service to perform in supplying the American market and that instead of encouraging they should discourage the export of sugars sorely needed here.

"At this late day the Washington authorities are making an attempt to exercise some supervision of the sugar situation. There is little they can do to effectively save to control the refiners. The price of raws being an international question is out of control. The refiners may be asked to accept 3¼ to 3½ cents as fair refining margin. In that event

and assuming ability to hold raws at 18½ cents a future price for refined of around 23 cents wholesale would seem to be indicated. Allowing 4 cents for jobbers' and grocers' distribution expenses would apparently mean a consumers' price of 26 to 27 cents. Against this refiners are now asking 20½ cents, but refiners have been employing lower cost Cuban raws. The 18 and 19 cent Cuban raws have not yet come through the refinery.

"It would be a wise move for refiners to accept Government fixation of a refining margin. The refiners have yet to make their high prices, but they must be named and when they are the public will probably accept these prices with less fuss if fixed in accordance with a Government established refining margin.

"There is another phase of the sugar question which is likewise highly interesting. We refer to the large prospective profits which the various American beet companies should make this fall. Their crop starts in August or September. Little or none of it has been sold ahead and it should this year be distributed at prices having a close parity to the price of refined. Beet sugar companies are raw sugar producers turning out a refined and they have an unique opportunity to get the full advantage of high prices for refined.

"The big profit in store this fall for beet companies and for farmers growing sugar beets ought to mean a large jump in the American beet crop in 1921. The output of beet sugar in the United States has been practically stationary for four years, due largely to the fact that it paid farmers better to raise other crops. The incentive for a big 1921 crop will be very keen unless the Government discovers some way to fix the price at which the beet sugar companies can sell.

"We referred at the outset to the growing sugar shortage of the world. In 1915-16 this shortage was about 2,200,000 tons. This year it is likely to be nearer 5,000,000 tons, a total so great that it would seem only a lapse of years or some curtailment in consumption could restore the balance between supply and demand."

New Outfit Pays Big Dividends

Fixtures, Appliances and Devices That Aid in Preventing Waste Form the Best Kind of Investment—Stock Is Kept in Much Better Condition, Because of Modern Equipment.

By HENRY JOHNSON, JR.

THE movement for cleaner stores is not all a mere fad. Neither is it only an advance in sanitation—important as it is from a health standpoint. For the merchant, it is plain commonsense and economy. Nor is economy mere miserly saving. It is a prime source of profit. In fact, it may constitute the entire difference between profit and loss.

You may remember the boy who came into the house with his shoes muddy. His mother pointed out to him that the mud was dirt when on her kitchen floor, though it was not dirt in the garden. She said: "Dirt is anything out of its right place." That is a pretty good working definition, even if it be not strictly accurate. It is specially applicable to a stock of groceries.

In the old days, for example, we used to get Turkish prunes in original casks of 1,600 to 1,800 pounds. We would set the cask on end, tilted forward, with a block under the chime, and knock out the head. Then we'd loosen the prunes with an old-time fruit auger and proceed to sell at so many pounds for the dollar. There was a lot of fruit in the cask. A prune or two did not count. What were spilled on the floor were seldom picked up. When we removed the empty cask to make way for another we usually swept out the prunes that were on the floor behind it.

Taking evaporation, constant nibbling and the spilling aforesaid, probably not less than five per cent. loss was entailed. That meant eighty to ninety pounds. At even five cents the pound—and they were seldom so cheap as that—this meant \$4.00 to \$4.50 dead loss on this one commodity in the one month usually required to sell a cask of prunes. We never thought much about it. It always had been done that way. Progress was slow. It is astonishing how long we can remain in a rut before we realize that travelling that way is not conducive to profits.

Sweepings Mostly Waste

It was the same way with sugar, spices, rice—all commodities. We weighed them out in flat papers and, in wrapping, there was constant spillage. We swept it all off the counters with our hands onto the floor and later it went into the "dirt" barrel.

The most cursory analysis of the contents of the dirt barrel would reveal the plain fact that practically its entire contents was waste—profits going to the dump instead of the cash drawer.

Once we had some evaporated apricots, which, exposed for a week or two to the heat of the winter fire, became utterly unattractive to buyers. Literally, of



HENRY JOHNSON, JR.

course, they were as good as ever and much cheaper for the consumer than when "fresh." But then as now, folks bought with their eyes and the 'cots were passed by.

One of the boys hit on the idea of putting a moist coffee bag on them at night. They "came back" wonderfully and soon were sold out. The idea penetrated. We grasped the thought that not only were goods kept more nearly in their original condition and therefore more readily saleable, but that thus we sold as much water as we bought. So, from then onward, it was our practice to put moist bags over all our evaporated fruits every night. It was one of our regular chores thereafter—and it paid.

Well to Remember "Old Stuff"

If that sounds like "old stuff" to you, let it be remembered that all those little economies had their beginnings—that we went forward slowly, a short step at a time—and that there are untaken steps right now in your own store, probably, to which you are as blind as we were 25 years ago to those now familiar!

Trouble with us is that useful knowledge becomes "old stuff" very soon and we forget to apply it; hence, relatively, we stand still as much as did our grandfathers.

When I think back on the open bins and barrels, the loose covers, the sloppy handling of the old days, it all seems very foolish. Yet there are plenty of grocers who operate no more efficiently to-day—and think they are saving money by not obtaining labor-saving, dirt-excluding, quality-conserving fixtures which are now so plentiful, so readily obtainable and relatively cheap.

Character of "Dirt"

Once when a boy swept back a lot of refuse and was about to gather it up,

it happened to occur to me to see what made up the pile. I stopped him and together we went over it. There were a few grains of coffee, some tea, rice, a couple of prunes, a lot of crushed cracker—evidently one or two had been dropped and stepped on—and some indistinguishable dust. Making due allowance for street dust blown into the store, I figured that practically the entire pile was made up of "things out of their right places"—waste. Not an item I could distinguish would have been either dirt or waste had it not been spilled to the floor.

Putting things together in my mind, and noting meanwhile how great an impression my impersonal study of the dirt had made on the boy, I decided that fixtures, appliances and devices which would aid me in preventing such waste must be the best kind of investment. Here again, I noticed how slow we are to develop, for already we had some good bins in use and they were great conservers of quality, weight and profits. But the step further is always such an apparently radical move that all of us habitually go slow—and I was a slow one for fair!

New Outfit Pays Big Dividend

That was in 1900. I know now that I would have made the change anyway, but it happened that we moved to a new location and we built from the ground up. The new store was smaller by fully a third than the old one, so every foot of space must be utilized. The entire floor, 75 by 21 feet of salesroom, was fitted with labor-saving counters in place of the old space-wasters and dirt-accumulators of the former regime.

Along the walls were tilting bins, above which the shelf standards were fitted close to the wall. Thus bulk goods everywhere were kept in prime condition. Original moisture was retained in fruits, which is much better than added moisture in its effect on flavor and quality. Things which, by their character, should be dry and crisp—like crackers—were kept in fine condition. Vermin was excluded absolutely! There was practically no chance for a rat or mouse to live in that store, because he could get no food.

The exclusion of vermin included weevils, worms, etc., to as great an extent as moderately good storekeeping admitted. For we could take out every bin and drawer with no trouble at all, clean it thoroughly, fumigate it if necessary, so there was the absolute minimum chance for waste.

I mention only a few of the advantages. The gain was literally endless in its ramifications. Goods formerly poorly

(Continued on page 46)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 603 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

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

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

PUBLISHED EVERY FRIDAY

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

VOL. XXXIV. TORONTO, JUNE 4, 1920 No. 22

LITTLE CHANCE TO PROFITEER

CHARGES of profiteering among retail grocers are so few and far between, that much ado has been made of the case before the Board of Commerce recently, when an Ottawa grocer was summonsed, because, through mistake, a sale of sugar was made at 36 cents per pound. According to the testimony, this firm had been informed by a traveler that sugar prices had advanced, and accordingly they raised their prices from 22 cents per pound to 30 cents. The sale at 36 cents, which is complained of, was afterwards adjusted through a refund to bring the price to 30 cents, the 36 cents price having been charged by mistake.

That there is little chance for the average grocer to profiteer, were he ever so anxious to do so, there is no doubt. Competition is so keen in the trade, that profits must of necessity be pretty close. The large number of grocers in the field is responsible for this intensely competitive attitude of the majority of them. This condition not only makes the assertion that the grocer is a profiteer more or less ridiculous, but renders it exceedingly difficult for the grocer to get even sufficient return for his hard work.

The impression that the publicity of this one instance of so-called profiteering may create among a public already too anxious to make charges against retail grocers, is not in the best interests of the trade, and this fact might well be taken in mind by the Board of Commerce.

WHERE OTTAWA FELL DOWN

THE power of the Press has been recognized for years. But it was only during the World War that the newspapers became veritable powers behind nations. Never before, perhaps, had the printed word been used with such effect as in the five-year period following the dissemination of the Wilhelmstrasse despatches via Sayville. Now the nation's Press might be said to come even before its diplomats. In Canada the Government has been making unprecedented use of newspapers in getting information before the public. It was through the Press that the budget was made known. But here the Government went about its work in a loose manner. Not a few merchants have quibbled about having to comply with drastic regulations on the "say so" of newspapers only.

The Minister of Finance could have very effectively adopted an intelligent publicity campaign to accompany the announcement of the Government's new taxes. The services of thousands of manufacturers, wholesalers and retailers were commandeered as Government servants on the rather uncertain authority of press reports from Ottawa, following the bringing down of the budget. They have since been acting, and in many cases are still acting, as Government agents with only the vaguest official idea of their duties and responsibilities.

The press, and particularly the trade and class newspapers, are being called upon to perform, without charge, an educational service which the Government owed to the industrial and commercial community when it conscripted an army of untrained tax collectors.

Even though the Government gives every ruling in contentious points in its own favor, and the business community co-operate sincerely in the operation of the new taxes, it may be taken for granted that there will be many thousands of dollars lost which could have been saved by an effort to intelligently inform the public. If the machinery for making collections is organized with the same lack of business foresight, other thousands will also be lost, particularly when it is considered that the previous taxes had proven an almost overwhelming problem to the department.

MOST merchants think that the word advertising means buying space in newspapers, but, 'tis not so. Any method of selling is advertising, whether it is through the agency of the show windows, selling talk behind the counter or displays in the store. Advertising in newspapers is just another medium, that's all.

Where and When Stores Are Closing

A List of Early Closings in Towns and Cities Throughout Canada
Prepared from Information Supplied by Merchants—The Growing
Prevalence of the Weekly Half-Holiday Demonstrated.

CANADIAN GROCER again publishes this year a list of half-holidays in the towns and cities throughout Canada. Every effort has been taken to make this list as complete and as accurate as possible. Manufacturers, manufacturers' agents and wholesalers are invited to write to CANADIAN GROCER for the booklet in which these lists will be published after their appearance in this issue. They are asked to state the number of copies that they will require, but it is necessary, in order to secure this booklet, to write for them.

BRITISH COLUMBIA

CRANBROOK—Stores close Wednesdays at noon all the year round. Also close every night at 6 o'clock except Saturday.

FERNIE—Stores close Wednesdays at noon all the year round.

KAMLOOPS—Stores close Wednesdays at 1 o'clock all the year round except in a week where another holiday occurs. Also close at 5 o'clock every night except Saturdays.

MERRITT—Stores close Wednesdays at noon all the year round. Also close at 6 o'clock every night except Saturday.

NELSON—Stores close Wednesdays at noon throughout the year.

NEW WESTMINSTER—Stores close Wednesdays at 1 o'clock throughout the year. Also close every night at 6 o'clock except Saturdays. Daylight-saving time in force from May 26 to September 18.

REVELSTOKE—Stores close Wednesdays at 1 o'clock throughout the year. Also every evening at 6 o'clock except Saturdays.

VANCOUVER—Stores close Wednesdays at 1 o'clock throughout the year. Also every evening at 6 o'clock except Saturday. Daylight-saving time in force from May 23 to September 30.

VERNON—Stores close Thursdays at 12.30 o'clock throughout the year except the week wherein another holiday occurs. Also close every night at 6 o'clock except Saturdays. Daylight-saving time under consideration.

ALBERTA

CALGARY—Stores close Wednesdays at 1 o'clock throughout the year.

EDMONTON—Stores close Wednesday at noon throughout the year. Also close at 6 o'clock every evening.

SASKATCHEWAN

BORDEN—No half-holiday. Stores close every night at 6 o'clock except Saturdays.

KERROBERT—Stores close Wednesdays at noon during June, July and August. Also close every evening at 6 o'clock except Saturdays.

MOOSE JAW—Stores close Wednesdays at noon the year round. Also close at 6 o'clock every evening.

MAPLE CREEK—Stores close Wednesdays at 1 o'clock during June, July and August.

NORTH BATTLEFORD—Stores close Wednesdays at noon from May to August inclusive.

PRINCE ALBERT—Stores close Wednesdays at 1 o'clock from June 15 to September 15. Also close at 6 o'clock every evening except Saturdays.

UNITY—Stores close Wednesdays at noon from May 15 to August 15. Also every evening at 6 o'clock except Saturdays.

WEYBURN—Stores close Thursdays at 12.30 o'clock from May to August inclusive.

MANITOBA

BRANDON—Stores close Thursdays at 12.30 o'clock from May to September inclusive.

FRANKLIN—Stores close Wednesdays at 1 o'clock from May to August inclusive. Also close every evening at 6 o'clock except Saturdays.

PORTAGE LA PRAIRIE—Stores close Wednesdays at 12 o'clock from May 15 to August 15. Also close every night at 6 o'clock except Saturdays.

SOURIS—Stores close Thursdays at noon during June, July and August.

ONTARIO

AUBURN—Closes Wednesday afternoon at noon during June to September inclusive, also Wednesday and Friday evenings at 6.30 p.m.

BARRIE—Closes Wednesday afternoon at 12 o'clock during June to September inclusive. Also evenings at 6 o'clock except Saturday.

BELLEVILLE—Stores close Wednesday at noon during May, June, July and August. Also every night at 6.30. Daylight-saving.

BOBCAYGEON—The stores close on Wednesday afternoons during June, July and August, and on Mondays, Wednesdays and Fridays at 7 p.m.

BOWMANVILLE—Stores close Wednesday at noon every month with the exception of December. Also every night at 6.30.

BRACEBRIDGE—Stores close Thursday at noon during June, July and August. Also every night at 6 o'clock except Saturday.

BROCKVILLE—Closes Wednesday at 12.30 during June to August inclusive. Also every night except Saturday at 7.30. Daylight-saving time from June 1 to August 31.

BURLINGTON—Stores close Wednesdays at 12 o'clock during June, July and August. Also every evening at 6.30 o'clock.

CALEDONIA—Stores close Thursday at noon during June, July, August and September. Also every night at 7 o'clock except Saturday.

CARDINAL—No half-holiday. Stores close at 7 o'clock on Tuesday, Wednesday and Friday. Daylight-saving time in force.

CHATHAM—Stores close Thursday at noon during May to September inclusive. Also every night except Saturday at 6.15 o'clock.

CLINTON—Stores close Wednesday at noon from May to September except weeks wherein another holiday occurs. Also every night at 6 o'clock except Saturday and night before holidays.

COBALT—Stores close Wednesday at 12 o'clock from May to August inclusive. Also every night at 7 o'clock except Saturday.

COBOURG—Closes Wednesday afternoon at 1 p.m. from May 17 to September 6. Also evenings at 6 o'clock. Daylight-saving time.

COLBORNE—Stores close Wednesdays at noon during May to September inclusive.

COLLINGWOOD—Stores close Wednesday at noon during June, July and August. Also every night at 6.30 o'clock.

CORNWALL—No half-holiday.

DRESDEN—Stores close Wednesdays at noon during June, July and August.

DUBLIN—No half-holiday.

DUNDAS—Closes Wednesday at 12.30 every month except December. Also Monday, Tuesday and Thursday evenings at 6. Friday and Saturday at 10 p.m.

DUNNVILLE—Closes Wednesday at 12.30 from April 1 to end of September. Also every evening the year round.

ELMIRA—Closes every Wednesday at 12.30 from May 1 to September 15. Also every evening at 6.15 except Saturday.

ELORA—Closes Wednesday at 12 o'clock from May 1 to October 1. Also every night at 6 o'clock except Saturday.

ERIN—Closes Wednesday at noon from June to August inclusive. Open Tuesday, Thursday, and Saturday evenings. Close other evenings at 7 o'clock.

- EXETER—Closes Wednesday at 12.30 from June to August inclusive. Also every night at 6 o'clock except Saturday.
- FERGUS—Closes Wednesday at 12 o'clock from May 1 to October 1. Also at 6 o'clock every night.
- FOREST—Closes Wednesday at 12 o'clock from May to September inclusive. Also every night at 6 o'clock except Saturday.
- FORT FRANCES—The stores close Wednesdays at noon during June, July and August, and at 6 o'clock other days.
- FORT WILLIAM—The stores close Wednesday afternoons, and at 6 o'clock other days except Saturdays.
- GALT—Stores close Wednesday at 12.30 all the year round except December. Daylight-saving time in force from May 23 to September 15.
- GANANOQUE—Stores close Wednesdays at 12 o'clock from June 16 to September 3. Also stores close at 6 o'clock each night except Saturday. Daylight-saving in force from May 31 to September.
- GUELPH—Stores close every Wednesday at 12.30 all the year except December, also at 6.30 o'clock every night except Saturday. Daylight-saving time.
- GODFRICH—Stores close Wednesday at 12.30 o'clock from May to September inclusive. Also every night at 7 o'clock except Saturday.
- GLENCOE—Stores close Wednesday at 12 o'clock from May to August inclusive.
- HAMILTON—Stores close Wednesday at 1 o'clock from May to August inclusive.
- HAVELOCK—Closes Wednesday at 12 o'clock from June 1 to August inclusive. Also every night at 6 except Tuesday and Saturday.
- JARVIS—Closes Thursday at 12 o'clock from June to September inclusive. Also every night at 6 o'clock except Wednesday and Saturday.
- KENORA—Stores close Wednesdays at 1 o'clock from May to September inclusive.
- KEEWATIN—Stores close every Thursday at 1 o'clock the year round.
- KINCARDINE—Closes Thursday at 1 o'clock from May to September inclusive.
- KINGSTON—Closes Wednesday. Also every night at 5 o'clock. Daylight-saving time.
- KITCHENER—Closes Wednesday at 1 o'clock from May to August inclusive. Also every night at 6.30 except Saturday. Daylight-saving time.
- LA SALETTE—Closes Thursday at 1 o'clock but opens from 3.30 to 4.30 for distributing mail from June to September inclusive.
- LEAMINGTON—Stores close Fridays at 12 o'clock from April to October inclusive. Also close Monday, Wednesday and Friday nights at 6 o'clock the year round.
- LINDSAY—Store close Wednesdays at 12.30 o'clock during July and August.
- LISTOWEL—Stores close Wednesday at 1 o'clock from May to September inclusive. Also every night at 7 o'clock except Saturday.
- LONDON—Closes Wednesday at 1 o'clock from May to September inclusive.
- LUCKNOW—Closes Thursday at 1 o'clock from June to August inclusive. Also every night at 7 o'clock except Wednesday and Saturday.
- MILTON—Closes Wednesday at 12.30 o'clock from June to September inclusive.
- MOUNT FOREST—Stores close Thursdays at 12.30 o'clock from June to September inclusive.
- NEWCASTLE—Closes Wednesday 12 o'clock from May to October inclusive.
- NEW LISKEARD—Stores close Wednesdays at noon from June to August inclusive. Also close every night except Saturday at 6 o'clock.
- NORTH BAY—Stores close Wednesday at 1 o'clock from May to October inclusive. Also close every night at 7 o'clock except Saturday.
- NORWICH—Stores close Wednesdays at 12 o'clock except weeks wherein another holiday occurs, during May, June, July, August and September. Also close at 6 o'clock every night except Saturdays.
- OAKVILLE—Closes Wednesday at 1 o'clock from April to October inclusive.
- OIL SPRINGS—The stores close every Thursday afternoon during June, July, August and September, and at 6 p.m. on Wednesdays and Saturdays.
- ORILLIA—Closes Wednesday at 12 o'clock from May 5 to September 29. Also every night at 5 o'clock except Saturday.
- OSHAWA—Closes Wednesday at 1 o'clock all the year round with the exception of December. Also every evening at 6 except Saturday.
- OWEN SOUND—Stores close Wednesdays at 12 o'clock from May to September.
- PARIS—Stores close Wednesdays at 12.30 o'clock all the year round except the month of December. Also close each night at 6 o'clock except Friday and Saturday.
- PARRY HARBOR—Closes Wednesday at 12 o'clock from June 16 to September 15. Also every night at 6 o'clock except Saturday.
- PEMBROKE—Closes Wednesday at 12.30 o'clock from June to August inclusive. Also at 6 o'clock every night except Saturday.
- PETERBORO—The stores close on Thursday afternoons during June, July, August and September, and at 6 o'clock other days except Saturdays.
- PICTON—Closes Thursday at noon from July to September inclusive.
- PORT ARTHUR—Stores close Wednesdays at noon from June to September inclusive. Also close every night at 6 o'clock except Saturday. Daylight-saving time in force.
- PORT CREDIT—Closes Wednesday at 1 o'clock all the year round. Daylight-saving.
- PORT DALHOUSIE—No half-holiday. Daylight saving time.
- PORT DOVER—No half holiday. Stores close every night at 6 o'clock except Saturdays.
- PORT ELGIN—Closes Thursday at 12.30 o'clock from May to September inclusive.
- PORT HOPE—Stores close Wednesdays at 12 o'clock from May to September inclusive. Also close at 6 o'clock each night.
- PRESTON—The stores close Wednesday afternoons the year round except two weeks before Christmas, and at 6.30, except Friday night, when the stores close at 9, and on Saturday when they close at 10 o'clock.
- RENFREW—Stores close Wednesdays at noon during June, July and August. Also close every night at 6
- RICHMOND HILL—Stores close Wednesdays at 1 o'clock from May to September inclusive.
- RIDGETOWN—Closes Wednesday at 12 o'clock from April 15 to August 15. o'clock except Saturday.
- SARNIA—Stores close Wednesdays at 1 o'clock from May to September inclusive. Also every night except Saturdays at 7 o'clock.
- SHELBURNE—Closes Thursday at 12.30 o'clock from May to September inclusive. Also every evening at 6 o'clock except Saturday.
- SIMCOE—Stores close Thursdays at 12 o'clock from June to September inclusive. Also nights at 7 o'clock except Wednesdays and Saturdays.
- SMITHS FALLS—The stores close every Wednesday afternoon during June, July and August.
- ST. CATHARINES—Closes Wednesday at 12 o'clock all the year round. Also 6 o'clock every night. Daylight-saving time.
- ST. MARYS—Closes Wednesday at 12.30 from June to September inclusive.
- STIRLING—Stores close Wednesday at 12.30 o'clock during June, July and August.
- STRATFORD—Stores close Wednesdays at 12.30 o'clock from May 1 to September 30. Also close every night at 6 o'clock except Saturdays.
- STRATHROY—Stores close Wednesdays at noon from May to August inclusive. Also nights at 6.30 o'clock except Saturdays.
- STREETSVILLE—Closes Wednesday at 12.30 o'clock from May to October inclusive.
- SUDBURY—Stores close Thursdays at 12.30 o'clock from May to August inclusive. Also close nights at 6 o'clock except Saturdays. Daylight-saving time in force.
- SUTTON—Closes Wednesday at 12 o'clock from May to October inclusive.
- TILLSONBURG—Stores close Wednesdays at 12 o'clock from May to September inclusive.

CURRENT NEWS OF THE WEEK

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

MARITIME

James F. Anderson, general merchant, Newton Mills, Col. Co., N.S., has succeeded to the firm of Johnson and Anderson, and is now the sole proprietor of the business.

J. LeRoy Holman, vice-president and manager of R. T. Holman, Limited, department store, Summerside, P.E.I., passed through Ontario the other day on his way home from a two months' trip through the Canadian West and through California. While in Toronto he visited the offices of the MacLean Publishing Company. Mr. Holman states that business on the Island has been especially good during the last two years. The advent of the automobile, for which he worked hard, has been the means of stimulating trade by bringing country and town closer together.

QUEBEC

M. Desrosiers, 488 Ninth Avenue, Rosemount, Montreal, has been succeeded in his grocery business by H. Pepin.

M. Desormeaux, Montreal, has sold his grocery business to F. X. Charest, 794 Rivard Street.

J. P. Leveille, Montreal, has bought out the business of B. Page, 353 Laurier East, Montreal.

D. Landry, 536 Centre Street, Montreal, has removed his grocery store to his new premises, 599 Centre Street.

St. Germain Bros., Montreal, has started a confectionery business at 2575 St. Hubert Street.

H. Payette, Montreal, has moved his store from 411 Fleurimont Street to 210 Van Horne Street.

Mayard and Peesier, Montreal, has inaugurated a new departure in the grocery business. They have opened a new store at 1133 St. Andre Street, where they will handle specialty lines of the grocery business.

The remains of the late Wilfred Viau, who died in Paris on February 29 last, are due to reach Montreal for interment Saturday morning on the S.S. La France. Mr. Viau was a member of the manufacturing confectionery firm of Viau Freres. Prior to the war he and his wife resided in Paris, but came to Montreal late in 1914. He returned to Paris last October and died in February after a prolonged illness.

ONTARIO

V. Simone has opened up a store at 182 Danforth Ave., Toronto.

Lawrence Bros. have opened up a grocery at 848 Danforth Ave., Toronto.

Andre Poirier, Sutton, Que., has disposed of grocery and fruit business.

Libby, McNeill and Libby, recently suffered damage to their factory, through water.

The business places of Tweed, Ont., are also closing during the summer months.

John Dalley has bought out the LeRoy Grocery Store at 1660 Dufferin Street, Toronto.

Mr. Tulk, of Tulk & Little, Hamilton, Ont., has purchased Mr. Little's interest in the business.

A. W. Stahle, Kitchener, Ont., has disposed of his grocery to Wm. Heideman, of the same city.

Mr. Cottam has purchased the business on Keele Street, Toronto, formerly owned by J. Bonham.

F. Zibell, Kitchener, Ont., has sold his butter, egg and cheese business to John Rohn, of Kitchener.

The Retail Clerks' Association of St. Thomas, Ont., recently held a dance and entertainment in the Casino at Port Stanley.

The merchants of New Liskeard, Ont., are closing their places on Wednesday afternoons, during June, July and August.

John A. Fraser, Toronto, Ont., passed away in the Western Hospital, Toronto, last week. Before moving to Toronto he conducted a grocery business in Barrie.

CANADIAN GROCER wishes to express its deepest sympathy to W. P. Riley, president and general manager of the Western Grocers, Ltd., Winniueg, in the loss of his wife.

The larger retail stores in Ottawa, Ont., are closing on Saturday afternoons.

The stores in Deseronto, Ont., are closing on Wednesday afternoons during June, July and August.

The business men of Orangeville, Ont., will close their stores Wednesday afternoons during June, July and August.

The United Farmers in the district of Elmira, Ont., are to have a co-operative store in the town. A capital of \$20,000 is being raised.

The retail merchants of Peterboro, Ont., recently met for the purpose of reorganization. Addresses were given by E. M. Trowern, secretary of the Dominion Board; W. C. Miller, secretary of the Provincial Board, and Mr. Maher, the Provincial organizer.

James Sutherland, one of Newmarket's oldest merchants, passed away on Thursday last, in his 71st year. He conducted a general store for many years. He was a brother of Mr. Justice Sutherland of Toronto.

John Todd, of Toronto, was fined ten dollars and costs by a Barrie magistrate recently for passing off second grade corn syrup for maple syrup at \$3 per gallon. The syrup was sold from house to house.

Clifford Burgess, of Wallaceburg,

Ont., for many years a general merchant of that town, passed away last week, following an attack of acute indigestion. He was a member of the firm of O'Flynn and Burgess. He was 40 years of age, and is survived by his widow and three children.

The grocery and butcher stores of Edgar House and George Roberts, at 342 Ottawa Street North, Hamilton, Ont., were entered recently and the cash registers rifled. Only about \$3 in coppers and one shilling in English pennies were stolen.

E. W. Lee, who has for some time been manager and director of the Coleman Bread Co., Euclid Avenue, Toronto, has severed his connection with the firm. Before retiring he was presented with a handsome grandfather's clock by the employees.

H. H. Engel, for many years a general merchant in Hanover, Ont., passed away last week, in his 53rd year. He had been in business in Hanover for 27 years, and at the time of his death, he was conducting two general stores and a shoe store. He was president of the Hanover Board of Trade, and an officer in the Hanover Agricultural Society. He is survived by his wife, two sons and one daughter.

Geo. V. Kneen and Aug. Pigeon, two Maisonneuve (Montreal) retail grocers, were in Toronto last week. Mr. Kneen gave evidence in connection with the Kellogg case. Mr. Kneen is very much interested in the grocerteria idea and called on some retailers who have this method in use. Mr. Pigeon is a service grocer.

OTTAWA FOOD SHOW

The Ottawa Pure Food Show will be held in conjunction with the Ottawa Fair as usual this year, from September 10 to September 20. The Food Show is operated by the Ottawa Retail Grocers' Association.

A. S. Moreland and T. W. Collins, retail grocers, of Ottawa, were in Toronto last week in connection with the Food Show, as well as being witnesses in the Kellogg case.

CANADIAN DISTRIBUTORS OF ARROWMINTS

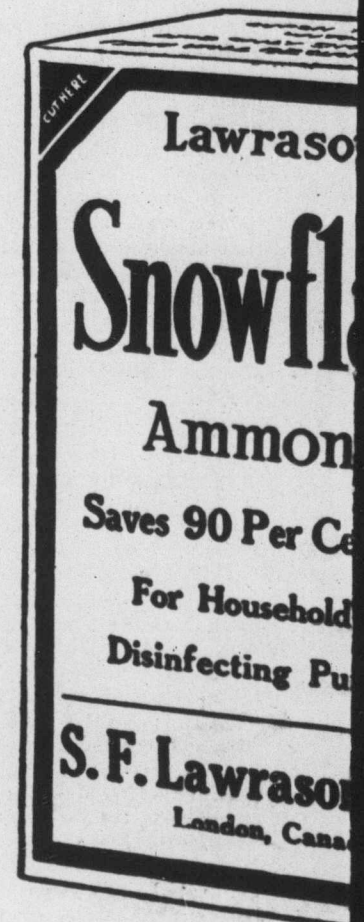
In the advertisement of the Arrowmint Manufacturing Co., Limited, on the back cover of CANADIAN GROCER last week, the name and address of the Canadian distributors were inadvertently omitted. The Canadian distributors are Oliver-Lee Limited, Toronto.

Snowflake

Snowflake is made from highest grade tested materials automatically and uniformly mixed.

To insure uniformity of mixture we recently installed a specially designed machine,—the only one of its kind in Canada,— at a cost of \$7,000.

This machine is to be used exclusively for turning out Snowflake Ammonia, and will have a capacity of 25 tons daily.

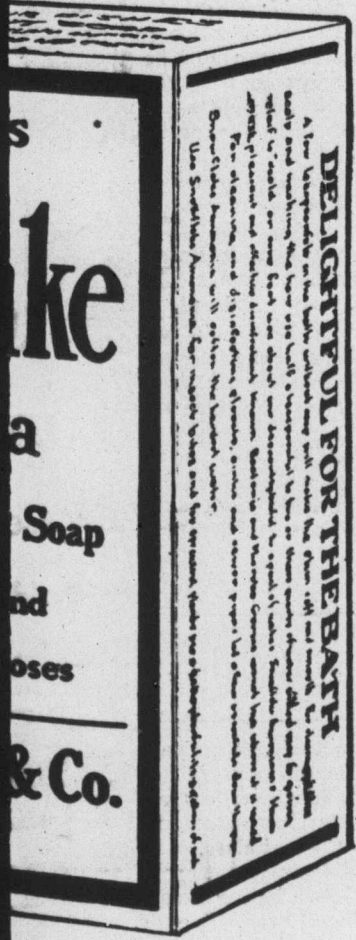


Now is the time for
Check up
Order through
5 CASE LOTS

S. F. Lawrason & Co.

ne
all
ngth

Ammonia



Boost Snowflake.

Sell it by the case. Three dozen packages makes convenient quantity for the average household to buy.

A good seller with a good profit.

Advertised from coast to coast.

g sales in "Snowflake"

your stock

your wholesaler.

RIGHT PREPAID

o. — London, Canada

NEWS FROM WESTERN CANADA

Plans All Complete For Sask. Convention

Saskatchewan R. M. A. Meets in Moose Jaw, Sask., Next Week—Sectional Meetings this Year

Arrangements are complete for the annual convention of the Retail Merchants' Association, which is to be held in the First Baptist Church, Moose Jaw, Sask., on June 8, 9 and 10. As announced previously in CANADIAN GROCER, a new departure is being inaugurated at the convention this year. Instead of having general discussions at which the whole of the merchants were present, as in former years, sectional meetings will be held, dealing with each particular branch of the retail trade, and with this idea in mind, the first afternoon of the convention and the morning of the second day will be taken up with a sectional meetings of implement men, grocers, boot and shoe dealers, druggists, jewelers, automobile dealers, clothiers, music dealers, hardware, furniture, etc., each section of which will deal with matters of the most importance to their particular section.

A general meeting will be held on the evening of the opening day, when it is expected that Dr. J. G. Robertson, of the Department of Trade and Commerce, Ottawa, will give an address on business conditions, and the markets of the world.

WESTERN

The tenders for supplying the Weyburn, Sask., Municipal Hospital with groceries for the year 1920, was awarded to McKinnons, Ltd.

H. B. Urquhart, grocery manager and buyer of F. W. Smith, Weyburn, Sask., has just returned from a six weeks' vacation to St. John and other Eastern points.

All Weyburn, Sask., stores are closing on Thursday at 12.30 during the summer, except the hardwares and one bake shop, which does not even close on Dominion holidays.

MANUFACTURERS ELECT

D. J. Dyson is Again President of Prairie Branch

D. J. Dyson was re-elected chairman of the Prairie Provinces branch of the Canadian Manufacturers' Association at the recent annual meeting. L. R. Barrett was elected vice-chairman. The other officers elected were: Executive committee, W. G. Fraser, T. R. Deacon,

J. O. Thorn, E. Parnell, W. J. Fulton, W. R. Ingram, F. W. Drewry, W. J. Bulman.

CO-OPERATING WITH WESTERN MERCHANTS, WHO ARE TAKING STOCK IN THE CONCERN

The reorganization of the Young-Thomas soap factory in Regina is announced with a number of Western merchants taking stock in the concern. J. M. Young is the president and his present plan of reorganization is to co-operate with the storekeepers in the elimination of the jobber or middleman.

The new company is capitalized for \$200,000 and the provisional directors have been appointed as follows: President, J. M. Young; vice-president, Frank Boie, president Regina Trading Co.; sec-treas., J. K. R. Williams, general manager R. H. Williams & Co.

New Goods

The Damon Specialty Company are putting on the Canadian market a new line of wax polish for automobiles, pianos, furniture, silver, etc. This is called "Nonolio." This polish has been manufactured in the United States for some time at Los Angeles, Cal. The manufacturers state that "Nonolio" contains no oil, and is made without acid



or alkali. It is put up in cans with screw tops, as shown by the accompanying illustration. The manufacturers also state that it cleans, polishes and waxes in one operation, that dust will not stick to it nor will rain dim the polish. The Canadian factory is located at 42 Duke Street, Toronto, Ont. Chadwick and Company, manufacturers' agents, Toronto, have been appointed the Ontario agents.

May Import Russian Sugar in U.S.A.

New York.—Russian and Roumanian sugar may be imported, in an attempt to break the sugar shortage in this country. It is learned that a local firm has ordered Caldwell & Company, foreign freight contractors, 50 Broad street, to arrange transportation to New York for 40,000 tons of refined sugar from Odessa and Galatz. Arrangements are now being made to engage ships to transport the cargoes from Black Sea ports. A first delivery of 10,000 tons is expected in July.

The sugar is beet product, raised in southern Russia and Roumania, already refined, and awaiting shipment. The large amount of sugar on hand in Russia indicates that industry there is not completely demoralized, it is pointed out.

Shipments from Galatz, Roumania, will be in comparatively small quantities, as only moderate-sized vessels can sail from the Black Sea to the river on which the town is located.

If a reasonable freight rate can be arranged, the Russian and Roumanian sugar may be sold in New York at a price low enough to aid in breaking prices.

Catalogues and Booklets

The Famous Manufacturing Co., East Chicago, Indiana, manufacturers of baling presses for all purposes, has recently issued an attractive catalogue, fully descriptive of these balers, and containing much valuable information in regard to the same. These baling presses are in use in almost every line of business, in which the baling of scrap of one kind and another, waste paper, rags, shavings and sawdust, leather findings, sheet metal, wire, etc., are found. They are manufactured, the catalogue points out, under basic patents which protect its features of simplicity and serviceability.

A BILLION DOLLARS A YEAR IN CANDY

New York.—The American people are eating candy at the rate of a billion dollars a year, yet they complain of a sugar shortage, Secretary of the Treasury Houston declared in an address recently before the Bond Club of New York. He said the volume of the national confectionery feast was estimated on the basis of tax receipts for this year.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

ALL general grocery markets have an upward trend and the wave of price slashing that has apparently struck other lines cannot possibly touch foodstuffs. The wheat market, which is the barometer of the foodstuffs market, is very strong with every indication that higher prices will be reached. Oats have also reached the highest price on record. Sugar was never known to be selling at such high figures as at the present. Taking as an indicator the situation of these three articles, which rule the price of hundreds of other lines of commodities, there is no chance whatever of prices slumping, this year at any rate.

MONTREAL—The summer weather has already shown its effect on the market here. Butter is easier this week and although there is no change in the price of eggs there is a very good supply offered on the market. Cheese is a little higher for the older makes but new cheese is a little easier. Meats are higher this week and bacon is also dearer. The fish supply is not up to the mark and the prices are a little higher than usual at this season. The supply of vegetables is such that the prices are considerably lower this week. The fruit market is also in better supply. Sugar is very strong and higher prices are looked for. In consequence of the high price on raw sugar molasses is very strong. The reports of the new crop of Japan tea, which is expected on the market at the latter part of this month, are not any more promising. The prices will likely be high. Coffee, cocoa and spices continue strong. Some package cereals are higher, as is also evaporated milk.

TORONTO—Supplies of granulated sugar in wholesalers' warehouses are practically cleared up. Refiners have nothing definite to say as to when stocks will be coming forward. The market for molasses is strong with indications towards higher prices. One brand of molasses in cans has advanced. The cereal market is steady under the recent advances on corn and wheat products. The volume of business being transacted is small; both wholesalers and retailers are apparently clearing up surplus stocks. The primary spice market generally has developed a slightly easier

tone. Nutmegs and ginger are scarce and quotations steady. The coffee market is firm with a shortage noted on old crop Santos. There is no change in the tea situation. The market is firm; fine teas are difficult to obtain, while the market is apparently flooded with the low-grade cheaper variety. There is a steady tone to the dried fruit market. Prunes are slightly easier. The nut market continues unsettled. Bordeaux shelled walnuts are being quoted at a lower figure than almonds, something that has not occurred for some years. Shipments of rice have somewhat improved; quotations, however, are high and there is no indication that lower prices will prevail for the year. Southern vegetables are arriving freely and prices are lower. Potatoes are becoming scarcer. The Cuban pineapple season is now at its height. Navel oranges are quoted very cheap this week. Advances have been registered on canned haddie, macaroni, health salts, chocolate, salad dressing, evaporated milk, Old Dutch Cleanser and Postum cereal.

Fresh meats are firm with slight advances on some pork and beef cuts. Cooked meats are also higher. Cheese is firm. Shortening, lard and margarine are steady. Butter is weak and quotations lower. Eggs have firmed. Poultry prices are maintained.

WINNIPEG—The Western market has been quiet this week, due to the outcome of the budget being put through the House at Ottawa.

Sugar supplies are scarce, and the raw market in New York took a decided drop, but prices of raw material is still much higher than refined is being offered to the trade. Corn syrup remains firm, with indications of further advances. Rolled oats advanced this week.

Pure and compound jams are selling very freely; retailers are taking advantage of their opportunities to buy these goods at much lower prices, than they can possibly buy later on. The coffee market is strengthening, and reports from the primary market show an advance. The tea market is in a very unsettled condition. The primary market for tapioca or sago has declined slightly. Supplies of fresh fruits and vegetables are arriving very slowly and are being quickly snapped up.

QUEBEC MARKETS

MONTREAL, June 4.—The striking feature of the market this week is the lower prices on vegetables. There is a better supply at hand of home-grown vegetables and even potatoes are due for lower prices. Fruits too are coming better and there is a slight break in the price of oranges. Figs and walnuts are slightly lower in price. The sugar market is very strong this week and higher prices in the near future would not be surprising. As a result of the high price of raw sugar molasses too is very strong. There is a very slight adjustment in the price of flour this week. Corn flour in particular is very strong and higher prices may be looked for. Some cereals are dearer such as bran, package rolled wheat, and Scotch pearl barley. Macaroni and spaghetti are dearer as a result of the high price of flour. Tea is unchanged and the reports are unpromising. Spices, coffee, cocoa and rice remain very strong but unchanged.

Sugar Likely to be Higher

Montreal.—The situation here is critical. The refineries have been closed for some time, at first on account of the shortage of raw sugar, but to-day labor troubles are hindering operation. The St. Lawrence Sugar Refineries expect to start again early next week, but the hope of it affecting the supply is a poor one. The price of raw sugar is to-day so high that in all probability the price of sugar will be still higher.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated.	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 90
Icing, barrels	19 40
Do., 25-lb. boxes	19 66
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	19 60
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 40
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 90
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

Molasses Market Strong

Montreal.—The molasses market is very strong as it runs hand in hand with the sugar market. The price of raw sugar continues very high and as a result molasses commands a very high price. There is no change this week in the price of corn syrup.

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 09 1/2
Half barrels	0 09 3/4
Kegs	0 10 1/4
2-lb. tins, 2 doz. in case, case	6 70
5-lb. tins, 1 doz. in case, case	7 75
10-lb. tins, 1/2 doz. in case, case	7 25
2-gal. 25-lb. pails, each	3 00
3-gal. 38 1/2-lb. pails, each	4 45
5-gal. 65-lb. pails, each	7 15
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	7 30
5-lb. tins, 1 doz. in case, case	8 35

10-lb. tins, 1/2 doz. in case, case	8 05
Cane Sprup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85

Prices for	
Island of Montreal	
Barbauoes Molasses—	
Puncheons	1 75
Barrels	1 78
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

Some Package Cereals Up

Montreal.—There have been a few changes in the price of package goods this week. Package rolled wheat has increased in price from \$2.85 to \$3.50. Macaroni and spaghetti are sixty cents a case dearer, being quoted at \$3.35. Health bran is dearer as is also Scotch pearl barley.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case	3 50 3 65 3 50
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42 1/2
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1 1/2s	3 25
Buckwheat Flour, case	3 60
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.)	
doz.	3 15
Do. (6-lb. pack.), doz.	6 20
Corn Starch (prepared)	0 14
Potato flour	0 18
Starch (laundry)	0 12 1/2
Flour, Tapioca	0 15 0 16
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks.	
case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25

Corn Meal Will Be Higher

Montreal.—There has been no change in the price of cereals this week.

The prices quoted are very strong and especially corn meal, which is on the point of higher prices. It is recorded in the market here that corn is almost unobtainable in the United States. As a result higher prices on corn meal may be looked for in the very near future. CANADIAN GROCER is informed that only corn meal, rolled oats, and oat products for breakfast foods are exempt from the 1% sale tax. All other prepared cereals come under the tax.

CEREALS—

Cornmeal, golden granulated	5 60
Barley, pearl (bag of 98 lbs.)	8 00
Barley, pot (98 lbs.)	7 25
Barley (roasted)	6 00
Buckwheat flour, 98 lbs. (new)	6 00
Hominy grits, 98 lbs.	6 50
Hominy, pearl (98 lbs.)	6 50
Graham flour	6 00
Do., barrel	13 25
Oatmeal (standard granulated)	6 00 6 75
Rolled Oats (bulk), 90s	5 60 6 90

Coffee and Cocoa Unchanged

Montreal.—There is no change in the coffee market this week, although it is very strong. Cocoa is unchanged but some imported lines as Fry's breakfast cocoa has increased 4 cents a lb. in the sale price. There is no change in the price of domestic cocoa.

COFFEE—

Rio, lb.	0 33 1/2	0 35 1/2
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49

COCOA—

In 1-lbs., per doz.	6 25
In 1/2-lbs., per doz.	3 25
In 1/4-lbs., per doz.	1 70
In small size, per doz.	1 25

Tea Reports Unfavorable

Montreal.—The price on all teas is very strong this week. The report continues to be quite unfavorable to the new crop of Japan tea, which is expected to be on the market the latter part of this month. The prices will likely be high.

Ceylons and Indians—

Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66

Javas—

Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50

Japans and Chinas—

Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—

Choice (to medium)	0 72
Early picking	0 77
Finest grades	0 82

Javas—

Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

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

Spices Continue Strong

Montreal.—No change is recorded in the price of spices this week. The market is very strong with a very good demand. There is some controversy about the Government tax on spices. At the present time spices are sold subject to the taxes imposed, but CANADIAN

a change, as the matter is being taken up at Ottawa at the present time.

Allspice	0 22	
Cassia (pure)	0 33	0 35
Cocoonut, pails, 20 lbs., unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 30
Cinnamon—		
Rolls	0 35	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)		0 40
Ginger (Cochin)		0 35
Mace, pure, 1-lb. tins		1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole	0 60	0 70
Do., 64, lb.		0 45
Do., 80, lb.		0 43
Do., 100, lb.		0 40
Do., ground, 1-lb. tins		0 65
Pepper, black		0 41
Do., white		0 52
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika		0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamom seed, per lb., bulk		2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.		0 40
Do., per lb.		0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Rice Quiet and Scarce

Montreal.
RICE.—The rice market continues as it has been very short in supply. There is no change in the price at the present time although quotations are very strong.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)		18 00
Rangoon "B"		14 00
Rangoon "CC"		13 75
Broken rice, fine		10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy		0 20
Siam		0 14½

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

Turkish Figs Cheaper

Montreal.
DRIED FRUIT.—Dried fruits remain firm and unchanged this week, except that there is a very good supply of Turkish figs on the market and the prices are easier. They are offered as low as \$2.75 for ten pound boxes. Cooking figs are also a little lower. The rest of the market remains as quoted last week with a very good demand. Candied peel is very scarce as a result of the sugar shortage and higher prices are to be expected together with the additional tax.

Apricots, fancy	0 38	
Do., choice	0 34	
Do., slabs	0 30	
Apples (evaporated)	0 19	
Peaches, (fancy)	0 28	0 30
Do., choice, lb.		0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice	0 20	0 20
Ex. fancy	0 30	0 30
Lemon	0 41	
Orange	0 41	
Citron	0 61	
Choice, bulk, 25-lb. boxes, lb.	0 22	
Peels (cut mixed), doz.	3 23	
Raisins (seeded)—		
Muscatsels, 2 Crown	0 23	
Apricots, fancy	0 38	
Do., 1 Crown	0 25	

Do., 8 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	0 25	0 25
Do., 16 oz.	0 24	0 24
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose		0 20
Do., Greek (16 oz.)		0 24
Dates, Excelsior (36-10s), pkg.	0 15½	0 16
Fard, 12-lb. boxes	3 25	
Packages only	0 19	0 20
Dromedary (36-10 oz.)		0 19
Packages only, Excelsior		0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.		0 40
Do., 2¼s, lb.		0 45
Do., 2¼s, lb.		0 48
Do., 2¼s, lb.		0 50
Figs, white (70 4-oz. boxes)	5 40	
Do., Spanish (cooking), 22-lb. boxes, each		0 12
Do., Turkish, 8 crown, lb.		0 44
Do., 5 Crown, lb.		0 46
Do., 10-lb. box		2 75
Do., mats		4 75
Do., 22-lb. box		1 90
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)		
20-30s	0 33	0 33
30-40s	0 30	0 30
40-50s	0 27	0 27
50-60s	0 23	0 23
60-70s	0 22	0 22
70-80s (25-lb. box)	0 26	0 26
80-90s	0 19	0 19
90-100s	0 17½	0 17½
100-120s	0 16	0 17

Walnuts Are Little Lower

Montreal.
NUTS.—The market remains firm on nuts except for walnuts which are a little easier. There is a good supply of Naples walnuts on the market and the new price quoted is a little lower than has been asked before. The demand on the market is very good, especially on peanuts.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan		0 75
Brazil nuts (new)		0 28
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts, Jumbo		0 24
Do., "G"		0 21
Do., Coons		0 16
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1		0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia		0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 43	0 43
Fancy splits, per lb.	0 38	0 38
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples		0 28
Do., shelled		0 60
Do., Chilean, bags, per lb.		0 33

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

Canned Goods Unchanged

Montreal.
CANNED GOODS.—There is no change in the price of canned goods this week. The market is very firm as listed below and some lines are almost out of stock. Canned peas in particular are very scarce.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	4 50	4 86
Asparagus imported (2¼s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee		2 00
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 2s	2 85	2 90
Squash, 2¼-lb. doz.		1 50
Succotash, 2 lb. doz.		1 80
Do., Can. (2s)		1 80

Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins		1 60
Tomatoes, 1s	1 45	1 50
Do., 2s		1 50
Do., 2¼s	1 80	1 95
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2¼s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, s'andards		1 95
Do., Early June	1 95½	2 05
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		2 90
Do., fancy, 20 oz.		1 87½
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00

CANNED FRUITS

Apricots, 2¼-lb. tins	6 25	6 50
Apples, 2¼s, doz.	1 40	1 45
Do., new pack, doz.		2 20
Do., 3s, doz.	1 90	1 95
Do., new pack		6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.		16 00
Cherries, red, pitted, heavy syrup,		
No. 2½	4 80	5 15
No. 2		20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.		9 50
Do., gallon, table		10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)		1 90
Do., 2¼s		5 25
Pineapples (grated and sliced),		
1-lb. flat, doz.		1 90

Evaporated Milk Higher

Montreal.
MISCELLANEOUS.—There has been a number of changes in price on various side lines. Evaporated milk is increased this week, varying from 25 cents a case to 15 cents a case on the small size. Wool alcohol has increased in price for commercial purposes only by \$1.85 per gallon. This increase is entirely due to the new tax. Postum Cereal has advanced 25 and 30 cents per case. Instant Postum has also increased 45 and 50 cents per case. Khovah Health Salt has had another increase of 45 cents per case, now being quoted at \$2.25 per dozen. Shoe dressing of the imported lines has increased in price also, varying from 35 to 50 cents a case. Stove polish has also advanced 5 cents per dozen. Metal polish is 75 cents per dozen higher for the large size and 20 cents per dozen on the small size. Sweeping compounds have also increased 50 cents per case for the 5 lb. tins. On account of the better market on camphor the price of prepared camphor for drug preparations has decreased 50 cents and is now quoted at \$5.25 per lb. Macaroni has increased in price from \$2.75 per case to \$3.35 per case. This applied to only certain brands of macaroni and spaghetti.

Fruit is in Good Supply

Montreal.
FRUIT.—There is only a slight change in the fruit market this week. The supply is very good and the prices tend to be easier. Oranges are in a very good supply and the price on Californian is a little easier. Coconuts are easier sold now at \$9.75 per bag.

Apples—		
Russet	.....	8 00
Ben Davis, No. 1	.....	7 00
Apples in boxes	.....	5 00
Bananas (as to grade), bunch	.....	6 00
Grapefruit, Jamaican, 64, 80, 96	.....	5 00
Do., Florida, 54, 64, 80, 96	.....	6 00
Lemons, Messina	.....	8 00
Oranges, Cal., Valencias	.....	9 50
Do., 100s and 150s	.....	8 50
Do., 176s and 200s	.....	10 00
Cal. Navele—		
80s, 100s	.....	6 00
126s	.....	7 00
150s	.....	7 50
176s, 250s	.....	8 00
Florida, case	.....	6 00
Cocoanuts	.....	9 75
Pineapples, crate	.....	8 50

Lower Prices on Vegetables

Montreal.
VEGETABLES.—The supply of vegetables is steadily improving and the prices are correspondingly easier. Even potatoes are due for a drop as the new supply is almost at hand. In the outlying districts of Montreal potatoes have been sold as low as three and four dollars per bag, but these were exceptions. The price has this week in some parts declined to six dollars a bag. Cucumbers are offered very much cheaper at \$3.75 a hamper. Texas onions are cheaper at \$3.50 a crate. Cabbage is a dollar and a half cheaper at \$4.50 a crate.

Beans, new string (imported)		
hamper	.....	6 00
Cucumbers, hamper	.....	3 75
Chicory, doz.	.....	0 50
Cabbage, crate	.....	4 50
Carrots, bag	.....	2 50
Garlic, lb.	.....	0 50
Horseradish, lb.	.....	0 60
Lettuce (Boston), head, crate	.....	5 50
Leeks, doz.	.....	4 00
Mint	.....	0 60
Mushrooms, lb.	.....	1 00
Onions, Yellow, 75-lb. sack	.....	12 00
Do., Texas, crate	.....	3 50
Parsley (Canadian)	.....	0 75
Peppers, green, doz.	.....	0 50
Parsnips, bag	.....	1 75
Potatoes, Montreal (90-lb. bag)	.....	6 50
Do., New Brunswick	.....	6 50
Do., sweet, hamper	.....	3 50
Canadian Radishes, doz.	.....	0 75
Spinach, barrel	.....	6 00
Turnips, Quebec, bag	.....	2 50
Do., Montreal	.....	2 00
Tomatoes, hothouse, lb.	.....	0 40
American parsley, doz.	.....	1 50
Watercress (per doz.)	.....	0 75
Lettuce (curly), 3 doz. in box	.....	3 00
Tomatoes (Florida), crate	.....	12 00
New Carrots, hamper	.....	4 50
Shallots, doz.	.....	4 00
Wash. Celery	.....	2 50

Slight Change in Flour

Montreal.
FLOUR.—There is a slight advance in the price of flour that came into force the latter part of May. The change is only a slight one and varies with different milling companies. White corn flour is very scarce and the quotation given to-day is very strong with every sign of higher prices.

Spring Wheat Flour	.....	14 85
Winter Wheat Flour	.....	14 00
Blended Flour	.....	14 20
Graham Flour	.....	14 85
Whole Wheat Flour	.....	14 85
Corn Meal Flour	.....	12 20

No Change in Hay

Montreal.
HAY.—The hay market remains unchanged. The prices asked last week are firm and fairly well supplied. In some parts of the province the reports for this year's crop of hay are very poor as there has been very little rain with

the continuing hot weather. The grain market is strong at the prices prevailing, there being no change at the present time.

Hay—		
Good, No. 1, per 2,000 lb. ton	.....	33 00
Do., No. 2	.....	30 00
Do., No. 3	.....	28 00
Straw	.....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	.....	1 29½
No. 3 C.W.	.....	1 24

Extra feed	.....	1 24
No. 1 feed	.....	1 23
No. 2 feed	.....	1 21
Tough 3 C.W.	.....	1 22
Barley—		
No. 3 C.W.	.....	.....
No. 4 C.W.	.....	.....
Feed barley	.....	1 60
Prices are at elevator.		
Crushed Oats, per ton	.....	83 00
Ground Feed	.....	74 25
Hog Feed	.....	83 00
Cracked Corn	.....	88 00
Crushed Oyster Shell	.....	35 00

ONTARIO MARKETS

TORONTO, June 4.—Supplies of granulated sugar are practically cleared up. The market for molasses is strong with advances regulated on one brand. The cereal market is steady. The primary spice market generally has developed a slightly easier tone. Nutmegs and ginger are scarce. The coffee market is firm with a shortage noted on old crop Santos. The tea market is firm. Prunes are slightly easier. The nut market is unsettled. Vegetables and fruits are cheaper.

Sugar Shows No Improvement

Toronto.
SUGAR.—Supplies of refined sugar in wholesaler's hands are cleared up with the exception of small quantities of yellow, powdered and loaf. Refiners have nothing definite to say as to when supplies will again be rolling this way. They do state, however, that higher prices are assured. Two weeks ago raw sugar reached the high figure of 22½ cents at the port of New York, but last week the market sagged and quotations were around 19½ cents. As CANADIAN GROCER goes to press the raw sugar market continues easy.

St. Lawrence, extra granulated, cwt.	.....	19 21
Atlantic, extra granulated	.....	19 21
Acadia Sugar Refinery, extra granulated	.....	19 21
Dom. Sugar Refinery, extra granulated	.....	18 71
Canada Sugar Refinery, granulated	.....	18 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.		
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.		
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.		

Cases, 5-lb. tins, yellow, 1 doz. in case	.....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	.....	7 45
Cane Syrups		
Barrels and half barrels, lb.	.....	.....
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over	.....	.....
Cases, 2-lb. tins, 2 doz. in case	.....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	.....	.....
West India, bbls., gal.	.....	0 56
West India, No. 10, kegs	.....	6 50
West India, No. 5, kegs	.....	3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	.....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	.....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	.....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	.....	8 60
Tins, No. 2, baking grade, case 2 doz.	.....	4 20
Tins, No. 3, baking grade, case of 2 doz.	.....	5 50
Tins, No. 5, baking grade, case of 1 doz.	.....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	.....	4 25
West Indies, 1½s, 48s	.....	4 60

Package Goods Unchanged

Toronto.
PACKAGE GOODS.—There is no change in package cereals or starches this week with the exception of Post Toasties; these are reduced to \$4.10 per case. There is a good demand for ready prepared cereals but business on other varieties is reported quiet.

PACKAGE GOODS		
Rolled Oats, 20s, round, case	.....	6 50
Do., 20s, square, case	.....	6 50
Do., 36s, case	.....	4 85
Do., 18s, case	.....	2 42½
Corn Flakes, 36s, case	3 90	4 15
Porridge Wheat, 36s, regular, case	.....	6 00
Do., 20s, family, case	.....	4 80
Cooker Package Peas, 36s, case	.....	3 60
Cornstarch, No. 1, lb. cartons	.....	0 14
Do., No. 2, lb. cartons	.....	0 12½
Laundry starch	.....	0 12½
Do., in 1-lb. cartons	.....	0 12½
Do., in 6-lb. tin canisters	.....	0 16½
Do., in 6-lb. wood boxes	.....	0 15½
Celluloid Starch, case	.....	5 50
Potato Flour, in 1-lb. pkg.	.....	0 16
Fine oatmeal, 20s	.....	6 75
Cornmeal, 24s	.....	4 25
Farina, 24s	.....	3 50
Barley, 24s	.....	3 50
Wheat flakes, 24s	.....	6 50
Wheat kernels, 24s	.....	5 40
Self-rising pancake flour, 24s	.....	2 90
Buckwheat flour, 24s	.....	3 90
Two-minute Oat Food, 24s	.....	3 75
Puffed wheat, case	.....	4 60

Molasses is Higher

Toronto.
SYRUPS.—Corn syrups are ruling firm under a heavy demand.

MOLASSES.—The market for molasses is very strong with a tendency toward higher prices. Brer Rabbit brand has advanced. Quotations are as follows: Gold label 36, No. 1½ cans, \$8.00 per case. Green label, 36, No. 1½ cans, \$5.75 per case. Green label, 24, No. 2½ cans, \$6.60 per case. Aunt Dinah, 36, No. 1½ cans, \$4.45 per case. Aunt Dinah 24, No. 2½ cans, \$5.15 per case.

Corn Syrups—		
Barrels about 700 lbs., yellow	.....	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	.....	.....
Cases, 2-lb. tins, white, 2 doz. in case	.....	7 30
Cases, 5-lb. tins, white, 1 doz. in case	.....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	.....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	.....	6 70

Puffed Rice, case	5 70
Health Bran, case	2 60
F.S. Hominy, gran., case	4 25
Do., pearl, case	4 25
Scotch Pearl Barley, case	3 50
Self-rising Pancake Flour, 30 to case	3 60
Do., Buckwheat Flour, 30 to case	3 60

Cereals Are Steady

Toronto. **CEREALS.**—The cereal market is steady under the recent advances on corn and wheat products. The volume of business being transacted is small. Both wholesalers and retailers are apparently cleaning up surplus stocks.

	Single Bag	Lot
	F.o.b. Toronto	
Barley, pearl, 98s	9 00	
Barley, pot, 98s	7 50	
Barley Flour, 98s	4 50	
Buckwheat Flour, 98s	6 25	
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	6 75	
Oatmeal, 98s	6 25	6 50
Oat Flour		
Corn Flour, 98s	6 75	
Rye Flour, 98s	6 25	
Rollod Oats, 90s	5 60	6 00
Rollod Wheat, 100-lb. bbl.	8 80	
Cracked wheat, bag	6 75	
Breakfast food, No. 1	9 00	
Do., No. 2	9 00	
Rice flour, 100 lbs.	10 00	
Linseed meal, 98s	6 75	
Peas, split, 98s	0 08 1/2	
Blue peas, lb.	0 10	
Marrowfat green peas	0 11 1/2	
Graham Flour, 98s	7 65	

Spice Market Unsettled

Toronto. **SPICES.**—The primary spice market generally has developed a slightly easier tone with a tendency toward an unsettled condition. Nutmegs are scarce and quotations steady. Ginger is also scarce and high in price.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon		0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochín		0 35
Do., Jamaica		0 50
Mustard, pure		0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s		0 55
Do., 80s		0 65
Do., 64s		0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 75
Boriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric		0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		5 75

Old Crop Santos Scarce

Toronto. **COFFEE.**—The coffee market is firm with a shortage noted on old crop Santos. The demand for coffee is somewhat fallen off, due to the season of the year.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		0 50
Rogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2

Fine Teas Continue Scarce

Toronto. **Teas.**—There is no change in the tea situation. The market is firm. Fine teas are difficult to obtain, while the market is apparently flooded with the low grade cheaper variety..

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Canned Goods in Active Demand

Toronto. **CANNED GOODS.**—There is no change in the market for canned fruits and vegetables and quotations are unchanged. The No. 10 tins of blueberries are quoted at \$12.00 per dozen. Wagstaff's bramble jelly in 15-ounce jars is quoted at \$5.00 and Wagstaff's pineapple marmalade is quoted at \$4.60 per dozen for the 15 ounce jars.

Salmon—		
Sockeye, 1s, doz.		4 75
Sockeye, 1/2s, doz.		2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s		2 50
Lobsters, 1/2 lb., doz.		6 50
Do., 1/4-lb. tins		3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.		2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, down		1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.		2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.		2 50
Canadian corn	1 75	2 10
Pumpkins, 2 1/2s, doz.		1 35
Spinach, 2s, doz.		2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard 10s doz.		5 00
Apples, gal., doz.		6 25
Peaches, 2s, doz.		4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 85	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H.S.		5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each		1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each		1 00
Do., 16 oz., doz.		4 25
Pench, 4s, each		1 02
Do., 16 oz., doz.		4 15
Red Currants, 16 oz., doz.		4 90
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Prunes Are Easier

Toronto. **DRIED FRUITS.**—There is a steady tone in the market for dried fruit. Prunes are a shade easier, 60/70 are quoted at 20 cents per pound and 50/60 are selling at 22 1/2 cents. Raisins are holding firm.

Evaporated apples	0 24
Apricots, cartons, 11 oz., 48s.	4 55

Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case		5 70
Dromedary, 9 doz. in case		7 25
Fard, per box, 12 to 13 lbs.		3 50
New Hallowee dates, per lb.	\$ 18	0 23
Figs—		
Taps-Comarde, lb.		\$ 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.		
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case		4 50
Cal., 8 oz., 20s, case		2 50
Cal., 10 oz., 12s, case		2 00
Prunes—		
30-40s, 25s		0 31
40-50s, 25s	0 25	0 28
50-60s, 25s		0 22 1/2
60-70s, 25s		0 20
70-80s, 25s	0 18	0 21 1/2
80-90s, 25s		0 20
90-100s, 25s		
Sunset prunes in 5-lb. cartons, each		1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.		
Extra fancy, sulphur blch., 25s		0 28 1/2
Seedless, 15-oz. packets		0 26 1/2
Seedless, 15-oz. packets	0 24	0 25 1/2
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s.		0 25
Turkish Sultanas	0 25 1/2	0 28 1/2

Macaroni Advances

Toronto. **MACARONI.**—L'Etoile macaroni in bulk has advanced to \$3.05 for the 20 pound box. Cases containing 30 16-ounce packages now quoted at \$5.00. Cases containing 30 8-ounce packages \$3.20.

Many Lines Advance

Toronto. **MISCELLANEOUS.**—Lily brand chicken haddie has advanced to \$10.75 per case. Kkovah health salts are up to \$2.25 per dozen. Durkee salad dressing, large bottles, now quoted at \$10.00 per dozen, medium, at \$5.25, picnic at \$2.35 per dozen. Canuck cleanser in 50 lb. boxes is up to 7 1/2 cents per pound, and in barrels at 6 1/2 cents per pound. Old Dutch Cleanser is up to \$4.75 per case. Baker's and Cowan's chocolate is up ten per cent.

Evaporated Milk Higher Up

Toronto. **EVAPORATED MILK.**—St. Charles evaporated milk has advanced. Quotations are as follows:—Family size \$6.50 per case, hotel \$7.40 per case, tall at \$7.50 per case and baby at \$3.45 per case.

Postum cereal has advanced. Large size now quoted at \$2.50 per dozen and small at \$1.50. Instant Postum also higher, now quoted at 4 ounce size \$2.95 per dozen, 8 ounce at \$5.00 per dozen.

Shelled Walnuts Are Easy

NUTS.—The nut market continues unsettled. Bordeaux shelled walnuts are quoted as low as 60 cents per pound. Three crown shelled almonds are quoted at 63 cents per pound. Four crown shelled almonds at 65 cents per pound. Cocoanuts in sacks, containing 100, are quoted at \$10.00.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.		0 40
Walnuts, Cal., bags, 100 lbs.	0 40	0 45

Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.		0 34
Do., Marbot		0 36
Filberts, lb.		0 21
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.		0 40
Peanuts, Spanish, lb.		0 26 1/2
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 63	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 60	0 65
Do., Manchurian		0 68
Peanuts, Spanish, lb.		0 24
Do. Chinese, 30-32 to oz.		0 20
Brazil nuts, lb.	0 35	0 38
Pecans, lb.		1 10

Rice Stocks Have Improved

Toronto

RICE.—Shipments of rice have somewhat improved. Quotations however, remain high and there is no indication that lower prices will prevail for this year. Broken Siam rice is quoted at 11 1/2 cents per pound. A better grade but not by any means fancy, is quoted at 15 cents. Sago is quoted at 12 cents per pound.

Honduras, fancy, per 100 lbs.		
Blue Rose, lb.	0 20	0 20 1/2
Siam, fancy, per 100 lbs.		15 00
Siam, second, per 100 lbs.		0 18 1/2
Japans, fancy, per 100 lbs.		15 00
Do., seconds, per 100 lbs.		17 00
Fancy Patna		17 00
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 12	0 12 1/2
White Sago	0 12	0 12 1/2
Do., Pakling		14 00

Vegetables Are Cheaper

Toronto.

VEGETABLES.—Southern vegetables are now arriving freely and quotations on most lines are lower. Texas onions are quoted at \$3.25 per crate. New Florida potatoes are put up in boxes containing 1/2 barrel and quoted at \$9.50 for No. 1. Turnips are about the only Canadian vegetable to be seen. Potatoes are scarce and quoted at \$7.75 per bag.

Potatoes—		
Ont., 90-lb. bags		7 75
Turnips, bag		1 75
Mushrooms, 4-lb. basket		4 00
Lettuce, Cal., head, 4 to 5 doz. cr.		5 50
Do., leaf, doz.	0 40	0 50
Cabbage, large crate		5 25
Green Onions, doz. bunches.	0 20	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case	11 00	12 00
Cal. Tomatoes, in lugs, 18-20 lbs.		6 00
Cucumbers, Florida, hampers		5 50
Do., hothouse, basket	4 00	4 50
New Carrots, hampers	3 50	3 75
Asparagus, per basket		2 00
New Beets, hampers	3 25	3 50
Wax Beans, hampers		4 50
Spinach, bush, box		1 25
Radish, doz. bunches		0 30
Onions, Texas, crates		3 25
Do., Egyptian, sacks about 112 lbs.		9 50
Hothouse Tomatoes, lb.		0 60
New Potatoes, in half-barrel boxes—		
No. 1	9 50	
No. 2	3 50	
No. 3	6 50	

Navel Oranges Lower

Toronto

FRUIT.—The Cuban pineapple season is now at its height and importers are of the opinion that prices will not be lower. Navel oranges are cheaper but this line is about over. Valencia oranges arriving freely. Strawberries are also much in evidence and quoted at 48 cents per

quart box. The first car of Verdillis lemons have arrived and quoted at \$6.00 for single boxes and \$5.50 in 10 box lots.

Cal. Navel Oranges—		
126s, per case		6 00
150s, per case		7 25
176s, 200s, 216s, 250s, per case		7 00
Oranges, Valencia—		
80s, 96s		6 00
126s		7 25
150s		7 50
176s, 200s, 216s, 250s		8 00
Bananas, Port Limons		0 09 1/2
Lemons, Cal., 300s, 360s		6 00
Do., Messinas, 300s		5 00
Grapefruit, Florida—		
64s, 70s, 80s, 96s, 126s		9 00
Grapefruit, California Seedless—		
48s		4 75
64s, 80s, 96s		6 00
Apples, Nova Scotia—		
Baldwins		
Starks		
Fallowatus		
Russetts		

Apples, Ontario—		
Spys, No. 1, bbl.		
Do., Nos. 2 and 3		
Baldwins		
Box, all sizes, per box		5 00
Strawberries, qts.		0 48
Do., qts.		0 45
Pineapples, Cuban—		
18s, 24s, per crate		6 75
36s, per crate		6 75

Flour Market Strong

Toronto.

FLOUR.—The flour market is strong and there is every indication that prices will reach higher levels. In the meantime the mills are only grinding spasmodically, as there still remain large stocks of flour on hand.

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

WINNIPEG MARKETS

WINNIPEG, June 4.—Sugar supplies are scarce. Corn syrups are strong and an early advance is expected. Package cereals are firm with a tendency toward higher prices. Rolled oats have advanced 20 cents per sack. Barley is scarce. The coffee market has strengthened. The tea market is in an unsettled condition. Peanuts are firm. Stocks of raisins are cleaned up. The bean market is strong with indications for higher prices. Fruit and vegetables are in scant supply.

Sugar Supplies Scarce

Winnipeg.

SUGAR.—The New York raw sugar market declined \$4.50 from the highest point, but of course Canadian refined prices are still far below the present basis of raw material. No supplies of sugar are coming forward to Winnipeg market, owing to the strike now on in the Eastern refineries.

Redpath granulated	19 55
St. Lawrence granulated	20 05
Lantic	20 05
Acadia	20 20
Yellow sugar	19 55
Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.	
Loaf sugar, \$1.15 less on same basis.	

Corn Syrups Still Strong

Winnipeg.

SYRUPS.—Corn syrups continue strong. An advance is looked forward to in the very near future. Factories which supply large quantities for the Western trade have not as yet resumed operations, but hope to be able to do so within a very short time.

CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case		7 10
Cases, 5 lb. tins, white, 1 doz. in case		8 10
Cases, 10 lb. tins, white, 1/2 doz. in case		7 85
Cases, 2 lb. tins, yellow, 2 doz. in case		6 50
Cases, 5 lb. tins, yellow, 1 doz. in case		7 50
Cases, 10 lb. tins, yellow, 1/2 doz. in case		7 25
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case		8 75
3-lb. tins, 2 doz. case		12 35
5-lb. tins, 1 doz. case		10 00
10-lb. tins, 1/2 doz. case		9 70
MOLASSES, BLACKSTRAP—		
1 1/2s, 4 doz. in case		5 10
2s, 4 doz. in case		4 70
2 1/2s, 4 doz. in case		4 50
5s, 4 doz. in case		4 45
10s, 4 doz. in case		4 40

Package Goods Firm

Winnipeg.

PACKAGE GOODS.—Package goods remain firm, and all indications point to an increase in prices in the near future.

Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case		4 85
Do., 18s, case		2 42 1/2
Corn Flakes, 36s, case	3 60	4 00
Cooker Package Peas, 48s, case.		6 00
Do., 36s, case		3 75
Cornstarch, No. 1 lb. pkts., per lb.		11 1/2
Laundry starch, in 6 lb. kegs ..		13 1/2
Do., in 6 lb. wood boxes		15 1/2
Gloss starch, 1 lb. pkts., 40 in case, per lb.		13 1/2
Celluloid cold starch, 1s, 45 in case, per case		5 35
Potato Flour, 12 oz., 2 doz. case, per case		3 00
Cornmeal, 2 doz. case, per case ..		4 00
Wheat Flakes, 3 doz. case, per case ..		5 00
Puffed Wheat, 3 doz. case, case ..		4 60

Rolled Oats Advance

Winnipeg.

CEREALS.—Rolled oats advanced 20c. per sack this week. Barley is very scarce.

Cornmeal, golden, 49-lb sacks, per sack		2 60
Do., 10-lb. bags, 10 in bale, per bale		6 15
Barley, pearl, 98-lb. sack, per sack ..		8 40
Do., pot, 98-lb. sack, per sack ..		6 40
Buckwheat, Grits, 100-lb. sacks ..	9 90	11 00
Rolled Oats, 80-lb. sacks		5 10
Linseed meal, 100-lb. sacks, per lb.		0 19
Split Peas, 98-lb. sack, per sack ..		8 50
Do., green, per bushel		5 50

Coffee Has Strengthened

Winnipeg.

COFFEE.—The coffee market is showing strength, due to the report that the crop has been partly frost touched. Reports from the market state that Santos advanced 1-3c. per lb. The crop is very late, and it is not likely to be harvested before September, which

means they will not reach this market much before December.

COFFEES—

Santos, per lb.	0 37	0 38
Bourbon, per lb.	0 38	0 39
Jamaica, per lb.	0 42	0 45
Mexican, per lb.	0 42	0 45
Maracaibo, per lb.	0 40	0 42

Tea Market Unsettled

Winnipeg.

TEA.—The tea market is in a very unsettled condition and buyers appear to be very optimistic in regard to buying future deliveries. Prices on spot stocks are unchanged.

INDIAN AND CEYLON—

Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57

JAVAS—

Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Jams Selling Freely

Winnipeg.

CANNED GOODS.—Stocks of canned goods, fruit and vegetables are being rapidly bought up. Many lines are completely off the market. Present indications point to much higher prices on all lines, especially canned tomatoes.

Jams, pure and compound, are selling very freely, as the retailers realize that it is to their advantage to buy now, while they can take the opportunity of getting these goods at lower prices than they will later on.

CANNED FRUITS

Apples, 6 tins in case, per case	3 60
Apricots, 1s, 4 doz. case, per doz.	3 25
Blueberries, 2s, 2 doz. case, case	5 10
Cherries, 1s, 4 doz. case, per doz.	4 00
Gooseberries, 2s, 2 doz. case, case	6 25
Lawtonberries, 2s, 2 doz. case, case	9 00
Peaches, 2s, 2 doz. case, per case	7 40
Do., 2½s, 2 doz. in case, case	10 70
Do., sliced, 1s, 4 doz. case, doz.	3 50
Do., halved, 1s, 4 doz. case, doz.	3 50
Pears, 1s, 4 doz. case, per doz.	4 00
Do., 2s, 2 doz. case, per case	6 50
Pineapple, 2s, 2 doz. case, per case	9 25
Plums, green gage, 2s, 2 doz. case, per case	6 15
Do., Lombard, 2s, 2 doz. case, per case	6 15
Raspberries, 2s, 2 doz. case, case	9 50
Strawberries, 2s, 2 doz. case, case	10 50

CANNED VEGETABLES

Asparagus tips	2 75
Beans, Golden Wax	4 35
Beans, Refugee	4 15
Corn, 2s	3 90
Hominy, 2½s	4 50
Peas, standard, 2s	4 25
Do., Early June, 2s	4 25
Sweet Potatoes, 2½s	3 20
Pumpkin, 2½s	2 85
Sauer kraut, 2s	4 50
Spaghetti, 1s	1 39
Spinach, 2s	2 25
Tomatoes, 2½s	4 20
Do., 2s	1 90

CANNED FISH

Shrimps, 1s, 4 doz. case, per doz.	2 70	2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80	9 75
Do., ½-lb., 8 doz. case	10 50	
Herrings (Can.), 1s, 4 doz. case, per case	7 25	8 00
Do. (imported), ½s, 100 to case, per case	30 00	32 50
Lobsters, ¼s, 8 doz. case, per doz.	4 00	
Do., ½s, 4 doz. case, per doz.	7 50	
Mackerel (imported), 6-oz. tins, 100 to case	28 50	
Oysters, 1s, 4-oz., 4 doz. case, doz.	2 10	
Do., 2s, 8-oz., 2 doz. case, doz.	3 65	
Pilchards, 1s, tall, 4 doz. case, es.	7 50	
Do., 2s	3 80	
Deep Sea Trout, ½s, flat, 8 doz. case, per case	15 75	
Salmon—		
Fancy Pink, 1s, tall, 48 in case	10 50	
Do., ½s, flat, 96 in case	12 25	
Cohoe, red, 1s, tall, 48 in case	14 50	

Cohoe, red, ½s, flat, 96 in case	16 25
Sockeye, red, 1s, tall, 48 in case	19 50
Do., ½s, flat, 96 in case	19 00
Chum, 1s, tall, 48 in case	8 50
Kippered, 1s, tall, 48 in case	12 00

Peanuts Are Active

Winnipeg.

NUTS.—The peanut market is very active just now, while the demand is at its height. Reports at hand show that the demand will stiffen the markets.

NUTS—

Almonds, per lb.	31	31½
Do., shelled	65	66
Brazil	35½	36
Filberts	29½	30½
Mixed nuts	29	
Peanuts, roasted	19	26½
Peanuts, salted	33	
Walnuts	30	30½
Walnuts, shelled	60	66

No Change in Spices

Winnipeg.

SPICES.—The spice market is very firm, no changes having taken place during the week.

SPICES—

Allspice, in bulk, per lb.	0 14
Do., 5-lb. boxes, per lb.	0 20
Cassia, 1 oz. bundles, per doz.	0 60
Do., 5-lb. boxes, per lb.	0 36
Cloves, per lb.	0 75
Do., 1-lb. tins, per tin	0 90
Do., 5-lb. boxes, per lb.	0 85
Ginger, Jamaica, per lb.	0 38
Do., 5-lb. boxes, per lb.	0 42
Nutmeg, 5-lb. boxes, per lb.	0 42
Do., in bulk, per lb.	0 55
Do., pkts., per doz.	0 50
Pastry spice, 5-lb. tins, per lb.	0 33½
Black pepper, per lb.	0 48
White pepper, per lb.	0 55
Cayenne pepper, per lb.	0 37½
Tumeric, per lb.	0 33

Raisins Are Cleaned Up

Winnipeg.

DRIED FRUIT.—All raisins on the market have been completely cleaned up. Currants are offered at reasonable prices.

Evaporated apples, per lb.	0 20	0 23
Do., Apricots, per lb.	0 29	
Currants, 90-lb., per lb.	0 23	
Do., 50-lb., per lb.	0 24	
Do., 8 oz. pkts., 6 doz. to case, per pkt.	0 17	
Dates, Hallowee, bulk, per lb.	0 23	
Do., Tunis, per lb.	0 26	
Figs, Spanish, per lb.	0 16½	
Do., Smyrna, per lb.	0 23	
Do., Black cartons, per carton	1 16	
Do., Smyrna, table quality, box of 35	4 50	
Loganberries, 4 doz. in case, pkt.	0 45	
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29½	0 30½
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton	1 60	
Do., unipped, per lb.	0 24	0 25
Pears, extra choice, per lb.	0 30	
Do., Cal., cartons, per carton	1 75	
Prunes—		
30s to 40s	0 29	
40s to 50s	0 25½	
50s to 60s	0 19	0 21½
60s to 70s	0 18	0 21
70s to 80s	0 19	0 22
80s to 90s	0 16½	0 19
90s to 100s	0 15½	0 17
In cartons, per carton	1 10	
Raisins—		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.	0 25	
Cal. bulk, seeded, 25-lb. boxes, per lb.	0 25½	
Cal. pkg. seedless—		
11-oz., 36 to case, per pkg.	0 20	
9-oz., 48 to case, per pkg.	0 18	
Cal. bulk, seedless, 25-lb. boxes, per lb.	0 24	
Cal. Bleached Sultanias—		
25-lb. boxes, bulk (fancy), lb.	0 33	
50-lb. boxes, choice, fancy, lb.	0 30	

Sago and Tapioca Easy

Winnipeg.

RICE.—The tapioca and sago primary market declined a little this week. So

far it has not as yet affected the Canadian market in regards to change of prices. The rice market is very firm and prices unchanged.

RICE—

No. 1 Japan, 50-lb. sack, lb.	0 18½	
No. 1 Japan, 100-lb. sack, lb.	0 18	
Siam Elephant in 50-lb. bags, lb.	0 15½	
Do., in 100-lb. bags, lb.	0 15½	
Ground, medium, per doz.	1 55	
Do., No. 1, per doz.	2 15	
Do., 100s, per lb.	0 11	
Do., 50s, per lb.	0 18½	
Do., 10 x 8 lb. bags, per bag	1 00	
Sago, sack lots, 130 lb. 150 lb., per lb.	0 12½	
Do., in less quantities	0 12½	
Tapioca, pearl, per lb.	0 12½	0 13½

Bean Market Strong

Winnipeg.

BEANS.—The bean market is exceedingly strong, and stocks are being offered to buyers at higher prices than previously offered.

White Beans, hand picked, 100-lb. bag, per bag	8 00	8 50
Lima beans, 80-lb. sacks, per lb.		0 13

Fresh Fruits Are Scarce

Winnipeg.

FRUITS.—The fruit market this week has been completely cleaned up. Deliveries this week have been very slow. Strawberries, which are arriving, are showing much waste, and prices remain high. Good quality pineapples are arriving freely, while California cherries are being snapped up as soon as they arrive. Bananas and oranges are steady.

FRUITS—

Valencia oranges, 126s	7 50	
150s	8 00	
176s	8 50	
200s, and smaller	9 00	
Lemons, Cal. per case	7 50	8 00
Bananas, per lb.		0 12
Grapefruit—		
36s to 46s	7 00	
54s	7 50	
64s and smaller sizes	8 00	
Pineapple, case	9 00	
Cherries, case	6 00	
Strawberries, 24 qts., case	10 00	
Cocoanuts, doz.	1 75	
Washington apples, Winesaps, box	5 00	
Cranberries, per box	4 50	
Dates, 36 pkgs. to case	7 25	
Figs, per case	4 90	
Do., 10-lb. boxes	3 50	

Vegetables in Scant Supply

Winnipeg.

VEGETABLES.—Hot-house cucumbers have been arriving very slowly. In fact all vegetables this week have been in limited supply. Some wholesalers claim it was due to the new tax, shippers not knowing how it would affect fruits and vegetables, but since then they have found out it will have no bearing upon these lines. Supplies are expected in larger quantities this week.

Potatoes, per bushel	4 00	4 50
Turnips, per cwt.	4 00	4 50
Beets, per cwt.	3 50	4 00
Carrots, per cwt.		5 00
New carrots, per lb.		0 07
Texas onions, per bushel		5 00
Cabbage, per lb.		0 06
Tomatoes, per lug		9 00
Fresh rhubarb, per case		4 00
Head Lettuce, per case		6 00
Do., per dozen		1 75
Leaf Lettuce, dozen		0 65
Radishes, per dozen		0 65
Green onions, per dozen		0 60
Asparagus, per case		3 50
Spinach, per case		2 75
Cucumbers, per doz.		4 50

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 4.—Rolled oats have advanced 40 cents, now quoted at \$5.80 per sack. Western Canada temperance beer is up \$1 per barrel of ten dozen. Keen's mustard, breakfast bacon, and boneless peamealed hams have advanced one cent per pound. Sugar prices revised by jobbers show an advance of 5 cents per pound. Instant Postum has advanced 45 cents per case. Postum Cereal advanced 25 cents per case. Post Toasties are slightly lower. Bird's custard powder is higher. Evaporated apples are easier, being quoted at 21 to 23 cents per pound. Kennewick strawberries are arriving and quoted at \$9.50 per case.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00
Rolled oats, 80s	5 80
Rice, Siam	12 75
Japan, No. 1	15 50
Tapioca, lb.	0 10½
Sago, lb.	0 11
Sugar, pure cane, granulated, cwt.	23 92
Cheese, No. 1, Ont., large.	0 30
Butter, creamery, lb.	0 59
Do., dairy, lb.	0 45
Lard, pure, 3s	17 60
Eggs, new laid, local, case.	14 50
Tomatoes, 2½s, standard, case.	4 50
Corn, 2s, case	4 00
Peas, 2s, standard, case	4 20
Strawberries, 2s, Ontario, case.	10 30
Raspberries, 2s, Ontario, case.	10 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 21½
Do., 25s, lb.	0 21
Peaches, evaporated, lb.	0 25½
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 29
Do., package, 11 oz.	0 21
Currants, Australian	0 23
Filiatras Currants, lb.	0 22
Salmon, pink, tall, case	10 25
Do., Sockeye, tall, case.	17 50
Do., halves	18 00
Grapefruit	6 50
Potatoes, Alta., per ton	120 00
Lemons	7 00
Oranges	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., June 4.—All markets are very firm with increases in sight for all lines where sugar enters into the manufacture. Fresh meats have advanced 6 cents per pound and packers state that stocks are very low. Vege-

tables are more plentiful and holding at high prices.

Beans, small white, Japans, bus.	5 40
Beans, Lima, per lb.	0 12½
Rolled oats, brails	6 00
Rice, Siam, cwt.	14 75
Sago, lb.	0 11½
Flour, bbl.	11 80
Tapioca, lb.	0 14
Sugar, granulated, Western.	17 94
Do., Eastern	18 20
Cheese, No. 1, Ontario, large.	0 30½
Butter, Creamery	0 62
Lard, pure, 3s, per case.	21 60
Bacon, lb.	0 50
Eggs, new laid	0 49
Tomatoes, 2½s, standard case.	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 80
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case.	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case.	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	18 80
Salmon, pink, tall, case	11 25
Peaches, Cal., 2½s	7 00
Potatoes, bushel	3 75
Onions, Australian, per lb.	0 11

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 4.—There are few changes in the markets this week. The markets are steady with the tendency toward firmness. The good weather that is prevailing is materially aiding business, particularly on seed orders, which has been especially heavy. Lard is slightly higher, now quoted at 29½ to 30½. Eggs are plentiful and quoted at 48 to 50 cents per dozen. Dairy butter is higher, now quoted at 58 to 60 cents per pound. Potatoes are still holding firm. Egyptian onions are quoted at 8 cents per pound.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 65
Rolled oats	13 00
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	13 50
Molasses	1 75
Sugar—	
Standard, granulated	19 10
No. 1, yellow	18 60
Cheese, Ont., twins	0 33½
Eggs, fresh, doz.	0 48
Lard, pure, lb.	0 29½
Lard, compound	0 29
American, clear pork	52 00
Tomatoes, 2½s, standard case.	4 25
Beef, corned, 1s	4 00
Breakfast bacon	0 45
Butter, creamery, per lb.	0 62
Do., dairy, per lb.	0 58
Do., tub	0 56
Raspberries, 2s, Ont., case	4 00
Peaches, 2s, standard, case.	7 30
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75
Strawberries, 2s, Ont., case.	9 75
Salmon, Red Spring flats, cases	19 50
Do., Pinks	11 00
Do., Cohoes	15 00
Do., Chums	9 00

Evaporated Apples, per lb.	0 22½	0 23
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	9 50	9 50
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	9 00	10 00
Apples, Western, box	5 00	6 00
Bananas, per lb.	0 10	0 11

NEW OUTFIT PAYS BIG DIVIDENDS

(Continued from page 31)

stored out of sight were now covered, kept clean and on display all the time. Right here I'll admit one thing: that, having got the order-and-cleanliness bug, we rode the hobby pretty constantly. It got to be known that nobody sat around much in our store. They were kept busy all the time. To each was assigned the duty of going over certain cases and drawer fronts every morning — not occasionally or "when they seemed to need it"; but every morning as a matter of routine. Thus our cases were always bright and attractive. There is no other way to do with such fixtures. To neglect the display is to lose just that proportion of its productiveness—its capacity to bring in profits.

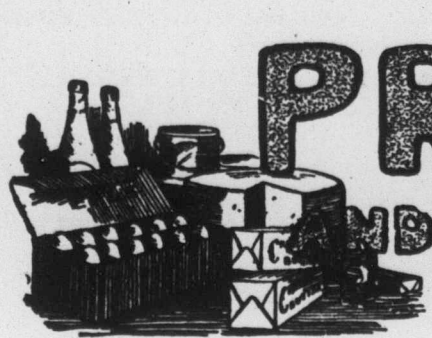
Appliances Pay Big Dividends

Money never was invested to better advantage. Every day we operated that store we felt the benefit and derived tangible dollars from those fittings. On the plainly logical theory that money is not made until a sale is completed, the sales-value of those fittings earned their keep. I think it no exaggeration to say they paid for themselves, in savings and added sales alone, every year we had them. Then see what happened:

We depreciated them ten per cent. every year. That is, we deducted 10 per cent. from the fixtures account every inventory—which is not just the same as taking off 10 per cent. of the original total each year. And inasmuch as our business always showed a satisfactory profit after all proper deductions were made, the fixtures paid their way.

Thus, in the course of fourteen years we depreciated the original \$2,000 investment down to \$457.16—a sum that could be realized on the outfit at almost any minute. Enhancing costs made that remainder look mighty small, too!

This is a side of dirt-eliminating work not sensed by those who think only that it is some "high-brow fad." It is the side that appeals strongly to any level-headed grocer. It is the side of the problem that you cannot afford not to consider, for its neglect brings constant, direct and important losses into your business every working day.



PRODUCE AND PROVISIONS

Pack of Cheaper Grades of Fish Will Not Be a Large One

According to Opinion of a Large Packer, Only the Strongest Financially of the Canners Can Finance a Large Pack—Banks Tightening Up on Loans.

By Staff Representative.

VANCOUVER, B. C.—(Special).—In the opinion of one of the largest packers of canned fish here, there will not be a large pack of the cheaper grades of fish. For one thing, only the strongest financially of the cannery can finance a large pack, at present costs of all materials, without the assistance of the banks; and the banks do not seem disposed to do a very high percentage of the financing for the packing of the cheaper grades of fish. Speaking about the present supplies of pinks and chums, this packer stated that the number of cases remaining in packers' hands has been greatly exaggerated.

Across the line, with the banks tightening up on loans, considerable liquidation had been forced, and at present the packers' price on chums holds quite steady at around \$1.50 per dozen. Some

offerings were made under pressure of the banks as low as \$1.35, but at this figure, good sound chums offered a good investment, and the stronger packers bought the offerings and made a profit on the deal.

As this packer stated to CANADIAN GROCER, "there is absolutely no way of forecasting what the runs of salmon will be except a study of the cycles." "According to the way the fish have run in previous years, we cannot expect this year anything like last year's run of sockeye," he said, "but there should be a good run of pinks, providing that there were not too many pinks destroyed last year."

There have been spring salmon running, but they are a negligible quantity—not amounting to more than six per cent. of the salmon pack.

Sockeye Salmon for Export is High

Price Rumoured is \$20—New Pack of Red Spring Has Been Bought Around \$18.25 for Halves—New Pack Cohoes at \$14.80 for Halves

By Staff Correspondent

VANCOUVER — (Special). — Your representative in securing information regarding the salmon situation, interviewed several salmon brokers at this port. The packers are familiar with the situation around their own fishing grounds, but there are as many conditions as there are districts, and as to the general effect of them all, the large brokers are in a good position to know.

In speaking of the chum salmon situation over which many local newspaper reporters have periodically sounded the alarm, one of the largest salmon brokers on the coast stated: "Something that seems to have been overlooked when the reports of unsold chum salmon have

been made, apart from the exaggeration as to the number of cases, is the fact that fully half of the chum salmon remaining in the hands of Canadian cannery is packed in half pound flat tins, and for this reason has never, nor never can be a factor in domestic trade. It is suitable only for the export market where this size is in demand. The present market on chums, talls, fair average quality, for export is \$5.25 unlabelled."

The Various Export Prices

Some sockeye has been sold and the price rumoured is \$20. The new pack of red spring has been bought around \$18.25 for halves and the new pack cohoes at \$14.80 for halves and \$12.50 for talls.

Pinks have been sold between \$7 and \$8 for talls and \$8.75 to \$9.50 for halves.

One packer stated the case like this: "If a packer can pack 50,000 cases of salmon—10,000 sockeye and forty thousand pinks—his overhead per case can be kept a nominal figure. If, however, he has to pack his sockeye and cut down on his pack of the more moderate priced fish, his overhead per case on the reduced pack is proportionately more. An increasing demand for red salmon and a disposition to slack off on the pink salmon cannot fail to thrust red salmon further into the luxury class."

The quality, flavor, wholesomeness and food value of the pink salmon has been stressed in these columns time and again, but the Canadian food purveyors should give some thought to introducing and pushing the pink fish rather than further aggravating the red fish shortage, and boosting the cost of its production.

Better Pilchard Situation

CANADIAN GROCER is informed that the mysterious pilchard, whose sudden absence from its accustomed haunts had the pilchard packers guessing earlier in the season, is again running in satisfactory quantities and the quality of the fish is excellent. The pilchard has been growing in favor in recent months in Canada, in fact, for several weeks the packers have been almost bare of stocks both in Canada and the States.

The consensus of opinion is that with all production costs high, and the fishermen clamoring for higher prices, no packer will put up more fish this year than he actually requires to meet his certain demand.

SOCKEYE SALMON TREATY SIGNED

Washington.—A treaty between Canada and the United States covering the "sockeye" salmon fisheries was signed to-day by Secretary Colby for the United States, Ambassador Geddes for Great Britain and Sir Douglas Hazen for Canada.

The treaty provides for the protection, preservation and propagation of the "sockeye" specie of salmon, and for the fisheries in waters contiguous to Canada and the United States, and in the Fraser River system.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 3.—There has been an advance in the price of fresh meats this week and as a result a change has come in the price of cooked meats, sausage, bacon, and lards. No change has come in the price of barrelled meats. The market on hams are stronger with an increased demand. The price of fish is stronger and in some lines there has been a move upward in price. Cheese is stronger in some styles but the new cheese is being sold $\frac{1}{2}$ c lower at 30 cents. There has been another drop in the price of butter, it being sold now at 55 and 56 cents. The supply is very good. The price of eggs remains unchanged although the supply is improving.

Barrelled Meats Steady

Montreal.
BARRELLED MEATS.—There is no change in the price of barrelled meats. Quotations are as follows:

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

Higher Prices on Fresh Meats

Montreal.
FRESH MEATS.—Although there is no change in the price paid for live hogs this week, there has been an increase in the price generally for dressed meats, both beef and pork. Dressed hogs are selling at 30½ cents and beef varies from 23 cents to 34 cents for the hind quarter. As a result there are higher prices throughout the meat market.

FRESH MEATS			
Hogs, live (selects)			0 21
Hogs, dressed—			
Abattoir killed, 65-90 lbs.			0 30½
Fresh Pork—			
Legs of pork (foot on)			0 35
Loins (trimmed)			0 42½
Loins (untrimmed)			0 38
Bone trimmings			0 30
Trimmed shoulders			0 26½
Untrimmed			0 28
Pork Sausage (pure)			0 26
Farmer Sausage			0 20
Fresh Beef—			
(Cows)		(Steers)	
\$0 23 \$0 30	Hind quarters..	\$0 28 \$0 34	
0 14 0 18	Front quarters..	0 14 0 18	
0 40 0 40	Loins	0 46	
0 28 0 28	Ribs	0 32	
0 18 0 18	Chucks	0 17	
	Hips	0 35	
Calves (as to grade)		0 22 0 28	
Spring lamb, carcass		0 32	
Fresh sheep, carcass		0 22 0 30	
Frozen lamb, carcass		0 32	

Slight Change on Cheese

Montreal.
CHEESE.—Cheese this week seems to be a little weaker in some prices. The export market has not opened yet to any extent. Strong cheese is selling at 30 cents and mild at 35 cents. New cheese is offered for sale at 30 cents. This is a slight decline in the price although old cheese is 1 cent a pound higher.

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

Butter Prices Drop Again

Montreal.
BUTTER.—The price of butter has declined this week. There is a very good supply of fresh grass butter on the market and prices are recorded much easier. Butter in large lots has been sold this week as low as 54 cents a pound. Creamery and print is selling at 56 cents and in solids at 55 cents, which is a decline on prices quoted last week.

BUTTER—	
Creamery prints, qual., new	0 56
Do., solids, quality, new	0 55
Dairy, in tubs, choice	0 50
Dairy, prints	0 51

No Change in Margarine

Montreal.
MARGARINE.—There has been no change in the price of margarine this week. The demand is not as great since the price of butter is steadily declining and the present quotations may be said to be very weak.

MARGARINE—	
Prints, according to quality, lb.	0 37
Tubs, according to quality, lb.	0 31 0 35

Poultry Market Quiet

Montreal.
POULTRY.—The poultry market, as usual, during the summer season, is very quiet. There is no change in the price and the market is in very poor supply.

POULTRY (dressed)—	
(Selling Prices)	
Chickens, roasting (3-5 lbs.)	0 38 0 44
Chickens, roasting (milk fed)	0 42 0 46
Ducks—	
Brome Lake (milk fed green)	0 47
Young Domestic	0 42
Turkeys (old toms), lb.	0 55
Do. (young)	0 58
Geese	0 34
Old fowls (large)	0 39
Do. (small)	0 32 0 34

Stronger Prices on Fish

Montreal.
FRESH FISH.—The supply of fresh fish continues to improve, except in the case of brook trout, which is very scarce. The prices of fish this week are stronger and in some lines have an increased price. British Columbia salmon, in particular, have increased in price. The wholesale fish merchants report a strong market for fish as the supply coming in has been rather insufficient to cover the trade.

FRESH FISH	
Haddock	0 07½
Steak cod	0 10

Market cod	0 06½
Mackerel	0 18
Flounders	0 10
Prawns	0 50
Live Lobsters	0 35
Salmon (B.C.), per lb., Red	0 38
Skate	0 12
Shrimps	0 40
Whitefish	0 20
Shad, roes, lb.	0 40
Do., bucks, lb.	0 30
Gaspé salmon	0 45
Halibut	0 24
Gaspereaux, each	0 04
Whitefish	0 20
Lake trout	0 22
Brook trout	0 55
Pike	0 14
Perch	0 13
Fresh eels, each	0 40
Fresh Herrings, each	0 03

FROZEN FISH

Halibut, large and chicken	0 16
Halibut, Western, medium	0 22
Haddock	0 07 0 08
Mackerel	0 15 0 16
Doree	0 17
Smelts, No. 1, per lb.	0 17 0 18
Smelts, extra large	0 25
Smelts (small)	0 09 0 10
Pike, headless and dressed	0 10 0 11
Market Cod	0 06 0 06½
Whitefish, small	0 12 0 13
Sea Herrings	0 06 0 07
Steak Cod	0 08½ 0 09
Salmon, Cohoes, round	0 19 0 20
Salmon, Qualla, hd. and dd.	0 12½ 0 13
Whitefish	0 16 0 16
Lake Trout	0 19 0 20
Lake Herrings, bag, 100 lbs.	4 00
Alewires	0 07½ 0 08

SALTED FISH

Codfish—	
Large bbls., 200 lbs.	16 50
No. 1, medium, bbl., 200 lbs.	15 00
No. 2, 200-lb. bbl.	14 00
Strip boneless (30-lb. boxes), lb.	0 18
Boneless (24 1-lb. cartons), lb.	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	0 16
Shredded (12-lb. boxes)	2 40 2 50
Dried, 100-lb. bbl.	15 00
Skinless, 100-lb. boxes	16 50
Pollock, No. 1, 200-lb. barrel	13 00
Boneless cod (2-lb.)	0 18

SMOKED

Finnan Haddies, 15-lb. box	0 13
Filletts, 15-lb. box	0 19
Smoked Herrings	0 24
Kippers, new, per lb.	2 15
Bloaters, new, per box	2 00
Smoker Salmon	0 35

Cooked Meats Higher

Montreal.
COOKED MEATS.—There is a heavier demand on cooked meats with the warmer weather. With the heavy demand comes stronger prices and the quotations now given are very firm. Jellied pork tongue is quoted a cent higher at 47 cents, pork pies at 80 cents, bologna at 18 cents, and ox tongue one cent higher at 65 cents.

Jellied pork tongues	0 47
Jellied Pressed Beef, lb.	0 33
Ham and tongue, lb.	0 38
Veal and tongue	0 35
Hams, cooked	0 55 0 59
Shoulders, roast	0 50
Shoulders, boiled	0 48
Pork pies (doz.)	0 80
Mince meat, lb.	0 15 0 19
Sausage, pure pork	0 25
Bologna, lb.	0 18
Ox tongue, tins	0 65

Lard Slightly Higher

Montreal.
LARD.—On account of the higher prices on the meat market, lard has advanced a fraction of a cent a pound this week. The new price lists quote one-pound bricks at 31 cents and pails at 29 3-4 cents.

LARD—	
Tierces, 360 lbs	0 29

Tubs, 60 lbs.	0 29 1/4
Pails, 20 lbs.	0 29 3/4
Bricks	0 31

Shortening One Cent Up

Montreal.
SHORTENING.—There has been an increase in the price of shortening this week to the extent of one cent per pound. The market is only fair and the demand is good, causing a very strong market at the present time.

SHORTENING—

Tierces, 400 lbs., per lb.	0 27 1/4
Tubs, 50 lbs., per lb.	0 27 3/4
Pails, 20 lbs., per lb.	0 28
Bricks, 1 lb., per lb.	0 28 1/4

Higher Prices on Hams

Montreal.
BACON.—Prices on bacon have increased this week. The change amounts to about two to three cents on the cheaper lines, while there is a wide margin of prices on the best bacon. The average prices for the best bacon is from 45 to 53 cents, but some cuts are demanding

an even higher price. There is an increased demand with the hot weather for cooked hams. The prices, too, are higher. An advance of approximately five cents a pound for some hams has taken place.

BACON—

Breakfast, best	0 46	0 56
Smoke Breakfast	0 31	0 44
Cottage Rolls	0 38	
Picnic Hams	0 29	
Wiltshire	0 46	

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 43	
Do., 14-20	0 43	
Do., 20-25	0 38	
Do., 25-35	0 33	
Over 35	0 32	

Egg Supply Good

Montreal.
EGGS.—The supply of eggs has greatly improved but there has been no change in the price, although the market is not very strong at the present quotation of 54 cents per dozen. There is a very good demand for packing and exportation at the present time.

ing. lb.	0 52
Head Cheese, 6s, lb.	0 14
Choice jellied ox tongue, lb.	0 65
Jellied calves tongue	0 52

Above prices subject to daily fluctuations of the market.

Eggs Are Firmer

Toronto.
EGGS.—The egg market is slightly firmer this week and quotations are one cent up. Dealers are of the opinion, however, that prices will be lower as packers are lax about paying the high prices asked for storage purposes.

EGGS—

Fresh	0 54
Fresh selects in cartons	0 56

Prices shown are subject to daily fluctuations of the market.

Butter Market Easier

Toronto.
BUTTER.—The butter market continues weak and a decline of 2 cents per pound is noted. Fresh creamery prints are quoted at 56 to 58 cents per pound.

BUTTER—

Creamery prints	0 56	0 58
Dairy prints, fresh, lb.	0 51	0 53
Dairy prints, No. 1, lb.	0 50	0 51

No Change in Shortening

Toronto.
SHORTENING.—There is no change in the market for shortening. The demand is normal. Quotations for one pound prints are 29 to 30 cents.

SHORTENING—

1-lb. prints	0 29	0 30
Tierces, 400 lbs.	0 26 1/2	0 27

Lard Market Steady

Toronto.
LARD.—The lard market is steady. Quotations remain at 27 to 28 cents per pound tierce basis.

Tierces, 400 lbs.	0 27	0 28
------------------------	------	------

In 60-lb. tubs, 1/2 cent higher than tierces, pails 1/4 cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Margarine in Steady Demand

Toronto.
MARGARINE.—There is a quiet market for margarine. The demand is steady and quotations are unchanged.

MARGARINE—

1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 35	
Do., No. 3	0 30	
Nut Margarine, lb.	0 31 1/2	

Cheese Market Firm

Toronto.
CHEESE.—The cheese market is ruling firm and prices are unchanged. There is a feeling in some quarters that prices will remain around 32 to 33 cents per pound.

CHEESE—

Large, old	0 32	0 33
Do., new	0 32	0 33
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1 1/2c higher than large cheese.

Fresh Fish in Good Supply

Toronto.
FISH.—Fresh fish is coming forward in fairly large quantities and prices are lower. Medium halibut, white fish and trout are quoted at 16 cents per pound. Frozen fish is in good demand.

FRESH SEA FISH.

Cod Steak, lb.	0 11	0 12
Do., market, lb.	0 4 1/2	0 07
Haddock, heads off, lb.		
Do., heads on, lb.	0 09 1/4	

ONTARIO MARKETS

TORONTO, June 4—The market for hogs is fairly steady with an advance of 1/2 cent per pound registered on some pork cuts. Some cuts of beef have slightly advanced. Calves are quoted 2 cents per pound lower. Smoked bacon and hams are steady, while lightweight barrel pork has advanced \$2.00 per barrel. Cooked hams are up one cent. Jellied ox tongue is up 2 cents per pound. Eggs are firmer and quotations are one cent higher. Butter has declined 2 cents per pound. Lard, shortening and margarine are steady. Poultry is in fair demand and prices well maintained.

Spring Lamb Has Declined

Toronto.
FRESH MEATS.—The market for hogs is fairly steady with an advance of 1/2 cent per pound registered on some pork cuts. Some cuts of beef have slightly advanced. Calves are quoted 2 cents per pound lower. Spring lamb is arriving more freely and quotations are \$2.00 each lower.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.	20 25	
Live, fed and watered, per cwt.	20 25	
Live, f.o.b., per cwt.	19 00	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 38	
Loins of pork, lb.	0 42 1/2	
Fre h hams, lb.	0 40	
Tenderloins, lb.	0 60	
Spare ribs	0 22	
Picnics, lb.	0 26	
New York shoulders, lb.	0 30	
Boston butts, lb.	0 36	
Montreal shoulders, lb.	0 30 1/2	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 28	0 31
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 28	0 32
Chucks, lb.	0 18	0 20
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 26	0 28

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 22	0 25
Spring lamb, each	10 00	12 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 24

Above prices subject to daily fluctuations of the market.

Barrel Pork Has Advanced

Toronto.
PROVISIONS.—The provision market is steady. Hams are in active demand

and quotations are unchanged. Dry salt meats have declined slightly while lightweight barrel pork has advanced \$2.00 per barrel.

Hams—

Medium	0 41	0 43
Large, 20 to 25 lbs. each, lb.	0 40 1/2	
Heavy, 25 lbs. upwards, lb.	0 35 1/2	

Backs—

Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57

Bacon—

Breakfast, ordinary, per lb.	0 42	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36

Dry Salt Meats—

Long clear bacon, av. 50-70 lbs.	0 25	0 28
Do., av. 80-90 lbs.	0 26	
Clear bellies, 15-30 lbs.	0 28 1/2	
Fat backs, 10 to 12 lbs.	0 26	

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—

Meas pork, 200 lbs.	49 00
Short cut backs, bbl. 200 lbs.	56 00

Pickled rolls, bbl., 200 lbs.—

Heavy	54 50
Lightweight	62 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Higher

Toronto.
COOKED MEATS.—There is an increase in the demand for cooked meats and quotations are higher. Boiled ham is up one cent per pound. Jellied ox tongue is 2 cents per pound higher, now quoted at 65 cents. Jellied calves tongue is quoted at 52 cents per pound.

Boiled hams, lb.	0 59	0 62
Hams, roast, without dressing, lb.	0 59	0 62
Boiled shoulders	0 50	

Halibut, chicken	0 18	0 19
Do., medium	0 16	0 24
Fresh Whitefish		0 16
Fresh Herring		
Flounders, lb.	0 09	0 10
Fresh Trout, lb.		0 16
FROZEN FISH		
Halibut, chicken	0 17	
Do., Qualla	0 09 1/2	
Whitefish, lb.	0 18	
Herring	0 08	0 09 1/2
Flounders		0 08 1/2
Fake, round	0 07	
Do., headless and dressed	0 07	
SMOKED FISH		
Haddies, lb.	0 18	
Fillets, lb.	0 18	
Kippers, box	2 40	

Poultry Prices Maintained

Toronto.
POULTRY.—There is a fair supply of

poultry arriving and prices are well maintained. The demand is seasonable.

Prices paid by commission men at Toronto:		
	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 40	0 38
Fowl, 4 to 5 lbs.	0 35	0 35
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	
Geese	0 18	0 25
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 60	0 65

Prices quoted to retail trade:—		
	Live	Dressed
Hens, heavy	0 32	0 42
Do., light	0 32	0 40
Chickens, spring		0 70
Ducklings		0 45
Geese	0 25	0 30

WINNIPEG MARKETS

WINNIPEG, June 4.—The hog market has been very active this week, with a liberal supply being offered. Creamery butter has a decidedly weak tone, while cheese remains firm. Eggs have been very steady, and receipts show fairly heavy. All indications point to lower prices. Fresh fish is arriving freely.

Hog Market Steady

Winnipeg.
MEATS.—Liberal supply of hogs found the market steady and selects are being offered to the trade at \$22.

HOGS—	
Selected, cwt.	22 00
Heavy, cwt.	20 00
Light, cwt.	18 00
Sows, cwt.	18 00

Butter Has Declined

Winnipeg.
BUTTER.—The creamery butter market has dropped considerable this week, while dairy remains firm and very hard to obtain.

Dairy butter, best table goods..	0 55	0 60
Creamery		0 62
Margarine	0 37	0 39

Cheese is Unchanged

Winnipeg.
CHEESE.—The cheese market is very steady with no indication of prices being lower. Prices remain unchanged.

CHEESE—	
Ontario, large, per lb.	0 31
Do., twins, per lb.	0 31 1/2
Manitoba, large, per lb.	0 29
Do., twins, per lb.	0 31

Eggs Are Steady

Winnipeg.
EGGS.—The egg market has been very steady while receipts fairly heavy. All indications point to a lower market next week. Dealers are now paying 44 cents per dozen, while jobbers are selling at 45 cents per dozen. Special good quality are being retailed at 55 cents, while those of a lower quality at 53 cents per dozen.

Fish Is in Good Supply

Winnipeg.
FISH.—Large quantities of fresh whitefish, halibut, salmon, pickerel and trout are arriving. The frozen fish market is steady.

FRESH FISH	
Fresh Whitefish, per lb.	0 16
Fresh Halibut, per lb.	0 22
Fresh Salmon, per lb.	0 34
Fresh Pickerel, per lb.	0 15

WHERE AND WHEN STORES ARE CLOSING

Continued from page 34

THEDFORD—The stores close every Wednesday afternoon from May until September and every day except Saturday at 7 p.m.

TIMMINS—The stores close on Wednesday afternoons from the first of June until the end of September, and at 6 p.m. other days except Saturdays.

WALLACEBURG—Stores close Thursdays at 12 o'clock from April to November inclusive.

WATFORD—Closes Wednesday at 12 o'clock from May to September inclusive. Also every evening at 6 o'clock except Saturday.

WELLAND—Stores close Wednesdays at 1 o'clock during June, July and August. Daylight-saving time in force.

WINGHAM—Closes Wednesday at 12 o'clock from May to September inclusive.

WOODSTOCK—Closes Wednesday at 12.30 o'clock from May to August inclusive. Also 5.30 every evening except Saturday.

QUEBEC

GASPE—No half-holiday. Stores close Thursdays at 5 o'clock.

MONTREAL—No half-holiday. Stores close every evening at 6 o'clock, including Saturdays. Daylight-saving time in force.

QUEBEC—No half-holiday. Stores close at 6 o'clock every evening. Daylight-saving time in force.

THREE RIVERS—No half-holiday. Stores close at 6 o'clock Tuesdays and Thursdays. Daylight-saving time in force.

WOODSTOCK—No half-holiday. Stores close at 6 o'clock Mordays, Wednesdays and Fridays.

NEW BRUNSWICK

CHATHAM—No half-holiday. Stores close at 6 o'clock every night except Saturdays.

MONCTON—No half-holiday. Stores close at 6 o'clock.

SUSSEX—No half-holiday. Stores close at 6 o'clock except Saturdays.

NOVA SCOTIA

DARTMOUTH—Stores close Wednesdays at one o'clock the year round except December. Also, close every night at 6 o'clock except Friday and Saturday. Daylight-saving time in force.

GLACE BAY—Stores close Wednesdays at 12 o'clock all the year round.

HALIFAX—Stores close Wednesdays at noon from May to September inclusive. Also close every night at 6.30 except Fridays and Saturdays. Daylight-saving time in force.

KENTVILLE—Stores close Wednesdays at 12.30 o'clock from May to August inclusive. Also close nights at 6 o'clock except Tuesdays and Saturdays.

KENSINGTON—Stores close Wednesdays at 1 o'clock from June to September inclusive. Also close every night at 6 o'clock.

NEW GLASGOW—Stores close Wednesdays at noon from May to October inclusive.

NEW WATERFORD—Stores close Wednesdays at 1 o'clock from June to September inclusive.

NORTH SYDNEY—Stores close Wednesdays at 1 o'clock from May to November inclusive. Also Tuesdays and Fridays at 6 o'clock. Mondays and Thursdays at 8.30 o'clock.

PICTON—Stores close Wednesdays at 12 o'clock from June to September inclusive. Also evenings at 6 o'clock except Tuesdays and Saturdays.

SYDNEY MINES—Stores close Wednesdays at 1 o'clock all the year round except from December 15 to January 1. Also close every night at 6 o'clock except Tuesdays and Saturdays.

ST. STEPHEN—Stores close Thursdays at 12 o'clock from June to September inclusive. Also every evening at 6 o'clock except Saturdays.

SYDNEY—Stores close Wednesdays at 1 o'clock from June to September inclusive.

TRURO—Stores close Wednesdays at noon during June, July and August. Daylight-saving time in force from June 13 to August 29.

YARMOUTH—Stores close Fridays at 12.30 o'clock throughout the year except December.

PRINCE EDWARD ISLAND

CHARLOTTETOWN—Stores close Wednesdays from June 15 to September 15. Also every evening at 6 o'clock except Saturdays.

SUMMERSIDE—Stores close Wednesdays at noon during July, August and September. Also close at 6 o'clock except Saturdays.

WINDSOR—Stores close Thursdays at 12.30 o'clock from June to September inclusive. Also close every evening at 6 o'clock except Saturdays.



The Season's Best

Have a "Cold Luncheon" counter — and feature Davies' Cooked and Jellied Meats.

These are just the "ready-to-serve" products the housewife is looking for. You can't offer a more appropriate line of summer season's delicacies.

For the table—the summer cottages—the motor trip—the picnic—Davies' cooked and jellied meats are just the thing for dainty dishes and tasty sandwiches.

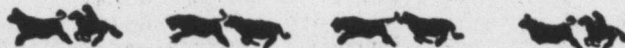
Economical because there's no waste. Every slice is saleable and good.

Order to-day. Now is the season.

Davies' Pork Tongue
Davies' Jellied Hocks
Davies' Ox Tongue
Davies' Headcheese

Davies' Roast Pork
Davies' Pork and Tongue
Davies' Jellied Pork
Davies' Cooked Pressed Pork

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO - MONTREAL



M
A
R
I
G
O
L
D



M
A
R
I
G
O
L
D

“The Greatest Seller of Its Kind in the World”

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

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.

Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON

Montreal and
Province of Quebec

57

57



Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

57

57



OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E. W. Jeffress, Limited
WALKERVILLE, ONT.

W. G. Patrick & Co., Limited, Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

ROSE BRAND

The Choice Products of a Great Institution

ROSE BRAND represents the choice products of an institution which for generations has been famous for the high quality of its foods.

It is the mark of foods critically selected and particularly prepared under ideal and scrupulously sanitary conditions. The kind of foods that you can well be proud to sell your customers.

To help our dealers increase their sales of pure food products, we create the demand for ROSE BRAND by forceful advertising in large dailies, weeklies and magazines throughout Canada.

Dainty, beautifully colored show cards, hangers, window trims, etc., have been prepared to attract purchasers to the store—give a more artistic touch to the food department and assist the store-keeper to arrange especially appealing displays.

Recipe folders and other literature for counter distribution will be sent with the above-mentioned advertising to any dealer who requests it—gratis and postpaid.

A big feature of the ROSE BRAND service is prompt, speedy delivery. Fresh products can be obtained daily, or on short notice by writing the nearest of our numerous branches or packing houses.

Canadian Packing Company, Limited

Branches:

Fort William
Sudbury
Sydney, N.S.
Charlottetown, P.E.I.
Winnipeg, Man.

Packing Houses:

Brantford
Toronto
Peterboro
Montreal
Hull



Canadian Packing Company, Limited

“BRUNSWICK BRAND”

Sea Foods

make friends out of
customers



The established quality reputation of Brunswick Brand Sea Foods has made them most active and profitable sellers.

Their palatable goodness and delightful flavor coupled with their reasonable price never fails to please and makes lasting friends of casual customers.

Order From Your Wholesalers.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)
Kipperd Herring
Herring in Tomato Sauce
Clams

Connors' Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.

Scotch Snack

For making
Sandwiches
Croquettes
Salads

Nothing Just as Good.

Make sure your stock is complete with all sizes.

Watch for next week's advertisement.



Idea No. 3

Push Sales for
Picnic Parties
and
Camping
Parties

Be sure you mention

SCOTCH SNACK
ARGYLL BUTE "Reg."
MONTREAL, QUE.

Sell "Arm & Hammer" Brand Sal Soda



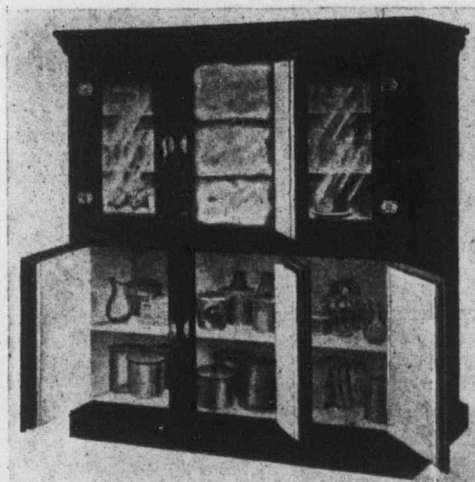
The handy, clean and easy way to sell "Sal Soda" and the way in which your customers will like buying it the best.

Arm and Hammer Brand Sal Soda is put up in attractive cartons of 2½ lbs. each, 36 pkgs. to the box. Ask your wholesaler to fill your requirements with Arm & Hammer Brand in the new, handy package.

Saves time
—in wrapping
—in weighing

Church & Dwight, Limited
MONTREAL

HANSON'S GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

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

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



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 & PROCTOR : HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

Cane's Washboards

Built to last a lifetime



Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

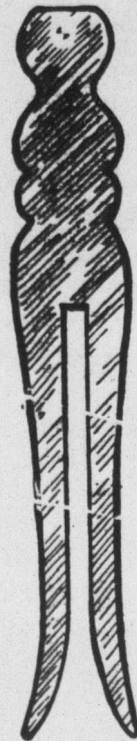
Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling. Write to-day.

Wm. Cane & Sons Co.
 Limited
 NEWMARKET, ONTARIO

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

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

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

Y & S STICK LICORICE in 10c Cartons



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

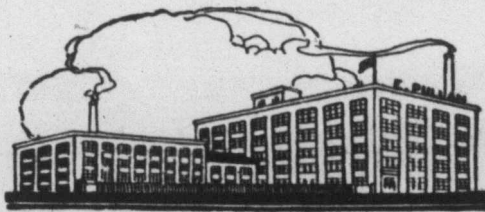
Made in Canada by

National Licorice Company
 MONTREAL

Catalogue and Price List on Application.

There's Money in your Old Bags

if you sell them to us. Just gather them together and send them to us. We pay the highest price for Old Jute Sugar Bags and Cotton Liners.



(Regular market - no quantity too small or too large).

Scientific Reclamation of Commercial Waste

E-PULLAN
 TORONTO



**An
Attractive
Display**

of a few bottles of Marsh's Grape Juice for your customer's immediate selection will, we feel sure, result in profitable sales.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.



Somebody is getting this trade. Why not you? A simple, harmless, but effective remedy for nervous disorders of every description is always in big demand everywhere. There are lots of people coming into your store every day who need just such a remedy as

Mathieu's Nervine Powders

Put Mathieu's in your show case and upon your counter. You'll find it a worth-while seller.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

Owing to the high freights prevailing
CONTINUE TO IMPORT
supplies of

SPRATT'S
DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

OCEAN BLUE
In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give all your customers the opportunity of testing it, and you will soon need to

Order More from your Wholesaler.

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

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

Pumpkin Pie Without Eggs

Canned Pumpkin is one of the cheapest canned foods on the market. Sale has been restricted owing to the popular opinion that pumpkin pie requires eggs.

A first-class *Pumpkin Pie* can be made *without eggs* with the following recipe:—

1 Can Pumpkin
1 Cup Milk
 $\frac{3}{4}$ Cup Sugar
1 Tablespoon Flour mixed with the milk
Salt and Spices to taste.

ASK FOR DOMINION BRAND CANNED PUMPKIN

Every tin guaranteed by

DOMINION CANNERS LIMITED
HAMILTON, CANADA

BEAVER BRAND Canned Lobster

We are now making deliveries of new pack lobster. Order your requirements at once from your wholesaler.

We have the following goods on hand for prompt shipment—

CANNED STRINGLESS GREEN BEANS 2's—MACKEREL —
LOBSTER PASTE — KIPPERED HERRING — SALMON —
SARDINES—CHICKEN, Etc., Etc.

Write for particulars and prices or communicate with your nearest dealer.

J. W. WINDSOR LIMITED
MONTREAL, P.Q.

MONTSERRAT

Lime Fruit Juice

*One of the Best
Summer Sellers*



Suggest "MONTSERRAT" to your customers whenever they are making up a picnic basket, or an automobile hamper, or want a delicious, satisfying drink for hot days.

"MONTSERRAT" satisfies that craving for "something cold" and satisfies it in a delightful, healthful way. It is the pure juice of cultivated West Indian limes, with the fruity fragrance and snappy flavor of the fresh limes.

Our advertising in the newspapers and magazines will help you to sell more "MONTERRAT" this summer than ever before. Stock it—feature it—let it make money for you.

National Drug & Chemical Co. of Canada Limited, Montreal

UPTON'S

PURE
MARMALADES
AND
JAMS

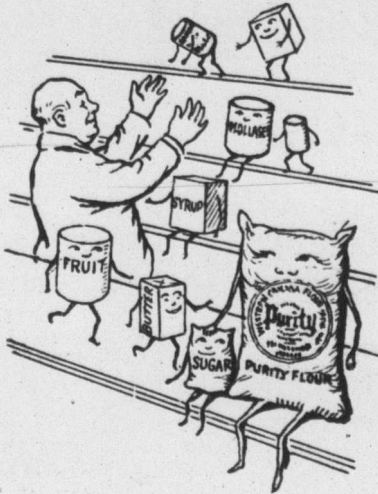
In the minds of your customers, the word "UPTON'S" means—pure Marmalades and Jams of the highest quality.

UPTON'S is an easy name to remember. You should remember it, too when ordering your supply.

THE T. UPTON Company
LIMITED
HAMILTON - CANADA

SELLING AGENTS:
S. H. MOORE & COMPANY ROSE & LAFAMME, LTD.
Toronto, Ont. Montreal, Que.
SCOTT-BATHGATE CO., LTD GAETZ & COMPANY
Winnipeg, Man. Halifax, N.S.
SCHOFIELD & BEER
St. John, N.B.





Empty Your Shelves and Fill Them Up Again

The oftener a grocer sells flour, the oftener he has to keep filling up his shelves with fresh, new goods of many other lines.

PURITY FLOUR

is a selling agent for sugar, yeast, baking powder, fruits and peels, butter, eggs, shortening, canned goods and everything that goes with flour.

Purity Flour is a strong, Western wheat flour, perfectly milled and widely advertised. Push it.

Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO, ONT.

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John, N.B.



Your Customers' Appreciation

is what will help increase your profit-making sales. Consequently a large stock of Malcolm's milk products always on hand for your customers' regular choosing will result in their expression of appreciation and satisfaction.

Made in Canada

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

A Beverage for a

Particular Customer

A Summer

Social Favorite

Champagne de Pomme



If you do not sell it

some one else will

No Government Restrictions

No Bottles Returned

A Quick Turn-Over

A Pleased Customer

Made from the Juice

of Canadian Apples

PACKED IN PINTS AND SPLITS

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT—OFFICE 140 ST. CATHERINE ST. EAST, MONTREAL

Master Mason

*The Plug Smoking Tobacco which
MAKES AND HOLDS
CUSTOMERS*

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



Peek Frean & Co., Limited
Biscuit Manufacturers
LONDON :- ENGLAND

FOR
GOODNESS SAKE
EAT
PAT-A-CAKE

Send a Card to the Agents for Samples and
Prices of This and Other Popular Lines.

Montreal District—F. L. Benedict Co.
Read Building, Montreal

Toronto District—Harry Horne Co.
1297-1299 Queen St. West, Toronto

Winnipeg District—W. H. Escott Co., Ltd.
181-183 Bannatyne Ave., Winnipeg

Vancouver District—H. W. Malkin Co.,
41-61 Water St., Vancouver, B.C.

The One Biscuit of the World
PAT-A-CAKE



A suggestion for an attractive window or counter display of this popular priced sea food.

Chicken Haddies

(Lily Brand)

Chicken Haddies — tender and delicious, economical and healthful—have achieved a remarkable popularity in both Canada and the United States.

Brought from the cool depths of the Atlantic to our cannery at

Canso, N.S., and there packed in hermetically sealed containers; all the original freshness of these choice, young fish is thus retained right up to the moment they are made ready to serve.

Cash in on the big demand for this tempting sea food. Order to-day.

Packed at Canso, N.S. by the:

Maritime Fish Corporation
LIMITED

General Office : MONTREAL

Packers of the celebrated Maple Leaf Brand Codfish Flakes

WHITTALL CANS

for

Meats
Syrup

Vegetables
Fish Paint

Milk
Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Sales Office:
202 Royal Bank Bldg.
TORONTO

G. A. Willis, Sales Mgr.
Phone Adel. 3316

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG

Repr.: A. E. Hanna

The "Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



Pounds and Half
Pounds

British
Columbia
Packers'
Association
Vancouver, B.C.

Sydney, Cape Breton

is the parent home of THE BRITISH EMPIRE STEEL CORPORATION, the biggest industry of its kind within the BRITISH EMPIRE, and is destined to become one of the most active industrial and consuming centres in EASTERN CANADA. MANUFACTURERS, are you getting the volume of business from this district your line deserves? If not, get in touch with a live wire resident broker having nine years connection with the wholesale and retail grocery trade throughout this district, and a thorough knowledge of the BISCUIT and CONFECTIONERY trade. Detail work receives particular attention. Will be pleased to furnish references. Correspondence invited. If interested, write

R. E. McCONNELL, SYDNEY, N.S.
Manufacturers Agent and Grocery Broker

S.A.P. "The World's Premier Polishes"

Write off by next mail for our advantageous terms for these excellent preserves and polishes.

S.A.P. Boot Polishes.
In three sizes, No. 1, No. 8 and No. 9, and in four colours, Black, Light Brown, Dark Brown, and Mahogany.

S.A.P. White Preparation.
In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

S.A.P. Furniture and Floor Polish.
In two sizes, No. 8 and No. 9, Cleans, Polishes and Preserves at the same time.

S.A.P. Prepared Wax
In one size only, No. 9. This Polish has been specially prepared for Automobile Bodywork, Upholstery, Carriages, Woodwork, Leatherwork.

S.A.P. Harness Polish.
In two sizes, No. 8 and No. 9. In two colours, Black and Brown. Specially prepared for polishing harness, accoutrements, etc.

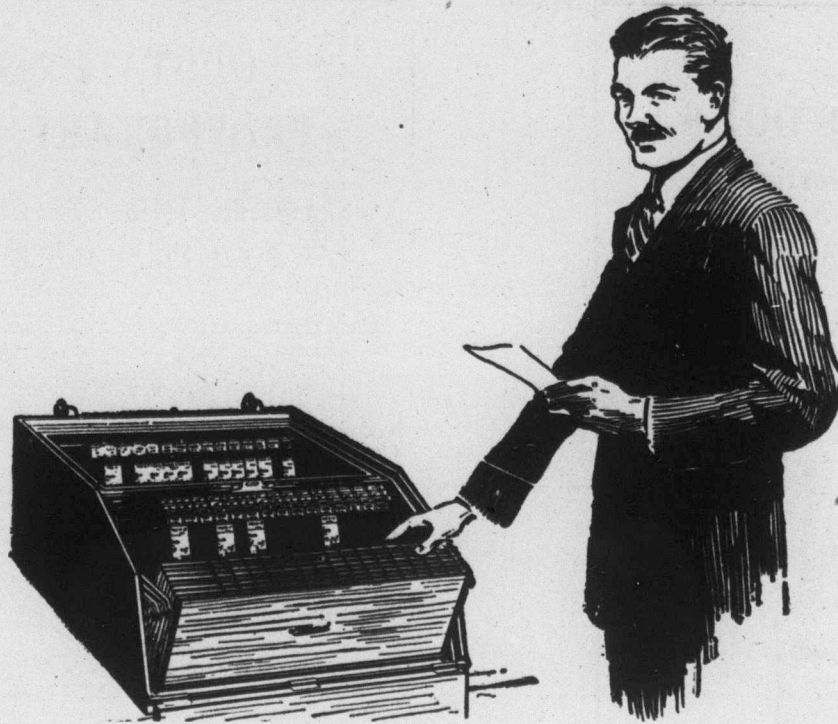
HERBERT & CO. (S.A.P.) LTD.

Export
Finchbury Square

Department
London, Eng.

Special Appointment





The common-sense way of handling credit accounts

MERCHANTS in 182 different lines of business are using the N.C.R. Credit File.

These merchants have found that the file gives them the common-sense way of handling credit accounts.

It is a one-writing system. It eliminates book posting of accounts.

It keeps each day's credit business separate.

It prevents forgetting to charge goods sold on account.

It prevents neglecting to credit money paid on account.

It gives each charge customer a statement of account on every purchase.

It protects every credit record until it is paid in full.

It saves time, work, and worry. It stops leaks and saves profits.

Investigate this common-sense way of handling credit accounts

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street W.
London	350 Dundas Street
Edmonton	5 McLeod Bldg.
Ottawa	306 Bank Street
Halifax	63 Granville Street
Quebec	133 St. Paul Street
Hamilton	14 Main Street E.
Regina	1820 Cornwall Street
Montreal	122 St. Catherine Street W.
Vancouver	524 Pender Street W.
Toronto	40 Adelaide Street
St. John	59 St. Germain Street
Saskatoon	265 Third Avenue S.
Winnipeg	213 McDermot Avenue

FACTORY: TORONTO, ONTARIO.

FILL OUT THIS COUPON AND MAIL TO-DAY

Dept. 25, The National Cash Register Company of Canada, Limited,
97 Pelham Ave., Toronto, Ontario:

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

Name

Business

Address

Holbrooks

Imported

Worcestershire Sauce



Made and Bottled in England

It's Different

That's why so many people buy Holbrooks Worcestershire Sauce.

Even the most tired appetite responds to the zesty piquancy of Holbrooks.

Meat, fish, game, etc., with a few drops of Holbrooks Worcestershire Sauce become doubly appetizing.

Put Holbrooks on display and watch it sell.

Holbrooks, Ltd.
Toronto and Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Halton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry	95 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 25
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 7½, or with Sauce, 4 doz. to case	00 05
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 05
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 05
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 25
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts., Aylmer Quality	\$1 20
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	\$1.65
	Per doz.
Pints, Delhi Epicure	\$2.75
¼-Pints, Red Seal	1.25
Pints, Red Seal	1 00
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.

180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.	
Eagle Brand, each 48 cans	\$12 00
Reindeer Brand, each 48 cans	11 50
Silver Cow, each 48 cans	11 00
Gold Seal, Purity, ea. 48 cans	10 85
Mayflower Brand, each 48 cans	10 85
Challenge Clover Brand, each 48 cans	10 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	7 25
Reindeer Brand, small, each 48 cans	7 25
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal.	
Packages, 25-oz., 2 doz. to case, per case	\$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3¼-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S
MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.S.F., 1 lb.	
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	\$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

Boxes	
40-lb., Canada Laundry	\$0 12½
100-lb. kegs, No. 1 white	0 12½
200-lb. bbls., No. 1 white	0 12½

40 lbs., Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 14½
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20

Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs., Canada Pure or Challenge Corn	0 13

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, ¼c higher, except potato flour.)	



Still further Possibilities— in our Cut Smoking

Everybody who appreciates quality wants Macdonald's Tobacco, but in the past some people have expressed a wish for their favorite Brand in Cut Form.

Our two new packages hold great possibilities for the Retailer of "Cut Brier" and "British Consols."

Plug Smoking

**BRIER
INDEX
BRITISH CONSOLS**

Plug Chewing

**PRINCE OF WALES
CROWN
BLACK ROD (TWIST)
NAPOLEON**

Cut Smoking

Cut Brier & British Consols.

Selling Agents :

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. McKenzie
& Co., Limited, Winnipeg.
British Columbia—George A. Stone.

Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. Macdonald Regd.

INCORPORATED

Montreal

We manufacture all kinds of
Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

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

"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.
Owen Sound, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E.,
England

Canadian Agents: **HUGH LAMBE & CO., TORONTO.**
J. HUNTER WHITE, ST. JOHN, N.B.
CEDIL T. GORDON, MONTREAL.

TOMATO PASTE

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

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

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case....\$6 80
5-lb. tins, 1 doz. in case.... 7 75
10-lb. tins, 1/2 doz. in case.... 7 45
20-lb. tins, 1/4 doz. in case... 7 40
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs..... 0 09
Half barrels, about 350 lbs. 0 09 1/4
CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case.... 6 20
5-lb. tins, 1 doz. in case.... 7 15
10-lb. tins, 1/2 doz. in case... 6 85
20-lb. tins, 1/4 doz. in case.... 7 60
(5, 10, and 20-lb. tins have wire handles.)

GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 75
INFANTS' FOOD

MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Doz.
1-lb.
1/2-lb.
Robinson's Patent Groats—
1-lb.
1/2-lb.

BLUE
Keen's Oxford, per lb. 0 27
In cases, 12 12-lb. bxs. to case 0 27

NUGGET POLISHES
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each\$1.25
Doz.
White Cleaner (liquid).....\$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown 4.80
Metal Outfits—Black, Tan, Toney Red, Dark Brown.... 5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH
Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 13
Currency, 12s 1 13
Stag Bar, 9s, boxes, 6 lb. 1 06
Pay Roll, thick bars 1 30
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 25
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 25
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 30
Forest and Str., tins, 9s, 2-lb. cartons 1 44
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins 1 50
Master Workman, 2 lbs. 1 25
Master Workman, 4 lbs. 1 25
Derby, 9s, 4-lb. boxes 1 30
Old Virginia, 12s 1 70
Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

THE COWAN CO., LTD., Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE
COCOA
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz....\$6 25
Perfection, 1/4-lb. tins, doz... 1 70
Perfection, 1/2-lb. tins, doz... 3 25
Perfection, 10c size, doz... 1 25
Perfection, 5-lb. tins, per lb. 0 45
Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30

UNSWEETENED CHOCOLATE
Supreme Chocolate, 12-lb. boxes, per lb. 0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box 2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box.... 2 00

SWEET CHOCOLATE Per lb.
Eagle Chocolate, 1/4s, 6-lb. boxes 0 38
Eagle Chocolate, 1/2s, 6-lb. boxes, 25 boxes in case.... 0 38
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
Diamond Chocolate, 3s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
Diamond Crown Chocolate, 25 cakes in box..... 1 30

CHOCOLATE CONFECTIONS
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb..... \$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.... 0 49

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Chocolate Tulips, 6-lb. boxes, 30 boxes in case, per lb.... 0 49
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.... 0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.... 0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.... 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.... 0 60

NUT MILK CHOCOLATE, ETC.
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box..... 2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47
Nut Milk Chocolate, 6s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box..... 2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.... 0 47
Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
Milk Chocolate Slabs, with Assorted Nuts, per lb.... 0 47
Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS
Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz.... \$6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz..... 3 35
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.... 6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.... 3 35
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz.... 4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 50
Active Service Chocolate, 1/4s, 4-lb. box, 24 boxes in case, per box 2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box 2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box..... 2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
20-lb Milk Chocolate Sticks, 60 boxes in case 0 80

W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.
Kellogg's Toasted Corn Flakes, Waxtite 4 15
Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 15
Kellogg's Dominion Corn Flakes, Indiv. 2 00
Kellogg's Shredded Krumbles, 4 35
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran ... 2 25
Kellogg's Krumbled Bran, Ind. 2 00

BRODIE & HARVIES, LTD., 14 Bleury St., Montreal
XXX Self-Raising Flour, 6 lbs. packages, doz. \$6 20
Do., 3 lbs. 3 15
Superb Self-Raising Flour, 6 lb. 6 00
Do., 3 lbs. 3 05
Crescent Self-Raising Flour, 6 lb. 6 10
Do., 3 lb. 3 10
Perfection Rolled Oats (55 cs) 3.00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack. 1 50
Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg. doz... 1.50

Pineapples

Preserving time now at its height.

No sugar required for canning if follow this recipe.

The No-Sugar Method

Peel, slice and core the fruit. Place in a kettle, cover with water and cook until moderately soft. Can with plenty of juice. Seal while hot.

When prepared for eating, a sprinkling of sugar will be instantly dissolved by the acid of the fruit.

White and Co., Limited

Wholesale Fruits and Vegetables
Toronto

PHONE : MAIN 6243

PINEAPPLES

The season is now on. Book your order with us now. We will ship when prices are lowest. From now until end of season we will have fresh arrivals daily.

**ORANGES, BANANAS, LEMONS,
STRAWBERRIES, TOMATOES,
TEXAS ONIONS, CABBAGE**

and all other

**IMPORTED and DOMESTIC
FRUITS and VEGETABLES**

The House of Quality

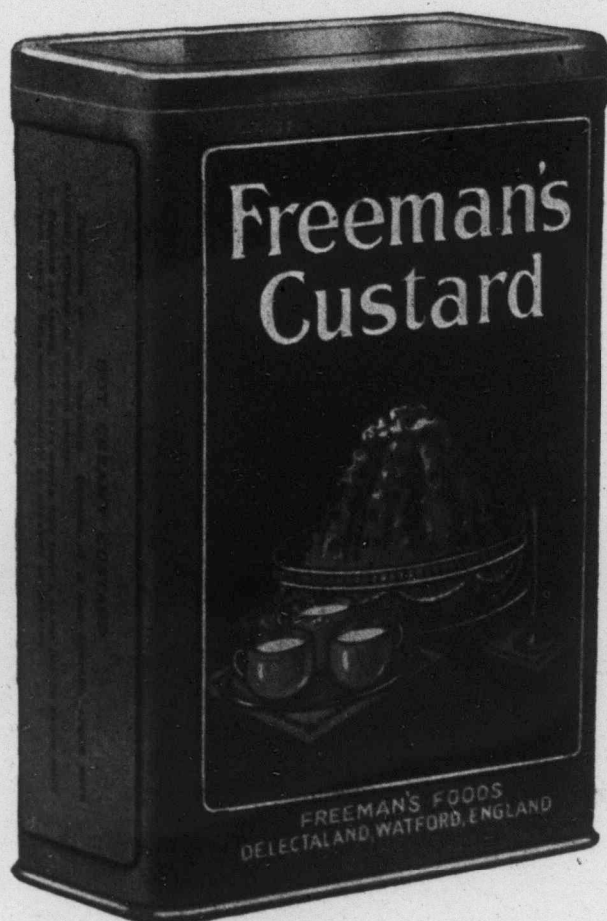
Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario



Kraft Paper

Reams and Rolls

Splendid Assortment

Walter Woods & Co.

Hamilton and Winnipeg

AprOI Selling Idea No. 5



Demonstrate **AprOI** to your clerks so that they can talk **AprOI** intelligently to your trade. Many a sale is lost by clerks not knowing the goods. Tell your clerks all about **AprOI** and watch sales grow.

*Be Sure You Have
All Sizes in Stock*

APRO

is advertised in all leading papers in Canada

Order From Your Wholesaler

W. J. BUSH & CO. (CANADA) Limited
National City, Cal. Montreal Toronto



A New Lemon Pie Filler

Enough in [each can] to make 4 delicious pies.

A splendid seller showing a good profit.

Agents wanted in all parts of Canada

Mellow Food Products Co., "Regd"
146¹/₂ Garnier St., MONTREAL

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in **CANADIAN GROCER**. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

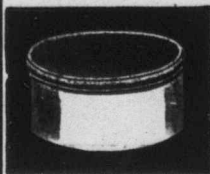
INDEX TO ADVERTISERS

A	M
Acadia Sugar Refining Co. 17	McCormick Mfg. Co. 20
Albion Sewing Cotton Co., The 18	McConnell, R. E. 64
Argyll Bute Reg. 55	McDavid & Co. 16
Armour & Co. 53	McLaughlin, J. K. 15
Aron & Co., Inc., J. 3	McLay Brokerage Co. 12
	Macdonald Reg., W. C. 67
	Mackenzie, W. L. 12
	Maclure & Co., A. M. 12
	Maclure & Langley 15
	Magor, Son & Co., Ltd. 24
	Malcolm Condensing Co. 60
	Mann & Co., C. A. 71
	Maritime Fish Corp. 63
	Marsh Grape Juice Co. 57
	Marshall, H. D. 15
	Mathieu Co., J. L. 57
	Megantic Broom 56
	Mellow Food Products Reg. 70
	Mickle, George T. 71
	Moore & Co., R. M. 71
	Morris & Co. 52
	Morris & Co., C. 15
	Mount Royal Milling Co. 10
	Mowat & McGeachie 13
	Mueller Co., Ltd., The Chas. 71
	N
	Nagle Mercantile Agency 72
	National Biscuit Co. 11
	National Cash Register 65
	National Drug & Chemical 59
	National Licorice Co. 56
	Nelson, C. T. 11
	Norcaners, Ltd. 14
	North West Trading Co., Ltd. 11
	O
	Oakey & Sons, Ltd., John 16
	Olivier, G. F. 71
	P
	Parke & Parke, Ltd. 72
	Pastene, P. 68
	Patrick & Co., W. G. 15
	Peek Frean & Co., Ltd. 63
	Pennock & Co., H. P. 13
	Prescott & Co. 16
	Prittly Ltd., John 15
	Pullan, E. 56
	Purnell & Panter 17
	R
	Red Rose Tea 23
	Richardson & Green 12
	Rock City Tobacco Co. 61
	Rose & Lafamme 16
	S
	Salada Tea Co. 21
	Sarnia Paper Box Co. 71
	Scott & Thomas 15
	Scott-Bathgate & Co. 14
	Sheely-Mott Co., Ltd. 16
	Silecocks & Drew 16
	Smith & Son, E. D. 8
	Smith & Proctor Co. 55
	So-Clean, Ltd. 71
	Solman, O. M. 16
	Spratt's Patent, Ltd. 57
	St. Armand Pils Cie 16
	Stroyan-Dunwoody Co. 14
	T
	Tanglefoot 71
	Toronto Pottery Works 71
	Toronto Salt Works 71
	Trent Mfg. Co. 71
	U
	Uptons Ltd. 59
	W
	Wagstaffe Limited 4
	Walker & Sons, Hugh 69
	Wallace Fisheries, Ltd. 10
	Washington Sales, G. 21
	Watford Mfg. Co. 69
	Watson & Truesdale 12
	Western Canada Flour Mills. 60
	Western Transfer & Storage Co. 15
	White & Co. 69
	White Cottell's 71
	White Swan Spices & Cereals Co. 70
	Whittall Can Co., A. R. Front cover, 64
	Wiley, Frank H. 13
	Williams Storage Co. 13
	Windsor Ltd., J. W. 23
	Windsor & Co., J. W. 58
	Woods & Co., Walter 69

B
Bain & Co., Donald H. 12
Baker & Co., Walter 72
Bickle & Greening, J. W. 18
Borden Milk Co. 1
B.C. Packers' Association 64
Bradstreets 72
Brodie & Harvie 70
Bush Citrus Products Co., W. J. 21
C
California Fruit Growers' Exchange 9
Canada Nut Co. 11
Canadian Milk Products (Klim) 22
Canadian Importations 61
Canadian Packing Co. 53
Cane & Son, Wm. 56
Chadwick & Co. 15
Channell Chemical Co. Inside front cover
Church & Dwight 65
Clark Ltd., W. 2
Clayoquot Sound Canning Co. 11
Connors Bros. 54
Cruikshank & Guild 15
D
Dayton Scale Co. Back cover
Davies Co., Wm. 51
Dodwell & Co. 10
Dominion Cannery, Ltd. 58
Dominion Sales Co. 16
Duncan & Son, C. 14
E
Edgett Ltd., E. 11
Escoffier Ltd. 19
Escott Co., Ltd., W. H. 14
Estabrooks, T. H. 23
F
Field & Co. 6
Furnivall-New, Ltd. 6
G
Gaetz & Co. 16
Garton's Custard 18
Gauvreau, Paul F. 16
Gipe-Hazard & Co. 72
Grant & Co., C. H. 12
Gray & Co., John 19
Griffiths & Co., Ltd., Geo. W. 13
Grimble & Co. 18
H
Hanson & Co., J. H. 55
Hargraves, Ltd. 57
Hay, A. H. M. 16
Heinz & Co., H. J. 52
Henderson Brokerage, B. M. 15
Herald Brokerage 14
Herbert & Co. 64
Holbrooks Ltd. 66
I
Imperial Extract Co. 23
Imperial Grain & Milling Co. 10
Imperial Oil Co. Inside back cover
Island Lead Mills Ltd. 68
I.X.L. Spice & Coffee Co. 7
J
Jeffress Ltd., E. W. 62
Joyce & Co. 16, 24
K
Kellogg Co., W. K. 5
Kessell & Co., F. 71
Kraft Bros. & Co., J. L. 20
L
Lambe, W. G. A. 15
Lawrson, S. F. 36, 37
Lemon Bros. 68
Loggie Sons & Co. 16
Lund & Co., Peter 11

BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Toronto, Canada

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

60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto

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

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut
The finest made

Brokers

Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

We are offering to Jam Manufacturers,
Confectioners and Picklers, etc.

Fruit pulps of all kinds, Canned Goods,
Tomato Puree, Anchovies, Nuts, Peels in
Brine, etc., etc.

F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

There is a decided unsteady tone developed in the market for nuts and there is an indication that quotations may be even lower. Bordeaux shelled walnuts have declined to the same level as shelled almonds, an incident that has not occurred for several years. Shelled almond prices are fairly steady, while filberts are easy and quotations low.

These one-inch spaces
only \$2.20 per insertion
if used each issue in the
year.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.

LONDON, ONT.

Phone 1577

BREAK NO FEARS IT'S AN R-M-M-FLEXIBLE

Before Burning After Burning

GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVENTED GAS LIGHTS

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

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

- Ice Cream Cartons, Parafined.
- Butter Cartons, Parafined.
- Egg Cartons; Special Egg Fillers.
- Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mince-meat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
CORRUGATED FLATS

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

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baits and poisoned flies dropping into foods or drinks.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

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

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

POSITIONS WANTED

SUCCESSFUL GROCER, THOROUGHLY CONVERSANT with present prices and market conditions, desires position as traveller for established grocery house. Best references. Outside employment desired. Salary or commission. Box 154, Canadian Grocer, 153 University Ave., Toronto.

WANTED

LINE WANTED—TRAVELLER, 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

WANTED—A SECOND-HAND PAPER PRESS in A1 condition, 100 lbs. capacity. Box 176, W. G. Howes, Tamworth, Ont.

SITUATIONS VACANT

SMART YOUNG MARRIED MAN WHO CAN invest up to \$2,000 to manage store. Owner has other business. This is a north country proposition with big possibilities. Box 148, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—EXPERIENCED CLERK FOR GENERAL store. State age, experience, and salary required. Wilcox Grain Growers' Assoc., Ltd., Wilcox, Sask.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day, Nagle Mercantile Agency, La Prairie, (Montreal), Que.

FOR SALE

FOR SALE—BUTCHER AND GROCERY BUSINESS in Toronto. \$5,000. Turnover \$65,000. Stock about \$3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

THE AVENUE CASH STORE—DRY GOODS, Boots, Shoes, Groceries. Bought heavy to take advantage of rising market. Purchaser gets benefit. Situated in Picton County's coal and steel centre. Good town to live in. Rare opportunity for a hustler. Cash or equivalent. Strictest investigation invited. G. B. Mackay, Stellarton, Nova Scotia.

CELEBRATED BUTTER KIST CORN POPPER and Peanut Roaster for sale at a big bargain. Box 158, Canadian Grocer, 153 University Ave., Toronto, Ont.

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; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

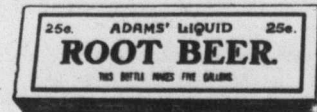
FOR SALE

FIRST CLASS GROCERY BUSINESS FOR sale. Stock and fixtures about four thousand dollars. Apply A. Giovetti, 33 Prospect St., Sherbrooke, Que.

FOR SALE—CORNER GROCERY BUSINESS and property across street from city boundary. Good paying business, good range of stock; county taxes. Owner retiring. Can vacate quickly. Apply Box 150, Canadian Grocer, 153 University Ave., Toronto.

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.



AND



Make the Best Home Made SUMMER DRINKS

25c bottles make 5 gallons

15c bottles make 2 gallons

WHOLESALE PRICES

25c sizes \$2.10 per dozen, \$24 per gross

15c sizes \$1.20 per dozen, \$14 per gross

Manufactured and for Sale by

PARKE & PARKE, LIMITED

MacNab St. & Market Sq., Hamilton, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.
Victoria, B.C.

Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.
Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

C. A. B. Brown, Superintendent
TORONTO

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
La Prairie (Montreal) Que.



Profit Makers—All Three

IMPERIAL Parowax, Imperial Household Lubricant, and Imperial Ioco Liquid Gloss are in demand the year round.

All three products are needed every week for some one of their many uses, and the average housewife usually must replenish her supply frequently.

These products are staple specialties—not seasonable sellers. You can afford to give them valuable counter and window space.

Look to your stocks to-day and make sure you are supplied. Ample stocks assure satisfactory profits.

New stock can be obtained from Imperial Sales branches in leading cities.

IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication
Branches in all Cities

NO TAX ON DAYTONS

**Business Turnover Impost of 1% Has Been Absorbed by the Company
and Is In No Manner or Sense Charged to the Customer**



MADE
IN
CANADA

WHEN this tax presented itself the management of the International Business Machines Company, after carefully weighing the interests of their large and valued clientele decided NOT to charge this tax to the buyer, which decision, it is felt, will be appreciated, particularly in the face of ever-increasing costs.

THE DAYTON GIVES REAL SERVICE WHERE SERVICE COUNTS

*Over a Million
In Use*

The price calculations based on the new price charts meet every need.

The Red Flash of the Dayton Electric carries a message to every customer. The same model is furnished without the electrical feature.

"If it's a Dayton—it's Right"

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager
Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3/4 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415 Yonge St.; HAMILTON, 175 James St., N.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 3rd Ave.; CALGARY, 127, 6th Ave.; EDMONTON, 10118, 102nd St.; VANCOUVER, 1110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)