Sugar Situation Reviewed

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, JULY 5, 1918 No. 27

Three Good Reasons

for Grocers to sell

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"



"It pays."

"It satisfies your customers."

"It makes them come back for some more."

The superior quality of STAG is known throughout Canada.

Handled by all the wholesale trade

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



Helps You Sell Other Things

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

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

O-Cedar Polish

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

Window and Counter Displays and Floor Stands

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

THE CHANNELL CHEMICAL COMPANY, LIMITED

369 Sorauren Avenue, Toronto



Not how cheap
But how *good*—

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

SAPOLIO

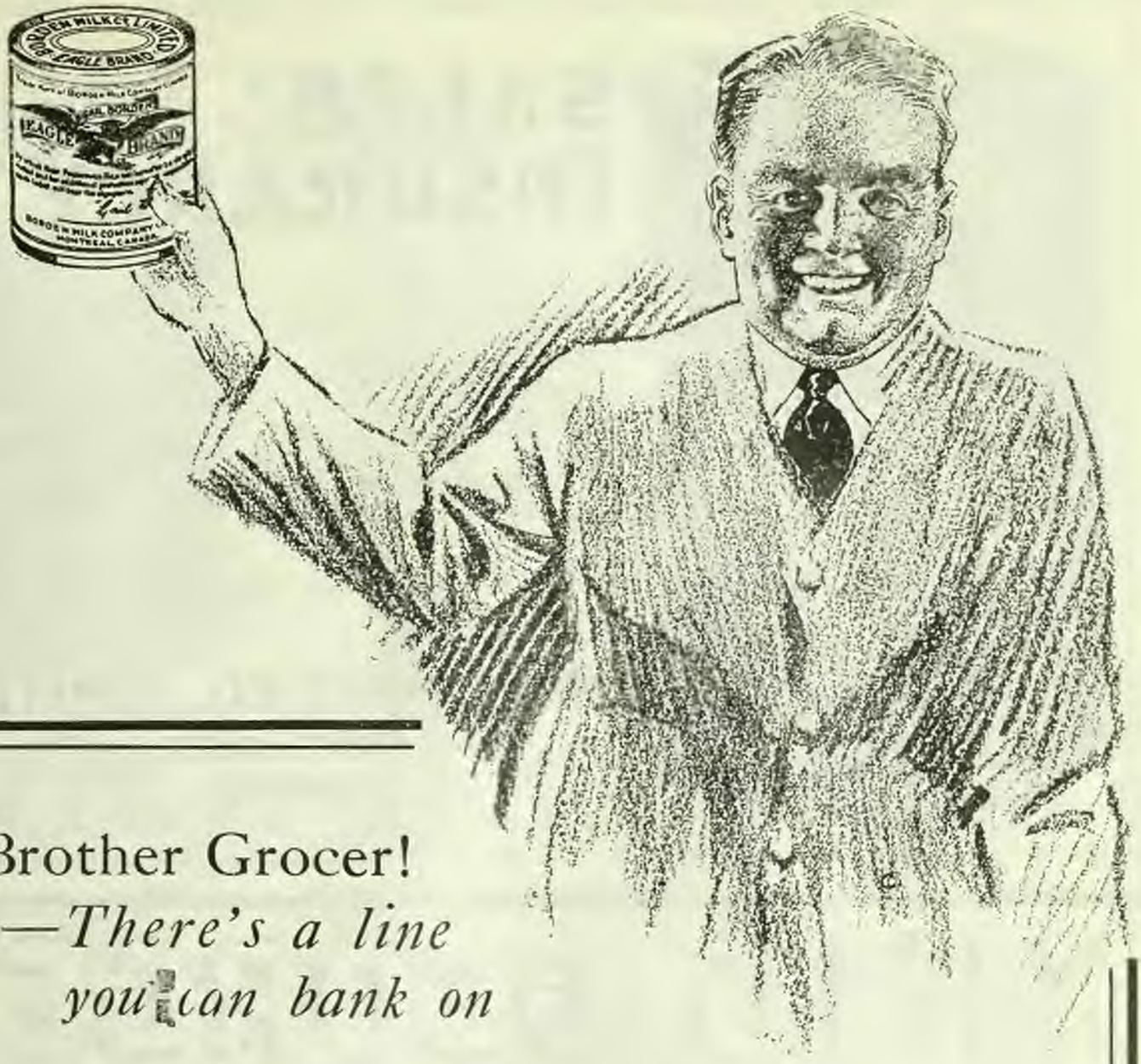
CLEANS SCOURS POLISHES



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

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

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



"Brother Grocer! —*There's a line you can bank on*

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

Borden's

Eagle Brand Condensed Milk

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

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

"Every Borden sale will give you a good profit."

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



SALES INSURANCE

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

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

ORDER FROM YOUR JOBBER OR DIRECT

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

KING GEORGE'S NAVY

CHEWING TOBACCO

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

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



Rock City Tobacco Co., Ltd.

SELLING POWER



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

CLARK'S PORK and BEANS

Have

The quality that makes satisfied customers.

The name that guarantees.

The popularity which makes easy sales.

BUY NOW.



Canada Food Board
License No. 14-216

W. CLARK LTD. Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE NO. 14-216.

This Trade-Mark Means More Dollars For Dealers

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

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

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

The McCormick Mfg. Co. Limited

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

Makers also of McCormick's Fancy Biscuits





McCormick's JERSEY CREAM Sodas

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

DOMINION CANNERS LIMITED HAMILTON, CANADA

SAUER *"The Seal of Quality"* KRAUT

A Recent Dispatch Reads

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

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

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

Dominion Canners Ltd., Hamilton, Ont.

This
Strawberry
Jam
is
De Luxe





WAGSTAFFE'S

STRAWBERRY JAM

1918 PACK

NOW READY FOR DELIVERY

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

CARRYING CAPACITY



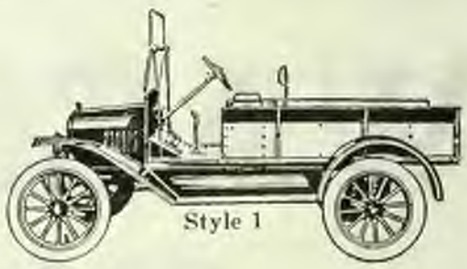
Just what the Grocer

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

Babcock Commercial Bodies

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

MADE IN CANADA



Style 1



Style 2

Exactly Suited to the Delivery of Groceries

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

Write for Illustrated Folder and Prices

AGENTS WANTED—Write for Terms

CARRIAGE FACTORIES, LIMITED

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

1918 Pack Ready Now

"E. D. S." Strawberry Jam



The E.D.S. Labe guarantees the quality.

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

E
D S

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

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

BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.) HAMILTON

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

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

BRISTOL, SOMERVILLE & CO.

Canadian Food Control License No. 6-058 WHOLESALE GROCERS



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

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

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

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

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

Egg-O Baking Powder Co., Limited

HAMILTON, CANADA

Furnivall's FINE FRUIT PURE JAM

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

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

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

And the Furnivall profit margin is particularly good.

FURNIVALL-NEW, Limited

Hamilton, Canada

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



Malcolm selling qualities are everything that you could wish for

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

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

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

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

THE MALCOLM CONDENSING CO., LIMITED

The All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

Mr. George Washington of New York Says

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

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

Everybody likes

CHICKEN A LA KING

Blue Seal Brand

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

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

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

E. W. Jeffress, Limited

WALKERVILLE, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE DISTRIBUTING FORWARDING

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage Storage Distribution

MANUFACTURERS:

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

GEO. W. GRIFFITHS & CO., LTD.

Manufacturers' Agents and Commission Brokers

402 Chamber of Commerce
Winnipeg - Manitoba

We will push your product in the West

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

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

Full particulars without any obligation from

SCOTT-BATHGATE CO., LTD.

Wholesale Grocery Brokers and Manufacturers' Agents

140 Notre Dame Ave. E., WINNIPEG



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WHOLESALE
GROCERY BROKERS
Manufacturers' Agents
Commission Merchants

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

Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.
We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.
F. D. COCKBURN CO.
WINNIPEG

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. & J. JONES
WINNIPEG - VANCOUVER
Wholesale Commission Brokers and Importers

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

205 CURRY BUILDING
WINNIPEG

Williams Storage Co.
WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Warehouse Space To Rent

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

DONALD H. BAIN Co.

Wholesale Commission Merchants and Brokers

WINNIPEG
Head Office

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

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

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

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Rangoon Beans on Spot
Write us for Quotations
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

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

Coffee, Its History Classification and Description
By Joseph M. Walsh
This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:
- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of
$2.00
It Will Pay You to Send at Once.
MacLean Publishing Co.
Technical Book Department.
143-153 University Avenue, Toronto.

TO
Manufacturers' Agents

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

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

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

MARITIME PROVINCES

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

Do you require representation in New Brunswick ?
Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., Halifax, N.S.; W. C. Macdonald, Regd., Montreal. P.Q.

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

Just try how MacKay's will sell



IT'S THE REAL MACKAY

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

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

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

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

John MacKay Co., Limited
BOWMANVILLE, ONT.



Do good profits interest you?

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

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.

Recommend these profit makers

You can do so confident that the excellent good qualities of

Mathieu's Nervine Powders and Syrup of Tar



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

J. L. MATHIEU
COMPANY
Sherbrooke Quebec



Millions Know This SUN-MAID Package



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

Let the Women See It

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

SUN-MAID RAISINS

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

California Associated Raisin Co.
Membership, 9,000 Growers
Fresno, California

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

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

DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST

Tobin's "Peerless" Soldiers' Comfort Boxes



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

J. TOBIN & SONS (Sons on Active Service)
Ottawa, Canada
"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.

Man Left You, Did He?

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

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.
The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

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

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

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

PURINA POULTRY FEEDS



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



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

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

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



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

The Chisholm Milling Company, Limited

TORONTO, CANADA

THE CHISHOLM MILLING CO., LIMITED,
Toronto.

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

Name.....

Address.....

The Profit Is Good



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

Premiums Given for the Trade-Marks.

WM. H. DUNN
Limited

General Representatives for Canada

MONTREAL

Dunn-Hortop, Ltd.,
TORONTO

Special Agents



The whole-hearted confidence of your customers

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

Barnes' is a Pure Concord.

The Ontario Grape Growing and Wine Mfg. Company

ST. CATHARINES, ONTARIO

Y & S STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Purity TABLE SALT



No Better Salt for Table or Dairy

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

Purity Table Salt is a line worth pushing regularly.



THE WESTERN SALT CO. LIMITED
COURTRIGHT ONT.

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

MADE IN MEDICINE HAT

PERFECTION SANITARY COOLER

Best on the Market.



Crated weight, 60 lbs.

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

Medalta Stoneware, Limited - Medicine Hat, Alta.

$1 FOR A MAN

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

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

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

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

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

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

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

L. S. Marshall of Simcoe

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

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

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

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

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

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

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

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

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

The MacLean Publishing Co., Limited, Toronto, Canada

Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

Wheat Flour Substitutes

Quaker Oats
Tillson's Oats
Tillson's Scotch Fine Cut Oatmeal
Quaker Best Cornmeal
Quaker Toasted Corn Flakes
Puffed Rice
Tillson's Scotch Health Bran

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

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

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

THE QUAKER OAT COMPANY

London Neepawa Peterborough Saskatoon

CANADA

National Tariff Commission Proposed to Consolidate Canadian Prosperity

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

Constructive Plan to Bridge Perilous Gulf

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

An Editorial Feature of an Outstanding Issue

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

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

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

Annual Subscription $3.00. ....

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

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

Name ....

C.G. 7-A.

Address ....

(Please write plainly)

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

Red Rose Tea
has had 24 years
of success



WETHEY'S

Orange Marmalade

excels all others

Winter Butter and Eggs at Summer Prices!

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



Tall Butter Jars

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

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

The Toronto Pottery Co., Limited
617-618 Dominion Bank Bldg., King and Yonge
TORONTO



This Show Card will make sales for you

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

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

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

MAGOR, SON and COMPANY, LIMITED

30 CHURCH ST., TORONTO Agents for the Dominion 191 ST. PAUL ST. W., MONTREAL



No. 3 UNIVERSAL

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

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

Listen, Mr. Grocer

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

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

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

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

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

The Walker Bin & Store Fixture Co., Limited

Kitchener, Ont.

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

CANADIAN GROCER

Vol. XXXII. TORONTO, JULY 5, 1918 No. 27

Sugar Rationing a Possibility

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

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

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

Sugar Curtailment Must Be More Substantial

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

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

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

The General Situation

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

The Canadian Trade

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

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

Canada's Sugar Ration

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

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

Transportation the Vital Point

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

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

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

The Right of Entry and Search

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

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

The order provides as follows:

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

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

Failure to Permit Search Constitutes an Offence

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

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

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

LICENSES FOR ICE CREAM SALES

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

Coffee Due For Sharp Advance

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

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

Evidently the frost reported is of a serious nature, and must have had a very serious effect on the crop prospects. The sensational nature of the movement on the Brazilian market, when spot stocks advanced from $2 to $2 50 a bag, or roughly 2c a pound on green coffees, is a very good evidence that conditions are of a fairly serious nature.

British Government Take Entire Jamaican Crop

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

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

CANADA'S GROWING CANNED GOODS IMPORTS

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

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

	Quantity in pounds	Value	Quantity in pounds	Value	Quantity in pounds	Value
Fruits	4 219,482	$251,536	9,597,641	$ 611,225	7,830.379	$ 677,270
Jellies, Jams and Preserves	2.211,781	208,647	1,273,019	150,417	220.143	36,517
Tomatoes and Corn	411 532	26,659	11,466,738	593.006	8,538 932	701.234
Vegetables and Beans	2,591.836	195,028	6.176,932	384,278	6,034,581	526,828
		$681.870		$1.738,926		$1.941,849

TOO FAST FOR HIM

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

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

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

U.S. Sets Profit Limit for Grocery Trade

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

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

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

Price Interpreting Committees

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

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

Detailed Reports on Prices

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

Consumers will be asked to report to their food administrator any stores charging more than the announced prices. Investigations of these reports will give the Food Administration a basis upon which to work in separating the patriotic dealer from the profiteer. An indirect control over the retail stores may be exercised by cutting off supplies at the source—instructing licensed wholesale dealers to sever business relations with the firms which exact more than a reasonable charge.

Retail Price Reporters

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

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

RETAIL MARGINS TO BE ALLOWED

Wheat flour, per bbl.	80	$1.20
Wheat flour, less than mill pkgs., per lb.		.01
Sugar, per hundred		1.00
Rye, barley, rice and corn flour	16	20%
Corn grits, corn meal, hominy	16	20%
Canned milks	16	20%
Oatmeal, rolled oats	20	25%
Rice (Blue Nose Brand)	20	25%
Corn syrup	20	25%
Edible starch	20	25%
Dried beans	20	25%
Standard canned corn, tomatoes	25	30%
Standard canned peas, dry beans	25	30%
Dried fruits, raisins	25	30%
Lard in bulk, per lb.	.03 to .05	
Lard substitutes, bulk, per lb.	.03 to .05	
Lard substitutes, in pkgs.	16	20%

Butter, eggs, potatoes, oleo, ham, bacon, cheese to be determined by local conditions.

If the retailer's cost on sugar is found to be, for instance, $7.90, his maximum selling price should still be 9c per lb. Fractional costs should be so considered.

When publishing prices on salmon and sardines percentages permitted on canned corn, peas and tomatoes should be used.

Percentages to be based on the selling price.

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

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

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

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

U. S. PUTS COCOANUT MEAT ON EMBARGO LIST

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

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

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

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

IF YOU HAPPEN TO HAVE ANY HONEY, TRY THIS

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

Conflicting Opinions re Sugar Sales

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

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

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

Percentage Varies

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

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

Many Do Not Push Sales

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

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

Synopsis of Opinions

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

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

Further Comment Invited

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

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

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

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

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

Gibson Gage & Co., Kenora, Ont., say: "It is a matter of the retail trade getting together and making price with profit. Sugar is handled to-day on a profit basis, but the profit on same is not enough to cover cost of doing business."

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

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

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

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

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

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

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

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

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

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

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



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

PROMINENT WINDSOR, ONT., GROCER BURNED OUT

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

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

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

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

ORILLIA, ONT., MERCHANTS CLOSE THURSDAY AFTERNOONS

Merchants of Orillia, Ont., have decided to close their places of business every Thursday afternoon during July and August.

TEA MAN SPEAKS OF WESTERN CONDITIONS

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

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

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

CANADIAN MANUFACTURER JOINS CAN. ENGINEERS

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

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

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

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

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

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

Bonus Payments to Clerks

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

By Henry Johnson Jr.

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

ROYAL GROCERY CO.,
———, Ontario,
December 12, 1917.

Mr. Henry Johnson Jr.,
Care Canadian Grocer:

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

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

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

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

Yours very truly,
GEORGE E. ARCHAMBEAULT,
Secretary.

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

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

The Cashier Who Made Good

My business was of the credit-telephone-order kind, so the cashier always was a busy girl. She usually was able to get through her routine bookkeeping before it was time to call up her customers. During the morning, sales over the counter for cash were limited, so she had plenty of time to handle calls over two lines. These were No. 6204 and 6205. Two other lines led to counter phones, No. 6206 and No. 6207. Naturally the operators called No. 6204 first and then the others in succession, so the desk phones were busiest.

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

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

Satisfactory Percentage Adjusted the Work

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

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

Finally, this plan kept the girl happy and content, and removed permanently the question of her own compensation from discussion. Get that? I did not have to think of her pay again.

Where It Did Not Work So Well

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

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

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

The Germ of the Right Idea

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

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

(Continued on page 31.)

Music Pen Used in Original Showcards

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

By Robt. T. D. Edwards.

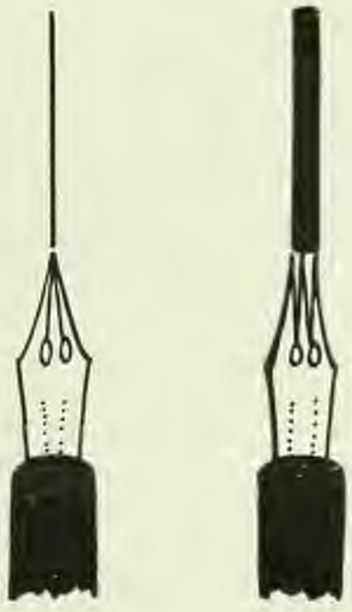
AMONG the many tools used by most modern cardwriters we find the music pen, an instrument which plays an important part in his daily work. This pen is exceedingly popular for all forms of Roman or spurred lettering, but is not practical for a square-faced letter. It is only good for small lettering up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

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

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

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

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



Wide and Narrow Stroke Made by the Music Pen

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

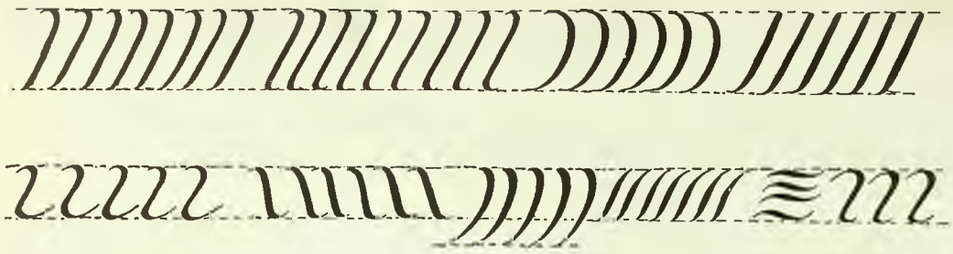
Now, the first thing to learn in connection with the handling of this pen is the principle by which all strokes are made, and when this is mastered all else will come easy. First, all narrow strokes are made when the point of the nib is closed, and all wider than the narrow strokes are made by pressing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

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

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



Method of Procedure in Forming Letters



Strokes for Practice Use With Music Pen

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

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

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

Slanting Form of Letter

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

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



Show Cards Designed With the Music Pen

WOULD POPULARIZE SAUERKRAUT

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

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

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

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

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

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

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

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

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

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

SIX WAYS OF SAVING

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

Watching for needless words in telegrams and for needless telegrams.

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

Routing traveling men more carefully.

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

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

Guarding against waste in wrapping and packing.

NO FURTHER EVIDENCE NEEDED

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

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

LETTERS TO THE EDITOR

THE PURPOSE OF THE WAR

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

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

We are in the fourth year of the war, a phrase which might strike one in the eye like some glaring headline; but both to soldier and civilian it has become such a common-place that the mind receives it without the slightest shock. How far away it seemed at the start to "three years of war," but it has come and gone, and we speak of a million men as an ordinary figure and a million in cash as a mere flea-bite. Times change and we change with them. They say the human body changes every atom in it every seven years, so that only four-sevenths of us is the same as it was when war broke out, but I think it is in the mind that the great change or revolution is taking place. The night before I got my copy I had been attending a lecture in the Y.M.C.A. on the Province of British Columbia and Vancouver Island, with statistics of its wonderful minerals and products, but principally of its "unlimited possibilities," waiting the energy and science of man. I, therefore, was deeply interested in Mr. Gee's masterly paper on "Canada" and the wonderful "heritage" we have in it as a people. We are fighting for its safety and our existence, but just pause here a moment and consider what it would mean to us if the Germans got hold of it, and they are striving every effort to do so. Well, I am perfectly sure "life" would not be worth living, and furthermore so great is their lust of conquest lots of you would not get the chance to live, miserable existence though it would be, so you will see "no sacrifice is too great." But this "pessimism" and also the "this or that" of yesterday or before the war is not the business of a "white" man. The individual passes. "Rome is eternal and the race" goes on. You have to take up the "new life" as you find it, and all through the tone of the "minutes" show it is being done. After all much of the old life was "rotten wood," well cut away by the "axe of war." Our politics were becoming unreal; even, I think, our religion was withering in an atmosphere where death did not then as now walk daily by us. We felt so assured about our "country" that we hardly took the trouble to develop it; grave things seemed small and small things grave. Then came the cold and terrible blast from over the the "North Sea." Will the change in our minds last? I think so. This is proved by the very unreality which seems to cling to our pre-war existence, and the change, I am sure, will be for the better. To-day in this country the ordinary man hardly notices the hard conditions of life, for they have become things of use and wont. He is learning to look for "life" in a fuller and diviner sense than can be obtained by the lavish expenditure of cash, and you can hear these sentiments openly and freely expressed wherever you go. Social conditions no less than moral values will gain and not lose from that change, so we know these things to-day not as theories, but as facts. Women have come into their own by the same stern logic of need. Just picture here those heroic nurses in hospital huts same as pictures I mailed; place yourself inside beside a helpless patient's bedside, and these awful death-dealing instruments of war bursting and causing death and destruction all round, and one lights on the end of your hut, and you see with your own eyes the awful work. "Yet no woman left her post." Happy thought that prompted the presence of the ladies of the office staff to a seat at the conference table; they have proved themselves worthy in all countries in this great struggle. Class hatred has broken down in the trenches, and with the urgent necessities of the workshops. All this the war has brought, and we rejoice in the knowledge gathered from stern experience of a fuller sense of our responsibilities in life that we have such a land of opportunities to return to. I am at one with the "optimistic" tone all through Mr. Gee's paper, and much as I love this "old country" I never miss an opportunity amongst my friends of trying to show in some way how great Canada is and will be. Here I might mention I overheard a month or two ago a number of young "Imperial" troops discussing what they would do after the war. They were all for emigrating, and six out of eight were for Canada. Merely a passing incident, but very suggestive.

CANNED GOODS' PLACE IN FEEDING THE WORLD

Editor Canadian Grocer:

We read the article in your CANADIAN GROCER of April 5th, bearing the heading "Would dating canned goods help the trade?" by an "Amateur Agitator." He certainly was well named. One has only to ask himself why did canning ever come into existence, if what is canned one day or month must be consumed the next or be considered old goods and at a discount. The very reason canning was brought into existence was to pack perishable articles in a time of plenty and conserve them for a time of scarcity. To pack in years of plenty and carry to years of scarcity, to pack tropical fruits in the south and make it possible to consume these at the North Pole if necessary, or in other words to make it possible to distribute fruits and vegetables the world over without regard to where they were grown. Canned goods only made it possible to explore the far north where it took years to make the expedition. We want to stop and think what the stores of canned goods mean to the world if we should be called upon to face two, three, or even more years' famine, which is quite within a possibility during the coming years. If some of the nonsense that has been handed out of late to those doing their best to produce the very best food is not soon stopped we will have three or more officers standing to examine the products of one faithful food producer. If we have very much more of this food control, food inspection, food confiscation and destruction, we will soon have no food to inspect. This bunch of Government office seekers should be chased out to the farms, where they will do some good; every move they are making has a tendency to cripple production, and invite famine.

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

BONUS PAYMENT TO CLERKS

(Continued from page 28.)

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

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

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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EDITORIAL BRIEFS

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

* * *

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

NO NEED FOR A CHANGE

THE Winnipeg Consumers' Association has inaugurated a campaign to displace the present members of the Canada Food Board in favor of others whose names are not suggested. This association seems to be of the rather surprising opinion that the Canada Food Board is responsible for the present stringent food conditions, and could remedy them if it so desired. As a matter of fact, of course, the Food Board is in no way responsible, and can in no wise change the world conditions that have made this stringency a fact. The best they can hope to do is to alleviate conditions, and to conserve resources so that world conditions may not utterly break us. In that direction the Canada Food Board seems to have acted with wisdom and fair-mindedness. Probably they have made mistakes. That is only human. This much at least may be said that they have used large powers without undue severity, and that they have achieved some results that are of outstanding benefit to Canada as a whole, to the cause for which we are fighting, and to the merchants of the country. There is no reason to believe that anyone could do the job better, and it has always been a poor policy to swap horses while crossing a stream.

A MORAL FROM THE SQUIRREL

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

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

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

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

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

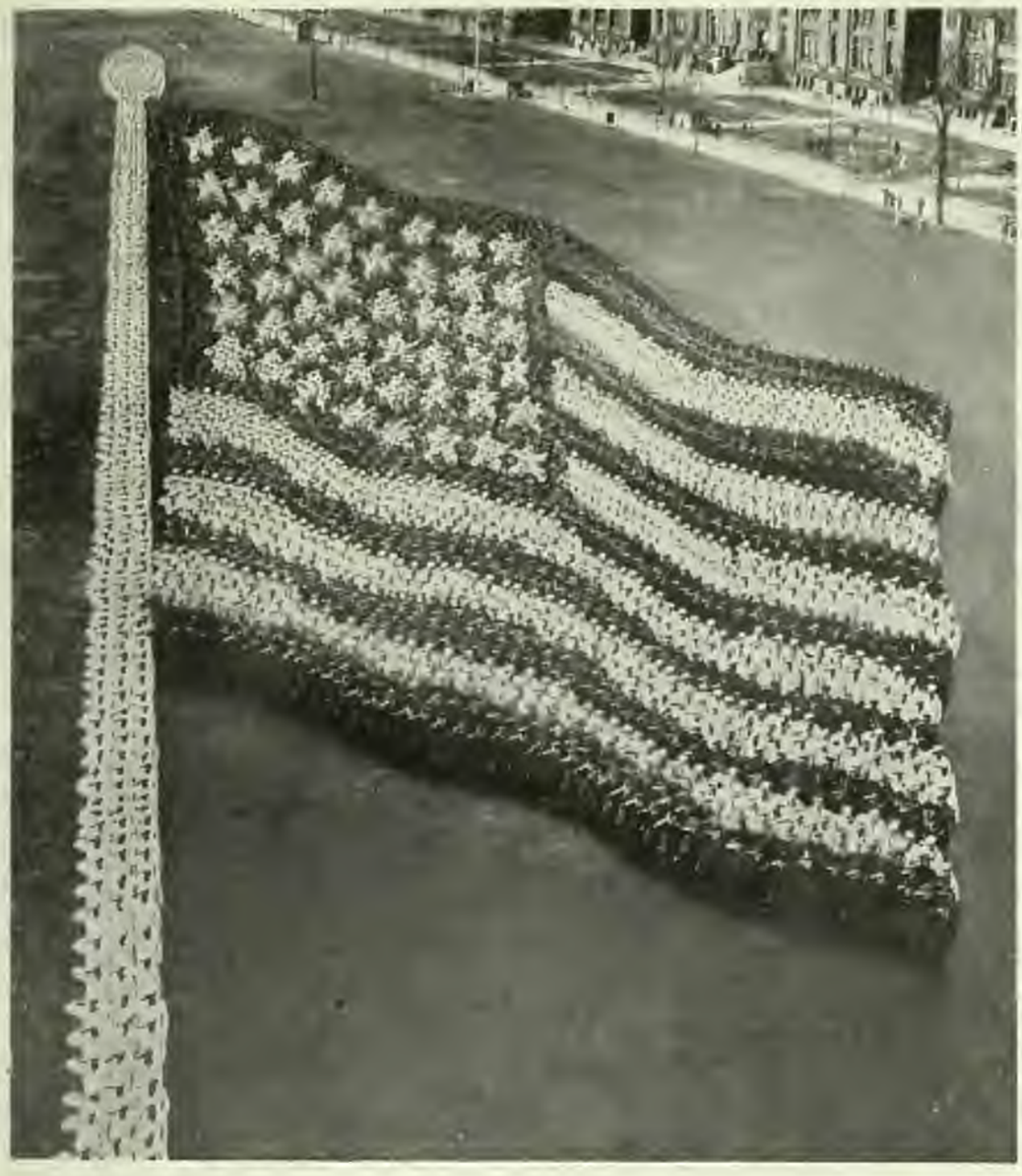
"These four wouldn't for the world be the means of delaying a Canadian charge in France or a barrage. They will fail Canada, if they fail at all, through letting Summer fool them."

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

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

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

Current Events in Photograph—No. 27



UNCLE SAM'S SAILORS

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

MOLASSES AS A SWEETENER

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

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

Of course, since molasses, as bought, contains about 25 per cent. of water and only 70 per cent. of carbohydrate, it will, weight for weight, be less valuable for food than sugar, aside from the fact that it has a lower sweetening power. Some of the sugar sold during the recent shortage was quite low in sweetening power, probably because it had not been carefully refined. The last traces of molasses that stick to the crude sugar seem to impair its sweetening power more than one might expect. For the sake of comparison we append some data on the calorific value per pound of sugar and molasses.

Molasses (cane)	1,290
Brown sugar	1.765
Maple sugar	1 540
Cane sugar	1 860

—*The Tea and Coffee Trade Journal.*

THE HAWAIIAN SUGAR CROP

The United States Government is making every effort possible to move from Hawaii to the mainland the great sugar crop which is just now coming from the plantations and the refineries of the islands.

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

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

A DESERVING CASE

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

"Nein," answered the German.

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

CURRENT NEWS OF THE WEEK

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

Maritime

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

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

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

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

Quebec

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

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

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



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

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

Ontario

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

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

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

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

Western

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

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

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

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

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

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

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

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

Galloway Brothers, general store, Gladstone, Man., have been authorized to change the firm name to Collins and Diamond, Ltd.

JAM PUT ON RATION LIST IN ENGLAND

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

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

A BUMPER PEANUT CROP IN U. S.

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

New Goods Department

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

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

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

Enquiry Department

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

FRUIT STANDARDS

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

———, Kingston, Ont.

Ans.—It referred to the fresh fruit.

DISREGARDING SUGAR REGULATIONS

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

——, Springvale, Ont.

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

CAN WHOLESALER SELL HOTELS, ETC.

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

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

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

BUSINESS AND THE M.S.A.

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

———, Rossburn, Man.

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

MANUFACTURERS OF PASTE AND GLUE

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

C. J. JONES, Winnipeg.

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

WHO PAYS THE MATCH TAX?

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

J. E. LeDAIN, Boissevain, Man.

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

WHAT KIND OF STAMPS ON MATCHES?

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

D. SEXSMITH, Sexsmith, Alta.

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

PRICE TICKETS

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

ROBT. KIRBY, Sarnia, Ont.

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

CONFECTIONER'S LICENSE REQUIRED

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

W. J. CANN, Plattsville, Ont.

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

PRICE OF FLOUR AND FEED

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

OTTO BUTZLUFF.

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

BOOKS ON AUDITING

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

J. A. DAOUST, Monte Bella, Que.

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

A MARKET FOR OLD BOTTLES

Where can I find a market for old bottles?

W. R. WOOD, Turriff, Ont.

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

BILL'S NATURAL OCCUPATION.

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

"Yes, he's dead."

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

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

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

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

.....

.....

Name.....

Address.....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

MARKETS AT A GLANCE

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

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

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

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

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

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

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

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

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

Coffee is becoming increasingly scarce, and jobbers are finding difficulty in getting supplies.

Shelled nuts continue to advance.

QUEBEC MARKETS

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

New Prices Named For Baking Powder

Montreal.

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

Soap and Relishes Up; Barrel Pork Lower

Montreal.

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

Refinery Advances Prices, Result Increased Freights

Montreal.

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

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 00
Acadia Sugar Refinery, extra granulated	8 80
St. Lawrence Sugar Refinery	8 80
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	8 80
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 50
Icing (50-lb. boxes)	8 90-9 30
Diamond icing	9 10
Yellow, No. 1	8 10-8 40
Yellow, No. 2 (or Golden)	8 00-8 30
Yellow, No. 3	7 90-8 30
Powdered, barrels	8 60-9 00
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 55
Crystal diamonds (boxes 100 lbs.)	9 80
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

Ample Supplies Canned Goods; Few Exceptions

Montreal.

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

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

Light Syrup Sale; Molasses Receipts Fair

Montreal.

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

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

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

For outside territories prices range about 3c lower.

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

High Price Basis Regulates Syrup Demand

Montreal.

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

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

Strong Undertone to Beans Though Demand Light

Montreal.

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

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

First Crop Japans Arrives; High Tendencies Noted

Montreal.

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

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

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

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

Local Coffee Steady and Cocoa is Moving

Montreal.

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

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

Rice Prices Steady; Enough For Needs

Montreal.

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

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

Trade Takes to New Prices; Spices Sell Well

Montreal.

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

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

RAISINS IN 25-POUND BOXES

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

Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Dried Fruits Active Considering Season

Montreal.

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

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	....	0 20
(fancy)—		
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	6 84
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 19
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 13
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12¾

Peanuts Advance 3c in States; Almonds Scarce

Montreal.

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

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

Activity Will Continue For Flour Substitutes

Montreal.

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

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

Cornmeal, Pure Gold	....	7 00
Cornmeal (Gold Dust)	6 60	7 00
Barley, pearl	7 50	8 25	8 75
Barley, pot, 98 lbs.	6 00	6 25	6 75
Buckwheat flour, 98 lbs.	....	7 25
Corn flour, 98 lbs.	5 80	6 00
Rice flour	....	9 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	7 75
Oatmeal (standard-granulated and fine)	5 60	6 00	6 40
Peas, Canadian, boilling, bush.	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags	5 10	5 35
Rolled oats (family pack.), case	5 26	5 60	5 75
Rolled oats (small size), case	....	2 10
Rolled wheat (100-lb. bbls.)	....	6 75
Rye flour, small lots, 98 lbs.	7 50	8 00
Self-raising flour—		
3-lb. pkgs., doz.	....	2 80
6-lb. pkgs., doz.	....	5 50

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

Little Sale For Flour; Some Mills Operating

Montreal.

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

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

New Fruits Arrive; Strawberries Are Down

Montreal.

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

Apples—		
Ben Davis	3 25	4 00
Russets	4 50	6 50
Nonpareil	5 00	5 50
Boxed apples (all sizes)	2 75	3 00
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch	5 00	5 50
Blueberries (qt.)	....	0 30
Cherries (California), box	....	3 50
Cocoanuts, sack	7 25	8 50
Grape fruit (fancy Jamaicas)	.3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	5 00
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina)	8 50	9 00
Lemons (choice)	....	7 00
Lemons (California seedless)	....	5 00
Oranges, Valencia lates	7 50	8 50
Oranges, Porto Ricos	....	5 50
Oranges, California navels	7 50	8 00
Oranges, Jamaica	....	6 50
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	....	5 50
Oranges (Sorrentoes), 200 size	....	5 00
Plums (Cal.), box	....	3 00
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Peaches (6-basket)	3 50	4 00
Strawberries (box) (quarts)	0 30	0 35
Strawberries (Montreal), crate	5 00	6 00
Watermelons (each)	....	0 75

Potatoes High; Both New and Old Stock

Montreal.

VEGETABLES.—Although there is no apparent reason for an advance, potatoes have been very high. This applies to the new imported variety which are selling at over $8 per barrel for the best grade. The old stock is apparently scarcer, though some assert that there is enough to meet the demand with a good lot to spare. The high quotations should soon be reduced and this will doubtless be effected in the immediate future with more of the local grown in the market. New carrots and beets and also cucumbers of the Montreal variety are more plentiful and consequently are cheaper. Montreal tomatoes of the hothouse variety are on the market at a fair price and are in active demand. Spinach has held high because of the somewhat unfavorable weather conditions.

Asparagus (doz. bunches)	3 50	4 00
Asparagus, Western Grass (bask.)	....	2 50
Beans, new string (25-lb. basket)	....	4 00
Beets (60-lb. bag)	....	0 75
Beets, new (hamper)	....	2 25
Beets, new (doz. bunches)	....	0 75
Cauliflower (Montreal), doz.	....	3 00
Cabbage (new), barrel	....	6 50
Cabbage (Baltimore), crate	....	6 00
Carrots, new, doz.	0 40	0 50
Carrots (bag)	....	2 00
Celery (Montreal), doz.	1 00	1 25
Cucumbers (hamper)	....	3 50
Cucumbers (Montreal), doz.	....	1 00
Endive (Can.)	....	0 25
Endive (American)	....	0 40
Lettuce, curly (doz.)	0 40	0
Lettuce (Montreal), head	0 50	
Leeks	...	
Mint	.	
Mushrooms, lb.		
Onions, red (100-lb. bag)		
Onions, spring, doz.		
Onions (Texas), No. 1 yellow, cte.		
Do., No. 2 white wax (crate)		
Do., Silver and Red (crate)	.	
Oyster plant	.	
Parsnips (60-lb. bag)	....	
Parsnips, new (doz. bunches)	....	
Parsley (American)	....	
Parsley (Canadian)	....	
Peas (in hampers)	....	4
Peas (Montreal), 20-lb. bag	2 00	2
Potatoes (sweet), per hamper, as to size	2 50	4 00
Potatoes, bag	2 25	2 50
Potatoes (New Brunswick), bag	....	1 65
Potatoes, new, Virginia, bbl.	6 50	7 50
Romane	....	0 50
Radishes (doz.)	....	0 25
Rhubarb, doz.	0 25	0 35
Spinach, box	0 75	1 00
Turnips (Montreal), bag	....	3 00
Turnips (Quebec)	....	3 00
Turnips, new (doz. bunches)	....	1 00
Tomatoes (hothouse), lb.	....	0 40
Tomatoes (Mississippi flats), 4-bas.	....	1 90
Watercress (Can.)	....	0 40
Watercress (Amer.)	....	1 00

Plenty Poultry is Desired; Supply Limited

Montreal.

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

	Live	Dressed
Young ducks, lb.	....	0 45- 0 50
Old ducks (fat)	0 25	....
Old ducks (thin)	0 15	....
Broilers, ¾ lbs., pair	....	0 40- 0 45
Turkeys (old toms), lb.	0 28	0 38- 0 38
Turkeys (young)	....	.... 0 40
Geese	....	.... 0 30
Old fowls	0 30- 0 32	0 35- 0 36
Chickens (milk-fed)	....	0 39- 0 40
Roasting chicken	....	.... 0 37

ONTARIO MARKETS

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

Sugar Situation Unchanged Supplies Appear Adequate

Toronto.

SUGAR.—There is not much change in the situation this week as far as sugar is concerned. Raws are arriving in fair volume, and some refiners are able to keep in operation. There are some refiners, however, who are practically off the market for the moment, and this is putting a fairly heavy strain on the available supplies. There is at the present an overplus of brown sugars, and as a result refiners are requiring the purchase of proportions of this grade with every delivery of granulated; similarly most wholesalers are adopting the same policy to the trade. There is no present indication of any change in conditions, and there will be a sufficient supply, it is expected, to meet all requirements.

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

Powdered, barrels		9 17

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

Wrapping Paper and Paper Bags Advance

Toronto.

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

Scarcity of Supplies Keeps Molasses at Record Prices

Toronto.

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

Corn Syrups—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb...	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Canned Goods Fair; Prices Unchanged

Toronto.

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

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

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 00	3 25
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 55	3 65
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Succotash, No. 1, doz.	2 90	2 35
Pineapples, 2s	2 50	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Raspberries, 2s, H.S.	3 00	3 25
Do., raspberry, 4-lb. tin	....	0 85
Do., black currant, 4-lb. tin	0 75	0 83
Do., strawberry, 4-lb. tin	0 84	0 87
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 50	3 60
Strawberries	3 60	4 40

Dried Fruit Quiet; Fair Demand Noted

Toronto.

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

Apples, evaporated, Ontario	0 20	0 21
Do., da., Nova Scotia	0 17	0 18
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	....
Orange	....	....
Citron	....	....
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25's, faced	....	0 18
40-50s, per lbb., 25's, faced	0 17	0 17¼
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12¾	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes.	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	0 14	....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

Tea Buying Light But Strong Tone to Market

Toronto.

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

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

and are meant to give some indication of price movement.

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

Coffee Will Probably Advance in Near Future

Toronto.

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

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36

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

Spices in Strong Market; Several Advances Noted

Toronto.

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

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 48	0 53
Paprika, lb.	....	0 60
Nutmegs, selects, whole, 100s	0 45	0 48
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 60	0 65
Coriander, whole	0 25	0 28
Carraway seed, whole	0 96	1 00
Cream of Tartar—		
French, pure	0 95	1 05
American high test	....	....
2-oz. packages, doz.	....	1 50
4-oz. packages, doz.	....	3 25
8-oz. packages, doz.	....	5 45
8-oz. tins, doz.	....	6 00
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Nut Prices Strong; Fair Supplies Available

Toronto.

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

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

Rice in Strong Market; Supplies Light

Toronto.

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

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

Package Goods Unchanged Average Activity

Toronto.

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

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

More Fruit Arriving; Prices Somewhat Easier

Toronto.

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

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

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

Imported Potatoes; Show Sharp Advance

Toronto.

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

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

Flour Stocks Light; Demand Moderate

Toronto.

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

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

Mill Feeds Very Scarce; Some Mills Sold Output

Toronto.

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

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

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

VANCOUVER, B.C.:

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

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 2.—Things are quiet in grocery lines this week as all travellers are laying off for a few days. Fels Naptha soap has advanced 65c per case, and advances on other soaps appear likely. Butter prices are firm; eggs inclined to stiffen. Market bare of new potatoes but car of Mississippi Reds is expected to-morrow and is quoted at 4½c per pound. Strawberries are about over, a car of Crestons arrived to-day and sold at $4.50 a crate. Pink salmon talls are selling $9 to $10.25. Kootenashi small white beans $14.50.

CALGARY:

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

Saskatchewan Markets

FROM REGINA, BY WIRE.

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

REGINA—

Beans, small white Japans, bu.	....	7 75
Beans, Lima, per lb.	....	....
Flour, standard, 98s	....	5 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 65
Rice, Siam, cwt.	....	9 25
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	10 25
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	19 10
Bacon, lb.	....	0 47½
Eggs, new-laid	0 30	0 32
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 35
Corn, 2s, standard case	4 85	4 95
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 22½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 85
Peaches, 2s, Ontario, case	....	4 65
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00

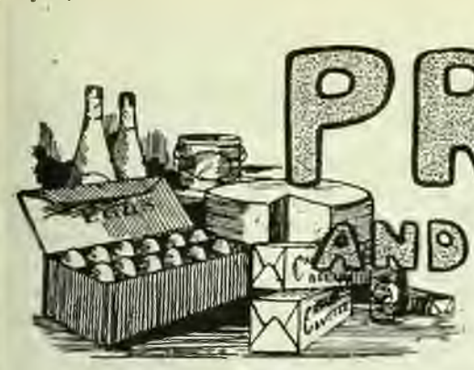
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

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

ST. JOHN, N.B.:

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



PRODUCE AND PROVISIONS



Handling a Produce Trade Successfully

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

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

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

The letter reads as follows:

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

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

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

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

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

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

"If you fail to induce him to live and let live, buy your produce so that you know you can realize a profit on it, at the same time show your customers that you are paying the fair market price and have no money to throw away. Reduce the price on some standard lines so that your profit on produce and the profit on goods will at least give you the normal profit combined. Jones & Co. have to meet your selling price and as this margin is considerably reduced they won't be long in realizing that they are playing a losing game and will eventually come down to earth and you can all go ahead and work together. Remember, I do not advocate a cut-price war but if Jones & Co. are bull-headed enough to pay away above the market price for produce give it to them at the other end also and in ninety-nine cases out of one hundred you will have them working on a decent profit-giving basis.

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

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

LETTING THE CUSTOMER PROVE THE CLAIMS

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

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

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

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

CAN RURAL FISH DEMAND BE IMPROVED?

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

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

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

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

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

WASHING EGGS AN INJURIOUS PRACTICE

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

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

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

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

REGARDING THE HOLDING OF CHEESE

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

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

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

Margin of Advance Over Cost

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

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

NOT SUFFICIENT PROFIT ON CHEESE UNDER SET PRICE

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

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

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

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

LARGE FRENCH WINE CROP

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

Produce, Provision and Fish Markets

MARKETS AT A GLANCE

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

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

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

Smoked Meats Active; Hogs Steady and Quiet

Montreal.

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

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

Steady Demand For Lard; Prices Hold

Montreal.

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

Lard. Pure—	
Tierces, 400 lbs., per lb.	0 32
Tubs, 60 lbs.	0 32½
Pails	0 32¾
Bricks, 1 lb., per lb.	0 34

Shortening Consumption Fair; No Price Changes

Montreal.

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

Shortening—		
Tierces, 400 lbs., per lb.	....	0 26¼
Tubs, 50 lbs.	....	0 26¾
Pails, 20 lbs., per lb.	....	0 27
Bricks, 1 lb., per lb.	0 28	0 28½

Steady But Limited is Margarine Demand

Montreal.

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

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

Butter Tone Easier But Are No Changes

Montreal.

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

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

Cheese Being Bought and Prices Are Good

Montreal.

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

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

Eggs Have Advanced One Cent Per Dozen

Montreal.

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

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

Western Fish Scarce; Prices Hold Unchanged

Montreal.

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

SMOKED FISH.

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

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	....	12 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	....	6 75
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador) per bbl.	....	24 00
Do., tierces	....	33 00
Salmon (B.C. Red)	....	26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)	....	15 00
Green Cod (large bbl.)	....	16 00
Green Cod (small), bbl.	....	12 00
Mackerel, No. 1, per bbl.	....	25 00
Mackerel (½ bbls.)	....	13 50
Codfish (skinless), 100-lb. box	....	12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, boneless, lb. (according to package	0 14	0 18
Codfish, Shredded, 12-lb. box	....	2 20
Eels, salted	....	0 12
Pickled turbot, new, bbls.	13 00	14 00
Do., half barrels	7 00	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 17
Cod, dry (bundles)	....	12 00

SHRIMPS. LOBSTERS

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

FRESH FROZEN SEA FISH.

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

FRESH FROZEN LAKE FISH

Pike, lb.	0 09½	0 10
Perch	0 12½	0 13
Whitefish, lb.	0 13	0 14
Whitefish (small)	0 10	0 12½
Lake trout	0 18	0 20
Eels, lb.	....	0 12
Doree	0 13	0 14

FRESH FISH

Barbotte	0 14	0 15
Haddock	0 06½	0 07
Steak cod	0 11	0 12
Market cod	....	0 06½
Carp	0 09	0 10
Dore	0 16	0 17
Lake trout	0 19	0 20
Brook trout	0 35	0 37
Pike	0 12	0 13
B. C. Salmon	0 26	0 28
Salmon (Gaspe)	0 22	0 24
Gaspereaux, lb.	....	0 06
Gaspereaux, each	....	0 04½
Gaspereaux herring (100)	....	3 50
Western Halibut	0 22	0 23
Eastern Halibut (chicken)	....	0 20
Eastern Halibut (med.)	....	0 22
Flounders	0 09	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 18	0 19
Whitefish (small)	0 09	0 09½
Eels	....	0 14
Mackerel, lb.	0 11	0 12
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	....	0 24
Shad	0 15	0 16

Live Hogs Advance; Hams in Strong Position

Toronto.

PROVISIONS.—Live hogs showed an advance of 25 cents on the market this week, and there is a generally stronger feeling. While this is the case it is not thought that the export figures will increase as the United States has still the advantage in price, and consequently dealers are inclined to think that the advance is hardly justified. Hams remain firm indeed, owing to a short supply. Prices show no change.

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

Lard in Fair Demand; No Change in Price

Toronto.

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

Lard, pure, tierces, 50 lbs., lb. 0 29¼ 0 29¾
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Market Inactive Prices Remain Firm

Toronto.

SHORTENING.—There is no change in the market on shortening. Demand is fair, though some improvement is noted.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26½
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Demand Good; No Changes Noted

Toronto.

MARGARINE.—There is a fair demand for margarine, and stocks are moving with some freedom; supplies are fairly plentiful.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Butter May Decline; Country Price Too High

Toronto.

BUTTER.—There is a general feeling among produce merchants that they are paying more than the market warrants for butter and that the prices must decline in the near future. The buying price of the British Commission is 43½ cents, practically the same price as is being paid at country points by the provision men. Stocks going into storage at present are much lighter than usual, and it is not improbable that the pinch will be felt next fall and winter. There have been no changes in price during the past week.

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

Eggs Advance Again; Supply Short

Toronto.

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

Eggs—		
New-laids, in cartons	0 47	0 49
Do., loose, doz.	0 45	0 46

Cheese Very Short; Demand Fair

Toronto.

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

Cheese—		
New, large	0 23	0 24
Old, large	0 24	0 25
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Good Demand for Poultry; Prices Slightly Easier

Toronto.

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

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$....-$0 25	$....-$....
Duckling	0 30-	....- ....
Turkeys	0 25- 0 28	0 30- 0 35
Roosters	0 24- 0 25	....- ....
Hens, over 5 lbs.	0 28- 0 29	0 31- 0 32
Hens, under 5 lbs.	0 25- 0 27	0 27- 0 29
Chickens, Spring	0 45- 0 48	....- 0 50
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

Hens	0 28	0 35
Chickens, Spring	0 60	0 70
Ducks	0 30	0 34
Turkeys	0 36	0 40

Fish Demand Heavy; Mackerel Rather Lower

Toronto.

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

SMOKED FISH.		
Haddies, per lb., new cured.....	0 12	0 13
Chicken haddies, lb.	0 11	0 12
Haddies, fillets, per lb.		0 15
Kippered herrings, per box.....	1 75	2 00
Digby herring, skinless. 10-lb...	....	2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks.....	....	3 40
Acadia cod, 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	....	0 13
Skinless cod, 100-lb. boxes, lb...	0 11	0 12
Halifax shredded cod, 24s.....	....	2 20
Salt Mackerel, kits, 20 lbs.	....	3 00
Labrador salt herring, barrels...	....	....
FRESH SEA FISH		
Brills, dressed, lb.	....	0 10
Cod, steak, lb.	0 09	0 10
Do., market, headless, lb.	....	0 09
Flounders, lb.	0 08	0 10
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, lb.	0 06½	0 08
Herring, lb.	0 05½	0 06
Mackerel	0 09	0 09½
Plaice, dressed, lb.	....	0 10
Soles, dressed, lb.	....	0 10
Salmon, Red Spring, lb.	0 21	0 25
FRESH LAKE FISH		
Herring, lb.	0 08	0 08½
Trout, lb.	0 14	0 16
Whitefish, lb.	0 15	0 16
Ontario Government Fish		
Herring	....	0 08½
Mullets	....	0 05
Pickerel	....	0 11½
Pike	....	0 09
Sturgeon	....	0 20
Trout	....	0 11½
Whitefish	....	0 11½

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

Live Hogs High; Lower Prices Expected

Winnipeg.

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

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 33
Bacon—		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 30
20s	....	6 30
Cases, 5s	....	18 52
Cases, 3s	....	18 60
Compound—		
Tierces	....	0 25½
Tubs, 50s, net	....	12 87
Pails, 20s, net	....	5 40
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 45
Fresh made creamery, No. 2..	....	0 43½
Margarine	0 31	0 32
Eggs, fresh, doz.	....	0 29

Egg Market Firm; Demand Good

Winnipeg.

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

California Fruit Arriving; Few Price Changes

Winnipeg.

FRUITS AND VEGETABLES.—There was very little change in the trade this week. The local supply of lettuce is now on the market, selling at 4c. California fruit is now coming in steadily, and prices are unchanged.

WEEKLY MARKET REPORTS

Continued from page 41.

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

Substitute Flour in Demand Creates Active Market

Toronto.

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

MANITOBA MARKETS

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

Rio Grades Coffee Scarce; No Improvement in Sight

Winnipeg.

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

Rice May Advance; Market Strong

Winnipeg.

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

Dried Fruits Steady; Few Changes

Winnipeg.

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

Shelled Nuts Advance; Market Uncertain

Winnipeg.

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

Wheat Supplies Light; Mills Will Close Soon

Winnipeg.

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

Rolled Oats Light Demand; Dealers Well Supplied

Winnipeg.

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

HE KNEW

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

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

Food Represents Life and Money in the World To-day

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

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

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

Eureka Refrigerator Company, Limited
11 Colborne Street, Toronto
Save Food Now—We Can Help You



HELP WIN THE WAR
with
Freeman's Green Bone Cutter



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

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

Write for Catalogue and Price List.

Manufactured by
The W. A. Freeman Co., Limited
HAMILTON, ONT.
Representatives :
TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547

Bacon

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

F. W. FEARMAN CO.
Limited
HAMILTON

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

For the Luncheon Table and the Picnic Hamper

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

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

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

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

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

Let us ship you a trial order **—this week!**



Davies Quality Thick Bologna

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



Davies Quality Ham Bologna.

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

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

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

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



Brunswick Brand

quality makes friends of all

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

That's why they repeat.

Get stocked from our list below:



¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.





INDIAN CHIEF BRAND CLAMS

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

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

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

Why not order a trial supply to-day?

SHAW & ELLIS

POCOLOGAN, N.B.



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

RELEG

Pronounce "REAL EGG"

Agents Wanted



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

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

Just ¾ teaspoonful of Releg dissolved in a tablespoonful of hot water is equivalent to one egg, in your baking.

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

RELEG COMPANY, Regd.

34 King Street, Quebec, Canada

Try This Experiment

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

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

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

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

Write us

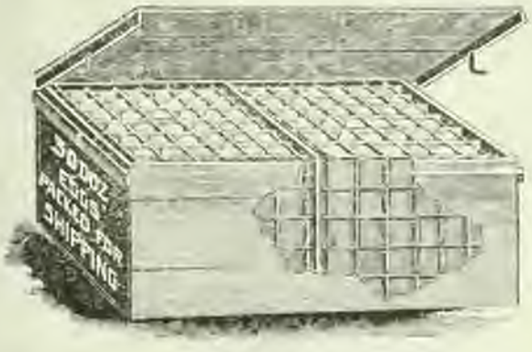
Star Service costs you less--

Increases your Business and Profits

Star Egg Carrier & Tray Mfg. Co.

1620 Jay St. Rochester, N.Y.

THE MILLER BROS. CO., LIMITED



Manufacturers of

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

20-38 DOWD STREET, - MONTREAL, CANADA

SMALL'S MAPLE SYRUP

Maple Butter



Maple Sugar

World's Standard For Nearly One Hundred Years

—AT ALL JOBBERS—

SMALL'S, Limited - Montreal, Que.

A delicious customer pleaser

Holbrook's
Imported
Worcestershire Sauce

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

You can make nice profits by pushing Holbrook's. Try it.

We can also supply you with Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powder (all flavors).



ROSE'S LIME JUICE

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

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

Sole Agents for Canada

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

Looking for a Man?

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

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

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

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

Make your advertisement brief—like a telegram.

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

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

Canadian Grocer
143-153 University Ave.
Toronto



Many Uses

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

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

Junket
MADE *with* MILK

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

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

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



Chr. Hansen's
Canadian Laboratory
Toronto, Canada

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



ALWAYS KEEP CANS OF

Sani-Flush

WHERE CUSTOMERS CAN SEE THEM

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

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

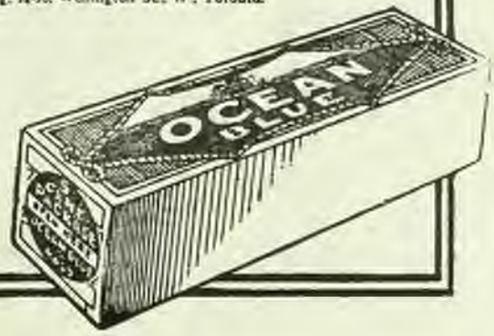
Don't hide the fact that you sell

OCEAN BLUE

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

Order from your Wholesaler.

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



CENTURY SALT



---a salt that's easy to sell

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

Be sure your stock is well displayed.

THE DOMINION SALT C° LIMITED
SARNIA, ONT.

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



She Will Come Back

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

KEYSTONE
HOUSEHOLD BRUSHES

you sold them.

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

Write for prices to

STEVENS-HEPNER CO., Limited

Port Elgin, Ontario

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

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

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

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 65
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 15

BLUE

Keen's Oxford, per lb.	0 22
In cases 12 12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	90

SWEET CHOCOLATE—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6-lb. boxes	30
Diamond, ¼s, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS—

	Per doz.
Milk medallions, 5-lb. boxes	0 [illegible]
Nonpareil wafers, 5-lb. boxes	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 89
Lunch bars, 5-lb. boxes	0 89
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 80
Filbert Nut Bars, 24 in box, per box	0 95
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

Just where do we stand?

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

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

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



Field-Marshal Sir Douglas Haig.

Imperial Topics

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

The War - -

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

Fiction - - -

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

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

July MacLean's

"Canada's National Magazine"

At All News Stands - 20 Cents

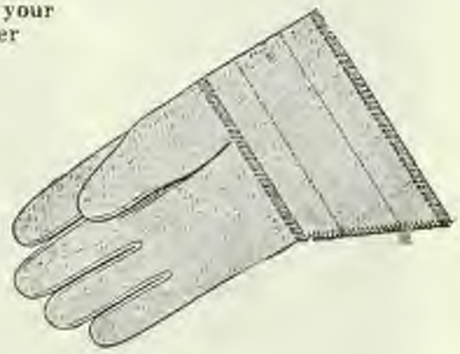
TAPATCO
REGISTERED TRADE MARK BRAND

You Can Sell Tapatco Gloves to the Men of Your Town

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

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

Ask your Jobber



The American Pad and Textile Co.
Chatham, Ontario

Sell Cane's Zinc, Tin and Glass Washboards

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

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

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



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

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

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

YUBA BRAND

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

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net. 30 days.

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

EVAPORATED MILK

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

CONDENSED COFFEE

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

CARNATION MILK PRODUCTS CO., LTD.

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

EVAPORATED MILK.

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.

Lunch Ham—1s, $6.45; 2s, $13.50.

Ready Lunch Beef—1s. $4.45; 2s $9.

English Brawn — ½s, $2.90; 1s, $4.95; 2s, $9.90.

Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.

Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.45.

Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.45.

Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.

Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.

Geneva Sausage—1s. $4.95: 2s, $9.45

Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.

Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.

Jellied Veal—½s, $2.90; 1s, $4.45; 2s. $9.

Cooked Tripe—1s. $2.45; 2s, $4.45.

Stewed Ox Tail—1s, $2.45; 2s, $4.45.

Stewed Kidney—1s, $4.45; 2s, $8.95

Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.

Sausage Meat—1s, $4; 2s, $7.75.

Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.

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

Jellied Hocks—2s, $9.95; 6s, $29.80.

Irish Stew—1s, $3.45 ;2s, $6.75.

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

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

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

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

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

Tongue Lunch—1s, $6.75.

Beef Suet—1s, $4.90; 2s, $8.50.

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

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

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85.
With Plain Sauce—Ind., $1; 1s, $1.65; 2s, $2.40; 3s, $3.40.

Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consommé, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s, $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65; Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.65; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.

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

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

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

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

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

Spaghetti with Tomato Sauce with Cheese—½s, $1.85; 1s, $2.50; 3s, $4.80.

Tongue, Ham and Veal Pates—½s, $2.25.

Ham and Veal Pates—½s, $2.25.

Smoked Vienna Style Sausage—½s. $2.45.

Pate DeFoie—¼s, 75c; ½s, $1.40.

Plum Pudding—½s, $2.45.

Potted Beef Ham—¼s, 75s; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.

Potted Tongue—¼s, 75c; ½s, $1.40

Potted Game (Venison)—¼s, 75c

Potted Veal—¼s, 75c; ½s, $1.40.

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

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

Devilled Tongue—¼s, 75c; ½s. $1.40. Vea—¼s, 75c; ½s, $1.40.

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

In Glass Goods

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

Ox Tongue — 1½s, $14.50; 2s, $17.50.

Lunch Tongue—1s, $9.95.

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

Mincemeat—1s, $3.45.

Potted Chicken—¼s, $2.35.

Ham—¼s, $2.35.

Tongue—¼s, $2.35.

Venison—¼s, $2.35.

Chicken Breast—½s, $9.95.

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

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



TALK INTO YOUR TELEPHONE

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

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

The Bell Telephone Co. of Canada

ECONOMY IS A WAR-TIME NECESSITY—PRACTISE IT!

Save Wheat—

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

PURITY OATS

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

Western Canada Flour Mills Co., Limited

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

The Purity Kid





"McCASKEY"

Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCaskey Systems
Limited
245 Carlaw Ave., - Toronto

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

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

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

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

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

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

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

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

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



AVICO

The Perfect Flavor Vinegar

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

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

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

Acme Vinegar Co., Ltd.

Makers of Vinegars in Bond

WINNIPEG

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.
John Lee Mahin, Pres. Mahin Advertising Agency

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

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

MacLean Publishing Co., Ltd.

Technical Book Dept.

143-153 University Ave. - Toronto

Local Fruits
and
Vegetables

Are now arriving freely, also

California Peaches
Pears Plums
Cantaloupes

FRESH FISH

Exclusive Distributors
Ontario Government

Fresh Water Fish

Also heavy receivers

SEA FISH

WHITE & COMPANY, LIMITED

Fruits **TORONTO** *Fish*

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

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

Canteloupes California very fine quality arriving daily.

Lemons New Verdillas just arrived; fine quality, 300 size. California's Sunkist extra fancy, 300 and 360 sizes.

Oranges Golden Orange Brand California late Valencias; all sizes.

Grape Fruit California seedless, full of juice; fine quality.

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

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861 **Guelph, Ontario**

PEACHES

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

STRAWBERRIES

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

CHERRIES and GOOSEBERRIES

Best kinds for preserving, now arriving.

California Plums, Peaches, Apricots, Cherries, Canteloupes.

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

EVERYTHING IN FRUIT AND VEGETABLES.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS

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



Custard that compels custom

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

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

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

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

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

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

Freeman's FOOD PRODUCTS Watford

189

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

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

SOLE AGENTS FOR CANADA

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

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Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

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

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

SITUATIONS WANTED

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

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

FOR SALE

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

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

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

FIXTURES FOR SALE

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

MISCELLANEOUS

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

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

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

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

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

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

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

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

MISCELLANEOUS

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

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

Navel Oranges

Nova Scotia and Georgian Bay Brand

Apples

Tomatoes

Get in touch with us today

Lemon Bros.

Owen Sound

Ont.

Buyers' Guide

CANNED LOBSTER

I can offer to the wholesale or retail grocer the above in ½-lb., ¼-lb. and ¾-lb. Flats. Genuine goods of 1918 pack. Write or wire for quotations.

BENJAMIN CLOW
Murray Harbor North, P.E.I.

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS. OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 King Street, - LONDON, Ontario

BARRELS

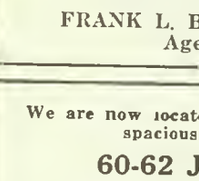
(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF



Cash for Your Accounts

Will Come Quickly If You Use Our Service

We collect on percentage in any part of Canada and the United States. We have no membership or attorney fees, and make

ABSOLUTELY NO CHARGE

if we don't collect.

Give us a trial on some of your accounts — you'll be pleased with the results.

Prompt and persistent attention given. Prompt remittance. Write us NOW for Rates, Testimonials, etc.

The Nagle Mercantile Agency
Westmount (Montreal) - Que.



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKEY'S KNIFE POLISH

WELLINGTON



John Oakey & Sons, Limited
London, S.E. 1, England

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.



PAPER BALERS

All-Steel "Fireproof"
Made in 12 sizes.
Send for catalog.
Climax Baler Co.
Hamilton Ontario

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws of all the States; are readily sold, giving a quick turnover of stock.

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

Have you read page 63? It will interest you.

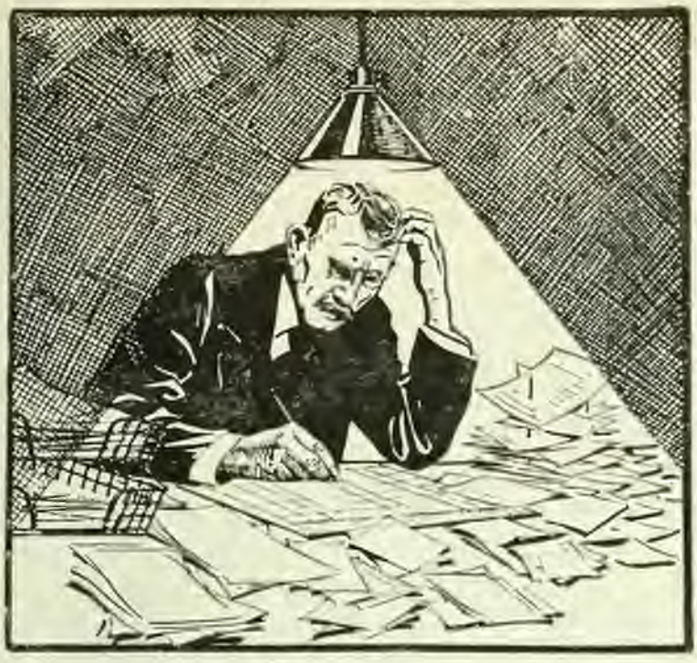
15 cents VOL PEEK

MENDS POTS & PANS

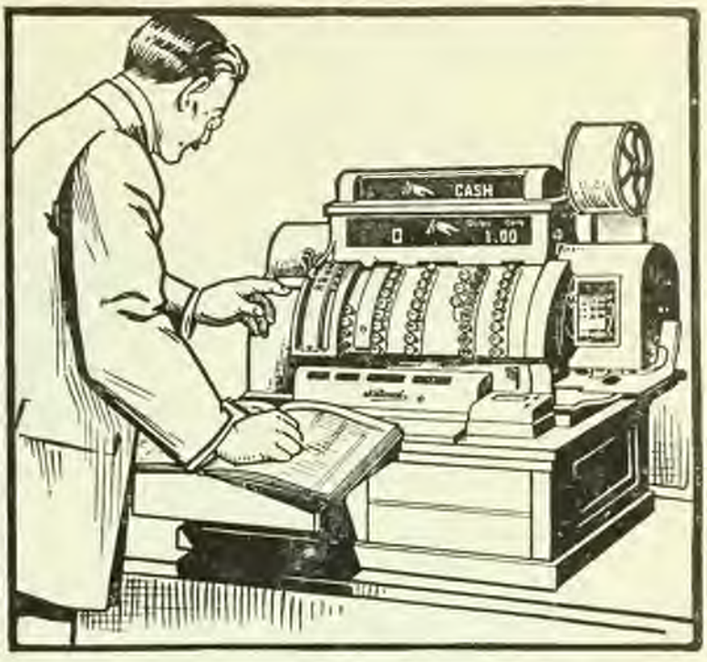


Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.
Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.
Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal



The old way



The new way

A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks. It pays for itself out of what it saves.

Merchants need National Cash Registers now more than ever before

Fill out this coupon and mail to-day

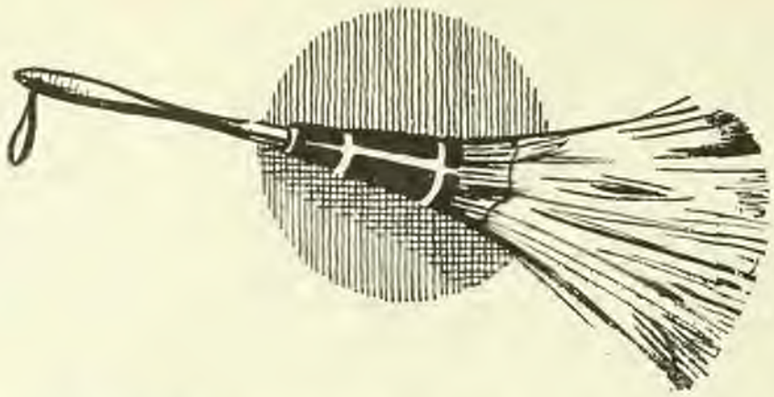
Dept. C6, The National Cash Register Company of Canada, Limited.
Toronto, Ont.

Please give full particulars about the up-to-date N.C.R. System for my kind of business.

Name.....

Business.....

Address.....



WHAT THE FEATHER DUSTER CANNOT DO

AT best, the ordinary mop and feather duster can only raise the dust to settle elsewhere. An unsanitary method which does little to help the appearance of goods openly exposed on the shelves.

STANDARD Floor Dressing

is different. It **captures** fully 90% of the atmospheric dust and holds it. It is sanitary, non-evaporating, non-gumming. It preserves as well as cleans the surface with which it comes in contact. It is purely mechanical in action.



Properly applied with an ordinary floor sprayer, a single gallon will take care of 500-700 square feet of floor space, and will serve its purpose well for several months without further dressing so long as the surface is regularly swept clean with a hard broom or brush.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

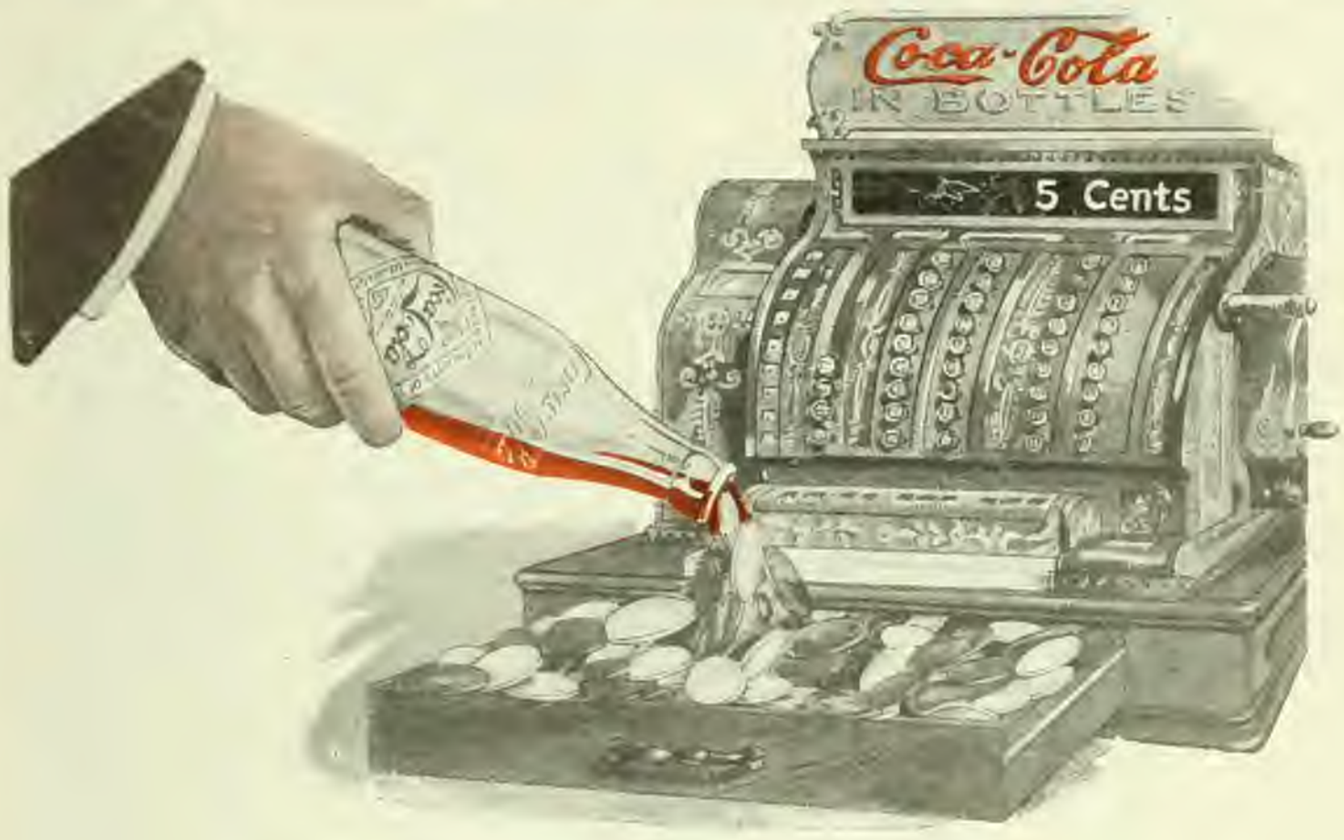
BRANCHES IN ALL CITIES

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, JULY 12, 1918 No. 28



Let Coca-Cola put the profits in your cash register

Let your people know you sell and recommend COCA-COLA—"the most refreshing drink in the world."

COCA-COLA wins on its merits. Widespread consumer advertising is increasing an already huge demand. You'll be asked for COCA-COLA.

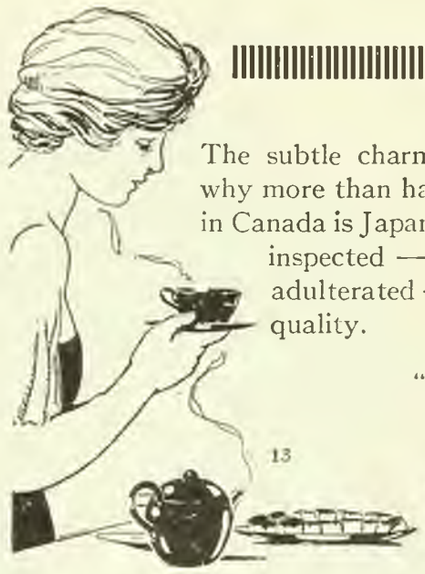
Will you have it when they call?

The Coca-Cola Company

WINNIPEG

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

JAPAN TEA



The subtle charm in each cup tells why more than half the tea consumed in Canada is Japan Tea. Government inspected — uncolored and unadulterated — a tea of real cup quality.

"Over our tea — quaffing the sovereign drink of pleasure and health."
—Brady.

13

Japan Tea appeals in a particular way to people who appreciate a tea of unequalled flavor and goodness.

Produced in Japan—where tea adulteration is strictly prohibited—this delicious tea is pure and customer-pleasing in the extreme.

A display will convince you that there is a real, worth-while demand for Japan Tea. This demand is being strengthened everywhere by our continuous and aggressive consumer advertising.

Order a good supply now and be one of the many dealers to reap the benefits of this publicity.

You can sell Borden's to every picnic party.

Delicious, Convenient Borden Milk Products are indeed ideal for just such an occasion as that pictured here.

Remind your customers frequently during the vacation weeks of Borden suitability for every outing trip where something good and delicious is wanted quickly and conveniently.

Borden's

Milk Products can always be depended upon to give your customers that unlimited satisfaction so productive of increased sales and larger profits.

You know the six Borden favorites:

Eagle Brand Condensed Milk, Reindeer Condensed Milk, Reindeer Coffee, Reindeer Cocoa, Borden's St. Charles Evaporated Milk, and Borden's Jersey Evaporated Milk.

Keep Borden's Displayed.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



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



Selling Avico Vinegar will increase your business

"Avico" is a pure spirit Vinegar of deliciously piquant flavor.

It is just the kind of vinegar every good housewife likes to buy—the kind every good grocer can safely recommend.

By handling and recommending a Vinegar of such unimpeachable goodness you'll attract new trade, and retain the old.

And AVICO is not any costlier.

Acme Vinegar Co., Ltd.

Makers of Vinegars in Bond

WINNIPEG

H. J. LEWIS

of

THE ROBT. GILLESPIE CO.

WINNIPEG

Also **The A. MACLURE CO.**

is in the East to get in touch with manufacturers wanting aggressive representation in Western Canada. This organization covers the Prairie Provinces, calling on both wholesale and retail trade, and is in position to give manufacturers the best of representation. Mr. Lewis' address in Montreal is The Windsor, and in Toronto The King Edward Hotel. Get in touch with him at once.

This is the barley

—that, because of its purity, freshness and high quality has won the endorsement of the highest Infant Specialists.

BROOKS' Baby Barley

Fast Seller. Good Profits. Satisfied Customers.



Order from your wholesaler.

Three Sizes

½	lb.,	per	doz. -	$ 2.30
1	"	"	" -	3.80
3½	"	"	" -	11.50

Agents for Canada:

Harold F. Ritchie & Co., Limited

TORONTO

Made by BROOKS BARLEY CO., Boston, Mass.



Backed by a reputation

—a reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savour. This is why

Windsor Table Salt

Made in Canada

is always in demand—and why Grocers like to handle it. It pleases every customer.

THE CANADIAN SALT CO., LIMITED

256

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

This
Strawberry
Jam
is
De Luxe





WAGSTAFFE'S

STRAWBERRY JAM

1918 PACK

NOW READY FOR DELIVERY

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



This Clerk is saying—

"Yes, Madam, it's an excellent line. Furnivall's is always good."

Furnivall's FINE FRUIT PURE JAM

This clerk knows Furnivall's. He knows that Furnivall quality will satisfy her no matter how critical she may be and that the memory of that quality will bring her to the jam counter again and again for further supplies of these jams of peerless quality.

If your employer stocks Furnivall's Fine Fruit Jams (and most good grocers do) don't miss a chance to recommend them. It always pays to boost quality and you do boost quality—in overflowing measure—when you recommend the jams with the Furnivall label.



FURNIVALL-NEW, LIMITED

HAMILTON, CANADA

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

CLARK'S

You do not need to be told, Mr. Grocer, that the name CLARK'S on canned goods is a guarantee of quality.

This is the time of the year that your customers want prepared



SOUPS



Keep a full line.

Let them know you stock CLARK'S.

Have them try an assortment and watch results.

QUALITY TELLS.

W. CLARK, LTD. Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

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

Fifty Subscriptions from One Firm

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



FRANK E. MUTTON

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

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

As vice-president and general manager of the International Business Machines Company, Mr. Mutton is putting into operation an idea used by him in past days with brilliant results—he is causing his salesmen **to know the business and requirements of their prospective customers.** To establish points of contact swiftly and surely is one of the open secrets of successful selling.

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

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

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

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

....

....



Now

8c (2 for 15) Fort William and East
10c West of Fort William

It is no longer possible to supply Krackley-Nut at the old price (7 and 8 cents). Further advances and scarcity of the raw materials make this change imperative.

The dealer's profit is good and he gets a quick turn-over. You can make attractive and effective selling displays with Krackley-Nut. The red and green package cannot fail to attract the eye. Display it liberally.

Your customers know the goodness of Krackley-Nut and the extra pennies will not hinder them from buying.

Order your supply from your jobber now.

O-Pee-Chee Gum Co.
Limited
LONDON CANADA

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

FOOD SCARCITY

RECOMMEND BEAVER BRAND CANNED FISH TO YOUR CUSTOMERS.

20-CENT LINES

CANNED CRAYFISH in 1-lb Talls
CANNED CLAMS in 1-lb Talls.

25-CENT LINES

CANNED MACKEREL in 1-lb Talls and Flats
CANNED CODFISH in 1-lb. Flats.

Your Jobber has BEAVER BRAND Goods. Ask him, or write direct for samples and try them yourself.

CANADA F. B. LICENSE 14-89.

J. W. WINDSOR, LIMITED, MONTREAL

Whittemore's Shoe Polishes

Quality Variety



For a Big Seller

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





And Here's the Paste

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

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



RUSSET—2 Sizes



BROWN—2 Sizes



WHITE—2 Sizes



RED—2 Sizes



BLACK—2 Sizes

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

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

LAST WINTER

eggs were scarce and dear, certainly too dear to be used in the baking of bread, biscuits, pies, cookies, etc.; it is reasonable to assume that this winter EGGS will again be similarly prohibitive, therefore anticipate the needs of your customers by arranging **now** for your supplies of

"KKOVAH" EGG SUBSTITUTE

Bread, cakes, etc., made with KKOVAH Egg Substitute are lighter and more easily digested than when made with eggs.

KKOVAH Egg Substitute has been manufactured over a quarter of a century.



Sutcliffe & Bingham, Ltd.
Manchester, Eng.

Sole Distributors for the Dominion of Canada
Maclure & Langley, Ltd.
Winnipeg, Toronto, Montreal

1918 PACK

CANADIAN FOOD CONTROL

License 6-227

Thistle Brand

Scotch Cured
- Genuine -

Finnan Haddie

"THISTLE BRAND" HADDIE—packed only on St. Mary's Bay from the finest **selected mature** Haddock.

"THISTLE BRAND" HADDIE—packed in pound and half-pound tins only, **full weight** guaranteed.

A one-pound tin of "Thistle" Brand Haddie contains more proteids (flesh forming matter) than one pound of best Beefsteak. Packed under Government inspection, in model factories, fresh from the Boats, as caught.

The Best **Always the Best** **The Best Only**

EVERY TIN GUARANTEED

Sole Agents: ARTHUR P. TIPPET & CO., Montreal

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE DISTRIBUTING FORWARDING

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

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

F. D. COCKBURN CO.
WINNIPEG

MANUFACTURERS:

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

GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - Manitoba

The Canada Nut Co., Limited

"Specializing in Shelled Peanuts"
Large stock always on hand

VANCOUVER, B.C.

Sell your product to the West through this House

Our long-established prestige is at your service. Our men are keen; they cover the Western field constantly. Nine of them do retail work exclusively. They'll get you quick results.

We will send you full particulars and any information at our disposal. Write to-day to

SCOTT-BATHGATE CO., LTD.
149 Notre Dame Ave. E., WINNIPEG



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WHOLESALE

GROCERY BROKERS

Manufacturers' Agents
Commission Merchants

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

Est. 1907. Write us.

Correspondence Solicited.

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

THE

Robert Gillespie Co.

MALTESE CROSS BUILDING
WINNIPEG

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

Winnipeg Warehousing Co., Winnipeg

Prompt and Efficient
SERVICE

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

WAREHOUSING
DISTRIBUTING
STORAGE

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

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

Warehouse Space To Rent

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

DONALD H. BAIN Co.

Wholesale Commission Merchants and Brokers

WINNIPEG

Head Office

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Rangoon Beans on Spot

Write us for Quotations

W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

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

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



IT'S THE REAL MACKAY

MacKay's Pearl Barley Flour

Made - in - Canada. A "Barley Food" without a peer. A seller and a "repeater."

Just the thing for infants, invalids and old people. Gives a delightful flavor to soups and gravies.

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising.

Your wholesaler has it.

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

John MacKay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canaka

It is the superior quality that continually brings *new* buyers, and holds the trade of *old* customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARCREAVES (CANADA) LIMITED
The Gray Bldg., 24-26 Wellington St. W., Toronto

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creelen & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



EL ROI-TAN PERFECT CIGAR

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

Complete Trade Connection
JOHN E. TURTON
Wholesale Grocery Broker
55 St. Francois Xavier St. - Montreal

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

MARITIME PROVINCES

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

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

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

NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!



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



MARSH'S GRAPE JUICE

—a delicious, invigorating, non-intoxicant with the fine full Concord flavor so appreciated by the connoisseur.

Every good grocer should sell it.

Recommend it to your customers as the finest soft drink.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.



Honor Roll

The MacLean Publishing Company Ltd.

Publishers of

MacLean's Magazine
Farmers' Magazine
The Financial Post
Hardware and Metal
Canadian Grocer

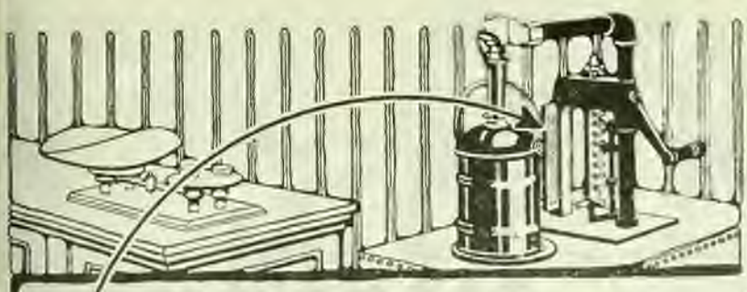
Dry Goods Review
Men's Wear Review
Bookseller and Stationer
Canadian Machinery

Power House
Canadian Foundryman
Marine Engineering
Sanitary Engineer
Printer and Publisher



D.W.G. Davies
John Dring
Harold Fogarty
A.O. Thompson
E.W. Earle
H. Rose
M.A. Sanderson
G.E. Pearson
G.A. Mundie
Desmond Hemingway
Victor Bercot
G.I. Cook
Hector Pearson
C.W. Catlow
H.S. Jones
Geo. Aubrey
Arthur Batty
Harold Cross
A.W. Hardy
E.A. Humphries

Sidney Metcalf
F.H. Thomas
T. McGillicuddy
Gordon Bennett
Walter Pearson
Roy. Jarratt
A. Macdonald
Ernest. Madigan
L. Makepeace
Harold. Gildner
Edwin. Mackie
C. Denham
F. Black
A.W. MacIntyre
J.W. Zimmerman
C.F. Breckon
P.W. Gowans
C. Hawkins
H.L. Southall
Andrew O'Malley

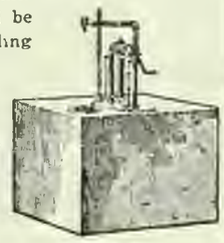


BOWSER

Oil Storage Systems

ACCURACY is the keynote found in the Bowser systems. By the automatic computer the merchant can easily measure 1c or 100c worth of oil. He protects himself as well as his customers by having the Bowser in his store. The ill-kempt oil department becomes a thing of the past.

Your oil department will be put on an efficient and profitable basis. In this day of rising costs all waste should be eliminated. Start now by installing a Bowser.



S. F. Bowser & Co.
Incorporated
Toronto, Ontario

The Profit Is Good



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

Premiums Given for the Trade-Marks.

WM. H. DUNN
Limited
General Representatives for Canada
MONTREAL

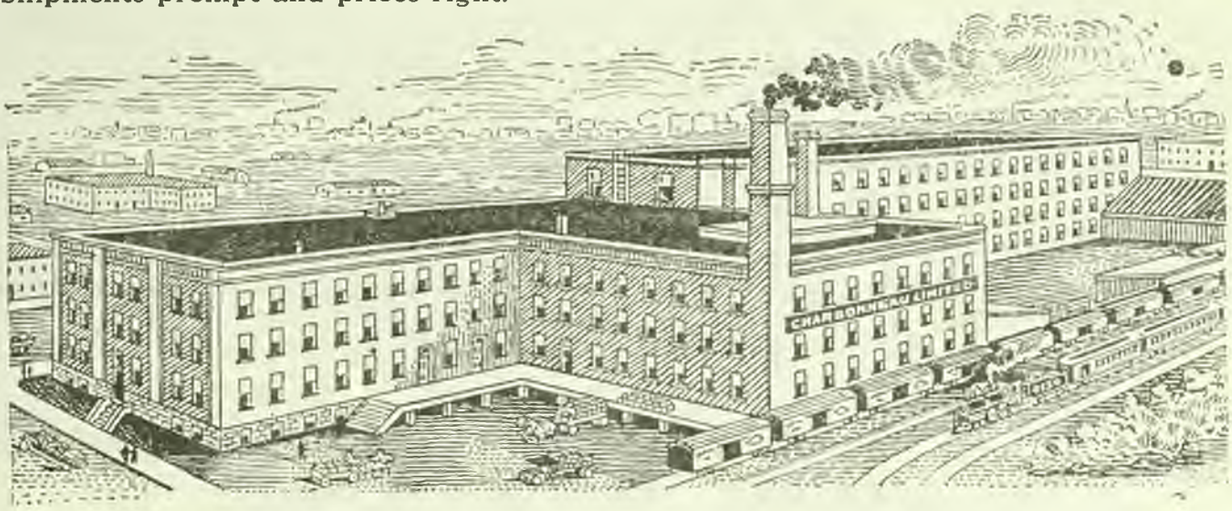
Dunn-Hortop, Ltd.,
TORONTO
Special Agents

Charbonneau's Factory

where the well-known Charbonneau quality products are made.

There's always a rapid repeat demand for Charbonneau's Imperial Maple Cream Butter and Charbonneau's Farm-Cream Sodas.

Shipments prompt and prices right.



CHARBONNEAU, LIMITED

330 Nicolet St., Montreal

Distributors: Robt. Gillespie Co., Winnipeg and Vancouver. C. Morris & Co., C.P.R. Building, Toronto
Boivin & Grenier, Quebec City.

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

Barnes
Grape Juice
is popular

because it has that delicious Concord flavor so much appreciated by every lover of a quality Grape Juice.

Barnes is an excellent seller and one that every good grocer will find well worth featuring.



The Ontario Grape Growing and Wine Mfg. Company

ST. CATHARINES, ONTARIO

Your Customers should not leave Town without

KLIM
IN POWDER FORM

For use at Summer homes, camps or on canoe trips, urge your customers to take KLIM with them. They will then be assured a supply of ever fresh separated milk. Klim is pasteurized separated milk in powder form—the only form of milk that can be carried or shipped long distances and used as needed from the tin without spoiling. Most convenient for all uses.
KLIM IS GENUINE — THE FLAVOR PROVES IT. Contains no filler, adulterant or preservative — nothing but dry milk solids.
Sell KLIM to your customers this Summer and they'll use it all year round.
Your Wholesaler can supply Klim in 1 lb. and 10 lb. tins.

CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

Stocked by: W. H. ESCOTT CO., Ltd., Winnipeg, KIRKLAND & ROSE, Vancouver
Canada Food Board Licence No. 14-242

A Small Thing to Look For—A Big Thing to Find

"How do you like that?" said a Grocer to a customer, and he handed him a jar containing preserves.

The customer took the jar. He looked at the name, then HE LOOKED AT THE TOP, and said, "What about it?"

"Oh, nothing," said the Grocer. "You see, I have been told that when people pick up a sealed jar of any kind, containing no matter what, they invariably look at the name. Then they AUTOMATICALLY LOOK AT THE TOP—ALWAYS. I have tried it out, and I find that the man who told me this was right. It works in nine cases out of ten."

True it is, and for that reason the matter of SEALING a jar carefully, neatly, attractively, is a most important factor, and when you insist on the use of ANCHOR CAPS, when you are placing your order for marmalade, you do exactly what you OUGHT to do to INCREASE your sales AUTOMATICALLY, and thus ADD to your profits, BECAUSE: Goods properly packed and sealed under ANCHOR CAPS cannot fail to popularize themselves with your customer. And so, "The Cap on a jar may be a SMALL matter to look for—BUT IT'S A BIG THING TO FIND."

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

IN ANTICIPATION

of higher prices and late arrivals—we cannot very well expect anything else for some time to come—we recommend the purchase of California Dried Fruits and offer for prompt shipment :—

RAISINS

300	c/s	15-oz. Bonner's Seedless	14c	pack.
200	"	" Purple Cord Seedless	14½c	"
375	"	" Griffin's Seedless	14½c	"
950	"	" Pansy Seedless	14½c	"
1,000	c/s	Ass. Brands 15-oz. Choice Seeded	12c	pack.
600	"	Holly Brand 15-oz. Fancy Seeded.	12½c	"

PRUNES

in 25-lb. boxes:—

All sizes from 100/120 to 20/30, 9c to 20c

Choice Evaporated Peaches

25-lb. boxes 17½c

Also we might just as well take the opportunity and quote some SALMON :—

Fishermaid Brand, Chums 1's talls, c/s	$ 8.40
Equality Brand, White Spring 1's talls, c/s	9.25
Nansen Brand, Pink 1's talls, c/s	9.75
Parliament Brand, Red Spring 1's talls, c/s	14.00
Golden Link Brand, Sockeye 1's flat, c/s	16.00
Fasefo Brand, Sockeye ½'s flat, c/s	17.00

Prices for new pack will be named within another month. In buying now there can be no possible mistake.

Special attention given to mail orders.

Telephone or wire your requirements at our expense.

S. J. MAJOR LIMITED

Wholesale Grocers **Ottawa, Ont.**

On request we will mail our calendar

Trade Advertising Versus Catalogues

MANUFACTURERS in a number of lines are finding business journal advertising an adequate substitute for catalogues. This movement has been gradually gathering strength for several years, but the war has given an impetus to it.

The issuing of catalogues under war conditions has been rather difficult. The principal trouble has been the unstable character of the market. Prices have been changing so frequently that almost as soon as a catalogue was issued it became passe. The shortage of merchandise and traffic congestion also affected the situation. Business concerns naturally hesitated to list articles in their catalogues when uncertain as to whether or not they could fill orders.

Because of these conditions a good many firms have temporarily discontinued the publication of a catalogue. Some have resorted to various other expedients. Some issue a priceless catalogue and give the quotations on separate sheets. Some send out nothing but a bare price list.

Still others have found that business paper advertising is a solution of the whole difficulty. Every time that prices change or that they have new goods to offer they catalogue them in the papers reaching their trade. In this way the listings in the hands of buyers are always kept up to the moment. It is assumed that if a man isn't live enough to read the papers of his field that he would also be too stagnant to look over any catalogues that might be sent to him.

One concern that has made use of this plan is P. Centemeri & Co., the New York glove house. Starting in 1913 with small space the company has gradually increased it. This year it is using half a dozen business publications. It thinks nothing at all of taking several pages in a single issue of a paper. The copy is varied to suit the particular announcement being made, but much of it has the appearance of high-class catalogue copy, including illustrations, descriptions and net prices. The campaign has been singularly effective.

A number of other concerns use similar methods—some very liberally and others in a more modest manner. The recent trade advertising of the Durham Hosiery Mills, of Durham, N.C., is typical catalogue copy. Each item is illustrated and described and the wholesale price quoted. The price at which it can be sold at retail is also given. The United Knitwear Mills, of New York, also follow this plan. Several houses in the cloak and suit trade, such as C. Kenyon Company, announce special numbers in this fashion. In fact the idea of advertising in business papers instead of issuing catalogues is in great vogue just now and it seems destined to become still more popular. Merchants are so eager to find goods nowadays that there is no danger of their overlooking any good propositions that are made to them in this way.

Of course the plan has its limitations. Many companies cannot quote their prices openly in publications. Many lines could not be adequately shown in this manner. For many things catalogues are absolutely necessary, and there is no danger of their being supplanted. Nevertheless, there is a wide field for catalogue copy in trade papers. It is a good way to offer restricted output to the trade without going to the expense of sending out salesmen. It is a good way to offer a seasonal product, where salesmen wouldn't have time to make the rounds of the trade. It is a good way to clean up odd lots, without making drastic price reductions. It has any number of uses that help salesmen and also that substitute for them when they are not available.

Also catalogues and trade advertisements can supplement each other. The Stanley W. Blum Company is following this plan. In its catalogue it names the business papers in which its new bathing suits will be announced as they are brought out.—Reprint of editorial from "Printers' Ink," July 4, 1918.

Less than 1/3c

70 cent Red Rose Tea makes 250 cups of strong, rich tea to the pound—at a cost of less than 1/3c per cup.....Tell that to anyone who says "tea is dear":



WETHEY'S

Orange Marmalade

excels all others

Winter Butter and Eggs at Summer Prices!

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



Tall Butter Jars

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

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

The Toronto Pottery Co., Limited

617-618 Dominion Bank Bldg., King and Yonge
TORONTO

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

THE NEW APPETISER

Delicious Flavour *Delicate Aroma*

SAVORA  **SAVORA**

TAKE a jar of Savora from your shelf and hand it to that hard-to-please customer, backed by the strongest recommendation you know.

It will live up to it. It will satisfy her. Savora will "satisfy" the most critical judge of quality because it is made from Colman's D.S.F. Mustard and is without doubt the very best Mixed Mustard packed.

In large and small glass jars. Retails at 35c and 25c respectively.

MAGOR, SON and COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL Canadian Agents 30 CHURCH ST., TORONTO

Let Canadian Grocer—the paper most interested in your business—help you in your Want Ad. Problems.

Its circulation is among Business Men, interested in the same way as you are. Consequently, any replies you received would be earnest enquiries after business. You would thus eliminate the curious.

Use the Want Ad. Page of Canadian Grocer frequently to fill your needs. It will pay you.

CANADIAN GROCER

Vol. XXXII. TORONTO, JULY 12, 1918 No. 28

Rationing System Would Cost $8,000,000

Canada Not Likely to Have One—Scattered Population a Detriment to Enforcing it Among the Consuming Public—Loyalty of People Will Be Appealed to Frequently

Special to CANADIAN GROCER.

OTTAWA, July 10—The Canada Food Board's latest regulation in regard to using wheat substitutes for the manufacture of bread, etc., has naturally created widespread attention.

On and after July 15 no licensed dealer may legally have in his possession for sale any wheat or standard flour unless he has also at all times a sufficient stock of substitutes to meet the demands of his customers at reasonable prices. After that date dealers East of Port Arthur must sell at least one pound of substitute to every four pounds of white or standard flour. For the time being West of Port Arthur the quantity is one pound of substitute to every nine pounds of standard wheat flour.

This regulation has naturally created a big demand for wheat substitutes. Retailers are making inquiries as to where these may be purchased.

NO GENERAL RATIONING SYSTEM

There has been considerable talk from time to time of the Canada Food Board establishing a rationing system for the Canadian public. As far as CANADIAN GROCER learns it is not likely such a system will be put into effect here. The Provincial committees of the Food Board have been asked their opinions on various reforms and while these are not all to hand it can be taken for granted that a general rationing system will not be established.

The people will be appealed to, from time to time, to conserve the essential foods and it will be up to them to fall in line and do their share.

The chief reason for this decision which CANADIAN GROCER learns has practically been made, is the immense cost of putting it into operation. It is stated it would cost at least $8,000,000 to establish a general rationing system in this country. Even then the Government could not assure itself that persons in outlying districts or farmers at great distances from large centres would maintain the system. Canada is, of course, greatly different in this respect from Great Britain where population is so dense.

$8,000,000 is a lot of money to spend on a system which would not likely produce the maximum results or even nearly so. So in all probability the idea will be abandoned. The fact that the Canada Food Board made inquiries as to cost of this system shows that it was at least contemplated.

CANADA DOING HER SHARE SO FAR

From all accounts Canada is doing her share in the matter of conservation of essential foods for the Allies. Some time ago when the late Lord Rhondda, the British Food Controller, and Food Controller Hoover from United States, were in Ottawa, an arrangement was arrived at where Canada was to produce certain quantities of beef, bacon, etc., for the Allies. Canada has exceeded expectations in this connection which means that conditions have been more or less favorable. The work of the Canada Food Board towards the end of saving as much of the essential foods as possible has proven, critics point out, that many of its regulations and measures have been effective.

LICENSES IN OPERATION

The Canada Food Board licenses are now operative in the following classes of dealers in foodstuffs in Canada:—

Grocers (wholesale and retail).
Bakers (manufacturing and retail).
Manufacturers of breakfast foods and cereals.
Retail butchers.
Fish dealers (wholesale and retail).
Flour and feed dealers (wholesale and retail).
Produce dealers (wholesale and retail).
Canners.
Packers.
Manufacturing confectioners.
Proprietors of public eating places.

The Board is following up closely all infractions of the licensing regulations through local police officials. Their intention is to rigorously enforce their rulings and to see that every merchant in every trade affected has his proper license.

SUBSTITUTES FOR FLOUR

As already stated in CANADIAN GROCER the new law regarding substitutes for flour defines them as follows: Bran, shorts, corn flour, corn meal, edible corn starch, hominy, corn grits, barley flour, rolled oats, oat meal, rice, rice flour, buckwheat flour, potato flour, tapioca flour, rye flour and rye meal. Potatoes are also classed as a substitute for wheat flour, in proportion of four pounds of potatoes to one of the other substitutes mentioned, on account of the higher percentage of water in potatoes. A number of millers are ready with these different flours and they are now procurable by dealers.

England's Great Food Controller Called by Death

The Man Who by His Unparalleled Energy Made England Almost Self-supporting and Made the "U"-Boat Threat an Empty Boast, Dies a Martyr to Cause He Served

BARON RHONDDA, once plain D. A. Thomas, though even then known as the uncrowned king of the South Wales coal fields, died last week in London as a result of overwork and the strict regimen he had imposed upon himself. Baron Rhondda claimed that he had not imposed any regulations on the public that he did not live up to even more fully himself, and the self-denial is believed to have been one of the contributing causes that resulted in his death.

Baron Rhondda was the man who put England and most of the United Kingdom of Great Britain on rations and won the gratitude even of the people whose food supply he regulated. Before he achieved the task it was generally regarded as all but impossible.

Food was running short in the United Kingdom in June, 1917, when Baron Rhondda was appointed Food Controller of Great Britain.

When he accepted the onerous task of handling the food supplies of a nation, it was with a full understanding of all that it entailed, and a determination to make every use of the powers conferred upon him.

"I am taking up this work," he said, "as guardian and trustee of the consumer, and particularly the poor consumer." He declared that he was determined to stop profiteering and speculation in food.

"If it is necessary to put the whole country on compulsory rations I will do it without compunction."

This was no idle boast, for under his administration compulsory rationing became a fact. Born in Aberdare, Glamorganshire, in 1856, the son of a small coal mine owner, he inherited two pits, which to-day would be considered mean and small in Wales. He inherited, too, an astuteness and a stern nonconformity which so often seemed to run together. His father often told the neighbors, who were also his workmen, that he meant David to be a big figure in the coal trade. His ambition became a fact when D. A. Thomas became the head of the great Cambrian collieries.

With the coming of the grave danger of the dark years of war, Mr. Thomas was chosen for his sheer business ability to go to Washington and to Canada to hurry up the first British munition supplies from the States. Eventually he diverted most of the orders to Canada. In one of these trips he and his daughter were among the few rescued from the Lusitania.

When he took over the office of Food Controller England was face to face with the possibility of starvation.

The German U-boats were sending ships to the bottom of the ocean and Great Britain was supporting a tremendous army in France. The civilians at home were beginning to feel the pinch. Long queues of men, women and children stood for hours at the food stores in scores of British cities, and there was a loud grumble from the public.

To-day food may be scarce in the British Isles, but the spectre of want is gone, England, taught by the great man who has passed away, has learned that it is possible to live without the luxuries formerly thought essential, and that it is possible to make England to a greater degree than was ever believed possible a self-supporting country.

WASTE

"Extravagance costs blood, the blood of heroes," says Lloyd George.

War savers are life savers. The sinews of war are gathered largely from thrift. The war cannot be won by stored-up resources, for a nation lives from hand to mouth. We must save out of the present products of labor. The British people had to learn, as we must learn it, that goods and services must be saved by all. Saving must become a habit. For war is a battle of resources. Germany saves with efficiency because she saves scientifically. She conserves her resources.

To waste in these times is to fight on the side of the Kaiser.



Interior of the R. E. Powell store, Elgin Street, Ottawa.

All Sugar Under License in the U.S.

No Person Can Obtain Supplies Without a License Card Provided by Federal Food Board—Terms of Restriction on Refiners and Wholesale and Retail Trade—The General Situation

THERE may be some things to be learned from the procedure with regard to sugar that has been adopted in the United States. Of course Canada is not dependent on the United States for sugar, having been allotted an adequate supply by the International Sugar Commission. Up to the present the stocks so allotted have proved adequate to meet the normal needs of the country, but not sufficient to afford any surplus. It is to be remembered, too, that the United States is also under an allocation system in every way as ample as that for Canada, and they have found it necessary to adopt restrictive measures that make the Canadian restrictions look mild indeed.

It is to be remembered that it is not scarcity of raw sugars that is the difficulty, but rather the very extraordinary conditions existing in the matter of transportation. Moreover there are incidental losses that must be reckoned with. For instance during the recent "U" boat activity in American waters the total amount of sugar actually sunk by this means was some 252,000 sacks of 12,000 tons. More than this the regular schedule of sailings was disturbed, with a consequent falling off in available supplies at the refineries.

No Sugar Sold Without License

To meet these conditions the United States Federal Food Board have issued a regulation operative June 15 limiting the consumption of sugar. Some reference was made to this matter in last week's issue. The definite regulations are as follows:

"A. On and after June 15th retailers must limit each sale of sugar for ordinary household uses to town and city consumers to two (2) pounds, and sales to rural consumers to five (5) pounds.

"B. Dealers should restrict sales of sugar to all boarding houses, hotels, restaurants, clubs, tea rooms and other public eating places, also hospitals and institutions, to the basis of three pounds per person per month. Dealers are expected to inform themselves of the number of persons served and to fill orders accordingly.

"C. Dealers should sell sugar for home canning purposes only on canning certificates which have been issued to dealers by the Federal Food Board or Deputy Food Administrators. Sugar purchased on canning certificates must be used for canning and preserving only.

"D. No sugar is to be sold to manufacturers unless they have procured manufacturers' certificates.

"Boarding houses, hotels, restaurants, clubs and all public eating places are requested to estimate their sugar needs on the closest possible basis of economy and to adopt all measures which will reduce sugar consumption to a minimum.

"All householders are asked to adopt a sugar allowance of three (3) pounds of sugar per person per month."

Furthermore refiners have been instructed that they must forego the use of the 3½ and 10-pound containers and limit their output to 2, 5 and 25-pound packages and 100-pound bags and barrels.

American refiners have also been instructed that on and after July 1 the State Food Administrators will issue certificates to all buyers of sugar including wholesalers, retailers, manufacturers, eating houses, in fact to every buyer except household consumers.

How Refiners Are Restricted

They are directed to take no orders for sugar from any buyer prior to July first except in cases of distress and then not to exceed one carload to any one wholesale purchaser and not more than five days' supply to any retailer or other buyer. They are to decline to ship any buyer unless order is accompanied with Food Administration certificate. Any orders booked prior to the date and unshipped on July first will be shipped out from time to time as buyer of same forwards certificates.

No order may be taken that does not require shipment within ten days of receipt of order, in other words refiners must never oversell capacity or supply of sugar available by more than ten days.

Other Limitations Affect Other Businesses

Soda fountains will be cut to 50 per cent. Ice cream made on the premises will also come under 50 per cent. limitation. The Food Administration differentiates between the preservation of fruits for soda fountains and the preservation of fruits in the form of jam and canned foods. Manufacturers preserving fruits for soda fountain use will be governed by the 50 per cent. limitation.

Limitation in the Use of Sugar

Manufacturers of grape juice will be allowed only 50 per cent. of their normal sugar requirements. The Food Administration will possibly allow additional quantities if it seems necessary in order to take care of the grape crop or to prevent fermentation, but will make no increase merely that the manufacturer may have a more palatable product.

Only the following products after July 1 will be given 100 per cent. of their sugar requirements: Ant poison, apple butter, canned vegetables, canned fruits, explosives, glycerin, insecticides, meats, capsules, catsup, chili sauce, mincemeats, drugs for medicinal purposes, packers of preserved fruits.

The following businesses and commodities will be in the less essential class: Barrooms, brewers, California fruit cider, cough drops, dental preparations, dessert powder, druggists who buy sugar for reducing concentrated syrups, honey manufacture, hotel bars, gelatine, ginger ale, glue, grape juice (80 per cent. sufficient to preserve even if not to bottle immediately), ice-cream cone manufacturers, ice-cream powder, jelly powder, marshmallow, malted milk, maple sugar compound, molasses and syrups, patent medicines, all pickles, rollers for printing presses, saloons, preserving salmon eggs for sale to fishermen, table syrups, vinegar, whiskey.

The General Situation

In regard to the general situation 14 more centrals stopped grinding this week with a deficit of 45,500 bags on the estimated yield. Exports are less than they were during the former week by 10,680 tons.

These facts are certainly not given with any intention of frightening the trade but to keep them abreast of the actual situation. There has been a tendency on the part of the trade to think that the seriousness of the sugar situation has been overestimated. And in a measure it has, as there are the supplies of raw sugars available, and they will be available to meet actual needs. There is very little question of a doubt on this point. But actual needs are considerably below the former average consumption of Canada. Just at present there is dawning the time of greatest demand for sugar. It must be conserved in every possible way. The regulations imposed in the United States must of necessity be burdensome to the trade, yet they became a necessity. The facts are published so that Canadian merchants can do everything in their power to see that they need not be a necessity here.

DIFFERING CREEDS

Said Professor Kohler, a German authority on international law, "No right is so strong and absolute but it must give way to necessity. And if we act guided by necessity we do not violate right, for right must give way to necessity."

At this stage in the war it is well to hearten ourselves by repeating our creed—and we do so literally facing east. It is that in this twentieth century of the Christian era—right not might is the order of the day—and the so-called necessity must give way to common justice and honor in international relationships, if peace, prosperity and progress are to survive.

Watching Slow Pay Customers

How Some Eastern Ontario Merchants Take Care of New Customers Who Ask Credit —Not Always Granted—Time Limit and Money Limit Placed on Some —Small Debt Court Urged

A number of retailers in Eastern Ontario give herewith some of their methods and experiences in the matter of collecting accounts and watching delinquent or slow paying customers.

It matters little if the sales' force in the retail store develops the business from year to year if accounts are not promptly collected. It should therefore be the duty of every merchant to watch very closely this end of his business.

The experiences given below to CANADIAN GROCER will be of considerable help to those who have this work in hand:

* * *

F. X. Cote, Plantaganet, Ont., states he does not always grant credit when a new customer asks for it. He never allows an account to run more than three months. While he does not put a money limit on customers at any definite amount, he considers the credit and standing of the customer and makes the limit conform to this.

* * *

Emile Marterl, Clarkstown, Ont.—Mr. Marterl does not grant credit at all. His business is on a cash basis. He states he used to sell on credit and lost considerable money in a year so now has "no use for it at all." He advises all merchants to do away with credit and confine their business to strictly cash. "They will find their business just as good," he says.

* * *

B. R. Poulin, L'Orignal, Ont.—"I do not always grant credit to new customers. We make it a point to put a time limit on accounts we are not sure of but we usually allow the good ones to run along. If an account is not paid as understood and if the debtor does not agree to close it up at once, we then go after collection strongly. When a new customer asks for credit and we do not know him, we simply say we cannot give him any credit."

* * *

M. J. Carriere, Hammond, Ont.—Mr. Carriere does not grant credit to customers always who ask for it. "My terms are cash," he says, "or if bought on credit, payment has to be made inside 30 days. I have been in the grocery business for 17 years and always have had "Terms Cash" printed on my billheads. I know everyone as I started business here and very seldom lose any money on credit accounts. About 8 years ago we had a bank open here which has helped us out very much. When we notice a customer's account running over 30 days and reaching to a high amount, say $25 or $30, I ask him for his note first time he comes into the store and add bank interest. Some of our customers did not like this at first but now if they cannot meet their bills, very often they offer me their notes which are deposited in the bank. Customers will then pay this note and interest to the bank when due. They will also pay more promptly at the bank. I find this note system very good for anyone who conducts business on credit."



Exterior of the C. A. Farmer store, Perth, Ont.

W. H. Barkley, Avonmore, Ont.—Mr. Barkley puts a time limit on certain customers when they must pay their accounts. He also puts a money limit on some of them and does not allow them to run above this. He does not always grant credit to a new customer who asks for it. He states he has joined the Retail Merchants' Association and is expecting good results through their collection system.

* * *

L. Maken, Embrun, Ont.—"A new customer whom I do not know and who asks me for credit does not get any goods. I claim that a stranger to me should not ask for credit unless he has good references to give and good reasons for asking it. I maintain that he should ask credit from the merchant with whom he is dealing. If he is not satisfied with the merchant with whom he is dealing and wants to open an account with another merchant, he should produce his bank book, if he had an account at the bank, or give satisfactory reasons why he asks credit.

"This is my way of dealing. In some cases in the past I have given credit to strangers and from my experience I have lost most of the accounts."

* * *

T. K. Kelly, Smith's Falls, Ont.—"We put money-limit of $5 on some of our customers. We don't give credit to new customers unless we know them or something about them. We find that when people begin to leave a balance, the sooner we get the account closed the better."

H. O. Wait, Rockland, Ont.—"We do not always grant credit to new customers. If we do not know the customer we enquire where he was dealing last and find out how he pays. Credits must be watched closely and collections made on time, otherwise losses are bound to accrue. "If we had a law by which small debts could be collected before a local magistrate at a small cost, it would make credit far less risky."

COCOANUT PIE AIDS WAR

Shell of the Fruit is Used in Making Gas Masks, so it is an Essential

Is cocoanut pie an essential? The Wall St. Journal wants to know. No, but gas masks are. It is a far cry from charcoal which is an absorbent of poison enabled to indulge our appetites in the one and supply the other through a single operation.

Gas masks contain a certain brand of charcoal which is an absorbent of poison gas, and it has been found that the rind of cocoanuts when burned produces a charcoal superior to all others. For this reason the United States government has placed the humble cocoanut on the list of essential products, and our friends on the Island of Porto Rico are urged to ship as many as they can.

When eating a piece of cocoanut pie or any other delicacy containing cocoanut you are enabled to do so with an easy conscience. The charcoal made from the shell of the cocoanut you eat may be saving the life of an American soldier "somewhere in France."

The Gas Defense Service of the United States Army has requested that all cocoanut shells in Canada be shipped to the United States for the above purpose.

CANADIAN GROCER ARTICLE REPUBLISHED IN PRINTERS' INK

A few weeks ago CANADIAN GROCER published an article on four stores in New Liskeard, Ontario, going in a combination mail order campaign. This article was reprinted in full in the last issue of Printers' Ink, one of the most authoritative publications on matters pertaining to advertising in this continent.

NOTES OF INTEREST

The world's international commerce increased from $1,480,000,000 in 1800, to $20,110,000,000 in 1910 and to $46,000,000,000 in 1917.

The fish crop of Europe is normally worth $225,000,000 a year, while that of the United States and Canada and Newfoundland is $175,000,000.

Fine Field for Canadian Exports in Brazil

J. D. McEwen, Returned Missionary, Asserts Opportunities for Trade Are Unlimited—Fish, Fruits, Manufactured Food Products, Hardware, Farm Implements, Household Furnishings, Machinery for Power Houses Are in Demand



View Showing City of Rio de Janeiro, the Capital of Brazil.

Rev. J. D. McEwen spent fourteen years in Brazil and is therefore in a position to speak with intimate knowledge of that country and its trade possibilities.



REV. J. D. McEWEN

Following story is an interview secured by CANADIAN GROCER *from Mr. McEwen and shows the big opening for development of Canadian trade in that field.*

THERE is an unlimited field for the expansion of Canadian trade in Brazil at the present time," declared Rev. J. D. McEwen, returned missionary from Brazil, during the course of an interview. "Brazil is just beginning to awaken to the modern ways of doing things and the people are kindly disposed toward Canadians and Canadian industrial leaders. This has come about as a natural course of events. The part that Canada has taken in the present war has been a big factor in helping the Brazilians to feel kindly disposed toward Canadians. Furthermore, Canadian captains of industry were among the first to start the modern development along the lines of light, power and telephone systems. Alexander McKenzie, who is president of the Brazilian Traction, Light and Power Company, Limited, is a Canadian. This company has the control of the light, power and telephone systems in Rio de Janeiro, the capital of Brazil, and which is a city of 1,000,000 people. They also control the same industries in San Paulo, a city of 300,000 inhabitants. The leadership in industrial development afforded by these concerns has been a big factor in causing the Brazilians to be kindly disposed toward Canadian enterprise. The sewage systems of Rio and San Paulo were due to the enterprise of Canadian companies.

"These examples of enterprise have caused the Brazilians to awaken to the possibilities within their own country. Fourteen years ago when I first visited the country the city of Rio de Janeiro had a street car system that was to say the least very antiquated. Little cars



Street Scene in Pernambuco, One of the Cities of Brazil.

were drawn by three donkeys and the transportation was not at all rapid. Now the city has a magnificent traction system.

"Like Japan, Brazil has awakened. But unlike China they have invited everything modern. Indicative of the field that is ready to be harvested for exporting concerns it need only be mentioned that before the war Brazil bought from Germany goods to the value of $10,000,000 yearly. This market is now gone so far as the enemy country is concerned. And it should not be forgotten that Brazil is one of our active Allies in this war. She has been doing valuable service in policing the southern waters with her navy.

"The people are building modern homes in place of the old mud houses and it is needless to say that enormous quantities of building materials, such as lumber, builders' hardware, nails, saws, hammers and carpenters' utensils, together with innumerable lines that go with modern housekeeping, such as bathroom fixtures, water supply systems, pipe, taps, household utensils, and the lines of hardware that will be required in transforming the country into the modern ways of living will be tremendous. There are 21 states in the Republic of Brazil, and the population comprises 25,000,000 of people. From this fact it will be seen that the possibilities in the way of requirements will be enormous.

Modern Foodstuffs in Demand

"Brazil is changing her diet with the transition to modern ways and therein is a field for the Canadian manufacturers of foodstuffs. Brazil is not a wheat growing country, as is the Argentine. With the adoption of wheat flour and wheat products there should be a field for Canadian wheat and other grain products. Mandioca is the bread of Brazil at the present time. This plant grows to about eight feet high, but the edible portion is the root. This tree is propagated by cutting small bits of the branches and planting them about five feet apart. After a year's growth it is ready for manufacture. The plant is pulled and a large root, something like the parsnip, and often a clump of roots, comes to view. The roots are put in a farina house, where the rind is scraped off with knives, or any old scraper thing. A woman squatted, holds this rinded root near a fast turning pulley which has little iron points. The pulley is propelled by a large wheel joined with rawhide belt. Two men, one on each side of the large wheel, turn it with a crank. The pulped material falls below the grater into the trough. When the trough is full a press is put over the trough and there is expressed a poisonous liquid. The pulp is then removed to a drying furnace, fire being under cover of iron or clay on which cover the pulp is placed and stirred continuously for several hours with a long wooden hoe.

"The pulp is now farina and ready for use. It is found on every Brazilian table, rich and poor alike. They eat it mixed with wheat and gravy. They eat it alone. It is a strong food and very nutritious, and when one learns to like it is very palatable. This farina is sold at local markets for about ten cents for twenty quarts.

Manufacture of Tapioca

"There is a sediment found at the bottom of the pressed-out poisonous liquid, already referred to, from which tapioca is made. Tapioca is well known in other lands. This sediment also makes excellent starch. The Brazilians dry the sediment also and from it drinks for infants and invalids are made.

"From this description of the bread-making process it will be seen that interior Brazil is still in a primitive state of development in this respect. They are taking to wheat flour and Canadian millers should find a good market for all their products in that country.

"There is also an excellent market for Canadian fish and fruits of various kinds, such as apples. Apples will not grow in that great country of tropical fruits. There is also a field for manufactured articles of clothing as industries devoted to their manufacture have as yet been meagrely developed.

Opening for Sewage Systems

"That there is an excellent chance for the development of trade in pipe and machinery that go hand in hand with sewage systems can be seen from the fact that there is not a single sewage disposal system in the interior of Brazil. The great central part of Brazil is the least known of any section in the world. It is less known than Africa. It is a dark country in that respect, but not dark in the sense that it is behind in modern requirements. Great quantities of musical instruments, gramophones and similar articles were sold to Brazil prior to the war by Germany. Japan is alive to the opportunity there and has not been losing sight of the chance to develop her trade. She is already selling many products there and will undoubtedly continue to do so. The United States manufacturers have also entered the country and are securing much trade. But the Canadian manufacturer has an equal chance with the manufacturers of other countries. The fact that some of the finest development in the country has been carried on by Canadians will go a long way toward making the people feel kindly toward Canadian manufacturers and goods when they go into that country.

Want Farm Implements

"Farm implements are wanted in Brazil, evidence of which is gleaned from the fact that all duty on farm implements has been removed by the Government. The people are anxious to get the modern implements to till the soil. They have become thoroughly imbued with the necessity of adopting the best methods of carrying on their farm industries if they are to succeed in the race for progress. Farming will be an important industry with them. One of the chief branches to which they are devoting their attention is the raising of live stock. The duty on pure bred cattle and horses has also been removed by the Government in order to encourage stock raising. The people are a meat-eating people, but their meat is largely of the sun-dried variety. The meat is cut from the carcase of the beef in long strips, sprinkled with salt, then is hung up on a pole to sun for several hours. After it is thoroughly cured it is sold in the markets. Millions of people buy this meat, which is

sold at 16c per pound. Fresh beef is sold as well, the price usually charged being ten cents per pound."

Mr. McEwen was stationed in the State of Bahia, the capital of which is the city of Bahia, the inhabitants numbering 300,000 people. German influence and intrigue has been at work to induce the Brazilian Government to keep out of the present European struggle. Three States of the country are largely peopled by Germans and their descendants, namely, the States of Parana, Santa Catarina and Rio Grande de Sul. These three States prepared for secession when there was talk of participation on the side of the Allies. These rebel States declared they would take up arms against the remainder of the country and prepared for the mobilization of an army of 500,000 men. But the Brazilian Government took prompt action and seizure of the German banks followed and soldiers placed to guard them. The interned German ships were taken over and added to the Brazilian navy or merchant marine.

Brazil is now actively engaged in the war and is patrolling all the South American waters and is shipping food and supplies to the Allied armies in the ships seized from the Germans. The principal products of Brazil which were shipped abroad comprise cereals of various kinds, coffee, cocoa, chicle and nuts. Her interior states are reported to be rich in minerals and forest wealth. There are many kinds of expensive woods suitable for furniture and other uses which would no doubt find a ready use in Canada.

Canada to Have Steamship Line

"There will be a line of steamships running direct to Brazil from Canada as soon as possible, I am informed on good authority. This will greatly facilitate trade between the two countries. Canadian manufacturers should avail themselves of the opportunity to get into that country now when the people are looking around for new sources of supply and when they are taking on modern ways and methods of living," stated Mr. McEwen. One of the essentials for Canadian business men is to become conversant with the country and its needs. To this end they would need to send representatives there who can talk the language, or who could learn the language readily. Portuguese is the language of the country, as the country was settled in the early days by Portuguese colonists. There can be no doubt but that a fine future is in store for the manufacturers and business men who take advantage of the opportunity at present afforded in Brazil," concluded Mr. McEwen.

Author of Book on Brazil

Rev. J. D. McEwen is the author of a book entitled "Brazil," which is written in very entertaining and interesting English and which gives an excellent picture of the country as he came to know it after a residence of fourteen years among the people. He has marched with them, stood in their file, and he knows the Brazilians from intimate contact with them in their home life and in their business life. He is enthusiastic about the possibilities for development in Brazil. The life of hardship and danger that he led among the people permits him to speak with authority on the needs of the country.

Making More Money in Selling Fruit

Experiences of a Veteran Fruit Buyer Who is Now Buying and Selling Fruit on a Large Scale—Greatest Importance is in Buying — Make Use of Small Baskets For Biggest Profits—3,400 Baskets Sold in One Week — Display Methods

To sell over the counter thirty-four hundred baskets of fruit in one week, including oranges, apples and pears is some record. To sell them at a good profit is better and to see this record grow and have promise of smashing its own records makes an interesting story. And here is how Alfred Green, of St. Catherine Street, Montreal, does it and is sure of increased business in the future.

The Buying is All-important

The first point that Mr. Green made when called upon by a representative of CANADIAN GROCER was this: "The only way to make a success of fruit selling is to buy right—to buy in the original packages." This was emphasized as necessary whether the fruit be apples, pears, oranges, lemons or other lines. In view of the fact that Mr. Green is a veteran fruit man who has spent practically his whole life in buying and selling fruit his opinion carries with it much weight.

The reason for buying in original packages is that of getting the fruit as it left the packer. And where it was possible Mr. Green advised the plan of buying at public auction. In some of the larger centres there are regular sales two days of the week. The cream of imports are there available for the storekeeper and for a small charge he may have a desired number of cases of oranges, pineapples, lemons, apples or other fruit selected for him at the lowest possible price.

It also is possible in some places to buy what one wants directly at the car on the tracks, and this plan is sometimes followed in different centres. The grocer can see what he is buying and as the sales here are usually conducted immediately after the arrival of the car the pick of new stock is afforded.

Preparing For Selling

To prepare the fruit for sale is a matter of much importance. On the methods adopted the past year or two, and in some instances even of more recent date, the success of many a fruit handler has depended and upon these methods his present progress is being made.

"If I had to handle fruit in the old way I would simply hand over my business to someone else," said Mr. Green. "The old way of having a barrel of apples on the floor where they are subject to the mauling process of every customer and of every other person entering the store has made for more waste than anything else. It has also been the means of taking the profits from many of us in the past, and, therefore, the adoption of the small package idea has been a solution of this difficulty.

"Supposing that a woman comes in for a dozen apples. She is sure to insist that large apples be given her—the largest in the lot, and the modest clerk cannot but be agreeable. This means that a lot of smaller and probably inferior apples are left in the barrel and away go the profits.

A New Kind of Container

"We use this style of basket for apples, pears, small tangerine oranges and other lines," said Mr. Green as a couple of baskets were handed the writer for inspection. "These are very much cheaper than those formerly used and are made of cardboard from a patent evolved by our manager. They are neat and convenient, are made in four sizes and in this class of material they come cheaper and are neater than the other materials formerly used."

One of the good features of this container, as pointed out, was that of the ventilation provided through perforated sides. In the case of such a fruit as peaches or for tomatoes this is an important provision.

How to Fill These Baskets

It is very necessary to carefully decide what size of basket is best for a given kind of fruit. Take the matter of apples. Having bought these with a view to selling them out in the small lots it is necessary to make sure that they will fit well into the basket you have ready for them. This is very necessary. The point was impressed by Mr. Green when he said that he had bought up a great many barrels of a certain kind of apple. They were of the right size to permit of a certain number filling these standard baskets and

make the same appear attractive. Much depends upon this. In some cases one will want to place six apples or pears in a basket—in other cases it will be possible to put in more—probably nine or it may be that a full dozen will find room. This must be determined by the price that is to be set on the package and by the size of the fruit.

All soiled fruit should be wiped clean, for the more attractive the package the quicker will be the sale. Red rosy apples appeal to any lover of fruit and in the individual package this is attractive in added measure. Its selling value has been repeatedly demonstrated here.

3,400 Baskets in One Week

"In one week recently we sold 3,400 baskets of fruit—mostly apples, and sales are increasing all the time." This was Mr. Green's way of stating whether business of fruit selling was increasing or otherwise. It was estimated that the turnover in this line had increased as much as 100 per cent. during the past year and much of the increase has developed of late.

At this store the "Cash and Carry" idea has been in vogue for a long time, in fact the proprietors claim to have been the first to adopt this method here in Montreal. Thousands of customers come here to get their wants supplied and seem not to mind carrying with them what they buy. These small baskets of fruit are not heavy, neither are they too bulky.

The Display Methods

One cannot pass this store without seeing the fine array of fruit offered for sale. Some days both windows are filled and this is dependent, of course, upon the season and the fruit that is fruit of any kind, as big a variety as the market affords is available here at the closest prices. Even when strawberries were $1 worth per box they were here for sale for those who could afford to pay the price.

The window displays are always accompanied with plainly-written or lettered price cards. Before entering the store the customers may see what there is to be had and at what price.

The pricing idea is carried out inside. A fine array of fruit such as is seen in the windows is ready for wrapping inside. Each variety is supplied with a price card and sales are almost invariably made without effort. This is important for as Mr. Green pointed out, it is just as easy to use inexpensive feminine help as the higher priced. The goods are their own explanation—a small girl can be taught to wrap the fruit up neatly and to act courteously. This makes a saving in overhead expense and in these days when efficient male help is scarce it would seem that this store has made a good solution of a difficulty it would otherwise have to face.

Display within the store is very neatly arranged and much of the stock is shown on a long centrally-placed table. Oranges, grapefruit, pears, apples, lemons and other lines such as pineapples, strawberries and small fruits in season are all arranged here in such manner as to result in prompt and satisfactory sales. In the event of there being a large variety of fruit available other space near the entrance is utilized for an additional display.

Get Your Supplies Early

The man who would sell fruit successfully and make a profit must be up eagerly and get the best the market has to off. By gauging one's trade and being on the market, wherever it be, at the right time Mr. Green stated that a retail merchant could make it well worth his while. There were sometimes odd cases of cucumbers, pears, oranges and so on. To be on the spot when these were offered might mean much to the dealer and in the long run to be able to get specials such as these would probably total many dollars.

By getting in this habit of buying well it will be a help in keeping one's sales active. If a case is bought it will be the desire of every buyer to get rid of it promptly. This is possible with proper advertising, proper display and by giving the customer, adult or juvenile, undivided attention. Naturally, also, quite a good deal depends upon location.

Some Other Points

"There is no question about the importance of keeping people from handling fruit, and especially certain kinds of it," was another observation here. "Take the matter of several clerks in a store of this kind. If they are permitted to eat oranges, pears, apples, etc., as they will do, a considerable item of loss will manifest itself and this cannot be very readily traced either. The old method of having a barrel in the centre of the floor with apples in it is obsolete. Not only was it unsightly but it was a fair guess that a large percentage of the prospective customers would 'help' themselves. When a basket is filled with a given number of apples it will not be disturbed—the merchant will sell the number of apples he bought and get his profit. For it is only by selling what one buys that he can expect to make a given margin."

The All-Essential Profit

"Is fruit-selling profitable?" was asked of Mr. Green. "Yes, it is one of the most profitable lines we sell. There need be very little waste and fruit is a thing that money can be made on. Here," said Mr. Green, as he handed a couple of recent records to CANADIAN GROCER, "are some of the average sales of fruit alone that we have had recently." These totalled from $900 to $1,500 per week and when questioned as to the profits Mr. Green added that the margin was good, a gross profit of from 30 to 35 per cent. being possible. The net results would depend upon the overhead charges. With a quick turnover such as this there was a very attractive net profit in sight.

In the matter of these individual package fruits the amount of profit depends, of course, upon the number of baskets that can be filled from a barrel or from a box as the case may be. Each merchant will have to figure this out in every individual instance. But there should be no difficulty in securing a good substantial profit for prices of these basket lots range from 25c each to 60c according to size and grade.

Another Merchant's Views

"I have sold more apples and pears in boxes than ever before during the past three or four months," said John Robertson, of John Robertson & Son, Montreal. "Sales of these have run as high as 500 small baskets in a day and I believe that we have sold as many as 1,000. This is probably attributable to the scarcity of oranges to some extent, and yet there is a general better demand for fruit.

"Grapefruit have sold well and the demand for these is better than it was previously. We also sell a great many pears. A certain variety of these we bought in November and by storing them and keeping the stock cool we have had them without interruption right along."

Mr. Robertson pointed out that their business had been greatly increased and that this was traceable largely to the method of offering them in the convenient baskets before described. As a general thing a showing of fruits is made in the windows from day to day. Being in a busy part of the street where many thousands of people pass every day the trade for fruit of every kind has increased.

"Recently," said Mr. Robertson, " I determined to sell a quantity of boxed apples at a certain price. These were shown in the windows and the price clearly indicated. Within three days we sold the entire lot of 300 boxes."

ST. LAWRENCE STARCH COMPANY PLANT DAMAGED BY FIRE

No. 1 Plant Entirely Destroyed and a Heavy Loss in Products Will Bring the Total Loss to Approximately $100,000

No. 1 plant of the St. Lawrence Starch Company, Port Credit, Ont., was totally destroyed by fire on Thursday afternoon, July 4, with an estimated damage to equipment and stocks of approximately $100,000. The fire started at about 3.40 p.m. on the third floor of No. 1 plant, which is the oldest part of the total plant, and is a frame structure of four stories, built about 25 years ago. No 2 plant is a much larger and more modern building of steel construction, and stands about 20 yards away from the older building. Between the two is another frame building, which serves as office and warehouse. No. 2 plant suffered no harm, but considerable damage was done to product and supplies in the warehouse by the water which was applied to it to save it from the conflagration. The plant is fully covered by insurance and the rebuilding will commence at once It is not expected that business will be interrupted.

Enquiry Department

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

LICENSES TO FOREIGNERS

Will the Canada Food Board grant a license to an Austrian or a German or other enemy of the Government who wants to start a general business in groceries and meats

LEONARD BROS., Mond, Ont.

Answer The Canada Food Board will probably grant a license to anyone who sends in an application form properly made out. That department has nothing to do with alien enemies, and would probably know nothing of the applicant's nationality. We do not think that a license should be granted to such parties. If any alien enemies are applying for license in your section, you had better advise Henry Amphlett of the Licensing Division of the Canada Food Board, Ottawa, of the facts of the case, and also advise the department of Dominion Police, Ottawa, regarding them

ADDRESS OF H. GOLDSTEIN

Will you kindly give us the address of H. Goldstein, who has white flour on hand. We are anxious to obtain some.

MONETHEZE VALION, LTD.,
Hull, Que.

Answer—We are unable to supply this address. The enquiry arrived without any address attached and the post mark was obliterated.

SALMON FOR SALE

Will you kindly advise us where we can find a market for 1,000 cases Canadian pink salmon, 1917 pack, and what price they would bring f.o.b. Montreal.

MAYOR & LAGE INC.,
Brooklyn, N.Y.

Answer—This information has been sent direct.

PERFORATING MACHINES

Will you kindly give me the name and address of firms selling a label perforating machine?

PURITAS, LTD.,
Quebec, Que.

Answer—F. B. Cummins Co., Chicago, Ill.

RE CO-OPERATIVE STORES

Can you tell us where we can get information about co-operative store business?

W. H. BYAM & SON,
Millbrook, Ont.

Answer - Write "The Co-operator," Guelph, Ont.

SUBSTITUTES FOR FLOUR

Kindly give us information relative to the substitutes for flour and what quantities may be purchased, also regarding tea and match taxes?

McPHERSON & CO., LTD.,
West Lorne, Ont.

Answer—The substitutes for wheat flour are rolled oats, oatmeal, barley and rye flours, bran, potato flour, corn flour, corn meal, tapioca flour, in fact any grain product not produced from wheat. These substitutes may be purchased in any quantities desired.

FARINA MAY NOW BE MADE AND SOLD

Former Regulation of Food Board Changed—An Important Food for Infants

The Canada Food Board is permitting the sale of farina again in Canada during the Summer months. It will be remembered farina was among the wheat foods whose manufacture and sale was restricted some months ago. It is a food that is used largely for infants and it was upon representations made by manufacturers of babies' specialties that it has been reinstated. It should be available to the trade in about a week or ten days' time.

It will be obtainable in grocery and druggists' stores, upon presentation of a doctor's certificate. Retail grocers or druggists may place their orders through the Food Board. Doctors may place orders in the same way for supplies of farina for hospitals or sanitaria. Retail grocers or druggists will be required to give an undertaking that they will not sell this food except under the conditions prescribed by the Food Board.

The Food Board states that doctors will be expected to issue the required prescriptions in bona fide cases without charge, and a number have already indicated their willingness to do so. It is suggested that such prescriptions be made good for a period not exceeding three months, in order to avoid the necessity of having a prescription issued each time a supply of farina is required.

Regarding tea, there is a ten cent tax on new importations and an excise tax of the same amount on hand April 28 last. As all holders of more than 1,000 lbs. of tea on that date have to pay the tax it is, of course, added to the cost of the tea. The retailer has nothing to do with the tax unless he had more than 1,000 lbs. of tea on the date named, in which case he would pay an excise tax of 10 cents a pound on all stocks over that amount.

Regarding matches, a tax of 1 cent per hundred must be paid after July 1 on all stocks then in the dealers' hands. Purchases made subsequent to the imposition of the regulation would probably carry the stamp tax. Revenue stamps should be applied to all boxes of matches in the possession of the merchant on July 1.

REGARDING MATCHES

On April 27 I bought a case of matches. They were invoiced at $16.50, but there were no stamps on the boxes. Was the wholesaler justified in charging me so much, and if I have any on hand July 1 will I have to put stamps on them at my expense?

———, Belleville, Ont.

Answer—If the matches were shipped to you after April 28, the wholesaler should have placed the stamps upon them and invoiced you with the extra charge. If you have the invoice proving that the tax had been paid, you should not have to stamp these goods again.

THE TAX ON MATCHES AGAIN

The Toronto "Globe" and "Star" in a recent issue state that there is a war excise tax of 1 cent on a box of matches. In a recent issue of CANADIAN GROCER it distinctly states 1 cent a hundred. Which is right?

Answer The newspapers evidently referred to the small boxes of matches, sold in automatic match selling machines. These hold less than 100 matches and the tax would be one cent. In the larger boxes of matches holding 500 the tax would be 5c, as stated in CANADIAN GROCER.

RYE FLOUR IN SACKS

Please let me know where I can procure rye flour in 24-lb. or 98-lb. sacks?

F. F. ADAMS,
Cardinal, Ont.

Answer—This information has been sent direct.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

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

.....

.....

Name.....

Address.....

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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EDITORIAL BRIEFS

THE *Journal Officiel of Paris,* recently published a revised tariff of insurance risks against air craft and bombardment. Canadian merchants who are worrying over the ever-increasing charges for goods and service that they are facing should congratulate themselves that this item of expense finds no place upon their books.

THE Retail Grocers' Association of Grand Rapids, Mich., has launched a campaign for the licensing of all grocers who enter business. To obtain the license it will, if the plan were put into effect, be necessary for the grocer to serve a two-year apprenticeship, and have $1,000 capital. This is not a new idea. The advisory board who framed a plan for the licensing of grocers in Canada had both these conditions incorporated. The Food Board, however, did not see fit to adopt them. We doubt if the Grand Rapids Association will be much more successful. The idea is a good one, and would eventually work for the great benefit of the trade, but it is not always easy to convince the grocery trade or the public that this is so.

THE DEMANDS UPON THE STORE

THE recent more stringent enactment in regard to the Military Service Act is going to make still more serious demands upon the store, and will increase the difficulties of carrying on business. This is not a thing over which the merchant will grumble. The need is serious and the demand is just. There will unquestionably, in many quarters, devolve upon the merchant a still larger part in the actual service of the store than he has been accustomed to take in the past. That is essential if the quality of the service is to be maintained. There is a danger in this that some other things may suffer. In the stress of this possible added work there should be no slackening in the attention paid to the matter of accounts or of stocks. These two elements are where the point of danger lies. Some day, it may be a month from now or a year, but some day a readjustment is going to come, and to the merchant who has been slack with his accounts, or who has let his stock run wild, these days may be disastrous.

CLERKING AS A NON-ESSENTIAL EMPLOYMENT

GROCERY clerks in the United States have been definitely advised by the United States War Board to hunt other occupations. By the recently announced ruling of this board the clerks in all mercantile establishments are placed in the category of non-essential occupations. This ruling includes male clerks in all businesses whether wholesale or retail who are subject to the draft. This is another of the stringent regulations that are an outcrop of the titanic world struggle. It is a revolutionary move that only such unheard of conditions as are facing the world at present would make possible. It will be remembered that Sir Hugh John Macdonald, police magistrate of Winnipeg, recently gave a similar decision, and instructed the police to enforce it. It is within the realms of possibility that a similar ruling may yet be made operative in Canada.

THE PASSING OF A FOOD DICTATOR

THE news of the death of Baron Rhondda, the British Food Controller, comes as a distinct shock and with a real sense of loss. Baron Rhondda took up the herculean task of governing the food supplies of the British Isles, at a time when it seemed almost possible that the German "U" boats might make good the Kaiser's boast and starve England into submission. He introduced the most rigid measures of conservation, and adopted almost autocratic powers over all lines of food production and distribution, and by so doing he made England safe against the German boast.

Under his administration the food trade of England has been practically a one man job, yet so justly have his wide powers been used that those who have suffered most by the restrictions he imposed have been loyally behind him from the first. Baron Rhondda, who as William Alfred Thomas, put the South Wales coal mines on their feet, at the call of his country's need took up a larger and seemingly impossible task and made it possible and died a martyr to the strain that this great task imposed. There have been more romantic figures in this war than this quiet man in his office in London governing the food supplies of a nation, but among all these figures there is not one who has done more to make possible the dawn of a righteous peace.

Current News in Photograph—No. 28



GAS MASKS

GOVERNMENT experts of all countries are constantly trying to develop means of protection against poisonous gases, against which the men have to battle daily. Masks of all types are used continually in most attacks. Our photo shows the masks now used by our Allies and the enemy. From left to right they are: American, British, French and German masks.

GOING AFTER SOUTH AMERICAN TRADE

Harold F. Ritchie & Co., Toronto, Are Opening Office in Buenos Ayres and Will Branch Out Later On

Harold F. Ritchie & Co., Ltd., Toronto, and Harold F. Ritchie & Co., Inc., New York, have decided to enter the South American field and already have a man in that territory. The interests of the firm there will be looked after by L. J. Sheather.

The business in South America will be operated practically on the same lines as in Canada and the United States. The Harold F. Ritchie business was originated in Canada to represent British, French and American firms and is one of the few Canadian businesses that have invaded outside territory. The company will represent the same firms in South America. It is their intention to open an office to start with in Buenos Ayres, Argentine Republic, and later on to open branches in the different countries.

MILLERS NOT ANXIOUS TO MANUFACTURE NEW STOCK GOODS

Only eight millers have returned the signed contracts to the Agricultural Section of the Ontario Organization of Resources Committee as signalizing their intention to manufacture the new stock feeds suggested by the committee. When the standard feed was adopted by the Committee about three months ago, officials estimated that a reserve of 1,500 cars would be needed to meet the feed shortage next winter. The eight contracts so far signed promise not more than 200 cars.

An immediate way out of the difficulty must be found, if the concentrates are to be secured and the feed manufactured this summer. For that reason a special meeting of the Agricultural Section has been called for next Tuesday to consider the whole matter. The millers appear to be afraid to invest their money in the concentrates, fearing that after they are stocked up the price may are stocked up the price may drop, and drop, and that they will be the losers.

It has been suggested that one way out of the difficulty would be if the Government would give the millers some assurance against loss on this score. Failing that, the Government itself might purchase the concentrates and make them available for the millers. In the United States at present, it is said, there is a large supply of hominy meal that can be bought cheaply. So far, its value as feed has not been generally recognized, in the States. Local authorities say it is almost upon a par with corn

CANNING FACTORIES BUSY

Peas Now Being Packed—Prospects Excellent Under Ideal Weather Conditions—Tomatoes Look Favorable—Corn Only Fair

Already the canning factories are busily engaged in packing vegetables and some fruits and prospects for the various packs remain about the same as outlined in CANADIAN GROCER some time ago. A survey of Prince Edward County made by CANADIAN GROCER representative last week reveals a heavy acreage of peas and tomatoes, the majority of which is in excellent condition.

Peas are now being packed by the factories and are an excellent quality. Ideal weather conditions for these have existed so far which have brought about this result and hopes are entertained that favorable weather will prevail throughout the balance of the pea season. Reports from all sources are encouraging and a good pack is looked for.

The prospects for tomatoes continue to be excellent. Weather conditions of course play a big part in future of these but if favorable a good pack may be expected. All districts submit optimistic reports.

The situation in corn is unchanged and whereas a large pack is not likely, hopes are held out for a fair pack.

Strawberries are going to be very short and prices are extremely high. It is intimated that growers seem to have very exaggerated ideas of the value of their fruits this season, which means higher prices than are warranted but must be paid if canners do any packing. Indications are that raspberries will run from 65 to 75 per cent. of a normal crop in the Niagara Peninsula with other points light. Prices on these are abnormally high owing to heavy demand.

Although apples will be below the average, they will likely be much better than last year when the crop was a complete failure. The cherry crop is by no means heavy, being estimated at about 50 to 60 per cent. of normal. Pears will likely run about 40 to 50 per cent. of a normal crop, peaches not likely to exceed 40 per cent. and plums about 65 per cent. It is felt in view of the outlook for crops that all canned fruits should be a fairly good investment at the present time.

CURRENT NEWS OF THE WEEK

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

Maritime

The new sardine plant of the Booth Fisheries, Limited, which has been erected in West St. John, N.B., has been completely equipped and was ready for operations on July 4. As it happened, there were no fish available on that day, but the work of packing started on the following day and now is well under way. S. O'Grady is the general manager.

At a largely attended meeting of lobster packers and fishermen of Prince Edward Island, which was held in Charlottetown, the proposal to limit the fishing to one month in the year, or to close the fisheries entirely for a period, was unanimously opposed. A resolution was adopted favoring a season from May 1 to June 20, the setting apart of bays and estuaries as sanctuaries for lobster propagation, and the continuance of the present investigation by experts and the scientific instruction of fishermen in all branches of fishing.

Canners and fishermen pledged enforcement of protective regulations and suggested the organization of an efficient force for that purpose. The meeting decided unanimously that, if fishing had to be prohibited for a period, the shipment of live lobsters and the canning industry be treated alike. The appointment of a separate ministry of fisheries was advocated.

Several of those present expressed the opinion that the Fall fishing last year was a mistake.

Quebec

J. E. Haul & Co., Montreal, have dissolved partnership.

Mrs. Leblanc, of 1318 St. Valier street, Montreal, is succeeded by J. B. O. Richer.

Ronald Gervais has bought out L. Pelletier, of 509 Joliet street, Montreal.

R. Sauvageau has opened a grocery store in Montreal at 2027 Ontario street East.

C. W. Pyke, sec.-treasurer of the Ontario Wholesale Grocers' Association was in Montreal this week.

Jos. Payette, of 129 Eddy street, Montreal, has purchased the interests of his brother in their procery at Cote St. Paul.

J. Whyte has registered under the name of the Yorkshire Grocery and Provisions Co., 1270 Wellington street, Montreal.

E. Mongeau, 1209 Mary Ann street, Montreal, has formed a partnership with Mr. Salsfacon. The firm will be known as Mongeau and Salsfacon.

Amedee Blais, 1 St. Germain street, Montreal, died recently. His grocery business will be conducted by his wife at the above address.

G. B. MacCallum, of G. B. MacCallum and Co., manufacturer's agents, Montreal, was in Toronto early this week and returned to the city on Tuesday.

T. H. Lightbound, sales manager for the St. Lawrence Sugar Refineries, Ltd., is this week in Toronto and other Western points and will return to Montreal within a few days.

Ontario

W. J. Cameron, Southampton, Ont., is advertising his business for sale.

Albert Heck, late of Toronto, has been in Montreal for some weeks and recently opened two "Betty Brown" candy stores for this firm which he is here representing as manager.

Incorporation papers have been granted to Anderson Brothers, Limited, to carry on business as grocers and dealers in all sorts of foodstuffs, provisions, meats and fodder by wholesale, retail or on commission. The company is capitalized at $100,000. The head office will be at Kingston, Ont.

George Butterfield, for many years with C. H. Cochrane and Co., Ltd., Ottawa, has severed his connection with that company. Mr. Butterfield has visited the large centres of Canada and the United States in the interests of the coffee trade and his many acquaintances will doubtless receive this announcement with some surprise. No plans for his immediate future have as far as is known been made.

The Fred. Smith Company Limited, has recently been incorporated with a capitalization of $170,000 to manufacture, buy, sell, deal in and import cotton seed meal, flax seed meal, locust bean meal, velvet bean meal, soya bean meal, and other feeds and feeding stuffs for live stock and poultry, and to deal in and import linseed oil, lubricating oils, greases and pine tree products. The head offices of the new company will be in Toronto.

WINNIPEG FIRE LOSS

Fire caused $30,000 damage early Monday morning when it gutted the top floor of the Maycock & Toms fruit and produce company warehouse in the Bright & Johnson block, Bannantyne avenue. Furniture owned by the Crescent Furnishing Company, situated in the same block, suffered most. The stock of the Shredded Wheat Company also suffered slight damage.

EAST ON BUSINESS TRIP

H. J. Lewis of Robt. Gillespie Co., and the A. Maclure Co., Winnipeg, is in eastern Canada on a business trip. He was in Toronto this week and will be in Montreal end of the week and fore part of next. He also made a visit to Brantford. He is calling on some of his firm's principals as well as other manufacturers.

HALF-HOLIDAY FOR NEWCASTLE N. B., MERCHANTS

Newcastle, N.B., merchants have agreed to close their stores every Wednesday at 1 p.m., from July 10th to the last of September. The stores also close on Monday, Wednesday and Friday at 6 p.m. all year.

MONTREAL FRUIT IMPORTERS FORM ASSOCIATION

The fruit wholesalers of Montreal are forming an association to be known as the Montreal Fruit Importers Association, to promote better conditions among the trade. There are thirteen importers in the city, and as a result of entirely independent action in many instances more goods have been imported than the market warranted, resulting often in a wastage of food products, and serious financial loss to the importers. The new association aims to develop greater harmony in the matter of importations, to arrive at a more uniform and satisfactory system of handling credits, and to establish something in the nature of a black list, for parties, who are known to be taking unwarranted advantage of the credit allowed them. The officers of the association have yet to be elected. George Vipond of George Vipond & Co., Montreal and Winnipeg, is the provisional chairman.

50 YEARS, SERVICE HONORED

The employees of the Canada Sugar Refining Co. Ltd., met in Montreal recently to honor Robert Bennet. The occasion was that of Mr. Bennet's completion of 50 years service in the employ of his company where he has been connected with the cooperage department and of which he is now its superintendent.

As an expression of the esteem in which he is held Mr. Bennet was presented with a gold-headed cane by his fellow employees and a gift from the company also was presented him. This was made by Huntly Drummond, President of the firm, and in well-chosen words Mr. Drummond made reference to the long and valued service accorded by the guest of honor.

It is interesting to note that Mr. Bennet's father was an employee of the firm for many years and that most of those present on this occasion had seen at least 25 years, service with the same company.

MAKING OLIVE OIL IN SPAIN

An interesting visitor to Winnipeg during the past week was E. Pascual, representing Federico Garret & Co., Malaga, Spain. Mr. Pascual was calling on their representatives, Mason & Hickey. In Spain, of course, a lot of olive oil is made, and speaking to CANADIAN GROCER, Mr. Pascual gave some interesting information about its manufacture. The olives are picked in the early morning, and kept in the factory until noon. Then they are sent to the selecting room where damaged or unsound olives are thrown aside. The selected olives are sent to the washing chamber, and from that time on are not handled by human hands.

After being washed the olives are sent automatically to crushers. First they are simply flattened by the crusher, and then placed on round mats, about 30 inches in diameter, which are in the shape of pouches. These mats are placed on trucks and held under a press which forces out the oil and water from the olives. The color is then dark, due to the color contained in the skin.

The oil is then allowed to settle, and the water to sink to the bottom with the coloring matter, while the golden olive oil remains floating on the top. The water is then drawn off and the oil sent to tanks in the freight room.

The first press is only slight in order to get what is called the virgin olive oil. The olives are then sent to a second crusher and again pressed. This product is called the second quality of olive oil. Then the olives are pressed again and mixed into a paste with a small quantity of hot water. This is the oil which is generally used for making white castile soap, as well as for textile purposes. The virgin oil is sent to underground tanks which are glass-lined, and thence to filtering presses, where it filters free from particles that might be in suspension and from any humidity it might contain. The oil does not undergo any refining whatever.

LUXURIES NOT NECESSARILY AN EVIL

Thomas Edison, the Wizard of Science, Speaks of the Way Luxuries May Assist in Winning the War

"We hear a good deal of talk about luxuries," said Thos. Edison at a recent convention in New York. "Luxury is a relative term. What is luxury for one man is almost a necessity to another. No matter what is said or done, the increased earning power of the American people is going to result in the increased purchase of luxuries, and the urge to possess luxuries will do more to speed up production than all the prize contests, bonus plans and proclamations that can be devised. The laziest and most non-productive man in the world is the man whose wants are the simplest. The fellow who has a family that wants luxuries and is endeavoring to gratify them is the man who is usually working the hardest and procuring the most.

'What we need to do is to speed up. It is not a question of what we must not do, but a question of what we must do. We must win the war. We must provide all the arms, ammunition, ordnance, aeroplanes and equipment that can be transported to Europe, and we must build ships as rapidly as possible.

We must make all the other goods that we can possibly make; we must keep on creating new wealth, we must keep our manufacturing organization in good running order; we must continue to go after foreign trade, and we must prepare ourselves for the intense competition for foreign markets that will occur after the war.

"We are in this war and we must see it through to a conclusion that justifies the sacrifices we have made. I do not say that Germany must be crushed. It may be that her deluded people will strike the scales from their eyes and overthrow the powers that have plunged the world into war. But however the result is accomplished, there is but one result with which we can be satisfied, Germany must be cured for ever of the desire to wage war.

"I have spoken about the war because it is the most important thing in the world to-day. We must not put our own selfish interests above the interests of the nation. We must give and we must do to the full limit of our respective abilities, in order that the war may be won in the shortest possible time. On the other hand, we should oppose in all proper ways the hysterical and immature ideas that from time to time are advanced by men, who, either through inexperience in business or indifference to the business prosperity of the country, propose measures of incalculable harm and of relatively small advantage."

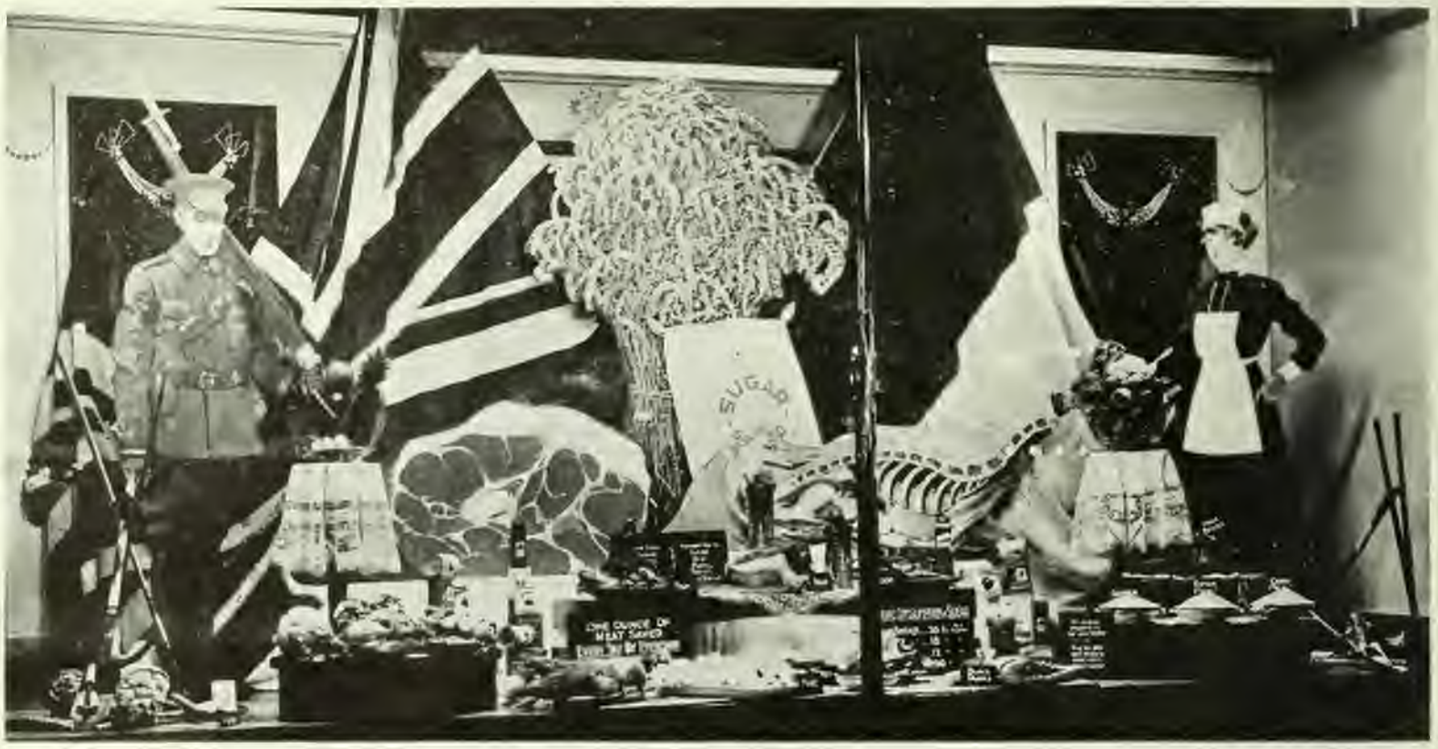
GUELPH GROCERS' PICNIC

The Guelph Retail Grocer's Association will hold their Second Annual Picnic on Wednesday, July 31, 1918. They are having the usual programme of games and races.



Attractive interior display methods of the A. P. Johnson store, Brimson Ave., Ottawa.

An Ounce of Meat May Win the War



FEATURING CONSERVATION

More and more is it becoming apparent that there must be a large measure of conservation if the war is to be won by the allies. This is a doctrine that is being preached from the platform, the pulpit, the press and in the realms of trade. Illustrated herewith is one of those sermons on saving that is strong in its voiceless appeal. It is a window featured by Goodwins, Limited, Montreal. Against a background of Allied flags stands a woman with a food pledge card, and a soldier in khaki, two fighters in the war for democracy. In the rear of the window are the goods that must be saved: Beef, ham, sugar, wheat; in front a display of goods that may take their place on the menu. The words on the central card point the moral:

> "One ounce of meat saved every day by everybody on this continent would make up the Allies' deficiency."

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SUPPLIES of sugar are again somewhat light, and no surplus stocks are being accumulated. Some refiners have shut down temporarily, which throws the load on those operating, but the hope is expressed that shipments to come will take care of all requirements. Some of the refiners advanced prices 10 cents per cwt. on Tuesday.

Indications are that prunes for Canada will run mostly to small sizes, the United States Government having virtually taken over 50-60s and 60-70s, and larger being a very light crop. How Canada's allotment will work out is not yet known, and until orders are in after July 22, figures cannot be arrived at. Prices will be high.

MONTREAL—Sugar is again the centre of interest this week, and three refineries have advanced their quotations on refined and adjusted their differentials also. The Atlantic, Acadia and the St. Lawrence refineries are now selling at $9.10, with differentials changed, as shown elsewhere. While the outlook is not real promising, the survey made would indicate that Canada will get the sugars that have been allotted her by the Sugar Commission. Prices will probably hold firm or even advance a little more, and other refineries will perhaps make new prices in the immediate future.

The canned goods outlook is better, as far as peas and tomatoes are concerned, while corn is not so promising. Fruit pack also will be much lighter this year—perhaps not over 65 per cent. of normal on the whole—at the outside.

Rolled oats are up 15c, and this affects oatmeal, too. With the oat market firm there is a likelihood of this commodity being held firmly. Cornmeals also hold, with a strong undertone, but no changes were made.

Changes for the week are few and are confined to upward revisions for salt, lye, soap powder and sal soda, while oil cake is quoted lower. The trade conditions are steady and on the quiet side.

TORONTO—Probably the most changeable items in this market are fruit and vegetables, which vary almost daily. Canadian production is increasingly to the fore, strawberries now running fairly heavy, though the crop generally will be light. Raspberries and cherries are also offering in fair quantities, and another week will see very good supplies. Beets, beans, cabbage and tomatoes are coming in quite freely, and as the arrivals increase a somewhat lower scale of prices may be expected.

Some interest in dried apricots with pit is noticeable, the difference in price of about 3c per pound against those without pit being a factor when prices range so high. The course of prunes is attaining a little more definite shape. Two of the medium sizes will be absorbed by the United States Government, it is thought, and with very few large sizes available, the small size will dominate the market.

Sugar is somewhat scarce locally, though improvement in supplies is looked for, sufficient to take care of requirements during preserving season. An advance of 10 cents per cwt. went into effect on Tuesday.

Canning factories are now busy on peas, and reports from all sources indicate that under favorable conditions a good pack may be expected. The early pack is said to be excellent quality. Tomatoes are looking fine, and if weather proves good a splendid pack may be expected. Strawberries are scarce, and growers demanding very high prices.

An advance of 6c per pound in mustard and higher prices on salt, baking powder, ammonia cleanser and vinegar barrels and kegs have been named.

WINNIPEG—Prospects of a heavy crop of white beans, with indications that Government requirements for the year have been largely met, point to a possibility of lower prices for this line. Japanese beans, new crop, have been offering at a decline of 5c per pound. Winnipeg jobbers generally are carrying fairly heavy stocks of high-priced beans. So a drop is not looked for until present stocks are largely cleaned up.

Rice at primary points is high, and the trade is not looking for a decline when new crop is offering. Jobbers' stocks locally are in good condition, and prices considerably below replacement values. Tapioca has shown a slight decline, while sago is said to be unprocurable at primary points.

A decline of 2c per pound has been recorded in shelled almonds, though orders are being taken subject to being able to get them through.

Fairly good stocks of 1917 dried fruits are still on hand, and big orders of prunes and raisins, 1917 stock, for August shipment, have been placed, and will, it is hoped, come through. Business generally is fair.

QUEBEC MARKETS

MONTREAL, July 10.—Conditions here as affecting the grocery lines is remarkably steady. It cannot be claimed, of course, that business is brisk for the season of the year is that when a temporary quiet prevails for many of the lines carried. For staple goods demand continues steady, nevertheless.

Soda and Salt up Twenty Cents Barrel

Montreal.

SALT, SODA.—Advances are made in some quarters this week by the jobbing trade for salt. This is about 20c in a general way on the various barrel assortments. For 2½-lb. bags in barrels, $5.95 per barrel is asked; 3-lb. bags in barrels are $5.85, and 7-lb. bags, $5.25. Bulk salt for the ordinary fine and dairy grades is advanced 20c and 10c per barrel respectively. Bulk in bags is up 10c per bag for the 200 lbs.; 10c for 100 lbs. and 5c for 50's. Cow brand sal soda is now $1.75 per box, an advance of 15c.

Soap Powder and Lye up; Ground Oil Cake Down

Montreal.

SOAP POWDER, LYE, OIL CAKE.—Advances are made in the price of a line of soap powder, Babbit's being quoted now at $4.80, or 80c above the last price. Babbit's lye also is up to $5.25 per case, an increase of 75c. Ground oil cake is lower, the bags formerly selling at $3.75-$3.85 being now quoted at $3.25-$3.35.

Refined Sugars and Specials Are Advanced

Montreal.

SUGAR.—It was definitely suggested in the columns of CANADIAN GROCER last week that there would very probably be other advances in the price of refined sugar. This is now an established fact and the quotations on the product of Atlantic, Acadia and St. Lawrence refineries is selling at $9.10 per 100 lbs. This makes an advance of 30c straight in the price of St. Lawrence and Acadia. Differentials also have been changed, and as there is some difference in these as affecting the various manufacturer's quotations the spread is given below. Notwithstanding the somewhat curtailed output, due to the shorter delivery of raws, some refiners are of the opinion that there will be enough sugar if time is considered, for as the difficulties are encountered regarding tonnage, etc., it is thought the obstacles will be overcome. It is a fact that for the moment supplies are curtailed and a hand-to-mouth proposition is now the rule for the trade, generally. The market is firm, exchange rates being high and various factors having made an added cost to the refiners of from 20c to 30c—about the amount of the new advances.

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

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

Will be Good Pack Peas, Fruits Not so Good

Montreal.

CANNED GOODS.—Movement of old pack canned goods is maintained. One large handler of these sent forward three cars of fruit picked up from the market to meet an order from a western point. The fruit outlook is not bright, and an average of from 45 to 60 per cent. normal pack is about the best that the trade can look for. The situation is better when applied to some of the vegetables. Peas are looking well, the canners are already packing and expect that they will have a heavy run. The tomato outlook is good, too, while corn is not very promising. In the meantime there is a good movement from various sources and jobbers who have the stock are being asked for it freely. Prices are well held.

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

Syrup Has Been Quiet, Expected to Move Again

Montreal.

MOLASSES AND SYRUPS.—There has been a good movement of molasses, seasonably speaking. Many prefer to use this although its high price has been against its wider use. The baking and confectioner's trade has asked for a good deal of syrup, and while this has not been as heavy as it might have been there will be an improvement some think. Molasses holds firm but unchanged. The advance in sugar may result in a revision of price on cane syrups, although this is not a definite forecast at the moment.

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

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

For outside territories prices range about 3c lower.

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

Not Much Surplus Maple Sugar or Syrup

Montreal.

MAPLE SUGAR AND SYRUP.—There is very little change in the market conditions. The better part of the season is over, and while the demand is fair this has somewhat decreased. There is not a great deal of stock around, from the most reliable information obtained. Prices are well held and will be, for there has been a good deal of stock picked up by outside dealers and buyers have paid fancy prices to get their requirements.

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

Nuts on Spot Scarce, Some Supplies to Come

Montreal.

NUTS.—As far as spot business is concerned there is somewhat of a shortage of certain supplies. In a short time some supplies will be received, it is expected, and if the present activity continues these will be picked up rather quickly. As far as walnuts are concerned there will be no more supply after those on spot and in the hands of importers and jobbers on this side of the Atlantic are distributed. Reference to

this is made elsewhere. Prices are high and firm with advances probable in some lines on the list.

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

Activity is Marked For Lines Dried Fruit

Montreal.

DRIED FRUITS.—Much activity obtains for apricots, peaches and for dried pears. Prunes also share the same condition and one jobber states that their sales of raisins are very large at this time. Prices are fully maintained, but even at this, in view of the crop outlook jobbers think the present quotations are not at all high. The prune outlook is that prices for the new crop will be much higher than those at which jobbers are sending out the goods now.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	....	0 20
Peaches (fancy)—		
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	6 84
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 19
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 13
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12¾

Cassias Are Scarcer; Spice Prices Steady

Montreal.

SPICES.—Little can be added of an interesting nature to that already said regarding the spice markets. They are all of a firm character and this will be the condition for some time with present indications pointing to a short supply of some lines. Cassias are scarcer now than they have been and the market for them is strong. All lines in the list are firm.

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

SUGAR GOES HIGHER

New prices have been named on sugar by some of the refiners, Acadia and Atlantic granulated advancing another 10c per 100 pounds this week and St. Lawrence going up 30c, making Toronto prices for all three $9.27 per 100 pounds. The differentials on St. Lawrence yellows have undergone revision also, the No. 1 yellow now selling at 30c per 100 lbs. under granulated instead of 40c with No. 2, 10c per 100 pounds under No. 1 yellow, and No. 3 20c less than No. 1. Atlantic differentials as applied to No. 1 yellow are also up 10c, the light (their No. 1) selling at $8.97, or 30c under granulated. The Brilliant at $8.77, or or 50c under granulated and dark at $8.67 or 60c under granulated show no change in the differential. Acadia differentials remain unchanged.

Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Rice Steady and Firm With Sales Maintained

Montreal.

RICE AND TAPIOCA.—Sales of rice are very well maintained, in fact one quarter reports them particularly active. Being a good food it is used in some quarters extensively. While there is no over-supply the market affords a good range still and all prices are steady and firm, Tapioca is selling fairly well but is not particularly active.

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

Interest Small For Beans; Market Holds

Montreal.

BEANS.—While there is very little interest in the bean markets, demand being on a restricted level, the prices hold quite firm. Some of the sections throughout part of the province are using fair quantities, but there is not the sale for them as a general thing that the jobbers would like. Prices are unchanged as follows:

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

Flour is Asked For But Supply is Short

Montreal.

FLOUR AND FEEDS.—There was a marked change in the demand for flour. This was brisk from the trade, and so much so with some that they early began to discourage the requests, and in fact orders were turned down. Supplies are dwindling gradually and the weight is being thrown on the substitutes, corn and rye flours being the lines in biggest demand. The manufacture of substitutes is now being effected on a larger scale and some expect that facilities will be available soon for making other lines—probably that of oat flour among others. Feeds are active, as far as demand is concerned and prices are without change.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	10 95
Car lots (delivered), Bakers	....	11 05
Small lots (delivered)	....	11 15
Bran, per ton	....	35 00
Shorts	....	40 00
Crushed oats	61 00	64 00
Barley chop	61 00	64 00
Barley meal	61 00	64 00
Feed oats, per bushel	....	1 06

Rolled Oats up 15c Cornmeal is Strong

Montreal.

CEREALS.—It is expected that there will be a better demand for cereals when the new regulations get under way. As it is the demand for bulk oats is very fair although that for the package goods is smaller just now. With oat and corn markets much higher than they have been for some time it is expected that there may be further revisions. Rye flour is easier under competition, for the demand has been good and will fur-

ther increase in the next week or ten days.

Cornmeal, Pure Gold	....	7 00
Cornmeal (Gold Dust)	6 60	7 00
Barley, pearl	7 50	8 25	8 75
Barley, pot, 98 lbs.	6 00	6 25	6 75
Buckwheat flour, 98 lbs.	....	7 25
Corn flour, 98 lbs.	5 80	6 00
Rice flour	....	9 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	7 75
Oatmeal (standard-granulated and fine)	5 80	6 20	6 60
Peas, Canadian, boilling, bush.	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags	5 25	5 50
Rolled oats (family pack.), case	5 60	5 80
Rolled oats (small size), case	....	2 10
Rolled wheat (100-lb. bbls.)	....	6 75
Rye flour, small lots, 98 lbs.	....	6 55
Self-raising flour—		
3-lb. pkgs., doz.	....	2 80
6-lb. pkgs., doz.	....	5 50

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

Coffee is Firm, But no Changes Yet

Montreal.

COFFEE.—The reports from Brazil as to the severity of frosts there seem to have been rather overestimated. Such is the opinion expressed on various sides and latest despatches discredit some of the earlier claims as to the extent of the damage done. Unless the embargoes and restrictions are fully carried out as has been suggested from certain quarters the largest importers state that they see no reason to anticipate an immediate revision of prices to higher levels. Others feel that coffee is not on the basis that it should be and look for advances before long. In the meantime there is a fair amount of business. As far as cocoa is concerned the demand has been steady and much better than usual. This is attributed to the colder weather that has generally prevailed in the East.

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

Spot Trading Easier Future Teas Cost More

Montreal.

TEAS.—The cable service between Canada and Japan has been such as to make the news from there indefinite and intermittent. In this way recent advices have been lacking as to the tendencies there on new crop although there is enough information available to be able to say that all futures will be high. Arrivals of the first pickings are delayed although a little has arrived at the coast. Trading here is on a reduced basis, but the general situation with regard to the new basis is not more clarified and understood by the trade. Prices are unchanged.

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

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

Old Apples Disappear Some New Fruits Arrive

Montreal.

FRUITS.—The last of the old stock of apples seems to have disappeared and any that are now on the market are of the smaller varieties and pretty well confined to a few boxed lines. New fancy apples are in from across the line and are high in price. Blueberries are more plentiful and the season for strawberries is at its height and will be over in the course of another week or ten days. Lemons and oranges are firm and steady but unchanged. Cherries are now appearing in the larger baskets.

Apples—		
American (bask.) Duchess	....	4 00
Do., Yellow transparent	....	4 00
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch	5 00	5 50
Blueberries, 6-12-qt. boxes	....	1 25
Cantaloupes (45 size), crate	....	7 00
Do., (15 size), crate	....	3 00
Cherries (California), box	....	3 50
Cocoanuts, sack	7 25	8 50
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	5 00
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina)	8 50	9 00
Lemons (choice)	....	7 00
Lemons (California seedless)	....	5 00
Oranges, Valencia lates	7 50	8 50
Oranges, Porto Ricos	....	5 50
Oranges, California navels	7 50	8 00
Oranges, Jamaica	....	6 50
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	....	5 50
Oranges (Sorrentoes), 200 size	....	5 00
Plums (Cal.), box	....	3 00
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Peaches (6-basket)	3 50	4 00
Strawberries (box) (quarts)	0 30	0 35
Strawberries (Montreal), crate	6 00	8 00
Watermelons (each)	....	0 75

More Local Vegetables With Better Prices

Montreal.

VEGETABLES.—As the season progresses the advantage to the user of vegetables becomes greater, as prices come down to a more acceptable level. There are reductions this week in the price of beans, peas, beets, carrots, cabbage, Canadian parsley, turnips, etc. Old potatoes are very firm and the price asked this week is $3 per bag. Some expect that this high quotation will not last for any length of time as it is excessive. Montreal tomatoes are more in evidence this week and will gradually come down in price. A few lines of American grown specialties are marked off, such as parsley and watercress. For the most part there is good business with frequent revisions of price, mostly reductions.

Asparagus (doz. bunches)	3 50	4 00
Asparagus, Western Grass (bask.)	....	2 50
Beans, new string (20-lb. bag)	....	2 50
Beets (60-lb. bag)	....	0 75
Beets, new (hamper)	....	2 25
Beets, new (doz. bunches)	....	0 50
Cauliflower (Montreal), doz.	....	3 00
Cabbage (new), barrel	....	6 50
Cabbage (Baltimore), crate	....	5 00
Carrots, new, doz.	....	0 40
Carrots (bag)	....	2 00
Celery (Montreal), doz.	1 00	1 25
Cucumbers (Montreal), doz.	....	1 00
Endive (American)	....	0 40
Lettuce, curly (doz.)	0 40	0 50
Lettuce (Montreal), head	....	0 50
Leeks	....	2 50
Mint	....	0 20
Mushrooms, lb.	....	0 90
Onions, red (100-lb. bag)	....	2 00
Onions, spring, doz.	....	0 50
Onions (Texas), No. 1 yellow, cte	....	3 25
Do., No. 2 white wax (crate)	....	2 75
Do., Silver and Red (crate)	....	3 50
Onions, American (100 lbs.)	....	6 00
Oyster plant	....	0 75
Parsnips (60-lb. bag)	....	0 75
Parsnips, new (doz. bunches)	....	1 00
Parsley (Canadian)	....	0 30
Peas (in hampers)	....	4 00
Peas (Montreal), 20-lb. bag	....	1 50
Potatoes (sweet), per hamper, as to size	2 50	4 00
Potatoes, bag	3 00	3 00
Potatoes (New Brunswick), bag.	....	1 65
Potatoes, new, Virginia, bbl.	6 50	7 50
Romane	....	0 50
Radishes (doz.)	....	0 25
Rhubarb, doz.	0 25	0 35
Spinach, box	....	0 75
Turnips (Montreal), bag	....	3 00
Turnips (Quebec)	....	3 00
Turnips, new (doz. bunches)	....	0 40
Tomatoes (hothouse), lb.	....	0 40
Tomatoes (Mississippi flats), 4-bas.	....	1 90
Tomatoes "bus." ctes, New Jersey	....	4 50
Watercress (Can.)	....	0 40

ONTARIO MARKETS

TORONTO, July 10.—Trade generally is considered slightly quiet, though from some sources reports as to business being transacted are very encouraging. The markets generally are comparatively quiet and no sensational price changes are reported for the week. Prices on jams have not yet been announced and orders for dried fruits cannot be taken until July 22, one week later than had been anticipated. Sugar is reported somewhat scarce but an improvement in receipts is looked for.

Sugar in Fair Supply; Prices Hold

Toronto.

SUGAR.—Fair supplies of sugar are available in some quarters for distribution but there is no surplus being accumulated. Stocks have dwindled and orders generally are scrutinized pretty carefully before acceptance. Transportation is playing a part in this present shortage it is intimated, as some difficulty in getting raws through is being experienced. This is not lack of boats, which seem to be bringing usual quantities, but uncertain train service. The closing down of some refineries has made it difficult for those operating to meet all demands. Prices remain firm and unchanged locally.

Atlantic, extra granulated	9 27
St. Lawrence, extra granulated	9 27
Acadia Sugar Refinery, extra granulated	9 27
Can. Sugar Refinery, extra granulated	8 82
Dom. Sugar Refiinery, extra granulated	8 97
Icing sugar, barrels	9 27
Powdered, barrels	9 17

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb gunnies, 25c advance; 10-lb.

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

Salt Goes Higher; Mustard Also Up

Toronto.

SALT, MUSTARD.—Many important lines affecting the grocers' stocks have been revised during the week, salt, mustard, baking powder, ammonia, soap powder and cleanser being among the lines to record advances. Vinegar barrels and kegs have also been advanced, the new prices being given below. The lines affected with prices named are shown herewith:

Salt—Bbls., 100 bags to, $5.75-$6; 42 bags to, $5.25-$5.50; 280 lbs. fine to, $2.50-$2.75; Bags, 50 lbs., coarse to, $0.70-$0.75; 50 lbs. fine to, $0.70-$0.75; 50 lbs. dairy to, $0.90-$0.95.

Mustard—Keen's DSF, 1s, 75c lb.; ½s, 79c lb.; ¼s, 83c lb.; FD, 4-lb. jars, $2.10 jar.

Baking Powder—Egg-O, 72-4 oz., $1.25 doz.; 72-6 oz., $1.75; 48-9 oz., $2.25; 48-12 oz., $2.75; 48-16 oz., $3.40; 24-2½ lb., $8.20; 12-5 lb., $15.10. Egg-O, baker's special, 60-lb. tins, $11.50 tin; 60-lb. tins, 2 to crate, $22 crate; 10-lb. tins, 12 to crate, $23 doz.

Enownake ammonia—36 large, $2.70; Sun powdered ammonia, 36-10c, $2.60; 36-small, $1.70 case. Babbitt's 1776 soap powder, 100s packages, $4.80 case; Babbitt's Cleanser, 50s packages, $2.40 case; ditto (Kosher), 50s packages, $2.40 case; Babbitt's pure lye, 48s, $5.25 case. The new charges named for vinegar barrels and kegs are: 5 gallan kegs, $2.50; 10 gallon kegs, $3; barrels and half-barrels, $4.50.

Molasses Holds Firm; Some Supplies Coming

Toronto.

MOLASSES, SYRUPS.—The markets hold very firm with no prospect of lower levels being reached for the present at any rate. Imported lines are none too plentiful though some supplies from the Southern States are getting through Syrups are holding steadily with no price changes recorded.

Corn Syrups—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb...	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels.....	0 95	1 00
West India, ½ bbls., gal.....	....	0 56
West India, No. 10, kegs.....	....	6 50
West India, No. 5, kegs.....	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

New Prices on Jams Not Yet Named

Toronto.

CANNED GOODS.—New prices on canned fruits have not yet been named but are expected at on early date. The short crop and high prices being paid the grower do not tend towards lower price levels on strawberries and raspberries. Advances have been made in Alymer raspberry jam 4's, Stuart srawberry jam 4's and St. William's strawberry jam 4's, all of which sell at 87c per tin. Canning factories are working on new pack vegetables, peas now being put up with prospects of a good pack.

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

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.....	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s doz.	1 85	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90

NOW YELLOW CORN FLOUR

In a bulletin issued to millers grinding corn flour the Canada Food Board has directed that output must consist of at least 75 per cent. of yellow corn flour and not more than 25 per cent. white corn flour. It is intimated that owing to the apparent scarcity of white over yellow and in order that corn flour may reach the consumer at as low a figure as possible, millers are to make 25 per cent. white and to use 75 per cent. good yellow corn. The price on the yellow will it is thought range around $10.50 barrel, though millers claim that considering the absorption of corn the price on white corn flour is by no means out of the way. Though the above came in the form of a suggestion, a note appended indicated that if millers do not voluntarily follow spirit of letter, the Canada Food Board will issue an order embracing suggestions contained in bulletin.

Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 00	3 25
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.....	1 85	2 10
Beans, golden wax, doz.....	1 85	2 45
Asparagus tips, doz.	3 55	3 65
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Succotash, No. 1, doz.....	2 00	2 35
Pineapples, 2s	2 50	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard 2s	..	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.....	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.....	2 90	3 30
Do., black currant, 16 oz....	2 90	3 30
Do., strawberry, 16 oz.....	3 00	3 40
Do., raspberry, 4-lb. tin.....	....	0 85
Do., black currant, 4-lb. tin....	0 75	0 83
Do., Strawberry, 4-lb. tin.....	....	0 87
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.....	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 50	3 60
Strawberries	3 60	4 40

Some Dried Fruit Moving; New Prices Soon

Toronto.

DRIED FRUITS.—There is some movement of dried fruit in progress. Orders for prunes will, it is expected, be definitely accepted July 22 and prices will likely be in line with figures noted in these columns a couple of weeks ago. There are indications that the United States government will take over the entire crop of 50-60's and 60-70's and with a short crop of big sizes supplies will be principally small. Just how big an allotment will be given Canada has not yet been determined, but at the higher prices that will rule probably all that will sell. Some interest is being manifest in the dried apricot with pit and at the difference in price between it and those without amounting to about 3c per pound it is thought sales of the former may show a considerable increase.

Apples, evaporated, Ontario.....	0 20	0 21
Do., da., Nova Scotia.....	0 17	0 18
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	....
Orange	....	....
Citron	....	....
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.....	0 13	0 14
Cal., 8 oz. pkgs, 20s, case.....	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25's, faced....	....	0 18
40-50s, per lbb., 25's, faced....	0 17	0 17¼
50-60s, per lb., 25's, faced.....	0 16	0 16½
60-70s, per lb., 25's, faced....	0 14	0 15½
70-80s, per lb., 25's, faced....	0 13	0 14
80-90s, per lb., 25's, unfaced..	0 12¾	0 13½
90-100s, per lb., 25's, faced...	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes.	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.....	0 14	....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets..	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

Fair Movement in Teas; Primary Points High

Toronto.

TEAS.—A fair movement of teas is reported though this does not represent a very heavy volume of trading as yet. Reports from primary points continue to point to higher markets on new crop teas and extracts from a review of the Indian tea situation follow: The immediate future is obscure but the insistence

of the British public that tea is a necessity and the recognition thereof by the government can be taken as guarantee that if possible freight will be provided to meet the wants which will insure removal of greater portion of crop. It is understood that the food controller is already prepared to negotiate for about 70 per cent. of new season's production on similar terms to period under review. With the cost of production advancing retrenchment is impossible if gardens are kept up to efficiency. The question of laid down costs which must be a decisive factor in determining results should be viewed with apprehension rather than actual disposal of India crop.

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

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Holds in Very Firm Position

Toronto.

COFFEE.—The very firm position noted in coffee last week has shown no disposition towards easing off and a definite announcement of an advance in prices is looked for at an early date. Stocks are not being replenished very rapidly or very easily and the situation generally can be termed difficult.

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

Spices Holding Steady; Nutmegs Very Strong

Toronto.

SPICES.—Prices locally have shown no change during the week, the markets holding very steady. The situation generally as far as local grinders are concerned is fairly satisfactory at the present time, prospects being that the fall trade will be taken care of quite acceptably. Reports on nutmegs point to a very strong market on these and that higher levels may be reached is within the realm of possibility. Reports from distributing centers in the United States point to the fact that spot stocks are pretty well absorbed and buying on the markets ruling there to-day local prices would soar materially. A heavy crop shortage of allspice is reported which has provided a decided element of firmness into this line. The present range of quotations follows:

Peanuts Coming in Very Good Supply

Toronto.

NUTS.—Very good supplies of peanuts are reaching the local market and dealers seem to feel that these will be permitted entry right along. The market on all nuts is firm and shipments coming for which licenses have been granted will carry the trade through for some little time it is thought. Prices range as follows:

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 24	0 25
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 52	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 18	0 23
Do., Chinese, 30-32 to oz.	....	0 18
Brazil nuts, lb.	0 68	0 75

NO MODIFICATION OF NUT ORDER

In some quarters it was hoped that the French government would modify its decision and let certain quantities of walnuts come through. It is now well established by direct advices from representatives of the large French producers that there will be no modification for this season at least. In consequence of this prices will be high. Excerpts from a letter to a Montreal importer just received and handed CANADIAN GROCER states in part:

"We are informed that there will be no modification of this decree of the French government for the present season. It is quite possible, however, that the French government may permit the exportation of a certain portion of the new crop, although even this at the present time is most uncertain."

"The present stocks in this country are extremely limited, and in our opinion the market will be absolutely bare by the middle or end of September. It would seem advisable for consumers or dealers to anticipate their requirements as much as they can while they have an opportunity of doing so."

Beans Not Selling Very Freely Yet

Toronto.

BEANS.—There has been no decided improvement in the sale of beans during the week. Prices generally hold firm though limas are selling down to 17½c per pound.

Stocks Rice None Too Heavy; Fair Sales

Toronto.

RICES.—Indications are that rice stocks are none too heavy, supplies not coming forward any too freely. A very good sale is reported and the market is very firm. Prices are unchanged.

No New Developments in Package Goods

Toronto.

PACKAGE GOODS.—There have been no new developments in package goods, though a tendency towards firmer prices is noticeable. The demand is seasonable with a little more interest being manifested in rolled oats as a substitute.

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 80	6 00
Rolled oats, round, regular 18s, case	2 10	2 30
Rolled oats, square, 20s	5 80	5 85
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11½
No. 2, pound cartons	....	0 10½
Starch, in 1-lb. cartons	....	0 11½
Laundry starch, in 1-lb. cartons.	0 10	0 11½
Do., in 6-lb. tins	....	0 13
Do., in 6-lb. boxes	....	0 13
Do., in 100-lb. kegs	....	0 11

Maple Syrup Steady; Awaiting New Honey

Toronto.

MAPLE SYRUP, HONEY.—Maple syrup has held steady during the week with no particular item of interest to record. The trade generally is awaiting arrival of new honey, old stocks being almost entirely absorbed.

Fruit Changing Daily; Supplies Coming Freely

Toronto.

FRUIT.—Almost daily changes are noticeable in fruit prices and increased supplies are reaching the market. Canadian strawberries, raspberries and cherries are coming along very well and the range of California fruit is larger, including apples, apricots, cherries, peaches and plums. Blueberries and currants are also available this week. Prices at time of going to press range as follows:

Apples, Transparent, per hamper	....	3 50
Bananas, per lb.	....	0 07
Blueberries, per basket	....	2 50
Currants, black, large basket	....	2 50
Do., small baskets	....	1 25
Cherries, 11 qt. bask., sour	0 75	1 25
Cherries, white, sweet	1 75	2 50
Cherries, black, sweet	2 50	3 00
Gooseberries, 11 qt. bask.	....	1 25
Grapefruit—		
Floridas, 46s, case	....	5 00
Do., 54s, 64s	5 50	6 00
Oranges—		
Valencias—		
96s	....	6 00
100s	5 75	6 00
126s	6 00	7 00
150s, 176s	7 50	8 00
200s, 216s, 250s, 288s	8 00	8 50
Lemons, Cal., case	9 50	10 50
Do., Verdilla	....	9 50
Peaces, Georgia, 6 bask., crate	....	4 00
Raspberries, per box	0 30	0 35
Strawberroies, quarts	0 23	0 25
California fruit		
Apricots, per box	2 50	2 75
Apples, per box	....	2 75
Cherries, per box	....	2 00
Peaches, per box	2 00	2 50
Plums, according to quality and size, per box	3 00	4 00

Canadian Vegetables Show Increased Range

Toronto.

VEGETABLES.—It will be noted that Canadian vegetables show an increased range in list below, beans, beets, cabbage and tomatoes being in fairly good supply. Early California onions are reported arriving and it is said quality is none too good, while some California yellow coming in crates is of very good quality. Some Kentucky onions in sacks of very fair quality are also offering. Primary market on potatoes is firm though a decline in local prices is noted this week. Leamington tomatoes are now available as are also Tennessee, being very good grade. Cantaloupes are quite plentiful, California being principal source of supply though it is indicated these are now too ripe for the long haul and supplies from Georgia, New Mexico and Carolina may soon be looked for.

Beans, wax, basket	1 00	1 15
Beets, Canadian, doz.	0 40	0 60
Cabbage, Canadian, hamper	....	1 75
Do., case	4 50	5 00
Cantaloupes, Cal., standards, case	5 50	6 00
Do., ponies, case	5 00	5 50
Do., flats ,case	....	2 50
Carrots, new, hamper	1 75	2 00
Do., doz.	0 25	0 30
CeClery, Michigan, doz.	0 45	0 50
Cucumbers, hothouse, No. 1, bas.	....	3 25
Do., No. 2, basket	....	2 50
Lettuce, leaf, doz., bunches	0 25	0 50
Do., head, doz.	1 00	1 25
Mushrooms, basket	....	3 25
Onions—		
California, 100-lb. bag	....	5 00
Do., No. 1, yellow, 50-lb crate	....	3 00
Peas, Canadian, 11-qt. bask	0 65	0 75
Peppers, green, imported, sweet doz.	....	0 65
Do., Canadian, large basket	....	1 50
Do., do., small basket	....	0 75
Potatoes—		
Ontario, bag	....	1 85
N.B. Delawares	....	2 00
Virginia, No. 1	7 50	8 00
Do., No. 2	....	6 50
Tomatoes—		
Leamington, No. 1, basket	3 00	3 25
Do., No. 2, basket	....	2 50
Tennessee, 4 bask., crate	....	1 90
New Jersey, bushel box	....	3 75

Mills Closing Down; Flour Rather Slow

Toronto.

FLOUR.—Reports indicate that another mill has ceased operations during the week and there is little new to report in the situation generally. Stocks are light and no effort to develop sales is being put forth.

Mill Feeds Are Practically Exhausted

Toronto.

MILL FEEDS.—Stocks of mill feeds are practically exhausted and with the shutting down of some of the mills further supplies will be very hard to get until the new crop of grain is available.

Call For Substitute Flour is Brisk

Toronto.

CEREALS.—The call for substitute flour continues brisk and greater interest is noticeable in rolled oats and oatmeal during the week. Millers grinding corn flour have been directed to mill at least 75 per cent. yellow corn flour and not more than 25 per cent. white corn flour. This is in an endeavor to bring cost of this substitute down below wheat flour. Other lines of cereals show no price changes though market has firmed considerably.

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

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, July 10. —The news that beans are likely to be lower in price this year and the fact that they are being quoted five cents lower on Japanese goods will not be welcome to the jobbing trade in Winnipeg as they are all pretty well stocked up with high-priced beans; furthermore, the demand for beans has not been heavy at all this year on account of the high price. It is not expected however that lower prices will prevail until this high-priced stock is cleaned up. It looks as though the price of rice is going to remain high, but quotations in the primary market on tapioca are slightly lower. There is also a decline in the price of shelled almonds, which are being offered at 2c per pound lower.

Expect Shipment of 1917 Dried Fruits

Winnipeg.

DRIED FRUITS.—Business as far as the primary market is concerned is at a standstill, and will be until July 22, on which date the government will permit the sale of new crop goods. Prices being paid to growers in California are so high there is not any likelihood of low prices despite the effort of the government to keep prices down. However, stocks have been carried here by jobbers of 1917 crop and they have also ordered big shipments of 1917 crop for August shipment, especially of prunes and raisins.

Tapioca Down Slightly: Rice Still High

Winnipeg.

RICE.—Sales being made by the mills here are at very high prices. Stocks are said to be low at the coast and new crop will not be in until November. It is not known yet what prices will be like for new crop, but the trade are not looking for a decline. Japans are quoted at almost prohibitive prices, and some stocks are held by speculators. In Winnipeg rice stocks are sufficient to carry jobbers, in most cases, until new crop arrives in January. Jobbers are quoting very low prices on rice, and stocks cannot be replaced at these figures.

TAPIOCA AND SAGO.—Tapioca has shown a slight decline. Sago is said to be unprocurable at the moment in the primary market.

Trade Looking For Cheaper White Beans

Winnipeg.

BEANS.—A grower from Ontario who was in the city recently says there will be a heavy crop of white beans in Ontario. He said that the government had purchased all the beans required for the year, which would necessitate them selling their crop in Canada and would mean a drop in price. Japanese beans have been offering here recently at a decline of 5c per pound for new crop, and this information is rather startling in view of the fact that the trade in Winnipeg are pretty well stocked at high prices. It is not expected, however, that jobbers will drop their prices on beans unless there is a danger of some one bringing beans on the market at a lower price.

Decline of 2c on Shelled Almonds

Winnipeg.

NUTS.—The embargo on nuts is off as far as Canada is concerned, according to some of the nut trade. Shelled almonds are sold here subject to being able to get them through. The price is slightly lower, price being about 2c per pound less. Peanuts are still bringing a very high price.

Coffee Allowed 70% of Requirements

Winnipeg.

COFFEE.—Mild coffees have been advancing. Brokers are now able to get deliveries up to 70 per cent. of 1916 requirements. Package coffees sold very freely here prior to the embargo so that the trade are pretty well supplied on these goods.

Cheaper Raspberries From British Columbia

Winnipeg.

FRUIT AND VEGETABLES.—Quite a lot of local stuff is coming on the market including wax beans and green beans, asparagus, spinach, etc. There seems to be no local cabbage offerings but imported is expected shortly at 6c per pound. Old potatoes are pretty well cleaned up and new potatoes are beginning to advance on account of scarcity,

Continued on page 42.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 9.—Markets have been fairly active during the week and changes embrace a wide variety of lines. The list on rolled oats No. 5 is now $4.50. An advance in Jello has been made, price now being $1.35 dozen. Cooked hams and belly bacon record a ½c per lb. jump. Soap and lye are higher, Golden West lye advancing 40c case, household soap going up 15c, Electric soap chips 25c and Royal Crown washing powder 20c. Some lines toilet soap have also advanced. New prices on candied peels have been named as follows: citron 42c; orange 38c;lemon 36c per lb. Split peas are being quoted at 12c and barley is down, pot selling at $5.50 and pearl at $6.75. Eggs at $11.00 to $11.50, and dairy butter at 35c to 38c lb. are higher. Other lines to go up include salt, prunes and seeded raisins.

CALGARY:

Beans, small, lb.	0 10	0 11
Flour, 98s, per bbl.	....	10 35
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	4 50
Rice, Siam, cwt.	8 50	9 50
Rice, Japan	....	10 50
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 15
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt.	....	10 60
Cheese, No. 1, Ontario, large	0 24½	0 26½
Butter, creamery, lb.	0 45½	0 47
Do., dairy, lb.	0 35	0 38
Lard, pure, 3s, per case	....	19 50
Eggs, new-laid, case	11 00	11 50
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, standard case	5 25	5 50
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	2 80	3 00
Strawberries, 2s, Ontario, case	6 50	6 80
Raspberries, 2s, Ontario, case	....	....
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	0 15	0 17
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	16 25
Do., halves	17 00	18 25
Potatoes, per ton	....	33 00
Oranges, Valencias, case	7 50	8 00
Lemons, case	....	12 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., July 9.—Much speculation as to crop prospects this summer owing to long spell of dry weather. Some rain has fallen, however, and in districts where there has been moisture crops have improved. Cheese is a little lower at 24c lb. quarters. Canned corn 25 standard case has advanced to $5.05. Quotation on cornmeal is now $6.80. Evaporated apples declined 3c a lb. making to-day's price 19½c. Gallon apples are quoted at $2.60. New prices on jam are expected to be very high, probably an advance of 10c per pail to bring prices up around 90c to 95c.

REGINA—

Beans, small white Japans, bu.	....	7 75
Beans, Lima, per lb.	....	....
Flour, standard, 98s	....	5 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 65
Rice, Siam, cwt.	....	9 25
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	10 25
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	19 10
Bacon, lb.	....	0 47½
Eggs, new-laid	0 30	0 32
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 35
Corn, 2s, standard case	....	5 05
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 60	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 85
Peaches, 2s, Ontario, case	....	4 65
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N. B., July 9.—Price changes have not been so very numerous during the week but the tendency generally has been upward though cornmeal, gran in barrels is down 50c to $14.00. Eggs record a sharp advance, selling at 45c to 46c in cases. American clear pork at $61.00 to $64.00 is $1.00 higher. Texas onions are up 25c case to $3.75-4.00. Grape fruit is also considerably higher at $7.50.

ST. JOHN, N.B.:

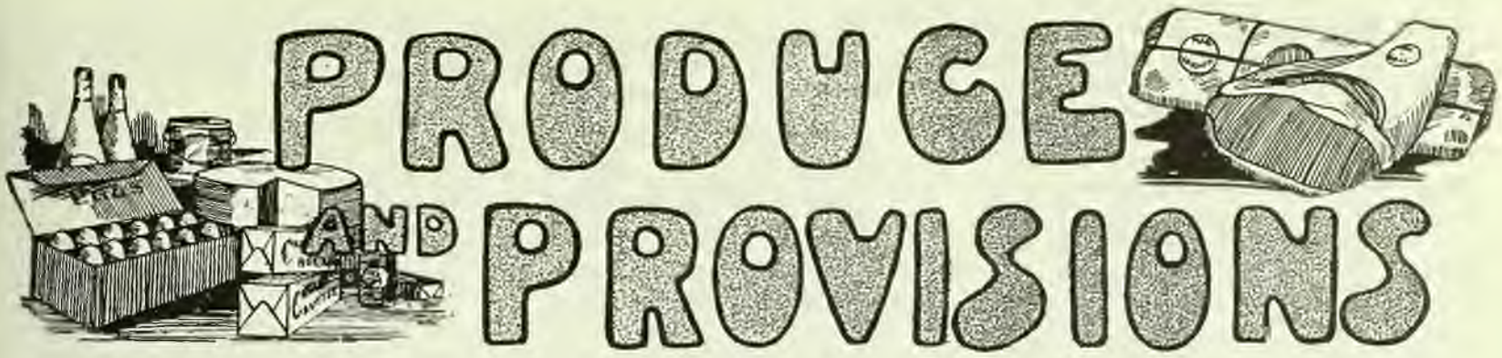
Flour, No. 1 patents, bbls., Man.	....	12 05
Ontario	....	12 05
Cornmeal, gran., bbls.	....	14 00
Cornmeal, ordinary, bags	3 80	3 90
Molasses, extra fancy, gal.	0 90	0 92
Rolled oats, bbl.	....	11 75
Beans, yellow-eyed	....	10 00
Beans, Canadian, white	....	9 50
Rice, Siam, cwt.	10 25	10 35
Sago and tapioca, lb.	0 18	0 19
Sugar—		
Standard, granulated	9 15	9 20
No. 1 yellow	8 65	8 70
Cheese, N.B., twins	....	0 25
Eggs, case	0 45	0 46
Breakfast bacon	....	0 40
Butter, creamery, per lb.	0 42	0 44
Butter, dairy, per lb.	0 38	0 40
Butter, tub	0 36	0 38
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	....	0 27½
American clear pork	61 00	64 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont, case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	....	0 19
Potatoes—		
Native, barrel	2 80	3 00
Onions, Bermuda	3 25	3 50
Do., Texas	3 75	4 00
Lemons, Cal., Messina, case	10 00	11 00
Oranges, California, case	6 00	9 00
Grapefruit, case	....	7 50
Bananas, per lb.	....	0 09

WEEKLY MARKET REPORTS

Continued from page 41.

being 5c per pound this week. Local potatoes are not expected for three weeks. Local head lettuce is on the market selling 50c to $1 per dozen. Tomatoes are coming in from Tennessee at $2 to $2.25; they have been somewhat of a glut on the market but this is now straightened out. Local green onions are being offered at 25c doz. Cucumbers are hard to get and are bringing $3 per dozen coming in from Ontario and British Columbia. Old apples are practically over and new ones are arriving at $4.25 per box. Strawberries and pineapples are finished. Lemons have jumped to $11 per case. Cherries are now quoted at $5 per 24 pint case, $3.50 for 16 pound lug boxes, and $3 for 4-basket crates, the latter British Columbias. Raspberries are in at $6 but supplies are expected from British Columbia next week at a much lower figure. Canteloupes are now being bought in flats, 15 to crate at $3. Only a few watermelons are available. New pears are expected from across the border next week. New peaches, apricots and plums are already in, at $2.75, $3 and $3.25 respectively.

Cucumbers, doz.	....	3 00
Cabbage, lb. local	0 05	0 06
Potatoes, new, lb.	....	0 05
Beets, with heads on, hampers	....	2 00
Carrots, with heads, hampers	....	2 00
Head Lettuce, local, doz.	0 50	1 00
Turnips, cwt.	....	2 00
Tomatoes, Tennessee, crate	2 00	2 25
Onions, silvers aid yellows	....	2 25
Parsley, imported, doz.	....	2 25
Radishes, doz.	....	0 65
Parsley, imported, doz.	....	0 75
Green Onions, doz.	....	0 25
Fruits—		
Apples, new, box	....	4 25
Oranges	....	9 00
Lemons, Cal.	....	11 00
Bananas, lb.	....	0 08½
Grapefruit, case	....	6 50
Cherries, 24 pt.	....	5 00
Do., 16-lb. lug boxes	....	3 50
Do., 4 bask. crate	....	3 00
Plums, new	....	3 25
Cantaloupes, flats, 15 to crate	....	3 00
Peaches, new	....	2 75
Apricots, new	....	3 00



Getting Business by Double Service

The Combination of the Meat and Grocery Business is Found to be an Effective Way of Building a Profitable Trade—Each Department Aids the Business of the Other—The Combination Permits a Better Class of Trade

THE W. Massen store on St. Clair Avenue, Toronto, serves a new and rapidly growing section of the city. In that particular section in the last few years there has been a very marked growth. It is at some distance from other shopping parts of the city, and as a result new residents who come to live in the district have largely had to leave the stores where they have been accustomed to trade, and to associate themselves with some new store. In conditions such as these the first appearance of the store is among the most fertile means of attracting customers, and after that the service that the store is able to give.

In both these items the W. Massen store is one that naturally calls itself to the stranger's attention. It has an attractive front with large and attractively arranged front windows. Entering the store the impression is still more favorable. There is the best of modern equipment everywhere for the rapid and sanitary conduct of business, conditions that naturally appeal to the new customer.

A Wide Appeal

Moreover, the store makes a wide appeal. It gives the double service of the grocery and butcher store. While this may not always be a drawing card with an established trade there is no question that it is with a new trade. This fact the store has very emphatically proved. A stranger naturally hesitates in making new associations and the double service rendered by the store makes this task the easier for the housewife.

On the right of the store as you enter is the grocery department attractively arranged and equipped. On the opposite side and occupying exactly half the store is the meat department. So well is the store arranged that this makes a far more attractive appearance than is often the case.

Departments Help One Another

Mr. Massen is one of those who believe that the service of the store that aims to serve the housekeeper should be as broad as possible, therefore he has combined these two departments, because he believes that this combination is in the interests of both his customers and himself. He has found that the combi-



An effective way of combining the grocery and provision business. The interior of the store of W. Massen, 1346 St. Clair Ave., Toronto.

nation of these two departments has been of mutual assistance. Many customers whom he would probably never have seen otherwise have come to him because he has a butcher department, and once having come they have little by little developed into customers of the other department. Sometimes they would begin by buying a few vegetables only or butter and cheese and eggs that are the natural corollary of the meat business, but gradually they would come to deal more and more in the grocery end, until by degrees they would have become regular customers of that department also. Or at other times a customer of the grocery department, in a hurry, would leave a meat order, and would perhaps unconsciously be influenced by the advantage of having both articles come at the one delivery. In this way the two departments have been a building force for one another.

Not only has the combination therefore been an element with the new trade that is growing up in the section but also with the older established trade, who have come to see the advantage of this dual service.

Effective Use of Modern Equipment

But Mr. Masson does not depend entirely on this happy conjunction to get and hold business. He has made the surroundings of the customer a drawing force, by effective display, a wide range of stock, and the best of sanitary equipment. Mr. Masson has found among other things that modern meat cutting machines, cheese cutters and similar adjuncts to the store's service, are a very large factor in getting and holding business. These are days when the customer demands a sanitary service, and the knowledge that the things they eat are being handled in a sanitary manner is a great drawing card. It is more than that, however. These items of equipment have proved themselves to be, despite their initial cost, a real economy for the store. In former times there was a very large element of wastage in handling cooked meats, and ham and bacon and similar lines. This, though a serious enough element at any time, is doubly serious now at the present price of these commodities. The ends of bacon that formerly found their way into the garbage can, would nowadays represent the profit and probably more than the profit on a dozen or more sales. This is a factor that the successful merchant cannot overlook, and merchants generally are coming to realize this fact.

A Better Class of Customer

The combination of the two branches of the store is found to be of benefit, too, in assuring a better type of customer. With this double service the sales to the individual customer are large, and there is not the same need of constantly endeavoring to enlarge the number. Therefore there is not the same danger of granting credit to persons who are not reliable enough to warrant it. It is possible to select the customers whom it will be of advantage to serve, and to let the others go, and in this way another large element of danger is avoided. Taking it altogether Mr. Massen is convinced that the double service store is the most satisfactory business obtainable.

DEALERS MAY STOCK CHEESE AS REQUIRED FOR CANADIAN TRADE

Canada Food Board Interprets the Regulation Governing the Holding of Cheese Stocks

There was some discussion in last week's issue on the matter of the limitation on the holding of cream cheese Some differences of opinion had arisen as to the interpretation of the regulation dealing with the stocking of cheese. J. F. Singleton of the produce section of the Canada Food Board in response to an enquiry wires that "all retailers, wholesalers or manufacturers of cheese may now store sufficient stock to take care of legitimate Canadian trade requirements until 1st June, 1919, on which date stocks must be down to 30 days' requirements. The same regulations apply to cream cheese."

This would appear to be a clear enough pronouncement on the question, and makes it evident that there is at present no limitation on the holding of cheese other than the limitation that the holding must not exceed the legitimate requirements of the Canadian trade and must be reduced to 30 days' supply on June 1 of next year.

U. S. REGULATE DAIRY INDUSTRY

As a result of a conference of representatives of the butter trade with officials of the United States Food Administration, the Federal Food Board has announced special regulations prepared by the Food Administration designed to prevent speculation in butter and to make the route from the producer to the consumer as short as practicable and to limit the profits on cold storage butter.

Hereafter licensees dealing in cold storage butter will sell it at a price based on the actual cost and not on what it would cost to replace it. The dealers in figuring cost cannot include anything except purchase price, transportation charges, if any, actual storage and insurance charges, interest during the storage period and the cost of printing, if the butter is put into prints from tubs or cubes.

Dealers may not add to the cost price more than 1 cent a pound on carloads, 1¼ cents on lots between 7,000 pounds and carload, 1¾ cents on sales of 700 to 7,000 pounds, and not more than 2¾ cents on sales less than 700 pounds. If held in storage for not less than two calendar months they are permitted to add not more than 1 cent a pound to their selling profit and ¼ cent a pound additional may be added for each calendar month thereafter, the total not to exceed 2 cents a pound in any case. These margins were made to prevent speculation and are wide enough to provide for cases where the cost of doing business is high.

Certain results are allowed, but any that bring a profit to the dealer without corresponding service will result in a revocation of his license and other penalties provided by the law.

WHY BUTTER IS HIGH

In view of the high prices asked for butter a representative of CANADIAN GROCER interviewed A. A. Ayer, president of A. A. Ayer Co., Montreal, as to the reasons for this. Mr. Ayer is an authority on the butter and cheese situation and his company handles very large quantities every season.

(Continued on page 47.)

Canada Well Supplied With Beef—Cost of Living Report Shows Large Storage Supplies

Ottawa, June 20 A statement contained in the report of the high cost of living commissioner shows the goods held by the firms reporting June 1, 1918, compared with the stock on hand at the same date last year to be as follows:

	June 1, 1917	June 1, 1918
Butter	1,469,781	1,689,260
Cheese	3,102,210	2,190,098
Eggs	6,568,873	5,911,113
Beef, fresh and pickled	8,125,422	17,203,918
Pork, fresh and pickled	31,829,362	29,458,903
Bacon, hams and smoked meats	18,557,089	13,113,967
Mutton and lamb	1,466,731	67,596
Fish, all varieties	8,857,154	9,625,925
Fowl, all varieties	3,542,244	770,702

The holdings in the three Western provinces on June 1, 1918, are given as:

	Manitoba	Alberta and Saskatchewan	British Columbia
Butter	189,215	151,839	101,236
Cheese	144,844	173,394	68,269
Eggs	699,297	1,252,429	887,475
Beef, fresh	1,225,325	5,285,169	537,505
Beef, pickled	34,503	9,403	9,924
Pork fresh	2,227,490	3,604,750	447,631
Pork, pickled	3,034,899	5,789,238	642,032
Bacon, ham and smoked meats	971,808	410,807	78,364
Mutton and lamb	152,688	143,428	303,198
Fish, all varieties	885,898	727,613	9,995,894
Fowl, all varieties	40,165	39,059	61,382

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

EGGS again feature the produce markets during the week, and advances have been recorded of from 1c to 3c per dozen. Production has fallen off considerably, while a splendid consuming demand is being maintained. Arrivals of Western eggs have helped out the question of supplies materially in the Eastern markets.

Dealers intimate that the country price on butter still remains too high and rather look for a decline, which they claim is long overdue. Prices to the trade remain unchanged. The demand for margarine is keeping up very well, due, it is felt, to the continued high price of butter.

Declines in prices being paid for poultry have been recorded, roosters being down from 4c to 8c per pound, and hens from 2c to 4c. Spring chickens are also easier. The demand is reported very good, and an improvement in arrivals is noted.

Live hogs have held firm and unchanged. An advance in breakfast bacon and cooked hams, along with a reported scarcity of long clear bacon, features the provision market.

Supplies of sea fish and lake fish from Georgian Bay will, it is thought, be somewhat light for the week, storms on the east coast and the bay influencing shipments. The demand for fish has been well maintained. Halibut and trout are slightly firmer, while whitefish is a little bit easier. Frogs' legs are now offering.

Few Hogs Arrive; Prices Hold Firm

Montreal.

PROVISIONS.—There is not a great deal of change in the situation on live hogs. Receipts are light, so is demand. In fact a great deal of what comes to market is used up for cured meats, as the actual consumption of pork in its fresh condition is limited. Cured meats are still selling well, a very noticeable and active request obtaining for bacon and hams. Cooked meats also are active at high prices. For barrel pork somewhat better prices prevail, there being a reduction for Canadian short cut, clear fat and short cut clear pork varieties.

Hogs, dressed—		
Abattoir killed, small	28 00	28 50
Do., heavy, 225-275 lbs.	26 00	26 50
Hogs, live	....	19 50
Hams—		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
Backs—		
Plain	0 42½	0 43½
Boneless, per lb.	0 45½	0 46½
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 52
Hams, roast, per lb.	....	0 52
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$58 00
Clear fat backs (bbl.)	....	60 00
Short cut clear pork (bbl.)	....	58 00
Heavy mess pork (bbl.)	....	55 00
Bean pork (bbl.)	....	54 00

Lard Price Declines Half a Cent all Round

Montreal.

LARD.—In view of the somewhat light demand and an increase in spot supplies lard prices registered a decline of half a cent. The activity of previous weeks has not been maintained although there still is a fair volume of trade. Prices as revised follow:

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 31½
Tubs, 60 lbs.	0 32
Pails	0 32¼
Bricks, 1 lb., per lb.	0 33½

Half a Cent Decline Registered in Shortening

Montreal.

SHORTENING.—In view of the demand being smaller, shortening is easier and a decline of half a cent per pound is made, the same as for lard. Supplies have been augmented in view of the lighter sales and while there is a regular steady request this is not ample to absorb the market supply. New prices for the various sizes and quantities are:

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

For Summer Months Margarine is Slow

Montreal.

MARGARINE.—There will not be any marked improvement in the demand for oleomargarine during the warmer months. Such is the opinion of the jobbing trade. Certain quantities are passing out to the retailer but he is buying sparingly and frequently, rather than carrying much stock. Prices are without change.

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

Butter Market Active; Prices Up One Cent

Montreal.

BUTTER.—Receipts continue to be very heavy and the demand is sufficiently active to absorb these. This is a remarkable thing in some respects for the dealers and large packers are active bidders. In view of the demand prices firmed and advanced one cent for creamery, which is the favorite. Spot storage stocks here are large—much heavier than those of a year ago and the amount of butter received in Montreal exceeds by over 20,000 packages the supply received for the same period in 1917. One large produce house expressed its opinion to CANADIAN GROCER that there would probably be a somewhat easier tone in the immediate future.

Butter—		
Creamery prints (fresh made)	....	0 47
Creamery solids (fresh made)	....	0 46
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	....	0 37

Little Interest Taken By the Trade in Cheese

Montreal.

CHEESE.—Less interest is being taken in cheese from week to week. The regulations are such as to unsettle things and the margins allowed the produce dealer are not very encouraging. This is not considered a heavy cheese-consuming district but there is a fair outgo to the trade. The big interest is in export activity which is very marked at present and it is stated that the Dairy Produce Commission has a large amount of tonnage to take care of the product destined to overseas. Since the first of May the number of boxes received here totalled 527,844. This would indicate a very marked activity in the various centres producing cheese.

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

Eggs Higher by 2c; Very Firm at This

Montreal.

EGGS.—Were it not for the arrival of some supplies from Western Canada eggs might have gone even higher this week.

As it is an advance of 2 cents per dozen all around has been made; at the new figures they are firm. It is thought that they will reach higher levels if the demand keeps up and the production continues to dwindle. Without question the consumption of eggs is steady and large. Comparatively speaking the receipts have fallen off materially from last year, there being a no less shrinkage than over 34,000 cases since the first of May as compared with the similar period of 1917.

Eggs—	
Selects	0 48
New-laid	0 45
No. 2	0 40

Fowl Receipts Better; Prices Declined 2c

Montreal.

POULTRY.—Receipts of old fowl are improving and this is somewhat to be desired. It bears out the predictions made in CANADIAN GROCER that as production decreased the farmers would very probably market more of their matured stock. On the other hand some of the broilers being sent in here are altogether too small and young. There is a good demand yet for the various offerings and aside from a reduction in the price for live hens there are no changes.

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

Fish Shipments Are Slow; Storms Interfere

Montreal.

FISH.—The greater use of vegetables and fruits has had an effect on the use of fish, think the dealers. Notwithstanding this there is a good demand and the greatest anxiety is regarding supplies. These have been interfered with through storms on the Eastern coasts, haddock and codfish being available only in small supply. There is a good offering of mackerel. Lobster are a scarce article and a noticeable decrease is reported in the supply of Gaspe salmon. Salt and pickled fish is being asked for but not selling actively yet. All shell fish are in moderate demand, most lines being quiet. Many lines of fresh fish are firmer and revisions in the list appear below.

SMOKED FISH.		
Haddies (fresh cured)	0 12	0 13
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 22	0 23
Smoked cod		0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 40
SALTED AND PICKLED FISH.		
Haddock (per bbl.), 200 lbs.		12 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.		6 75
Herring, No. 1 lake (100-lb. keg)		5 25
Salmon (Labrador) per bbl.		24 00
Do., tierces		33 00
Salmon (B.C. Red)		26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)		15 00
Green Cod (large bbl.)		16 00
Green Cod (small), bbl.		12 00
Mackerel, No. 1, per bbl.		25 00
Mackerel (½ bbls.)		13 50
Codfish (skinless), 100-lb. box		12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, boneless, lb. (according to package	0 14	0 18
Codfish, Shredded, 12-lb. box		2 20
Eels, salted		0 12
Pickled turbot, new, bbls.	13 00	14 00
Do., half barrels	7 00	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)		0 17
Cod, dry (bundles)		12 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 40
Lobsters (boiled), lb.		0 30
Prawns, lb.		0 30
Shrimps, lb.		0 30
Scallops, per gallon		4 00
Oysters—		
Ordinary, gal.		2 50
Cape Cod shell oysters, bbl.		14 00
5 gal. (wine) cans		12 50
1 gal. (wine) cans		2 25
Oyster pails (pints), 100		1 50
Oyster pails (quarts), 100		2 10
Clams, med., bbl.		10 00
FRESH FROZEN SEA FISH		
Herring, large sea, lb.		0 09
Herring, frozen lake, lb.		0 07
Halibut	0 19	0 20
Halibut (medium)		20
Haddock	08	09
Mackerel	0 12	0 13
Cod—Toms	3 00	
Cod steak, fancy, lb.	09½	10
Salmon, Red	0 19	0 20
Salmon, pale	14½	15
Salmon, Gaspe		26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 09½	0 10½
Perch	0 12½	0 13
Whitefish, lb.	0 13	0 14
Whitefish (small)	0 09½	0 12½
Lake trout	0 18	0 20
Eels, lb.		0 12
Doree	0 13	0 14
FRESH FISH		
Barbotte	0 14	0 15
Haddock	0 07	0 08
Steak cod	0 09	0 12
Market cod	0 06½	0 07
Carp	0 09	0 10
Dore	0 17	0 20
Lake trout	0 19	0 20
Brook trout	0 38	0 40
Pike	0 12	0 13
B.C. Salmon	0 25	0 26
Salmon (Gaspe)	0 22	0 25
Gaspereaux, lb.		0 06
Gaspereaux, each		0 04½
Gaspereaux herring (100)		4 00
Western Halibut	0 23	0 24
Eastern Halibut (chicken)		0 22
Eastern Halibut (med.)		0 25
Flounders	0 07	0 10
Perch		0 09
Bullheads		0 15
Whitefish	0 17	0 19
Whitefish (small)	0 09	0 09½
Eels		0 14
Mackerel, lb.	0 12	0 13
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large		0 24
Shad	0 15	0 16

Market Firm Business Quiet

Toronto.

PROVISIONS.—There have been no new developments in respect to live hogs during the week. The market is holding firm and whereas a break seemed possible, the price held at $18.25, fed and watered, the figure reached last week.

Boiled hams show an advance of 1c per pound in price of 51-53c prevailing in some quarters. Boneless backs also show strength in price, reaching 50c per pound, and breakfast bacon up to 44c per pound. Business generally is somewhat quiet at the present time.

Hams—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 42	0 44
Boneless, per lb.	0 45	0 50
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.	0 33	0 34
Wiltshire (smoked sides), lb.	0 36	0 38
Dry Salt Meats—		
Long, clear bacon, lb.	0 28½	0 31
Fat backs	0 31½	0 32
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 54
Hams, roast, without dressing, per lb.	0 48	0 50
Shoulders, roast, without dressing, per lb.	0 45	0 47
Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00
Short-cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lbs.	56 00	58 00
Hogs—		
Dressed, 70-100 lbs. weight	28 25	29 75
Live, off cars		18 50
Live, fed and watered		18 25
Live, f.o.b.		17 50

Firm Undertone In Lard Situation

Toronto.

LARD.—A very firm undertone is developing in this market and in some quarters it was indicated that an advance of ½c per pound in the very near future would come as no surprise. Conditions point towards increasing strength with the passing of present period of light demand and prices may reach new high levels when sales again attain briskness and absorb supplies.

Lard, pure, tierces, 400 lbs., lb. 0 29¼ 0 30
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Little Shortening Moving; Prices Firm

Toronto.

SHORTENING.—The demand is comparatively light, a seasonable condition, and no developments of particular interest are in evidence. A firmer tone to the market is in evidence though prices have held unchanged.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26½
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Holds Steady; Good Sale

Toronto.

MARGARINE.—Prices on margarine show no change whatever for the week, being firmly maintained under the influence of a good demand. Reasons assigned for good movement is continued high price of butter.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	

Solids, 1c per lb. less than prints.

Butter Still High; Decline Long Overdue

Toronto.

BUTTER.—A lower buying price on butter has not yet materialized though

dealers generally feel this is long overdue. Whether a lower scale will be reached during the week is somewhat uncertain though the feeling is towards this end. Quotations to the trade remain unchanged at the following figures:

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

Eggs Very Firm; Production Light

Toronto.

EGGS.—A very firm market prevails and higher prices are again in evidence during the week, new laids in cartons reaching 52c and loose 49c per dozen. The demand continues heavy with the production falling far short of requirements. Shipments of Western eggs arriving have helped out the situation locally very materially. The present range of quotations follows:

Eggs—		
New-laids, in cartons	0 48	0 52
Do., loose, doz.	0 47	0 49

Cheese Trading Slow; Prices Unchanged

Toronto.

CHEESE.—Trading in this commodity is rather slow and the situation generally is without material interest. Prices hold firm and unchanged as follows:

Cheese—		
New, large	0 23	0 24
Old, large	0 25	0 26
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Poultry Declines Still Further; Sales Better

Toronto.

POULTRY.—Still further declines have been registered in poultry during the week, improved receipts having some bearing in this move. Roosters are down from 4c to 8c, hens from 2c to 5c per pound with spring chickens easier. Sales show up better than for some time past. Prices are given herewith:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 15-$0 12	$....-$....
Duckling	0 30-	....- ....
Turkeys	0 25- 0 28	0 30- 0 35
Roosters	0 16- 0 20	....- ....
Hens, over 5 lbs.	0 26- 0 27	0 31- 0 32
Hens, under 5 lbs.	0 20- 0 23	0 27- 0 29
Chickens, Spring	0 40- 0 45	....- 0 50
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

Hens	0 28	0 35
Chickens, Spring	0 55	0 60
Ducklings	....	0 40
Turkeys	0 36	0 40

Halibut and Trout Firmer; Whitefish Easier

Toronto.

FISH.—Halibut shows a firmer tendency and prices are up 1c per pound. Trout has also stiffened, quotations showing a narrower range at 15c-16c per pound. Whitefish have also narrowed, showing an easier tone in prices at 14-15c per pound. Frogs' legs are being offered this week at 50c per pound. Heavy storms in the Georgian Bay will affect supplies from this quarter during the week, it is thought, and bad weather at the Coast may influence supplies of sea fish also, so the feeling generally is that receipts will be none too plentiful for a few days.

SMOKED FISH		
Haddies, per lb., new cured	0 12	0 13
Chicken haddies, lb.	0 11	0 12
Haddies, fillets, per lb.		0 15
Kippered herrings, per box	1 75	2 00
Digby herring, skinless. 10-lb.	....	2 25
PICKLED AND DRIED FISH		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod, 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	....	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Halifax shredded cod, 24s	...	2 20
Salt Mackerel, kits, 20 lbs.	....	3 00
Labrador salt herring, barrels	....	....
FRESH SEA FISH		
Brills, dressed, lb.	....	0 10
Cod, steak, lb.	0 09	0 10
Do., market, headless, lb.	....	0 09
Flounders, lb.	0 08	0 10
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 23
Do., chicken, lb.	0 20	0 22
Do., large	0 20	0 22
Haddock, lb.	0 06½	0 08
Herring, lb.	0 05½	0 06
Mackerel	0 09	0 09½
Plaice, dressed, lb.	....	0 10
Soles, dressed, lb.	....	0 10
Salmon, Red Spring, lb.	....	0 25
Do., Restigouche, lb.	....	0 22
Do., Saguenay, lb.	....	0 25
FRESH LAKE FISH		
Herring, lb.	....	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 15
Frog's Legs, lb.	0 16	0 50
Ontario Government Fish		
Herring	....	0 03½
Mullets	....	0 05
Pickerel	....	0 11½
Pike	....	0 09
Sturgeon	....	0 20
Trout	....	0 11½
Whitefish	....	0 11½

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

Eggs to be Higher; Hog Market Firm

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market is said to be firm, and live hogs are realizing 17¾c-18c. Outlook is reported indicating a firm market with all provision prices firm. The reason given for this is that the export trade is good. Local consumption however is not what it used to be. Butter.—Creamery butter is holding up and everything indicates that it will continue to do so. Eggs.—There is a very firm market. Candled stocks are being sold at 34c-40c. Dealers are paying 35c-36c for straight receipts and the outlook is for higher eggs.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 33
Bacon—		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 30
20s	....	6 30
Cases, 5s	....	18 52
Cases, 3s	....	18 60
Compound—		
Tierces	....	0 25½
Tubs, 50s, net	....	12 87
Pails, 20s, net	....	5 40
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 45
Fresh made creamery, No. 2	....	0 43½
Margarine	0 31	0 32
Eggs, fresh, doz.	....	0 29

WHY BUTTER IS HIGH

(Continued from page 44.)

It was pointed out by Mr. Ayer that, at the present time, there is and has been a great deal of trading by the meat packers and the smaller dealers. Some of the former have large and numerous outlets for butter through retail connections and as there has been an active demand for the product from consumer sources the shipments coming forward were readily absorbed.

"What has the production been this year, as compared with the past year or two?" was asked of Mr. Ayer.

"The receipts into Montreal for June were about 8 per cent. greater than those for 1917 and they are almost exactly the same as those for 1916. There is at the present time no surplus, the same having been taken up by the active bidders that were always on hand to secure supplies which they needed for themselves."

"Do you think the prices will hold as high as they are at present?" I wish I knew, I would be very glad to answer that question, but it is quite impossible to make a definite forecast."

"The Dairy Produce Commission have not been buyers. They have made the prices that they will pay and those which they offered are less than the outside buyers—the meat packers and the smaller dealers—were prepared to give for the butter coming to hand. Later, when those now buying have the quantities they want there may be some buying by the Commission but as they can now buy cheaper in the United States they have been securing some lots there at the lower figure."

Mr. Ayer states that the farmers were selling much milk to the cheese factories in some sections, while in others they were sending forward to the creameries. This depended upon what they had been accustomed to doing, for it was a fact that those who had been patrons of the cheese factory continued to sell to them while those selling their cream were not readily persuaded to change from this custom.

Referring to the production in Western Canada Mr. Ayer stated that it was almost impossible to make an estimate of this. Points are so widely separated and marketing is done so differently that to secure definite data is nearly out of the question.

It was further pointed out that the farmer is getting a very high return from his cows—that in cases where he used to get a return of $2.50 to $3 per cow per month he will now get as much as $10 in some cases. He could well afford to pay a big price for his stock.



Your customers will appreciate a sensible and delicious meat substitute like

"INDIAN CHIEF" BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big Summer fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, - Pocologan, N. B.

Bacon

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

F. W. FEARMAN CO.
Limited
HAMILTON

More Fish, Less Meat

Save the Meat for our Soldier Boys in the Trenches

Encourage the Government in the good work of solving the food question. This can only be done by installing a good FISH BOX for storage of same.

FREEMAN'S FISH BOX



Complies with the Government requirements. Easily moved and an attractive fixture, finished in WHITE ENAMELLED or MISSION. Built on the same STANDARD as our REFRIGERATORS. We can build them CHEAPER, but we won't. We would build them BETTER, but we can't.

Do not neglect to write to-day for CATALOGUE showing FISH BOXES, sent free.

Manufactured by

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

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

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

Summer days call for products like these—

HERE are delicious cold-luncheon treats for Summer days that will especially appeal to your customers just now. For the table or for the picnic basket they are equally suitable, and you will find them good sellers. No occasion to complain of dull times if you feature these trade-building lines in your store.



Davies Cooked Pressed Pork

Made from tender, lean trimmings (the choicest products of the hog), delicately seasoned and cooked in cylinder form. A good, steady trade-bringer to the dealer.



Davies Roast Pork

Savory roasts of choice pork (shoulders and hams), with or without dressing; cooked to perfection. A genuine **quality** line suitable for cold lunches or sandwiches. Very popular with the trade.



Davies Jellied Lunch Tongue

Made from tender pork tongues, mild cured and seasoned just enough to tempt the palate. Sells at a reasonable price, and shows a just profit to the dealer.



Davies Pork and Tongue

This product possesses the tastiness and appetizing qualities of tongue, while selling at the low price of other jellied meats. A splendid seller and every slice saleable.

We carry a full line of Cooked and Jellied Meats and shall be glad to quote you prices, either by mail or through our travelling representatives

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

A Superior Sea Food at A Moderate Price



Give your customers a real, wholesome, satisfying Sea food—one that offers a real substitute for expensive meats. Give her a Sea Food that you can recommend —A Sea Food of "Unvarying Excellence"—

Brunswick Brand

The growing demand for good Fish Foods is popularizing the Brunswick Brand lines still more. Wherever sold their good quality wins instant and lasting approval. When you need fresh supplies of Brunswick Brand, order from the following list:

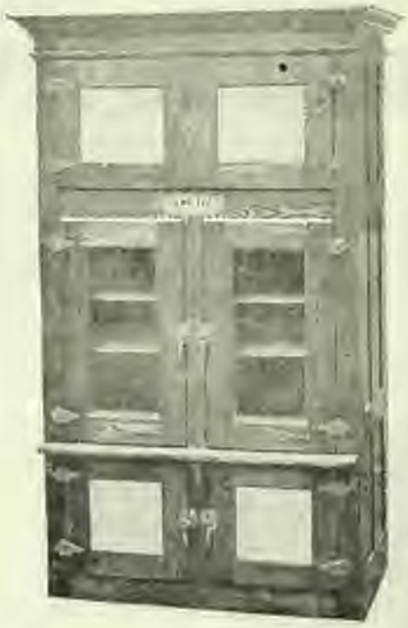
¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.



Why you should instal an Arctic Refrigerator this Summer



The Arctic will keep your perishable stocks — meat, butter, vegetables, etc., sweet, fresh and saleable no matter how high the mercury may climb.

Besides this perfect security the Arctic Refrigerator offers the grocer display facilities that are well calculated to keep contents moving briskly. And, furthermore, the ice expense is the very lowest consistent with absolute security.

The Arctic catalog describes and pictures the different models in detail. May we send you a copy?

John Hillock & Company

LIMITED

TORONTO

HEINZ

Canadian-American Food Products.

57 VARIETIES

Canadian Factory, Leamington, Ont.
Principal Factory Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters.
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., Ltd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

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



—pronounce "Real Egg"

Sold in packages of four different sizes

The best substitute for eggs

Send for trial order

RELEG CO. Regd.
Quebec, Canada

A National Necessity



It is next to impossible to get help and yet—customers must be served.

The Van Berkel Meat Slicer

will enable you to serve ten customers with meat in the time you could serve one by the old method of slicing.

By slicing thinner than is possible by any other method, it actually saves meat—a patriotic duty these days.

Electric
Coffee Mills
Meat Chopper
Peatnut Butter Machines
Bone Grinders

The Hobart Mfg. Co.
149 Church St.
TORONTO

$1 FOR A MAN

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

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

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

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

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

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

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

TRADE BALANCE IS BETTER BY OVER A HUNDRED MILLION

IMPROVEMENT in Canada's trade relations with the United States forms the subject of anxious concern by statesmen, financiers, and the business men of Canada generally. Good news on the matter is found in THE FINANCIAL POST of July 6th, which announces an improvement of over one hundred million dollars in favor of Canada as compared with the adverse trade balance figures of a year ago.

Yet Further Embargoes Are in Sight. Though this is a good indication of the effect of U.S. munition orders placed in Canada, and of the results of important embargoes devised to right exchange, the situation is still sufficiently unfavorable to Canada to make further embargoes necessary. Important and valuable business warnings are contained in the article on this subject on page 1 of THE POST this week.

Footwear Regulation and Rationing. Particularly noteworthy are the announcements made as regards the height and colors of women's shoes. Drastic regulations relating to footwear are apparently inevitable. Food rationing becomes a subject also, of pressing interest with the immediate future in view. These subjects and others equally important are discussed with latest authoritative details in THE FINANCIAL POST of July 6th. Here are a few headlines indicating the business news service rendered by this incisively accurate Canadian newspaper for business men and investors:

Conservation of Bank Credit in Canada for War Purposes.
Inter-Imperial Free Trade Policy is Now Advocated.
Canada Develops Trade With the West Indies.
Commissioner Bradshaw Condemns Toronto's Financing of Utilities.
Start the Children Knitting Their Next Winter Hosiery.
Average Crops Are the Best That Can Now be Looked For.
Southern Alberta Crops Suffer—Pastures Are Gone.
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When One Bank Can Lend More Money Than Another.
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An American View of the Dominion's Future—Economic Growth.
Cost of New Canadian Northern Money Will be Up to 8 P.C.
Ranches Being Changed Into Wheat Fields.
Government Had Surplus of Funds in Month of May.

While these headlines indicate important contents of THE FINANCIAL POST this week, they are by no means all THE POST'S contents.

It would take a good deal more space to list all the contents of THE POST, but of this you can be sure—THE POST is of all Canadian newspapers, perhaps, the one best adpted to the alert business man who is growing into bigger and more profitable business for himself. Send for a trial subscription to THE POST to-day, and with your reading of the first copy you will realize that as a Canadian businessman's newspaper THE FINANCIAL POST is thoroughly fit and efficient to help on your purposeful progress. Use this coupon. Pin a dollar bill to it for a 4 months' trial subscription.

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C.G. 7B



It leads them all

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Half a century ago the goodness of Rose's Lime Juice made it the leading temperance beverage with discriminating people.

To-day its poularity is still undiminished. Grocers selling Rose's Lime Juice are well aware of its "repeating" qualities.

Are you selling

Holbrook's Imported Worcestershire Sauce

The demand for Holbrook's is a worth while demand.

And we can still supply you at **pre-war prices.**

Order as early as possible and let us know if you want Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powders

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

Looking for a Man?

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

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

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

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Canadian Grocer
143-153 University Ave.
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FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

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

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is found in the great demand for

Ever-Ready "Dandee" Cocoa

How is your stock?

Ever-Ready Cocoa is sold by leading jobbers.

Litster Pure Food Co. Limited
Toronto



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ltd., Delectaland, Watford, England. 469

Mr. George Washington of New York Says

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

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

Universal Sauce

Prepared with pure vinegar, choicest fruits and spices.

A Most Appetizing Table Delicacy

If not already in stock, have your jobber include a case in your next order.

Taylor & Pringle Co.
Limited
MANUFACTURERS OWEN SOUND

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We always have a few carloads of
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ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

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

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SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

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

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD
COCOA

COCOA—	Per lb.
Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 40
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	90

SWEET CHOCOLATE—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb boxes	1 1
Diamond, 6-lb. boxes	30
Diamond, ¼s, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS—

	Per doz.
Milk medallions, 5-lb. boxes.	0 39
Nonpareil wafers, 5-lb. boxes.	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 89
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 80
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

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(Formerly Geo. E. Bristol & Co.) HAMILTON

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

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2½-quart Tall Cylinder Can
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No. 16 Jar .....
No. 4 Jar .....
No. 10 Can .....

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No. 10 Can .....
Picnic Can .....

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

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

EVAPORATED MILK

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

CONDENSED COFFEE

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

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

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.
Lunch Ham—1s, $6.45; 2s, $13.50.
Ready Lunch Beef—1s, $4.45; 2s $9.
English Brawn — ½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.
Geneva Sausage—1s, $4.95; 2s, $9.45
Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.45; 2s, $9.
Cooked Tripe—1s, $2.45; 2s, $4.45
Stewed Ox Tail—1s, $2.45; 2s, $4.45.
Stewed Kidney—1s, $4.45; 2s, $8.95
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4; 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.
Beef Steak and Onion—½s, $2.90; 1s, $4.45; 2s, $8.45.
Jellied Hocks—2s, $9.95; 6s, $29.80.
Irish Stew—1s, $3.45 ;2s, $6.75.
Cambridge Sausage—1s, $4.45; 2s, $8.45.
Boneless Chicken—½s, $5.90; 1s, $8.95.
Boneless Turkey — ½s, $5.90; 1s, $8.95.
Ox Tongue—½s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.
Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65; 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consommé, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s, $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65; Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.65; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.85; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s (flat), $2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.35; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.85; 1s, $2.50; 3s, $4.80.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.25.
Smoked Vienna Style Sausage—½s, $2.45.
Pate DeFoie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $2.45.
Potted Beef Ham—¼s, 75s; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Vea—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $17.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.75; ½s, $2.85; 1s, $4.15.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.35.
Ham—¼s, $2.35.
Tongue—¼s, $2.35.
Venison—¼s, $2.35.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s 30c.



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There's always a demand for

MATHIEU'S NERVINE POWDERS

You can get lots of extra sales, extra profit and extra customer satisfaction by displaying Mathieu's Nervine Powders regularly.

For Bad Headache, Sleeplessness, La Grippe, Nerve Trouble, etc., Mathieu's is a certain remedy—a remedy you can recommend.

J. I. Mathieu Company

Sherbrooke, Que.

Just where do we stand?

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

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

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



Field-Marshal Sir Douglas Haig.

Imperial Topics

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

The War - -

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

Fiction - - -

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

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

July MacLean's

"Canada's National Magazine"

At All News Stands - 20 Cents

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Genuine Freestone Yellow Peaches are now on the market.

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DOG CAKES
Poultry Foods, Canary and Parrot Mixtures

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Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

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CLASSIFIED ADVERTISING

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

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

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

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

WANTED

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

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

FOR SALE

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

FIXTURES FOR SALE

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

MISCELLANEOUS

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

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

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

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

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

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

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

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

MISCELLANEOUS

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

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

Navel Oranges

Nova Scotia and Georgian Bay Brand

Apples

Tomatoes

Get in touch with us today

Lemon Bros.

Owen Sound

Ont.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS. OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.

78 King Street - LONDON, Ontario
"Canada Food Board License No. 7-078"

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS FRUITS

CANNED LOBSTER

I can offer to the wholesale or retail grocer the above in ½-lb., ¼-lb. and ¾-lb. Flats. Genuine goods of 1918 pack. Write or wire for quotations.

BENJAMIN CLOW
Murray Harbor North, P.E.I.

OAKEY'S KNIFE POLISH



John Oakey & Sons, Limited
London, S.E. 1, England

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.



TO

Manufacturers' Agents

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

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

Canadian Grocer
143-153 University Ave.
TORONTO

Have you read page 63? It will interest you.

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

A sweetening medium without equal

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

The goodness of Royal Acadia Sugar is recognized in every Canadian community.

There is not another sweetener on the market that can compare with Royal Acadia in all round dependability.

In 2 and 5-lb. cartons; 10, 20, and 100-lb. bags; half-barrels and barrels.

The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA

KING GEORGE'S NAVY

CHEWING TOBACCO

Will prove one of your "best sellers"

Because the excellent texture and flavor of King George's Navy Chewing Tobacco wins instant approval with the most critical chewers.

Stock King George's Navy now for easy, profitable tobacco sales and satisfied customers.

Order your supplies from your wholesaler.



Rock City Tobacco Co., Ltd.

A variety to satisfy every personal need



MENNEN'S KORA-KONIA

An antiseptic dusting powder and dressing for abrasions, severe irritation, and minor injuries to the skin. Somewhat similar to Talcum Powder, but containing additional medicinal properties. Relieves chafing, scalds, burns.

Prescribed by Doctors everywhere. This is a splendid seller, which our present Advertising Campaign is pushing more strongly than ever, and will pay every dealer for his co-operation in giving it display space.



A well-balanced line of superb Talcums that cannot be bettered for customer satisfaction and for profitable business.

From the borated for the baby, to the charming fine and delicately perfumed and tinted varieties for feminine use, or the new and masculine Mennen's for Men, every Mennen Talcum conforms to the high standard of Mennen quality. This is the "busy season" for these lines — you should take advantage of this fact. Also note the strong advertisements we are now running in all the leading publications to increase your business in

MENNEN'S TALCUMS

For more than 39 years—the highest standard possible. Sold by the leading stores from coast to coast. Is yours one?

The Mennen Family

Shaving Cream	Violet Talcum	Cold Cream
Dentifrice	Flesh Tint Talcum	Tar Shampooing Cream
Talcum for Men	Unscented Talcum	Kora-Konia
Borated Talcum	Cream Tint Talcum	Ruvia
Sen Yang Talcum	Mennen's Baby Soap	

G. Mennen Chemical Company - Factory: Montreal

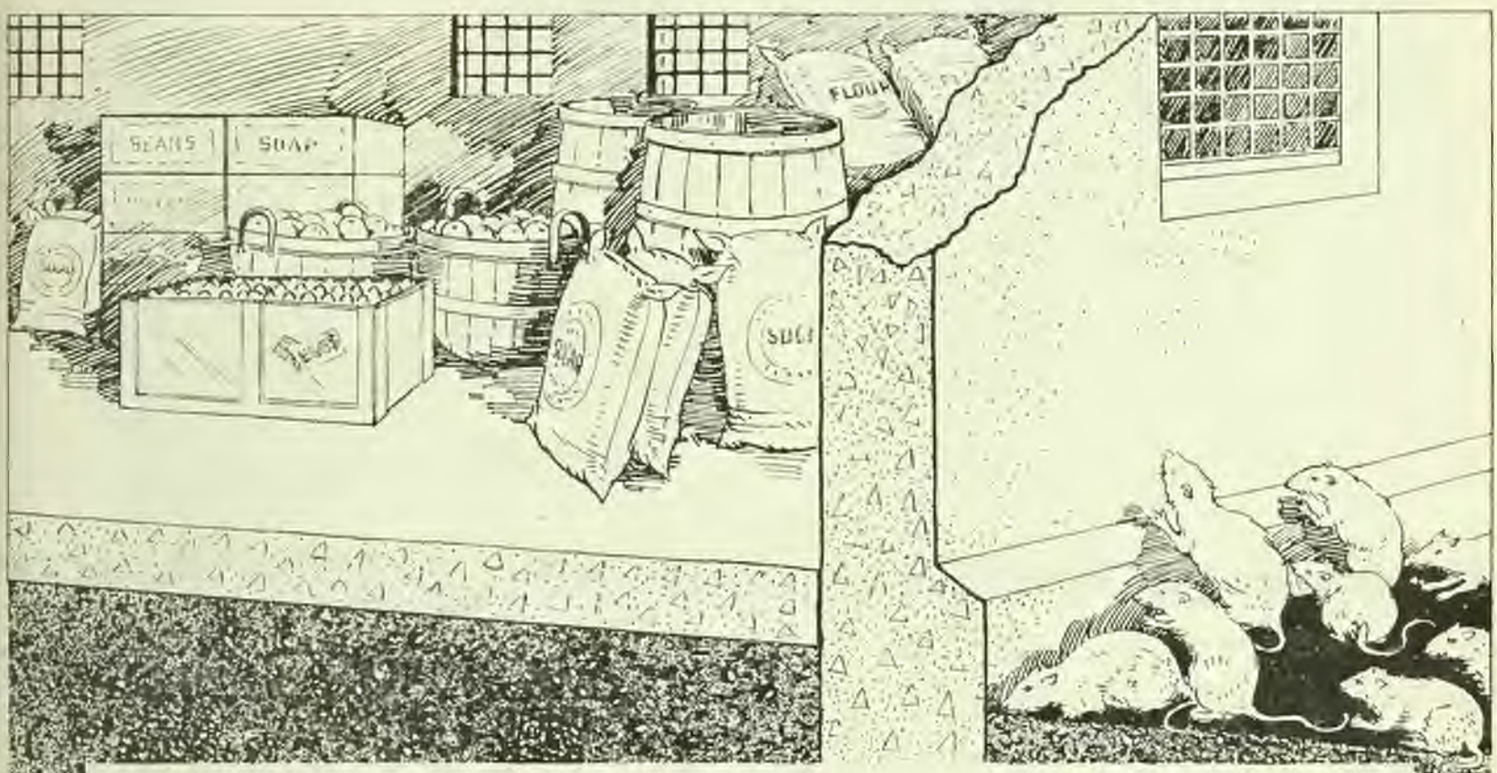
Sales Office:
HAROLD F. RITCHIE & CO., Limited - TORONTO

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, JULY 19, 1918 No. 29



BUILD THEM OUT!

THE rat is the worst pest we have in Canada—and particularly a source of annoyance and destruction in all places where foodstuffs are stored. In our grocery stores, damage to the extent of thousands of dollars, results each year from rats. At a time when the conservation of food is especially important, it should be apparent to every grocer that in letting rats eat up his merchandise he is not only suffering a serious loss himself, but also permitting a waste that means much to the cause of our Empire and our Allies.

There is only one way to permanently end the Rat Pest—Build them out. Use

CONCRETE for your foundations, walls and floors

For No Rat Can Gnaw Through Concrete

There are other good reasons for the use of Concrete in building the floors and walls of a grocer's premises—concrete is sanitary, fireproof and permanent; a good investment from every standpoint. But the rat is the most pressing reason of all for the general adoption of Concrete by all who store foodstuffs. Heed the insistent call of economy and conservation—build of Concrete and rout the rat.

Write for free copies of our booklets which tell how to build walls and floors of Concrete.

CANADA CEMENT COMPANY, LIMITED 1 Herald Building, Montreal

Sales Offices at Montreal, Toronto, Winnipeg, Calgary

Let the Women Know

YOUR store is the place where women like to be reminded of the household needs that have "slipped their minds." Even for so well-known an article as

O-Cedar Polish

a reminder is needed. Housewives will be glad to see O-Cedar before their eyes when they enter your store. Every woman wants O-Cedar Polish because it is the quality polish—because it renews and protects all their furniture—because it cleans as it polishes.

The extensive and powerful advertising given O-Cedar Products is making more O-Cedar users every year. Let your store be known as an O-Cedar store, and you will ensure your share of this profitable business. People will be sure you have it, if you utilize the convenient O-Cedar Sales Helps—O-Cedar Floor and Counter Stands; Electric Sign Displays; and O-Cedar advertising plates. Ask your jobber about yours, as well as about the Profit Deals that will make additional money for you.

CHANNELL CHEMICAL COMPANY, LIMITED

369 SORAUREN AVENUE - - - TORONTO

KING GEORGE'S NAVY

CHEWING TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

Borden's
—for every Summer Outing



WHEN making up your displays of Summer lines give good prominence to Borden's—the Condensed Milk Products that are unequalled for both quality and convenience.

EVERYBODY in your community knows how good Borden Milk Products are. Advertising has made them known from one end of Canada to the other—their own delicious goodness has entrenched them solidly in the people's estimation.

NOW during the vacation weeks comes an extra good opportunity for you to increase your sales and your profits by featuring Borden convenience and Borden utility.

You know the Borden sellers. But just to remind you—

Borden's Eagle Brand Condensed Milk
Borden's St. Charles Evaporated Milk
Borden's Jersey Evaporated Milk
Borden's Reindeer Condensed Milk
Borden's Reindeer Condensed Coffee
Borden's Reindeer Condensed Cocoa

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



A BIGGER VOLUME OF SALES

That's the ambition of every grocer. And the first step toward its realization is judicious buying. Buy rightly and you can invariably sell rightly. Throw the "shelf-loungers" in the discard and sell fast-moving lines—lines that are well advertised and in popular demand. Follow this policy in regard to your peanut butter stock and you will inevitably choose Bowes' Peanut Butter as your leader.

ORDER FROM YOUR JOBBER OR DIRECT

KRAUT IS DUTCH—NOT GERMAN!

If any of your customers have scruples about eating Kraut for patriotic reasons, just refer them to the following dispatch from Washington:—

"Washington, May 30th.—Sauer Kraut may be eaten without disloyalty. The Food Administration to-day explained that the dish is of Dutch, rather than German origin and that those who make free use of it will be performing a patriotic service by stimulating a greater use of cabbage and thus saving staple foods needed abroad."

"Simcoe" and "Dominion" Brand KRAUT

is of the highest quality. Its delicious flavor appeals to every taste. Order a supply, but order quick—the supply is limited. Telegraph your order to-day at our expense.

Dominion Canners Limited

Hamilton, Canada

DOMINION CANNERS LIMITED HAMILTON, CANADA

"The Seal of Quality"

CLARK'S



Help the
Food Controller
Mr. Grocer
by pushing the sale of



CLARK'S SPAGHETTI

with TOMATO SAUCE and CHEESE

A perfectly cooked, deliciously flavored and nourishing dish.

You have only to feature this line and you will soon find it to be one of your best sellers and money-makers.

STOCK UP NOW

W. CLARK, LTD. Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

July Dry Goods Review

JULY issue of D.G.R. is the Annual Fall Number containing special articles on merchandising and information in concise form which is vital to Fall, 1918, retailing.

One article describes the steps which the business men of Montreal have taken in the forming of an association aiming to stamp out the theft evil. How they plan to eliminate shop-lifting will be read with interest by every dry goods merchant.

In small and medium sized towns most stores keep open Saturday nights to accommodate their country customers. Plans for attending to the extra rush and for endeavoring to have the town people shop earlier have been secured from the Western provinces, since the question was brought up at the recent R.M.A. convention. These methods are discussed in July DRY GOODS REVIEW.

The fashion news is of utmost importance since conditions this year differ from all previous experience. What buyers in the big Canadian stores who have been visiting the fashion and manufacturing centres have to say is well worth study.

Inquiries come to DRY GOODS REVIEW frequently as to what is the safe buying policy for retailers under present varying markets. Every department in the July issue gives valuable information in this regard secured from authoritative sources.

The effect on the retailer of the much discussed question of price fixing by the manufacturer is given a thorough rehearsal by a prominent man in the trade. If you do not agree with him let us hear your side of it. DRY GOODS REVIEW is a monthly convention of dry goods merchants which costs you nothing for travelling and hotel expenses. Do not miss it.

Special articles tell of how Brown's Limited, Portage la Prairie, get business by a combination of telephone and regular auto delivery routes; and how one of the Hudson's Bay Stores develops a fraternal feeling throughout the store by its newspaper "Pep."

The Good Advertising Department tells a good story of a successful bit of advertising combined with a novel interpretation of bonus giving to employees, as worked out in a Peterborough store.

Some points which make for good millinery and ready-to-wear departments are included in a description of the newly arranged Gould Store in St. Thomas.

Paris letter and New York letter (and this month New York millinery) are real features of every issue, as is also the information given in answers to inquiries of all sorts.

From the East is a discussion of how retailers collect bills promptly.

We believe that you will discover in the Fall number of DRY GOODS REVIEW a meeting place of alert minds mutually helpful. In the course of a year's subscription you will make many valuable acquaintances through DRY GOODS REVIEW gaining profitable ideas. May we suggest that you subscribe?

DRY GOODS REVIEW is published every month and costs $2.00 per year. You will find this coupon convenient in ordering.

The MacLean Publishing Company, Limited,
153 University Avenue,
Toronto.

Send me DRY GOODS REVIEW regularly till further ordered, commencing with the July (Fall) Number. I will send you subscription price, $2.00 per year, on receipt of bill, or you may draw on me for this.

Name .....

C.G. 12-7-18. Address .....

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

WAGSTAFFE'S

1918 PACK JAM



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



Strawberry
Raspberry
Black Currant
Plum
Peach
Apricot



All Ready for Delivery.

WAGSTAFFE, Limited

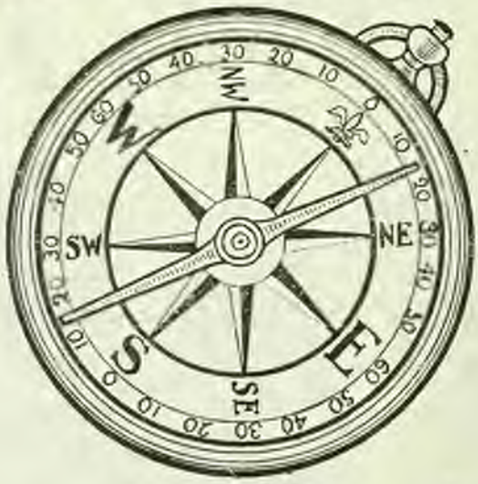
Hamilton, Canada

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

4 CARDINAL POINTS OF PERFECTION

LIGHTNESS—STRENGTH
—DURABILITY—ECONOMY

the Compass of Completeness



Babcock Commercial Bodies

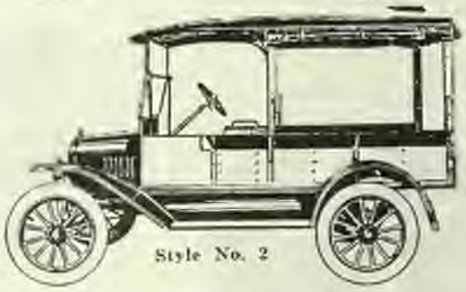
LIGHTNESS All makers of Commercial Bodies for Motors strive to attain **Lightness** of construction without sacrificing strength. The Babcock patents enable a saving of ONE-THIRD in WEIGHT.

STRENGTH "Strong as Steel!" The fundamental **strength** of Babcock Bodies is the steel construction—patented—which makes them far stronger than any other kind of framework could possibly make them.

DURABILITY Tested by years of hard service in carrying the heaviest merchandise. The **Durability** of Babcock Bodies is marvellous. The steel construction gives a rigidity which prevents the racking and weaving so injurious to other makes of bodies.

ECONOMY If a Babcock Body costs a little more than a cheap body and lasts twice or three times as long it is economical, isn't it? Babcock Bodies save real money for the merchants who put them on their delivery cars.


Style No. 1


Style No. 2


Style No. 3


Style No. 4

STYLE NO. 1. The Open Express is the base unit for the other styles, which are created by the addition of parts, all of which are interchangeable. The Babcock Bodies give an unusual amount of space for carrying merchandise and this appeals greatly to the merchant who employs motor deliveries.

STYLE NO. 2. This style is made-presto, quick—by merely adding the canopy top with curtains. This is easily done, and the patented method of attaching prevents absolutely all racking and weaving, preserving full loading space intact.

STYLE NO. 3. This style is attained by simply adding side and rear screens to canopy top. All Babcock Bodies are on the unit plan and all styles are interchangeable.

STYLE NO. 4. The fully enclosed, panel side style, is very handsome. The panels are made of vehisote which takes a finer finish than wood and does not crack or warp. This style comes ready to assemble on the express unit, same as other style. Rigid, strong and extremely satisfactory.

DEALERS and MERCHANTS

We are prepared to sell direct to merchants who are in the market to buy a superior make of Commercial Motor Body. We prefer to deal through regular agents, and we desire to make connections with a Garage or Motor Dealer in every community but where we have no local agent we shall be pleased to send literature and price list and full particulars, direct, to any merchant or manufacturer who is interested.

CARRIAGE FACTORIES, LIMITED

EXCELSIOR LIFE BUILDING, TORONTO

IN ANTICIPATION

of higher prices and late arrivals—we cannot very well expect anything else for some time to come—we recommend the purchase of California Dried Fruits and offer for prompt shipment :—

RAISINS

300 c/s 15-oz.	Bonner's Seedless	14½c pack.
200 " "	Purple Cord Seedless	15c "
375 " "	Griffin's Seedless	15c "
950 " "	Pansy Seedless	15c "
1,000 c/s	Ass. Brands 15-oz. Choice Seeded	13c "
600 "	Holly Brand 15-oz. Fancy Seeded	13½c "

PRUNES

in 25-lb. boxes:—
All sizes from 100/120 to 20/30, 9c to 20c

Choice Evaporated Peaches

25-lb. boxes 18½c

Also we might just as well take the opportunity and quote some SALMON :—

Fishermaid Brand, Chums 1's talls, c/s.....	$ 8.40
Equality Brand, White Spring 1's talls, c/s.....	9.25
Nansen Brand, Pink 1's talls, c/s	9.75
Parliament Brand, Red Spring 1's talls, c/s.....	15.00
Golden Link Brand, Sockeye 1's flat, c/s.....	17.00

Prices for new pack will be named within another month. In buying now there can be no possible mistake.
Special attention given to mail orders.
Telephone or wire your requirements at our expense.

S. J. MAJOR LIMITED

Wholesale Grocers **Ottawa, Ont.**

On request we will mail our calendar

BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.) HAMILTON

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

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

BRISTOL, SOMERVILLE & CO.

Canadian Food Control License No. 6-058 WHOLESALE GROCERS





There's a Baking Powder that you can guarantee

A Baking Powder as perfect and as satisfactory as infinite care and consumate skill can produce.

Show Egg-O Baking Powder regularly. Remind the housewife of Egg-O quality and dependability. Tell her how successfully it can be used with sweet milk, sour milk, buttermilk or water—always giving results to back up your very best recommend.

Selling Egg-O will profit you well.

Egg-O Baking Powder Co., Limited

HAMILTON, CANADA

Furnivall's FINE FRUIT PURE JAM

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

IN the New Season's Pack are embodied those standards of excellence and purity for which Furnivall's Jams are everywhere famous.

Push Furnivall's this year and you'll realize how popular it is and the good margin it produces.

Furnivall's always repeats.

FURNIVALL-NEW, Limited

Hamilton, Canada

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

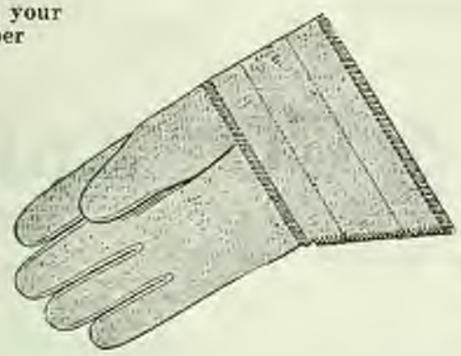
TAPATCO
REGISTERED BRAND TRADE MARK

You Can Sell Tapatco Gloves to the Men of Your Town

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

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

Ask your Jobber



The American Pad and Textile Co.
Chatham, Ontario

We Grow - We PACK - We Sell

Arrangements are now perfected giving us our own packing plants in the heart of the prune and apricot growing districts of California. This is just one more progressive step insuring a control of adequate packing facilities and the absolute standardization of

Sunsweet

quality. Place your orders now for Sunsweet. To both dealer and consumer it represents the dominating brand of dried prunes and apricots.

California Prune and Apricot Growers, Inc.
Main Office, San Jose, Cal.
A co-operative growing, packing and marketing association embracing more than 5,000 growers engaged in this industry in California.

Canadian Representatives
Sainsbury Bros.
Board of Trade Bldg.
Toronto, Canada



ANY MERCHANT OR CLERK

can add materially to his yearly income by obtaining subscriptions to FARMERS' MAGAZINE.

We will supply you with sample copies. Just show them to your customers. You will be surprised to find how many will be glad to have you forward their subscriptions to us—and each subscription means a commission for you.

Clip the coupon below, and mail it to-day!

THE MACLEAN PUBLISHING COMPANY,
143 University Avenue,
Toronto.

I am anxious to increase my income. Please send me full particulars re obtaining subscriptions from my customers to FARMERS' MAGAZINE.

NAME .....

ADDRESS .....

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from slivers and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS



Make this house your Western Headquarters

This is the home of the Scott-Bathgate Company—an organization equipped with every facility for getting you the kind of results in the Western Markets that you are seeking.

We cover the entire Western Wholesale and Retail field. Nine of our men do retail work exclusively.

If quick, sure returns interest you, write now for full particulars to

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WHOLESALE

GROCERY BROKERS

Manufacturers' Agents
Commission Merchants

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.
We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
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MALTESE CROSS BUILDING
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IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
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Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

Williams Storage Co.

WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
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Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Rangoon Beans on Spot
Write us for Quotations
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws of all the States; are readily sold, giving a quick turnover of stock.

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

TO

Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

J. R. GENEST
Wholesale Grain, Flour and Feed
SPECIAL—Pastry Flour
GROCERS SPECIALTIES
BOARD OF TRADE BUILDING, MONTREAL

G. B. MacCALLUM & CO.
GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Get stocked now with

MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's, write to-day to



Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canada



IT SATISFIES

The goodness of Marsh's Grape Juice satisfies the requirements of all lovers of quality.

Non - intoxicant and with a fine rich Concord Flavor Marsh's Grape Juice will be welcomed in every home in your community.

Recommend it to your customers as the finest soft drink and see how well it sells.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.

There's profit for you in The Chicken Chowder Club





Mr. Grocer: A poultry feed department properly handled is one of the best paying ideas you can connect with.

The Chicken Chowder Club will help you to keep a stock of **Purina Poultry Feeds** moving briskly. This selling plan is bringing big business to grocers everywhere. It is a novel idea that will appeal to every poultry raiser.

Write to-day for full particulars. Ask about the handsome cash prizes we are offering to both dealers and clerks.

A postcard request will do.

The Chisholm Milling Company, Limited
TORONTO, CANADA

MAPLE SUGAR best 10c. seller, 48 to case
A Sugar you will want to repeat

MAPLE SYRUP "Canada's Best" Brand

Maple Butter Honey Butter Sweet Nut Butter

Chocolate Butter

BAINES CONFECTIONS
Manufactured by

Canada Maple Exchange, Limited, Montreal



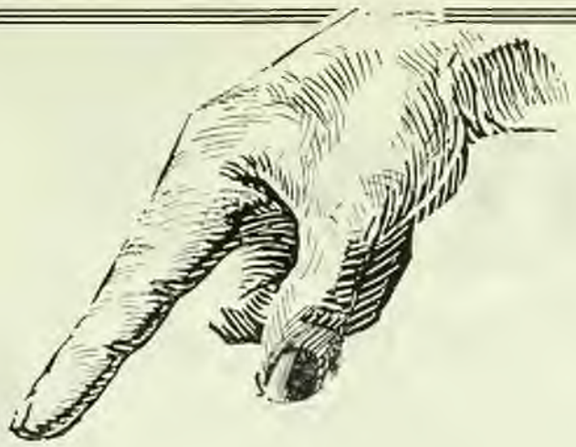
FIRST AID IN THE KITCHEN +

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK

Have you read page 63? It will interest you.





That's It!!

"E.D.S." Strawberry Jam

1918 PACK

Sell this jam and your customers will come back regularly for further supplies.

Its goodness will make them thoroughly realize the fact that the E.D.S. label guarantees a quality jam—always.

E. D. Smith and Son Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

COX'S

the people's favorite

That Cox's Instant Powdered Gelatine possesses the confidence and the appreciation of the public may be judged from the increasing sales which it is constantly producing. This popularity is due to the purity and delicate flavor which is a marked characteristic of Cox's. Good grocers everywhere sell Cox's Instant Powdered Gelatine and find it worth featuring. So will you.



BRITISH MADE

Arthur P. Tippet & Co., Montreal

WINNIPEG—Tees & Persse, Limited **VANCOUVER—Martin & Robinson, Ltd.**

The quality that's worth recommending

Malcolm Milk Products are the sort of high-class goods that bring prestige to the grocer selling them. Their rich purity and dependable goodness wins approval from every lover of quality Milk Products. Malcolm Milk Products are made-in-Canada and are equal in every way to the imported brands.

Order a supply of Malcolm's to-day and try them out in your displays.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.







THE

MALCOLM CONDENSING CO., LTD.

St. George, Ontario

The All-Canadian Condensed Milk Company

If any advertisement interests you, tear it out now and place with letters to be answered.

TRADE MARK KEYSTONE BRAND REGISTERED

Quick Turnovers— Good Profits

There is the secret of an aggressive merchandising. Quick turnovers and good profits are necessary for every thriving business.

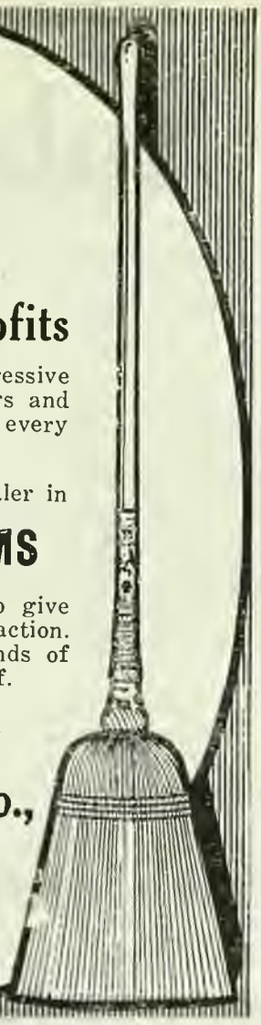
They are what is assured a dealer in

"NUGGET" BROOMS

"Nugget" Brooms are made to give your customers genuine satisfaction. A "Nugget" Broom in the hands of your customers will sell itself.

Write to-day for prices and particulars to

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.
Makers of the famous Keystone line.



Mr. George Washington of New York Says

that he has turned the entire output of the G. Washington Refined, Soluble Coffee, over to the Government for the Soldiers in the front line trenches Overseas.

He hopes shortly to be able to again supply the trade; in the meantime you and your customers' indulgence is asked.

BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is $11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value $26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000		Wholesale Discount	Net
2 for 25c	2	50 NOBLEMEN	$100.00	$5.00	Less 10%	$4.50
10c	2	100 PERFECTION	72.00	7.20	"	6.48
3 for 25c	2	100 GRAND MASTER..	64.00	6.40	"	5.76
30c	20	100 MIDGETS (5 in a box)	48.00	4.80	"	4.32
5c	1	100 LORD TENNYSONS	41.00	4.10	Less 5%	3.90
5c	1	50 Cables	40.00	2.00	"	1.90
						$26.86

Business name .....Address .....

Send by ..... Express

*If you send cash with order, deduct 2% cash discount and remit $26.32 only.

SEND IN YOUR ORDER PROMPTLY

500

Wheat Flour Substitutes

THE Canada Food Board's order making compulsory the use of wheat substitutes has caused unprecedented demands upon our milling facilities. If your shipments of corn, barley and rye flours do not reach you as promptly as usual, please bear with us. With our special capacity for milling the substitute flour we are doing our best. In the meantime we suggest that you can assist speeding up deliveries by ordering not more than actual requirements until the rush is over.

Campbell's Corn, Barley and Rye Flours are sold in the following size packages:—

3½ lb. 7 lb. 24 lb. 49 lb. 98 lb.

Campbell's Corn Barley and Rye Flours

The Campbell Flour Mills Company, Limited

West Toronto, Ontario

Lovers of Quality appreciate it

People who seek for and demand really high class food products find in



CHARBONNEAU'S IMPERIAL MAPLE CREAM BUTTER

a degree of excellence not easily equalled.

That is why good grocers everywhere find it so profitable to feature Charbonneau's Maple Cream Butter regularly.

You should get that trial supply to-day. Prompt shipments. Right prices.

Charbonneau, Limited

Manufacturers of Biscuits and Confectionery
Sugar Refiners

MONTREAL

Save Sugar and Milk

Influence your customers to use the fine grades of JAPAN TEA.

Only one-quarter of the usual quantity of sugar and cream is required to make a perfect drinking cup of Japan Tea.

Stock "BOUQUET BRAND"

Only the finest selected leaf, most expertly fired, is used for this packing.

Every package guaranteed.

Sold in sealed packages only: 50c, 55c, 60c, 70c label.

KEARNEY BROS. LIMITED
TEA IMPORTERS

33 St. Peter St. Montreal, Que.

Tobin's "Peerless" Soldiers' Comfort Boxes



FOR OVERSEAS MAILING
7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.

J. TOBIN & SONS (Sons on Active Service)
Ottawa, Canada
"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.



Keep *Sani-Flush* before the eyes of your customers. Many of them have been convinced by the manufacturer's advertising that they need

Sani-Flush

They will buy it as soon as you let them know you handle it.

Harold F. Ritchie & Co., Limited
10-12 McCaul Street, Toronto, Ont.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D, or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

F you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,
143-153 University Avenue, Toronto.

Send me/us THE FINANCIAL POST for four months for One Dollar. Money enclosed/to be remitted

(Signed)

....

....

C.G.



because it chiefly consists of ASSAM teas—the world's richest and strongest teas.

WETHEY'S

Orange Marmalade

excels all others

Advance in Stoneware Prices

effective next week.

New catalogue being prepared.

Orders accepted now at old prices.

Mail your order to-day.

The Toronto Pottery Co.
LIMITED
617-618 Dominion Bank Bldg.
King and Yonge, TORONTO



KEEN'S OXFORD BLUE

Keen's Oxford Blue gives you a nice margin and Keen quality gives your customers such thorough satisfaction that Keen displays are always timely and always worth while.

Let the housewife know you handle this first quality Blue. And when you hand it to her, back it with the strongest recommendation you know.

Keen's will live up to it.

MAGOR SON & COMPANY, LIMITED

30 Church St., Toronto **191 St. Paul St. W., Montreal**

Isn't it time to stop bluffing yourself?

Business methods and store equipment that passed muster 50 years ago are out of the question now, confronted as you are by what is really and truly a Man Famine.

What if your lumber shelving and cumbersome counters **did** serve the purpose in the **past?**

The **present** and the **future** are what count. Face the facts squarely. You need equipment that will save you time—**equipment that will enable you to serve more customers in less time with 25% less labor.**

Walker-Bin Wall Cases and Show Counters will do this for you.

And we'll tell you how. Put your case before us. Tell us your problems and let us solve that equipment problem once and for all.

Here we show you
The No. 3 Universal
– a Walker Bin Counter with three rows of bevel display in line of vision



The Walker Bin and Store Fixture Company Limited

KITCHENER :: ONTARIO

Keep Food Saving as well as Men Before the Trade

CANADIAN GROCER

Vol. XXXII. TORONTO, JULY 19, 1918 No. 29

Flour Substitute Order Amended

For Present Retailers Both East and West May Sell One Pound of Substitute to Four Pounds of Standard Flour—Amendment Affects Bakers Also—Quantity of Wheat Allowed in Cereal Foods

OTTAWA, July 18 (Special).—Owing to the fact that substitutes for wheat flour in Canada are not available in sufficiently large quantities to meet the regulations enacted on June 27, some amendments have been made of special interest to the retail trade, bakers and confectioners, and millers.

The retail trade, for instance, may continue to sell one pound of substitute to four pounds of standard flour, instead of one to two, till further notice.

The amendment simply means the Canada Food Board has deferred the coming into force of the regulations as established three weeks ago.

Bakers, confectioners, public eating places and private households will not, for the present, have to use one pound of substitutes to every four pounds of wheat flour in baking. They must, however, use one pound of substitutes to every nine pounds of wheat flour as provided in the law now operative.

Applies to East and West

Dealers in Eastern Canada, as well as in Western Canada, for the present will be required to sell one pound of substitutes only with every four pounds of standard flour.

The use of a label or sticker on bread is made permissive and not compulsory. The attention of police authorities is called to this change in the original order.

One clause of the new order urges upon bakers to prepare for the use of 20 per cent. of the substitutes, which will be made compulsory at the earliest possible date.

Flour Must Be Saved

The Canada Food Board's statement relative to the new order says that the public must not expect white breads. The statement continues: "To demand white bread is unpatriotic at a time when all bakers are required to use substitutes for wheat flour in break making. The darker the bread, the more likely it is that the baker has complied with the Food Board's regulations. Bread containing substitutes in proportion stipulated by the Canada Food Board is fully as nutritious and even more healthful than the bread made from the white patent flour of former days.

In the present emergency, when it is necessary for us to stretch our diminished wheat supply until the next harvest, and do all in our power to share our wheat with the people overseas, the Food Board appeals to the public to appreciate the situation, and to make it as easy as possible for the bakers to use the required amount of substitutes.

Quantity of Wheat in Cereals

A resume of the order fixing maximum quantities of wheat that can be used by manufacturers in making cereals will be appropriate here. It is as follows:

1. No person shall manufacture any rolled wheat, wheat flakes, wheat meal or cracked wheat, containing more than 80 per centum of wheat; provided, however, that in manufacturing any of these products of the whole wheat from which the bran and shorts are not removed no substitutes need be added.

2. No person shall manufacture any alimentary pastes or self-raising flour containing more than 80 per centum by weight of wheat flour.

3. No person shall manufacture buckwheat flour containing more than 35 per centum of wheat flour.

(Continued on page 26.)



A splendid window display of fruit and vegetables.

Watching Slow Pay Customers

Further Methods Adopted by Ontario Merchants—Keep Wage-Earners up to the Mark in Paying Their Accounts Promptly is the General Advice—Business Man Must be Good Collector

THE enquiry conducted by CANADIAN GROCER as to methods and systems adopted by Ontario merchants with regard to the granting of credit and the collection of accounts shows that at the present day there are few merchans who give credit without first making some enquiry and satisfying themselves of the customer's ability to pay. In fact, if the methods employed by those merchants of whom enquiry has been made are typical of those in use among Canadian grocers generally the "dead beat" must be having a hard time of it nowadays.

It is not, however, from the dead-beat, the down-and-out, that the merchant has most to fear. The retailer's chief menace appears to lie in the direction of the man who starts with a small credit account which he gradually enlarges till it gets beyond his power to control, and who then switches off and pays cash to another merchant rather than face the man to whom he owes money.

F. W. Banford of Banford and Dunning, Hawkesbury, hits the nail on the head in speaking of this type of customer. He says: "Generally if care is taken to keep bills down to reasonable amounts customer will pay and keep on dealing, but once let it get $10.00 to $15.00 more than it should be, it will become a source of anxiety to the merchant and in the case of many customers they will look around for another store to deal in."

There is no doubt that in many cases of this kind the grocer has only himself to thank for the loss of a would-have-been good client. He is perhaps reluctant to mention the matter of an account to a man who has always been a good customer, but it cannot be too strongly impressed upon every merchant that failure to exercise a slight pressure in order to prevent an account from getting top heavy is liable to result not only in the loss of cash but of a good customer as well.

Mrs. Montgomery, Pembroke, says: "I do not give new customers credit unless I can find out in some way that they are good. I must have a reference of some kind from them or someone who knows them, as we must have our money in order to run our business these days; we cannot afford to take chances with strangers we know nothing about."

A. J. Lavelle, South Indian, very rarely gives credit to customers he does not know. "I find out first if they are O.K. and make sure information is correct, then try them with a small account first, before letting them go deep.

"In my experience credit is a very poor business, and at its very best it is no good. As any merchant, no matter how good a collector, is bound to lose some money through the credit system."

L. G. Quackenbush, Smith's Falls, adopts a very stringent method with doubtful applicants. He gets them to sign a form giving name, occupation, name of employer and date the account is to be paid. Then follows a species of mortgage on the customer's salary which runs thus:

> "For value received I hereby assign, transfer and set over unto you out of my wages due, or to become due from my present employer or other future employers, with whom I may hereafter work to the extent of my indebtedness to you. I hereby waive all right to exemptions by law or statute on any moneys due me until this account shall have been paid."

For those who are slow at settling accounts Mr. Quackenbush has a printed form of draft which he asks them to sign, and which contains a similar clause to that given above, applicable in the case of the bill not being met when due. One method of his in dealing with new customers asking for credit is to phone to some butcher near the customer's and enquire if he knows anything of them.

It does not appear to be a general custom except in the case of wage earners to fix either a time limit or money limit when opening a new account. The practice appears to be to satisfy oneself as to a customer being worthy of credit and then to deal with him according to circumstances.

James Carswell, Calabogie, says: "I do not extend credit to any new customer till I find out all about his standing and dealings elsewhere; if satisfactory, I extend credit for thirty days to the laboring man, as he is paid once a month at least. To the farmer I extend six months. If his purchases are in the Spring I wait till the Fall and vice versa. In this particular locality I find this works out pretty well. In the Fall the farmer has his farm products to dispose of and in the Spring he has been dealing in wood, such as pulp, etc.

"I do not apply a money limit to all my customers, though I have a few to whom I cannot extend credit over a certain sum.

"I take no chance on anyone I do not know, my experience is that goods are better unsold than handed out to people I do not know anything about."

Leo Gauthier, St. Isidore de Prescott, formerly used to grant long terms of credit but has now changed his system and gives less credit. He looks sharply after all credit customers, and finds the change of system greatly to his advantage.

E. P. Labrosse, St. Eugene, is another who does not believe in giving credit. "My experience," he says, "is that when a customer owes you an account he is no longer a customer as he leaves you and buys elsewhere for credit or for cash. Consequently the sooner you make him pay his account the sooner he will come back. A business man must be as good a collector as he is salesman otherwise he has to get someone else to do it for him."

W. Thivinge, Clarence Creek, also deprecates giving credit. "If you get credit," he says, "it is a lever to your capital. If you give it you by this lose the benefit of the lever for your own use, depriving yourself for others of the help you are entitled to."

Although in the larger centres many merchants appear to find no difficulty in instituting a hard and fast cash system this would not appear to be practicable in all smaller places or in cases where wage-earners are only paid monthly. In such cases merchants agree that to avoid loss, discrimination in granting credit must be used, and accounts must not be allowed to run beyond a limited time.

C. A. Coons, Winchester Springs, judges by appearances and the customer's explanation of his circumstances. "I generally visit their homes," he says, "and the appearance of their cattle (presumably they are farmers of whom he speaks), etc., gives me an idea of their credit standing. I find a great help in giving discount for cash and on flour, sugar, and mill feed 5, 10 or 15 cents extra is charged if put on books. I print signs and put them up in the store with the prices on, showing the difference in cash and credit."

I. G. Higginson, Hawkesbury, once he is satisfied a man is good consults his convenience as regards payment, but is strict in keeping wage earners up to time. "Once behind, this class of customer seldom can make good," is his experience

H. E. Braden, Calabogie, has had similar experience with wage earners. "I am in business twenty years," he writes, "and I find that where my losses occurred with bad accounts was for want of taking a firm stand when a customer failed to pay when he promised, if working as a wage-earner with regular pay-days." With farmers, however, Mr. Braden allows a greater latitude.

Wm. McGaughey, Pembroke, only gives credit to those who are known to him. He considers goods on hand are better than credit. He does not worry over collections as he knows those to whom he gives credit are quite safe.

The Specialized Newspapers

Why the Daily Press Does Not Publish the Important Information Bearing on Conduct of the War is Explained by Col. Maclean—The Business and Technical Newspapers Have Made Careful Study of Conditions

LIEUT.-COL. John Bayne Maclean, president of the MacLean Publishing Co., has been writing for MACLEAN'S MAGAZINE a strong series of articles on the war which have without doubt been creating more interest among Canadians than any other articles published. They give a clear insight into conditions under which we are working and go into a great many points untouched by the daily newspapers. In the July issue of MACLEAN'S Col. Maclean, deals with the influence of the specialized business paper and explains why it is in position to give its readers definite, practical information that the daily press either has not access to or not the specialized writers to present it properly and intelligently. His article says:

"The question has been asked many times how it is that the big daily newspapers have not had access to and thus have not published the long series of important and conclusive information bearing on the war and political problems that have appeared in our columns. Do we know more than the dailies? Generally, no; on many matters, yes.

"The writers on the dailies are far better informed on a greater variety of current topics of general interest than we of the specialized press, but we have the advantage in our much more thorough knowledge of a number of particular topics.

"The dailies are the general practitioners of the newspaper profession, while the financial, business, technical, agricultural and other class newspapers are the specialists. In fact the smaller dailies and rural weeklies are to some extent specialized also, in that they devote the greater part of their space to local problems. Many weeklies now give no space to national topics excepting where they affect local conditions. One rural editor told me that when Queen Victoria died not a line appeared in his paper, but that week he devoted a column obituary to an old resident in a back township.

"Specialized newspapers are a development of the last half century, to fill a demand for more complete news on certain important topics than the daily papers can afford to procure or give space to. Many of the greatest class papers are little known outside of their own field; but there, if they are well edited, they are very powerful and have built up such a reputation as accurate, honest, fearless authorities that the good will of any one of half a dozen leaders is valued at more than the good will of combined dailies of Toronto. The *Iron Age*, for example, the weekly authority in the metal manufacturing industry, is valued to-day at over $3.000.000.

"Some years ago the city of Toronto paid the editor of another class paper $10,000 for his advice on an engineering problem which he prepared in his spare time. You can estimate the value of his regular weekly services to the permanent readers of his paper. Notwithstanding this there are some newspaper editors in Toronto who are still so far behind progress that they want such papers suppressed that they may have a monopoly of news selling. The manipulation of the Associated Press in the interests of inefficiency shows what would happen if they had their way.

"Many of the specialists on the class papers are recruited from the best writers on the daily press, and there may be several of them, highly paid, studying, investigating, travelling at great expense in the interest of papers that have not more than 2,000 to 3,000 subscribers. But these subscribers may be the most important men in the country, having invested in that particular field tens of millions in money and employing or depending upon them hundreds of thousands of Canadians; and who depend, for their most important news, upon these specialized newspapers.

"There is another great difference between the work and training of the general and the specialized writer. The chief aim of the former is to seek out the current, novel and sensational, and to write and to display it in the way best calculated to attract attention and promote the street or newstand sales of his paper. He must be most careful to please his readers by expressing no opinions or by appealing to their prejudices. Otherwise they will buy a competitor's paper next day. There are, of course, some outstanding exceptions where a paper is so much stronger than others in its field that it can afford to be, and is, independent.

"The specialists must not only follow their own particular lines and keep in touch with all the topics handled by the general writers as they affect their readers, but must dig deeper down. The general writer's work is done when he records happenings, sometimes inaccurately and unfairly for lack of time. The writers in the business papers must also study the immediate and future effects on the investors and men and women employed in his particular industry and indirectly on the whole country.

"Again, the general writers cover primarily the official world, and the chance occurrences that originate there, from the police and fire halls, courts, municipal buildings, small ward politicians, public meetings, conventions and on up to the departmental officials and professional politicians and wire pullers at the provincial and national capitals. We do not pay as generously as we should, and there is no doubt we have many able men in our public service and life who could earn more elsewhere, but who are enthusiastically and conscientiously devoted to their work. But a great many are mediocre in ability and regard their jobs as the life pensions for party services. Yet these are the men who, to a great extent, inform or misinform, and inspire the general writers, the Associated Press and special correspondents.

"The special writers come in contact with very few of this class. They have to handle the big problems, and their information must come from the highest sources. Their daily life is spent among the leaders in finance, industry, business, agriculture and labor. If it is a question affecting business they must see the Cabinet Minister in whose department it is, or the Prime Minister himself. And usually he is just as anxious to see the specialist as the latter is to see him, for often he knows more about the matter and the effect it may have than does the Minister. If it is a big railroad problem the presidents must always be seen. An important financial matter calls for an interview with the ablest bankers or other specialists. All for information, not inspiration or advice. The class newspaper specialists must see other sides to a question and act on what is in the best interests of all—the general public as well. Also they must be accurate whether it pleases their readers or not.

"In the evidence which came out in the correspondence seized by the Government in the grocery and in the metal trades combines investigations some years ago many letters were made public showing the strenuous, but unsuccessful, efforts that had been made by some of the big men in these powerful organizations to secure the support of *The Canadian Grocer* and *Hardware and Metal* to policies that we, with our broader outlook, saw would rebound, as they did rebound, upon the promoters. Two of the men who were defendants in these cases were big enough to tell me since that we were right. It is interesting to note now that for years I was accused of being in league with these combines. The publication of some of the seized correspondence and minutes showed that while our relations were friendly I had refused right along to be their organ. Our policy lost us many thousands of income in advertising, but became an asset in the increased confidence of our subscribers.

What I have written is in explanation, not condemnation, of a condition and a system the world over. In proportion to population no country is more honestly or better served by its big dailies than is Canada. But they are liable to be misled by men seeking to gratify their own envies or prejudices. The Canadian Asso-

ciated Press as it exists to-day originated in my own office—see records Canadian Press Association—at a time when British news came to us through New York, where it was sometimes doctored to meet the prejudices of certain U. S. readers to such an extent that it was developing a misunderstanding of the motherland in Canada.

But the C. A. P. can even now be unfairly manipulated. When Colonel Bruce and his committee of Canadian officers on Sir Sam Hughes' instructions investigated our medical organization he uncovered fearful conditions due to inefficiency, favoritism, neglect, under which our men suffered and millions of Canadian money was wasted. Sir Sam's enemies and the men responsible for this state of affairs brought influence to bear, and an Imperial officer, Sir William Babtie, was requested to pass on the Bruce report, which he did in very unfavorable terms. Influential in the Associated Press were certain Canadian newspapers which were fanatical in their dislike of Hughes, and the Babtie report was played up right across Canada. Then a peculiar thing happened. The report of the committee investigating the Mesopotamia affair showed that Babtie was the man chiefly responsible for the medical arrangements that will go down as one of the most disgraceful occurrences in our military history. Yet the Canadian Associated Press in dealing with this gave all the other names, but carefully omitted any reference to Babtie and the severe exposure of his incompetence. Not a word of this got out in Canada until we published the real facts in *The Financial Post*, taken from the original reports in our own office. The London papers of that date were then referred to and it was found that none of them suppressed Babtie's name, which suggested conclusively that certain interests behind the C. A. P. had intentionally omitted it. It is needless to say that such tactics created intense indignation among the more reputable dailies. It was brought up at a meeting of the C. A. P. but certain Toronto interests have so far succeeded in side-tracking a free discussion.

The specialist in journalism leads a strenuous life. He is constantly in conflict with rival interests and he must ever be on the alert to avoid being misled. The only advice I got from my chief, when I began to specialize on finance and business, was: "All men are liars when their pockets are affected; verify everything.' I have not found them so. I have seldom been misled by a big man. But small men hedge or are untruthful.

"The problems and information I have been dealing with in these columns may be new to the general writers on the daily press, but they have been more or less part of my daily life for well over thirty years. We have had to follow them for their immediate and future effect upon the business interests of the country. And I have had the additional advantage of twenty-eight years' continuous service in the Canadian militia, nearly all of it as an Adjutant or Commanding Officer. Add to it the control for many years of the *Canadian Military Gazette*, in our long fight for the Army against Headquarters inefficiency and political interference. Finally a short experience attached to an Imperial Cavalry Brigade, with Gen. French in command and Haig as one of his staff, gave me an insight into British army conditions as they are; and an increased admiration and respect for the splendid capacity of our military leaders, if given the support and opportunity our damnable politicians refused them.

"International affairs have not hitherto come within the sphere of Canadian writers, and I have had perhaps a little more experience than the average Canadian journalist. My best friends in Europe for many years were two Tory journalists, J. M. Maclean, M.P., a relative of the former Canadian Chief Justice, born in the West Indies, educated in England, lived many years in India; and Lord Glenesk, owner of the *Morning Post*. The big political problems of Empire were their constant topic of conversation and correspondence. They feared the present international developments. Premier Salisbury's inactivities and his and Balfour's surrenders to Germany and Russia in the East worried them. Lord Glenesk considered the Asquith Ministry a positive danger to the Empire. Writing me shortly before his death he said: "I am sure that your active intelligence and powers will be steadily worked at this crisis when the doings of our new ministry are tending to imperil so much of what you and I hold precious." He clearly saw where such a group of incompetents were leading the Empire.

I would have been very useless, indeed, if, with all these experiences I had not gained a fair knowledge of actual conditions and come into most cordial and confidential relations with a number of the truly great British soldiers and sailors who have been doing some of the big work in this war. Some of them have not hesitated to write me frankly and fearlessly in endorsation of the policy I have been following.

Anyone with common-sense can see there is no miracle in obtaining the information I have published, or in pleading for the changes absolutely necessary to help our army and navy to win the war. I am merely reflecting the views of our great men who are on the spot and know what they are talking or writing about. They demanded first "Pitiless Publicity," knowing that it will lead to reform and efficiency. One of the three greatest British generals, famous in this war, has written me a three-page foolscap letter full of most valuable and helpful information. In the course of his letter he said of my February article on "Why We Are Losing the War," "I THINK YOU ARE ABSOLUTELY RIGHT," etc. He then proceeds to show how the great military leaders are in accord with and want the co-operation of the business men, and how certain politicians have prevented it, as I have been contending all along. What stronger endorsation do I need than these words from such a man?

"What I cannot understand is that other writers and politicians do not see things as I do, and carry on the same campaign. It requires only ordinary common sense. Possibly Sir Harry Johnston's explanation as given in a recent article in the *University of Cambridge Magazine* when he said:

"A person who like myself is always anxious to realize the exact truth about everything, who thinks the truth more wonderful, more intricate than fiction, who believes that departure from the truth or oversight of the truth is much more due to laziness, to deficient powers of observation, than to maliciousness or direct inspiration from the Devil, is not very happy in the world of our own time so fond of illusions. Firstly, he is not liked. He finds most of those who should be his natural associates and classmates persisting in error, preferring the wrong view to the right view because a change of views is tiresome. Anyone, therefore, who tells them how to spell the name properly, how to read the text correctly, how to detect the sham or the anchronism is as objectionable as the malaria expert at the India Office or the accurate translator of Rumanian at another office. Secondly, he is not believed. He can't be right because Ruskin did not think so, because the Church has always held, etc., because the Cabinet must have been fully aware at the time. . . . Because you would not surely set yourself up against Mr. Gladstone? and you don't imagine for a moment Eir Edward Grey overlooked this, or Sir Sidney Lee forgot that, or Sir Oliver Lodge invented the other thing? In short, we are most of us disinclined to question the authority we are too busy or too idle-minded to investigate. We are a prey to that inversion of genius which is an incapacity to take pains. It is so much easier in writing and in painting to be vague and inaccurate that whole schools of art and literature have arisen under the false religion of the imagination; nay, religions themselves have been painstakingly reared on false premises and exaggeration, on dreams and guesses, on hearsay that was not verified, on anything rather than a plain statement of fact, even though that fact or that group of facts was far more wonderful to an educated mind than the silly and impossible legend or the reputed miracle could be to the untrained intelligence which so easily believed the incredible."

FLOUR SUBSTITUTE ORDER AMENDED

(Continued from page 23.)

4. No person shall manufacture any breakfast foods except those mentioned in the next preceding sections containing more than 50 per centum of wheat or wheat flour.

5. On or before August 1st, 1918, every person manufacturing any of the products mentioned in this order shall file with the Canada Food Board a sworn statement showing the ingredients and the proportion of same constituting each of such products made by them.

6. This order shall come into effect on the 15th day of July, 1918.

7. (a) Any person violating any of the provisions of this order is guilty of an offence, and shall be liable on summary conviction before a police magistrate or two justices of the peace to a penalty not exceeding one thousand dollars; and not less than one hundred dollars; or to imprisonment for a period not exceeding three months; or to both fine and imprisonment.

Normal Expenses of a High Grade Store

Can Such a Store Change From Credit to Cash? — Is it Advisable to do so? — Some Factors to be Reckoned With

By Henry Johnson, Jr.

IN these peculiar times, the letter I have this week is strictly to the point and touches on factors in our business by which we are all puzzled more or less:

Alberta, May 25, 1918.

Dear Mr. Johnson:

I would like to ask what is the average per cent. mark-up or profit, based on the selling price of the goods, for the average first-class grocery store, not a cut-rate concern, doing a business of from $75,000 to $100,000, two-thirds of which is credit.

Also, what is the average overhead expense for a store of this class, including all expense from the owner's withdrawals or salary down to postage stamps?

What is the usual result of a store of this kind going on a cash payment plan? Can it retain all its service including delivery and solicitor and increase its business enough to make up for the decreased profits at which it must sell in some lines? So far as you know are merchants who have taken this step satisfied and prosperous?

Yours truly,
B—— G——.

Normal Mark-up

It just happens that G.'s business is exactly the kind into which I worked upward between 1898 and 1905 out of a staple, price-gauged trade with medium and poorer class customers. Beginning in 1905 with sales of $60,000, about half credit, it ran along to $89,000 in 1913, sixty per cent. credit. So the parallel is very close, if not exact.

My gross mark-up averaged close to 29 per cent., which turned on to the selling price, yielded 22½ per cent. My expenses, including everything, ranged from 16 to 18 per cent. on sales. Hence, my net profit was from 4½ to 6½ per cent., with an average, year in and year out, of close to 5 per cent.

Let me say a word on the expense account. It is the most vital of all accounts. If the merchant watches and takes care of the outgo, it is practically certain that the income will care for itself, and every effort should be directed toward the gathering of every item of cost, outgo, leakage and expense into that account. For if you fool yourself to the extent of underestimating your resources, no harm will result; the resources will be there just the same. But if you fail to note every item of outgo, the fooling is disastrous to just the extent, for then the final outcome is against you.

Hence my inventory was shaved down to such rock bottom values that there was no juice left in it. My outstanding accounts were taken one by one, estimated on my individual knowledge of their value, my attitude toward them being strictly of the "show-me" description, and then, after that kind of boiling down, I took a blanket 10 per cent. off the total for good measure of conservatism before the net went into my annual resources.

Expense Items

My expense items included (1) general expense taken from the expense account; (2) advertising account; (3) depreciation on fixtures of 10 per cent. and on delivery equipment of 20 per cent.; (4) barn account which was kept separate for all direct delivery expense; (5) my salary account; (6) 6 per cent. interest on my capital. Every one of these items was either carried as a charge into loss and gain or added to the ledger accounts before the balance was closed into loss and gain. It will be clear, therefore, that my net profit was NET and could be banked upon.

"What is the usual result of a store of this kind going on a cash basis?" That is the most difficult question to answer in a helpful, reliable way. For in the first place, there is no "usual" result. Such a change made by such a store is the most unusual thing. Second, old rules are scrapped to-day. What was true in 1914, or even in 1916, cannot be taken as gospel to-day. I incline to the utmost conservatism when it comes to radical changes.

Consider that the one most valuable investment any grocer has is his business —not his goods, chattels, fixtures, but his business. If that is analyzed down to first principles just one thing remains —good will. After all, the thing we work for, the asset which costs effort, time and money, the item on which everything valuable about a business is based, is the preference accorded to us by our customers. That being so, is it not the most delicate undertaking to disturb it radically? It surely is!

Look Where You Are Heading

Consider carefully why the people of your community, which is small, compact and neighborly, so that whatever you do is passed from mouth to mouth very rapidly and judged by the general prejudice for or against; and think hard whether you are really ready to make a radical change.

Let me tell you of my credits, for maybe that will be as good a way as any to indicate the wise course for your own case.

Beginning not less than 25 years ago, when I learned that Chicago jobbers ran their credits with an annual loss of 2/5 to 5/8 per cent. loss on sales, I quietly, steadily, persistently put the screw on to my credit customers. It was my belief, my firm conviction, that with the right handling, my credits could be run with as little loss as those of the wholesaler. So I studied the jobber and the bank, in the light of their attitude toward myself, and copied their methods.

The handling of credits is not difficult provided you map out for yourself certain fundamental principles, base thereon rules of action which are defined to the minutest detail, and then regard those rules as laws which you yourself cannot break nor transgress; and then handle all accounts yourself. This does not mean that you make the entries yourself. It means that you know constantly just what the status of each account is, and that you put the stop clock on to it the minute it becomes a questionable asset.

Given this kind of unremitting personal attention, I believe credit is better than cash. I know I made a clean-up of 95 per cent. on my accounts within four months of closing out my business.

If, now, part of your trouble, part of the reason back of your desire to make changes, arises from unsatisfactory credits, perhaps all you need is a radical revision of your methods. That kind of radicalism is always in order and permissible, and you cannot begin too soon. The attitude must be this:

Credit extended to a consumer of groceries is a convenience to which only certain people are entitled. Those people are such as have tangible resources, plus excellent personal character records. Being a convenience—just as a delivery wagon is a convenience—it has well defined uses, and such uses must not be turned into abuses by any disregard of their just limitations and functions. Credit is extended for thirty days. Bills are due at the end of each month. Payment is to be made between the first and tenth of the succeeding month. Payment is to be in full each month.

Any failure to meet these limitations —and others which you know of—is just cause for closing the account, irrespective of who the customer may be or what his responsibility. For no matter how responsible he may be, we cannot discount our bills with his responsibility. We can only discount with money.

Full Service on a Cash Basis?

It does not seem possible that anyone can expect to retain full service such as usually attaches to a credit, high-grade business. in a cash store. It is true that simplicity is the fashion these days, and that many consumers are cash-ing-and-carrying who formerly demanded the most exacting service and paid the price therefor. But if those people pay cash, surely they will expect concessions in price. For when they hand out the money each time they inevitably will learn something about comparative prices and demand the lowest. So that will cut out the service.

I am saying this without detailed

knowledge of my correspondent's business, or the basis of his inquiries, and necessarily talk on general principles in the light of my own experience.

Of those who have tried changes there are all kinds. But those who have made a success of changed conditions have changed completely, generally to grocerterias or in-store service only.

One who experimented on three services in one store gradually worked around to a return to the highest grade, full service basis, for he found that was the character preferred by most of his customers. In fact, his business on that basis increased steadily and the other kinds did not increase.

I hope my correspondent will give me more details and that we may carry the discussion further. These are times of change. Old rules are being discarded. It will take our utmost wakefulness and keenest judgment to keep up with the progress of events.

The London branch of the Tuckett cigar factory closed down Thursday night last for what may be an indefinite period.

Salmon Will Be Much Higher

Prices Paid to Fishermen Reach High Level — Sockeye Up Nearly 100 Per Cent.—Indications Point to $2 Case Advance For Better Grades

INDICATIONS point to very high prices on canned salmon during the coming year. The salmon fishing season on the Fraser River opened on July 1 and will continue until August 25. The season in northern waters commenced eleven days earlier. With many of the fishermen gone the present indications are that those engaged in catching the various types of salmon will be paid a higher price this year than ever before, this increase being due partly to the increased cost of fishing gear and of operation in general. At a meeting of the Fraser River Canners' Association held this week, opening prices were fixed as follows: Sockeyes, 60c, which is the highest opening figure ever offered; red springs 9c, and white springs 5c. No price was fixed in the meantime for pinks and cohoes. Last year the opening price for sockeyes was 35c and this increased to 65c before the end of the season. There is a feeling that the better grade of salmon will be at least $2.00 per case higher than prevailing prices last season, but whether the Food Board will step in and regulate prices is not yet known. On the American side the fishermen have refused to take their boats out at the prices offered, but have offered suggestions which are the subject of negotiations. Local canners are in somewhat of a dilemma as to the season's contracts as the Canada Food Board has not yet fixed the prices at which salmon in the can may be sold. The United States Board has settled upon its prices, which are as follows: Talls, $3.15; flats, $3.25, and halves, $2.00, which is an increase of about ten per cent. over the ruling prices last year.

The Caldwell Cider and Vinegar Co., Toronto, are installing new machinery preparatory to opening in a few days.



An effective store interior display.

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
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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

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FOOD REGULATIONS ENFORCED

THE Food Control Board Regulations must be obeyed. Because they thought that these regulations could be lightly disregarded, a number of Western manufacturers and dealers were recently summoned before a magistrate, and in some cases their license has been cancelled, and in others almost equally severe penalties imposed. This is entirely as it should be. Practically all food manufacturers and handlers are now under license. The regulations imposed are fair and right as long as they are strictly enforced. When they cease to be so, they at once begin to operate in favor of the unscrupulous dealer. It is an encouraging sign therefore to see that the Food Control Board is determined to make their authority an established fact. Merchants everywhere should live up to the spirit of these regulations and see to it that their fellow merchants do so as well.

CIRCUMVENTING THE RAT

IN a number of recent fires in grocery establishments the blame for the conflagration has been laid at the door of an unfortunate combination of mice and matches. It is as yet a disputed point as to whether a mouse can start a fire in this manner. Many experiments have been made to discover whether fires could be started in this way, and the net result has rather tended to disprove the idea. There is enough doubt left however to make the merchant cautious about unduly tempting the mouse or rats with matches. Be that as it may, while it may not be possible to establish the mouse's responsibility for the fire loss, there is no shadow of a doubt as to the enormous destructiveness of all rodents. The annual loss of food products from this source on this continent mounts up to the billions of dollars yearly. This is a condition of affairs that should not be. The merchant should protect himself against these pests as he protects himself against any other kind of theft. Rats and mice are the most destructive element known, and the most fruitful disseminators of disease. The merchant who is afflicted with this pest should not rest till they are eradicated. The use of traps is good enough in its way, but protective measures are even more necessary than destructive. The wily rat can walk through a city full of traps attractively baited and come off unscathed. The only way to meet the difficulty is to protect the store against the pest, and for this purpose there is nothing like cement. The rat must find his way in somewhere, and experiment has proved that that somewhere is not more than a foot above the ground. A cement wall along the base of the store, a wall that need not go higher than that foot above the ground, is a very practical safeguard. This once completed, any rats that may be in the store can be eradicated, without danger of their places being taken by others.

It means an item of expense of course, but it would not take many months for a few rats to eat and destroy goods that would pay the cost of this cementing several times over. This is a matter well worth considering.

ON KEEPING A SCRAP BOOK

HOW often does it happen that the merchant sees in his trade journal or elsewhere some idea that he thinks at the time he could make use of? He makes a mental note to keep track of that idea, and then something crops up, an extra busy week, or clerk away or something of the kind, and before he knows it the idea is either entirely forgotten, or the details of it mislaid. Memory is not always to be counted on, and for that reason many a good idea is wasted. For this reason one progressive merchant has adopted a policy that might well be of service to many. He keeps a scrap book, a scrap book devoted to his store. When he reads in his trade paper something that might be of service to him in his business, he promptly clips it out and pastes it in the book. Items of interest in his business culled from the newspapers and many other sources are also included, and as a result he has gathered a treasure trove of ideas and information that is of constant service to him. The idea may not be of service at the moment, but may come in useful later. CANADIAN GROCER has received many letters asking for information for this or that item that appeared in its columns perhaps years before. This information can usually be supplied, but there are a multitude of other sources of assistance that once neglected cannot be recovered, and for such as these the scrap book idea is one that might commend itself to the majority of merchants.



Neat interior arrangement which in itself is an invitation to buy.

SALE OF CONDENSED MILK IN FRANCE—NEW REGULATIONS

The Journal Officiel of May 23rd, 1918, publishes a presidential decree dated May 21st giving the regulations for the sale of condensed milk in France.

According to this decree, all receptacles containing condensed milk must bear a label giving the following indications in very legible type and without abbreviations. All indications on the label must be in the French language.

The nature of the product contained in each can must be given. One of the names hereafter must be used following the nature of the product: (a) "Lait Condense" (Condensed Milk), (b) "Lait condense sucre" (Sweetened condensed milk), (c) "Lait ecreme condense (skimmed condensed milk), (d) "Lait ecreme sucre condense" (sweetened skimmed condensed milk).

The net weight of each can must be indicated in grammes.

The date of manufacture must be given by indicating the year and month during which the receptacle or can is filled.

The name and address of the manufacturer and country in which the milk is manufactured must be given.

The degree of concentration must also be indicated. One of the following phrases must be employed: (a) "En ajoutant au contenu de cette boite.... d'eau bouillic, on obtient.....litre de lait normal." (By adding to the contents of this can....of boiled water.... litre of standard milk may be obtained); (b) "En ajoutant au contenu de cette boite...d'eau bouillie on obtient....litre de lait normal sucre a....grammes par litre." (By adding to the contents of this can....of boiled water....litre of standard milk sweetened at....grammes per litre may be obtained); ("En ajoutant au contenu de cette boite....d'eau bouillie on obtient....litre de lait ecreme," (By adding to the contents of this can....of boiled water....litre of skimmed milk may be obtained); (d) "En ajoutant au contenu de cette boite....d'eau bouillie, on obtient....litre de lait ecreme sucre a ....grammes par litre," (By adding to the contents of this can....of boiled water....litre of sweetened skimmed milk at....grammes per litre may be obtained).

The note hereafter given may follow the above notices applying to sweetened milk: "Pour l'usage, ajouter....d'eau bouillie," (For use, add.....of boiled water.)

On receptacles or cans containing skimmed condensed milk, whether sweetened or not, an additional label, bearing the following words, must be added: "ne pas donner aux jeunes enfants ou aux ma lades," (Not to be given to small children or to the sick). No other inscription must appear on this label.

The decree further states that it is strictly forbidden to sell condensed milk of any kind whose manufacture dates over a period of one year.

A delay of 4 months from the date of publication of this decree (May 23rd) is given to manufacturers and others, who have milk manufactured prior to this decree, to comply with these regulations.

The three sizes of cans mostly used in France are of 12 oz., 14 oz., and 16-oz. We give, hereunder, the equivalent in grammes for these weights.

12 oz.	340.2 grammes
14 oz.	396.9 grammes
16 oz.	453.6 grammes

The term "litre" mentioned in the above decree corresponds to 1.057 quart.

POTATO FLOUR

A ton of potatoes will produce 500 pounds of flour. The process is simple.

First the potatoes are washed clean and then sliced with the peelings on and dropped immediately into clean water to prevent discoloration and to rinse them; then as soon as practicable they are either parboiled or steamed from 8 to 10 minutes—long enough to cook the starch —when the slices lose their opaque appearance and become transparent. The cooked slices are then transferred to a drier and for the first few hours subjected to a current of hot air not greater than 120 degrees F., after which the temperature is gradually increased to 170 degrees, but no greater.

The drying process is continued until the slices are brittle, though it is immaterial if a few here and there are not thoroughly dried. When taken off the kiln, the dried product is placed in a compact pile in dry room and handled over daily for three or four days until the pile "evens up," after which they are ready for the mill to grind them into potato meal or flour.

A revolving washer—a long box partially submerged in a pail of water—can be cheaply built to easily wash a ton of potatoes an hour.

An ordinary root cutter, which may be purchased for $30 or less, will answer to slice the potatoes, but it is likely that a more desirable machine for slicing may be found on the market. The average mill will cost from $150 to $225 and up, but at present cannot be obtained on short notice.

The total production of rubber increased from 69,000 tons in 1907 to 257,000 tons in 1917.

Letters to the Editor

ON HANDLING EGGS

Editor, Canadian Grocer,—I have read Manitoba Retailer's letter in your No. 25; it made me laugh, and reminded me of children's disputes. New we have the same thing happening in this town. Re butter and eggs, there have been times when the other merchants were paying from 3c to 5c more for eggs than I, but as yours truly don't want to be put out of business I just let them have the eggs. My plan, and I find it works well, is to allow the farmers ½c a dozen more for their eggs than they can get if they ship them away. Of course I lose ½c a dozen, but come out on top and give them satisfaction.

In my opinion, if a man is a retail merchant he should run his own shop to his satisfaction. I run my shop just as though I was all alone doing business and my trade is steadily increasing.

E. J. LeDAIN,
Boissevain, Man.

FLOUR SUBSTITUTES

Editor, Canadian Grocer.—Re recent order of the Food Board ordering one pound of substitutes to every four pounds of wheat flour, this appears to me to be a difficult problem. Many of our customers (farmers) buy a bag of flour per month and some never use oatmeal, cornflour, rice, etc., adhering to the old custom of pork and potatoes, etc., three times a day. If you insist upon them taking substitutes they will do so in the form of bran and shorts and feed it to the chickens or tell you they prefer having potatoes and have them bought already, i.e., grow them. Why not have flour millers make the proper mixture when grinding flour?

A COUNTRY STOREKEEPER.

MAPLE SUGAR PRODUCTION AND EXHIBITION

In view of the interest taken this year in the greater production of maple sugar and syrup, CANADIAN GROCER, in an interview with J. H. Grimm, Montreal, was given some interesting facts.

"The production this year has been much better," said Mr. Grimm, "because of the active co-operation given by the Dominion and the Provincial governments. This was along similar lines to those used in a more limited way by ourselves during past seasons and the producers have been thus interested and have made a larger output possible than ever before."

Mr. Grimm states that the percentage of increased production in 1918 would be from 15 to 25%. The value of the crop was enhanced because of the higher prices paid and Quebec's maple products for 1918 would total very close to $5,000,000 in cash value.

"Considerable of the crop has gone to various parts of the United States," said Mr. Grimm. "Buyers from there had come into the market and this was one of the reasons for high prices being attained. I would say that about 50 per cent. of the production in this province is used by the people who produce it, or by the rural population. Of the 50 per cent. remaining about 35 per cent. has found its way into the States and the balance will be sold through the Canadian trade."

On June 25-26-27 and 28th an exhibition of maple products was held in Quebec city. Its object was to further the interest in producing this natural product and by means of exhibits and the distribution of literature on the subject and the offering of prizes the interest of those who could assist was sought.

It is expected that the active steps that have been taken, the program of publicity which has been under way for some time and the continued need for the development of our own natural resources such as this is will result in the desired end being eventually attained—that of securing the greatest possible production.

ORIGIN OF TEA DRINKING

Tea-drinking seems to have originated in China; and the Chinese, according to Professor King, in his "Farmers of Forty Centuries," drank it first as a sanitary measure, having found that boiling their water saved them from typhoid and afterward adding tea-leaves to make the boiled water palatable. Dr. R. A. Gortner, of the University of Minnesota, writing in Science (New York, March 15), believes that this is not an exact description of what happened, but that the discovery of the efficacy of tea as a typhoid preventive came after its general adoption in China as a pleasant drink. Dr. Gortner says:

"To my mind, cause and effect were somewhat as follows: (1) The drinking-water was undoubtedly polluted, and typhoid, cholera, dysentery, etc., were endemic. (2) Certain families or clans found that a pleasing beverage could be made by steeping the leaves of the tea-plant in hot water with the result that they drank very little if any of the polluted waters without previously boiling it. (3) Their neighbors or neighboring communities observed that these families or clans who drank tea had relatively little disease as compared with the non-tea drinkers, and as a result the custom of tea-drinking spread throughout the land not because of the belief that boiled water prevented disease and tea-leaves modified the insipid taste of the boiled water, but because the infusion of the tea-leaves per se was looked upon as a medicine specific for the prevention of the prevalent diseases."

FOOD PRICES IN FRANCE

Following are some present war time prices in France, as compared with prices as they were before the war:

	1918.	1914.
Butter, per pound..	.90	.30
Pork, per pound....	.70	.28
Potatoes, per pound.	.06	.02
Roast beef	.65	.30
Beans, per pound ..	.28	.12
Coffee, per pound ...	.60	.40
Chocolate, per pound	.65	.25

The National Margarine Co. has opened an office at 1 St. Paul Street East, Montreal. They will represent United States makers and will do a general wholesale business in this line.

G. B. MacCallum and Co. have been appointed Montreal distributing agents for Lipton's teas, coffee, cocoa and jelly powders.

Early Fruits and Vegetables High

Strawberries at Top-notch Figures—Small Pack Reported—Rhubarb Now Offering—Jams Also Touch High-Water Mark

CANNED strawberries, 2's, heavy syrup, are to sell at $4.15 dozen according to figures now available, which is a figure much higher than had been at first anticipated, and is said to be due to factories having to pay such extremely high prices for fresh fruits. As a matter of fact this is an element which has developed to even greater proportions than had ever been looked for and will be reflected in other lines as well. The percentage delivery on strawberries is not yet known, but will not exceed 35 per cent. Rhubarb is offering in good quantities and at fairly reasonable prices. Quotations named herewith for the early fruits and vegetables give some idea as to how prices are running. These are f.o.b. canneries' prices. Deliveries to be made are also given, the percentage basis following the prices.

Prices below are F.O.B. Canneries.

	Per doz.	% Delvy
VEGETABLES		
Asparagus Tips, 2s	3 45	54
Asparagus Butts, 2s	2 02½	100
Spinach, 2s	1 85	60
Spinach, 2½s	2 55	60
Spinach, 10s	7 57½	35
FRUITS		
Pineapple Tit Bits, 1½s	3 02½	30
Pineapple, Sliced, 1½s	3 02½	100
Pineapple, Shredded, 1½s	3 02½	42
Pineapples, Sliced, 2s	3 20	10
Pineapple, Shredded, 2s	3 02½	42
Rhubarb, Preserved, 2s	2 10	100
Rhubarb, Preserved, 2½s	2 67½	100
Rhubarb, Standard, 10s	4 52½	100
Strawberries, Heavy Syrup, 2s	4 15	35

Prices on jams announced so far are also very high, strawberry, raspberry and black currant selling at $3.90 per dozen in 16-oz., and $3.35 in 12-oz., while the 4-lb. pails are being quoted at 98c each. Apricot and gooseberry in 16-oz. are quoted at $3.25 per dozen.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

MEANING OF C. & F. AND C.I.F.

Please advise your understanding and the meaning of the terms of sale C. & F. and C.I.F. The writer contends, when a buyer purchasing goods at prices C. & F. or C.I.F. that this does not mean that the seller has to guarantee delivery at destination even if the goods should be destroyed in transit by water or fire. Another firm claims that the seller when selling on the above terms is responsible for delivery at destination. Your reply will be appreciated.

M. P. ———, Winnipeg.

Answer—When a buyer purchases goods at prices C. & F. or C.I.F., it does not mean that the seller has to guarantee delivery at destination even though the goods be destroyed in transit by water or by fire. This is the generally accepted interpretation of these terms both here and in the United States. The only case where the seller would be held liable would be when he sells them "delivered" or "delivered into store."

* * *

FLOUR SUBSTITUTE REGULATIONS

I notice in your issue of June 28, you say it is necessary for the retail grocer to keep in stock a line of substitutes for wheat flour sufficient to supply the demands of his customers. Are we not allowed to sell a customer a sack of flour unless he purchases the required amount of substitutes along with the flour? There seems to be a difference of opinion in the matter.

W. R. HALLIDAY,
Lynedoch, Ont.

Answer—After July 15 the retail grocer will not be allowed to sell a sack of flour unless he also sells at least 20% of the weight of the flour in flour substitutes. You will note this regulation is again referred to in CANADIAN GROCER in July 12 issue, page 20. In fact the retailer will not be allowed to carry in stock white standard flour unless he has 20% of the weight in flour substitutes. This applies to dealers east of Port Arthur.

* * *

VALUE OF AMERICAN MONEY

We get a lot of American money here during the summer months, and I understand it is two cents above par, but we are only allowed one hundred cents on the dollar at the bank. Can you advise me where I should market this money?

A. E. W———, Ontario.

Answer—The question of allowing a premium on United States money is a relative one. Theoretically speaking, every American dollar is worth one hundred cents, plus the exchange, less the cost of transmitting the dollar into United States territory, and at present should be worth approximately $1.02 in Canadian currency. Practically, it is not feasible to allow this premium except where the sum involved is large enough to make it worth while.

There is a certain amount of business going on from day to day in American currency. Banks will often oblige their regular customers by giving them United States bills or coins at par and to offset this they will take the money from others—particularly if the latter are not customers—without allowing any premium. That is to say, on ordinary every-day small business little attention is paid to the relative valuc of Canadian and American money. Where the amounts involved are large, however, we believe it is customary to make an allowance for the premiums, and the managers of branch banks are usually instructed to do so.

In your case, we should say that a good deal depended on the amount of American money involved. If you are accustomed to deposit several hundred dollars at a time—five hundred or upwards, then we think your bank is in the wrong in not allowing you a premium, but if the amount is only a few dollars, the concession is hardly to be expected, unless your account is a particularly valuable one.

If you are not satisfied with the treatment accorded by your local bank, why not communicate with the Foreign Exchange Department of one of the big banks here, say the Canadian Bank of Commerce, advise them how much money you have and ask them what premium they are prepared to pay. You would be under the necessity of paying the cost of transmitting the money here but, if their offer was a liberal one, it would probably be worth attempting.

* * *

BOOKKEEPING SYSTEM

What is the best value on the market to-day of a bookkeeping system, suitable for taking care of a credit business in a general store with not more than two clerks, and about 350 country customers with a running account? Also, where can I procure same and about what will the system cost?

J. F. L——, North Tryon, P.E.I.

Answer—This information has been sent direct.

* * *

CHINA DISHES

Please give me the names of manufacturers or wholesalers of Ironstone china dishes, also better lines.

H. S. M———, Wilberforce, Ont.

Answer—This information has been sent direct.

* * *

WANTS GILL NET

Please give me the name of wholesalers from whom I can secure gill nets.

SPADONI BROS.,
White River, Ont.

Answer—Scythes & Co., Toronto; John Leckie, Ltd., Toronto.

* * *

PURE FOOD LAWS

In placing a new article of food on the market what conditions are necessary to comply with Pure Food Laws?

MANITOBA MERCHANT.

Answer—It would depend upon the character of the article you intend putting on the market as to what conditions you would have to comply with. In the first place, if the article is a food it would be necessary to secure a license for its manufacture. Then, if it were baking powder, it is necessary, for instance, to have the ingredients printed on the label. There are other conditions applying to other food products but it would be necessary for us to know the kind of product you intend to manufacture before giving you definite information.

* * *

WHEAT FLOUR SUBSTITUTES

Do retailers have to sell one pound of wheat flour substitutes to two pounds of standard flour or one pound to four?

N———, Toronto.

Answer—Under the amendment to the regulation the ratio is one to four. See special article this issue.

* * *

MATCH TAX AGAIN

I am a subscriber to CANADIAN GROCER and wish you would advise me if I have to place a one-cent stamp on those small boxes of matches. They contain about 60 matches.

FRANK P. MULLEN,
Alliston, Ont.

Answer—Yes, it will be necessary for you to place a one-cent stamp on each of the small boxes of matches, no matter if they only contained sixty matches. You will note your question was answered on page 29 of last week's issue, July 12. The tax on matches is 1c per hundred, but you will have to put a one-cent stamp on all small boxes containing up to one hundred matches.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

ease give me information on the following:.....

.....

.....

me.....

dress.....

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Albro Mumford, grocer, etc., has discontinued business.

Albro Mumford, fruits confectionery, etc., has been succeeded by P. A. Taylor.

Quebec

Jos. Maranda, baker, Quebec city, suffered loss by fire.

Henri Lord, grocers and liquors, Montreal, has been registered.

Aird and Joyce, confectionery, Montreal, have dissolved partnership.

The Peterson Fruit Co., Ltd., Montreal have secured a Dominion charter.

The ice houses of the Montreal Dairy Co., Ltd., Montreal, have been damaged by fire.

The D. Hatton Co., wholesale fish dealers, Montreal, are distributing a neat cardboard fan to the trade.

Wm. H. Dunn, of Wm. H. Dunn Ltd., commission merchants, Montreal, and Mrs. Dunn are this week spending some time in the White Mountains.

A. H. Brittain, Montreal, managing director of the Maritime Fish Corporation, is expected home this week from an extended trip to the Maritime Provinces.

H. J. Lewis, representing the Robert Gillespie Co. and the A. Maclure Co. of Winnipeg, was a caller at the Montreal office of CANADIAN GROCER this week.

Ontario

M. & L. Sophie, confectionery, Toronto, have sold out.

Chapple & Elliott, produce, Hamilton, have dissolved partnership.

Canada Importing & Produce Co., Ltd., Listowel, have obtained charter.

Geo. Yonich, grocer, Toronto, has sold his business to Andrew Dimitroff.

Thomas M. Harris, wholesale and retail tobacco, Toronto, is dead.

W. Wight & Co., pork packers, Toronto, suffered a small fire loss. Loss covered by insurance.

Thomas Hill, who conducted a general store and the postoffice at Craighurst, died recently.

Scrandett Bros., wholesale and retail grocers, London, have discontinued their wholesale department.

Cook & Fox, Sterling, have disposed of their stock of groceries and dry goods to Mr. Sutcliffe of Lindsay.

John R. Jamieson, of the grocery firm of Jamieson Bros., Sarnia, died at his home recently following an illness of several months.

Work on the buildings for the new hospital at Ongwanda, will begin at once. It will accommodate 1,000 beds and the grounds and buildings donated by the Maple Leaf Milling Co., Toronto, will be utilized.

H. J. Thompson, of Wingham, who has conducted a grocery store for the past couple of years has disposed of his stock and closed the store.

The general store of McLaren & Co., at Wakefield village, was broken into by robbers recently. The safe was blown up and $300 in eash and $10,000 in securities and notes taken. The paper is said to be non-negotiable.



ROBT. BENNET

As stated in last week's issue Mr. Bennet was honored by the employees of the Canada Sugar Refining Co., with whom he has been for 50 years.

Western

Roone Bros., general store, Kelfield, Alta., have dissolved.

Silver & Levine, general store, Alderson, Alta., have sold out.

The Paragon Grocery, Saskatoon, Sask., has sold out.

Empire Meat Market Ltd., Saskatoon, Sask., has sold out.

Bernard and McLeod, general store, Bowden Alta., have sold out.

Finn & Harmon, grocers, implements, etc., Medicine Hat, Alta., have dissolved.

Jenkins & Co., grocers, Calgary, Alta., have sold to Groceteria Stores Co. Ltd.

S. W. Thompson, general store, Gerald, Sask., has been succeeded by W. Vickers.

J. H. Peterman, butcher, etc., Watson, Sask., has disposed of his butcher business to J. Ketchen.

H. B. Toews, who conducted a general store at Melville, Sask., has been succeeded by Moza and Dubnow.

The name of the Moose Jaw Flour & Feed Store, Ltd., Moose Jaw, Sask., has been changed to C. H. Boyd, Ltd.

The Tisdale Trading and Milling Co Ltd., Tisdale, Sask., have made application to change the firm name to the Carrot River Valley Mills, Ltd.

Thieves broke into the Mission Bridge Grocery Store Calgary, Alta., and broke up the cash register, securing about $4.00 in change for their trouble.

The Prongua Co-operative Association formed by members of the West Eagle Hills Grain Growers' Association, have taken over the J. K. Hammond store in Prongua, Sask.

In the fire at 137 Bannatyne Ave., East, Winnipeg, last week, the damage to the stock of W. L. MacKenzie & Co. was slight, being due to water only, and did not exceed $100.

Weinstock and Diamond, general store, Rembrandt, Man., have been succeeded by Cutler and Diamond.

H. F. McKinley, confectionery, Winnipeg, has been succeeded by William Hamilton.

W. G. King & Co., Ltd., general store, Elrose. Sask., have sold to Shannon & Allen, Ltd.

NEW IMPORTING FIRM

A new firm of importers is announced in Montreal. This will be known as Stanway-Hutchins Limited and the personnel of the firm is made up of H. M. Stanway, late with John Hope and Co. and John D. Hutchins, formerly president of the John Duncan Co., Ltd., tea importers, Montreal.

In speaking with Mr. Hutchins. CANADIAN GROCER was informed that the new firm would import teas and coffees and that other lines would probably be dealt in later.

Mr. Hutchins was with the John Duncan Co. since its inception. Offices will be at 18 St. Alexis street, Montreal, and will be open on and after August 1st.

MAKES GIFT TO CHARITY

A former Toronto wholesale grocer, in the person of William Ramsay, now living in Bowland, Midlothian, Scotland, has made a splendid gift of property, valued at $600,000, to Toronto charities. Mr. Ramsay came to Toronto in 1854, starting out for himself almost immediately in a little grocery and liquor shop. His business grew rapidly and was extended to Western Ontario and Western Canada; Mr. Ramsay himself traveling through to Winnipeg and Regina in the early days. Mr. Ramsay retired in 1882 and returned to Scotland.

The proceeds of the trust fund are to be divided at Christmas time of each year, the Toronto General Hospital getting 40 per cent., the Hospital for Incurables 20 per cent., and the remaining 40 per cent. to be distributed among Toronto charitable institutions at the discretion of the administrators.

HARRIS ABATTOIR PICNIC

July 12 Outing at High Park a Success —Baby Show Featured—Good Sports Programme

The Harris Abattoir Co. held their annual picnic for their employees at High Park on Friday last and it was a most enjoyable affair. Altogether about 5,000 men, women and children participated, the firm's motor trucks being used to a great extent in conveying the happy crowds to the grounds.

The baby show was considered a big success, the judges experiencing great difficulty in determining the winners. Three boys and three girls were awarded prizes. The sports programme was varied, and besides showing skill in various ways there were amusing features. The nail driving contest for the ladies and the tug-of-wag were decidedly interesting, and the returned soldiers' race created great enthusiasm. A feature of the afternoon was the parade of all the children to music, during which they were each presented with souvenir Canadian flags and boxes of candy by W. T. Harris and Jas. Harris, who, with J. S. McLean acted as judges. A baseball game attracted considerable attention and the eats and refreshments served were well taken care of.

F. C. FEARMAN DIES

One of Hamilton's well-known business men was called by death last Thursday evening when Frederick Chester Fearman died after a short illness, in his 65th year. Deceased was a son of the late F. W. Fearman, and was born in this city and had resided here all his life. He was president of the F. W. Fearman company.

Mr. Fearman had been in fairly good health until about a month ago, when he suffered a stroke. Since that time he declined rapidly until his illness terminated with his death.

He leaves to mourn his death, besides his widow, two sons, Frank G. of this city and Major Herbert D. Fearman, D. S.O., of the 2nd brigade, now in France; two daughters, Mrs. Roy R. Moodie of this city and Miss Elsie at home; and six brothers, Robert C., William J., Harry H., Frank D. and Col. George D. Fearman of this city, and a sister, Mrs. Herbert H. Shearer of Chicago.

TO RELIEVE MILK SHORTAGE

Down in Texas the people keep a large number of goats. On account of the scarcity of livestock these goats are used for milk supply purposes and have been relieving the cow milk shortage to a large extent. The question of bringing some of these goats into Western Canada for the same purpose has been taken up by one or more business men in the West. Among these was B. M. Henderson of B. M. Henderson Brokerage Ltd., Edmonton, Alta. It was eventually found that it would not be practical to import these goats from such a long distance at this season of the year and particularly as this is the milking season. Mr. Henderson states to CANADIAN GROCER he has purchased a goat for his own use as an experiment and is pleased with the results so far. He is now getting about one and a half quarts of milk per day and the family find this milk preferable to cow's milk. It may be that this coming winter or in the spring goat's milk will be used to relieve at least a part of the shortage in the regular milk supply in the West.

ONTARIO TRAVELLERS' HOLIDAYS JULY 29 TO AUGUST 10 INCLUSIVE

It will not be long before travellers calling on the great majority of retail grocery merchants throughout Ontario will be taking their holidays. Following the policy adopted in previous years all wholesale grocery houses have agreed to withdraw their travellers from the road from July 29 to August 10, both dates inclusive, during which period they will not send out substitutes nor solicit trade by telephone. The territory affected consists of all ground west of but not including North Bay. Territory west of Toronto extends to Sarnia.

WATCH ALLEGED FOOD BOARD INSPECTORS

The Canada Food Board has been informed that certain persons, representing themselves as Food Board Inspectors have been visiting homes in certain parts of Ontario and Quebec, and demanding from the householders payment of fines for alleged infractions of the Food Board's regulations.

All inspectors working under authority of the Canada Food Board will be able to produce official certificates, which must be presented when their authority is questioned. The Food Board has not appointed any inspectors to visit private homes, and any persons claiming to have such authority should be reported at once to the nearest police authorities.

PENALTIES FOR BREAKING FOOD LAWS

"Any person violating any provision or any order or regulation of the Canada Food Board now or hereafter made in pursuance of the power invested upon it, is guilty of an offence, and shall be liable upon summary conviction before a police magistrate or a justice of the peace to a penalty not exceeding $1,000, and not less than $100.00; or to imprisonment not exceeding three months, or to both fine and imprisonment." By order-in-Council P. C. (1542) of June 22nd, 1918. The enforcement of the orders and regulations of the Canada Food Board depends principally upon the co-operation of the municipal police authorities.

A NEW WESTERN DRINK

Blackwoods Limited, Winnipeg, announce to the trade this week that they are putting on the market a new non-intoxicating beer which comes out under the name of Maltbru. It will be sold through grocers, general dealers, confectioners, etc.

MORE REGULATIONS FOR USING WHEAT

Limit is Set to the Amount of Wheat That May Be Used in Cereals and Breakfast Foods

The Canada Food Board by a recent addition to the regulations regarding cereals. By these new regulations further substitution of other ingredients is required in all cereals using wheat.

The regulations are as follows:

No person shall manufacture any rolled wheat, wheat flakes, wheat meal or cracked wheat containing more than 80 per cent., by weight, of wheat. In manufacturing any of these products of the whole wheat, from which the bran and shorts are not removed, no substitutes need be added. No alimentary paste or self-raising flour containing more than 80 per cent., by weight, of wheat flour may be manufactured. The manufacture of buckwheat flour containing more than 35 per cent. of wheat flour is prohibited.

Except for those products mentioned above, no breakfast food containing more than 50 per cent. of wheat or wheat flour may be manufactured.

On or before August 1 every manufacturer of any of the products mentioned in the order must file with the Food Board a sworn statement, showing the ingredients and the proportion of the same constituting each such product made by him.

Violation of any of the provisions of the order makes the offender liable to a fine of not less than $100 and up to $1,000, or to imprisonment for a period up to two months, or to both fine and imprisonment.

U. S. IN SUGAR BUSINESS

The Sugar Equalization Board has been created in the United States on the recommendation of Food Administrator Hoover to equalize the price of sugar to the consumer. The board will be incorporated at $5,000,000 and have authority to acquire, even at a loss to the government, the production of beet sugar factories that cannot, under the present price of beets be sold to the public at a reasonable price, and other high-cost sugars. This will be resold in the common lot at the established price, thus saving considerable to the consumer.

CATALOGUES AND BOOKLETS

The Coca Cola Co., Winnipeg, is sending out an attractive booklet to the Western Canada trade on "The Romance of Coca Cola." This gives the story of the development of the manufacture of this beverage and is very handsomely decorated with appropriate line drawings. Other booklets being sent out are entitled "The Water is Fine, Get in the Swim," and "Let's Get Acquainted." These are both artistically printed in colors. Altogether the series consists of six booklets. One of these urges the trade to sell the product by the case.

D. B. Ross, manager of the Mount Royal Milling Co. was absent from Montreal early in the week.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

FEATURING the markets for the week are the announcements of new prices on jams, dried fruits and early canned fruits and vegetables. The general tendency is upward, jam prices showing a sharp upward trend to higher levels than had been expected, due, it is said, to the exceedingly high prices which had to be paid for fruits.

Prunes are higher, with reports pointing to the Government as a heavy buyer, the 50s, 60s and 70s being largely absorbed by this source. Choice peaches are also to go to the Government, and other grades offering to the trade show a fairly sharp advance. Apricots and seedless raisins opened about the same as last year, while seeded raisins will range at least 1c up. Laid-down costs in Canada will be enhanced owing to the new schedule of packing charges, the increased freight rates and heavy rate of exchange.

MONTREAL—The markets are without any features that can be classed as unusual this week. The new prune prices are out, and along with this announcement comes another indicating the extent to which the United States Government has indicated its own wants.

The canned goods trade has kept remarkably active in view of the fact that the season is so well advanced. Tomatoes are running low and are not being offered at all by one jobber. Corn, too, is scarce. Peas, beans, etc., are in fair supply, but it is thought that there will be less old pack to meet the new than in previous years.

Price changes are few and are confined to some revisions on mill feeds, advances for strawberry jams in glass jars and on sewing machine oil. There has been, also, a firming tendency on figs in mats.

Demand is heavy for starches and also for corn and cane syrups; this is better than usually obtains for the summer season. The use of these is somewhat stimulated by the scarcity of other essentials.

Coffee markets are firm and strong, as also are those of tea, with a strong likelihood of advances being made, particularly for coffee. The reports concerning damage to the growing crop of coffee in the South are taken here with reserve until facts are available.

TORONTO—Interesting features of the week's markets are covered in the opening paragraphs of the summary in the references to jams and dried fruits.

The coffee situation continues one of extreme firmness, though the question of supplies locally appears somewhat easier. Some shipments are reported in and stocks generally are ample for the demand. Further reports of serious crop damage in Brazil continue to come along, though these are discounted in some quarters.

A better feeling in regard to teas is noticeable and a demand for the better grades seems to be springing up. Australian buying in the Java market is again in progress and has further strengthened the tone of teas from that source.

Peanuts are easier in Southern markets, and this may be reflected here in future shipments. There is every indication that shipment of these will come along as required. Stocks of all nuts locally are fair, and manufacturing interests are fairly well covered. Orders placed to arrive are largely sold, and in view of this stocks on hand will be absorbed quickly enough.

Sugar continues rather a scarce commodity, though no serious shortage is reported as yet. Some shipments are coming along, and the general feeling seems to be that supplies to carry over the preserving season will be available.

WINNIPEG—The sugar situation here is looked upon as satisfactory. Refiners are catching up with old orders, and the brokers indicate that the people are by no means starving for want of sugar.

Rolled oats is in great demand, in fact it is intimated the demand exceeds the supply. Millers have been pushing these hard as a substitute for wheat, and in view of the high price of the grain an advance would not come as any great surprise. The demand for wheat flour is normal. Stocks of feed are becoming light and reports from country points indicate premiums are being paid to secure supplies. Barley is enjoying a heavy demand to offset scarcity of mill feeds.

New prices on dried fruits are higher than had been expected on prunes and peaches. Apricots will be somewhat lower. Greek currants are arriving in good volume. They are reported good quality and are selling much lower than Australian.

QUEBEC MARKETS

MONTREAL, July 17.—There is more difficulty as time passes in securing needed supplies. Some weeks jobbers find themselves confronted with a lengthy list of "shorts," and while they have heretofore been able to do a great deal of substituting, this is not so easy to effect as it was. The condition of trade is quieter.

Strawberry Jams Up, Also Sewing Machine Oil

Montreal.

JAMS, SEWING MACHINE OIL.—Advances of a considerable extent have been made in the price of strawberry jams. The 15 and 16 oz. jars are now selling at $3.75 per doz., and this represents an advance of 35c. Advances are also made on various other sizes in the small containers. Filtrine sewing machine oil is higher and now sells at 95c per doz. bottles as against the old price of 65c.

Use of Soft Sugars Makes Situation Fair

Montreal.

SUGAR.—Refined sugars are in a position very similar to that obtaining last week. The receipt of raws has not improved and no more than a fair allotment is coming forward. It is asserted by several of the refineries that the larger use of the soft sugars has had the desired effect of reducing the pressure on granulated, and this is what they have long been striving for. From all information gathered there is reason to look for a fair distribution of necessary supplies to the trade and no actual difficulties have arisen, the only change being that of somewhat smaller supplies being obtainable at a given time, and more frequent distribution being called for. No price changes have been made during the week. It was reported early in the week that there was a possible chance of getting sugars from Java at a favorable rate but the matter of tonnage is so serious a one as to almost preclude the possibility of getting any of these forward to American ports.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 65
ominion Sugar Co., Ltd., crystal granulated	8 85
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50
Cut loaf (25-lb. boxes)	10 40-10 70

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Salmon Prices Firm; Canned Tomatoes Scarce

Montreal.

CANNED GOODS.—There is a ready absorption of various lines of packed goods. Prominent among these are tomatoes which have moved actively, and one large jobber has informed CANADIAN GROCER that he is sold out for the present on supplies. For many weeks as a matter of fact there has been a lot of trading as between jobbers, and this has eventually absorbed various stocks. Corn is scarce, one large commission agent stating that all the corn he could pick up in this market for a patron in the West was about 250 cases. The news from the Pacific coast regarding the high prices being asked by fishermen for sockeye salmon is not reassuring, and, coupled with the announcement from the States of the commandeering there by the government of 60 per cent. of the pack it would indicate that advances are due. These will not, think some of the packers' representatives, be so excessively high as the advances referred to would indicate. The outlook for corn is that the pack will be a small one. Business is very satisfactory, considering the lateness of the season.

Salmon Sockeye—		
"Clover Leaf," ½-lb flats	2 40	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	2 30	2 40
Cohoes, 1-lb talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Red Springs (new pack) doz.	....	3 75
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Tomatoes, 1s	....	1 25
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 85
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Much Use of Syrups While Molasses Scarce

Montreal.

MOLASSES AND SYRUPS.—There is a fair demand for molasses but there is little stock to meet it. As a matter of fact supplies, as received, are readily distributed to the trade and little is held on spot, practically none. It was stated to CANADIAN GROCER this week that as much as 97c per gallon is being asked for molasses at St. John's, N.B., a very high price. In view of the shortage of this on spot a good sale has continued for syrups, both cane and corn, and prices are fully maintained but without change. A considerable sale for syrup is made to the baking and confectionery trades at the present time.

Corn Syrup—	
Barrels, about 700 lbs.	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.	
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, ½ doz. in case, case	4 95
20-lb. tins, ¼ doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38½-lb. pails, each	3 25
5-gal. 65-lb. pails, each	5 25
Cane Syrup (Crystal Diamond)—	
2-lb. tins, 2 doz. in case, per case	5 50
Barrels, per 100 lbs	8 00
Half barrels, per 100 lbs	8 25

Barbadoes Molasses—	Prices for Island of	Montreal
Puncheons	0 97	1 00
Barrels	1 00	1 03
Half barrels	1 02	1 05

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Maple Products Firm With Little Offered

Montreal.

MAPLE PRODUCTS.—There is very little to report on these markets. As a matter of fact the sale for maple sugar and syrup is decreasing because of the limited offerings and these will become the more limited as the season advances. Prices are firm and there is no likelihood of these being lower. Quotations are unchanged.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22

Somewhat Less Demand For Nuts; Prices Hold

Montreal.

NUTS.—In view of the fact that recent activity from many diverse points has solved to make a wider distribution of supplies the conditions are somewhat quieter, indicating that the trade is better supplied against its needs later on. All prices are fully maintained although a slight revision was made by one jobber on Sicily filberts, the range now being 21c to 22c per pound.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 21	0 22
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40

Pecans (shelled)	....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

New Prune Prices; Raisins to be High

Montreal.

DRIED FRUITS.—Some report the sale of dried fruit to be on a much reduced basis, while others say they are selling quite a little. The interest now centres around the new prices just announced on prunes, and these will be found elsewhere and are in accord with the predictions made in CANADIAN GROCER three weeks ago. Raisins will be higher, not so much from the fact that the prices are up at the producing points but the advances thru increased freight rates and variation of exchange will serve to make them costly. Pear and peach prices will also be available in the immediate future and are expected to be up somewhat. It is very probable that they also may absorb much of the Oregon pack later. Figs are up, and while the prices are not as yet changed by the trade these will show increases of perhaps 3c to 4c per pound.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	....	0 20
[illegible] (fancy)—		
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	6 84
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 19
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 13
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12¾

Absorption Rice is Mostly For Milling

Montreal.

RICE AND TAPIOCA.—There is a general quietness to the rice market. This is meant to refer to the same in the regular way for there is a good deal required in milling into rice flour for which demand continues. While no price changes are made the tendency is firm. Some jobbers are sold out but there still is an ample supply on spot. The quotations will be higher in all probability as soon as the new freight schedules are made effective. In the meantime there is no anticipated anxiety. Tapioca is in fair demand at unchanged prices.

Snow (Japanese)	....	10 25
Ice Drips	....	11 25
Carolina	12 50	16 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 60
Siam (fancy)	10 25	11 00
Rangoon "B"	8 50	9 50
Rangoon "B," 200-lb. lots	....	7 70

PRUNE PRICES NAMED

MONTREAL— (SPECIAL) —In our issue of June 28 it was indicated what the prices would probably be on the forthcoming crop of prunes grown in California. Unfortunately the figures were transposed but the prediction embodied in the article published conforms identically with the prices just fixed by the United States Food Administration. The list is again reprinted correctly and the prediction thus made by CANADIAN GROCER is borne out even to fractions. The list of prices to the retail trade will be readily understood by reference to the table following:

These have been determined after allowing a fair profit to the packer, and after paying freight, duty and War-tax, the jobber in order to come out without making a loss will, it is thought have to get from the retailer the following prices for 25 lb. boxes unfaced.

	Per lb.
20 30s	21¼c
30 40c	19¼c
40/50c	18c
50 60c	16¼c
60/70c	15½c
70 80s	15c
80/90s	13¾c
90 100s	13c

Rangoon CC	8 20	9 25
Mandarin	8 90	10 00
Pickling rice	7 70	8 40
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15'	0 16

Bean Markets Lag But Prices Are Held

Montreal.

BEANS, PEAS, ETC.—These lines are really very slow and no interest of note is taken by those handling them. Notwithstanding the decreased interest prices are maintained. It is probable that this would be different were it not that the season is the one most quiet in all the year. What applies to beans is true of peas and barley to a great extent.

Beans—		
Canadian, hand-picked, bush.	8 50	9 00
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 50	8 75
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Little Flour Sold; Mixed Feeds Active

Montreal.

FLOUR AND FEEDS.—Aside from the sustained activity for substitute flours there is little doing in regular war standard, for there is little to be had. As a consequence the millers are giving most of their attention to feeds and substitute flours. For the former there is a steady demand and prices are somewhat revised. This is a result of special feeds being marketed by the mills and there will be a greater production of these as the bran and shorts continue to dwindle in supply. The special mixed feeds offered to the trade are in good demand and fair supply at price ranges quoted below.

War Standard, Graham and Whole Wheat Flours—			
Car lots (on track)	....		10 95
Car lots (delivered), Bakers	....		11 05
Small lots (delivered)	....		11 15
Bran, per ton	....		35 00
Shorts	....		40 00
Crushed oats	54 00	61 00	64 00
Barley chop	61 00	64 00	70 00
Barley meal	61 00	64 00	72 00
Feed oats, per bushel			1 07

More U.S. Rye Flour; Rolled Oats Steady

Montreal.

CEREALS.—In view of the always decreasing supplies of Canadian rye for milling purposes a great deal of activity has been shown in the imported article from the States. This is selling freely but some report it to be not so well milled and therefore not as suitable for the trade needs as the Canadian product. It is selling for less money than the Canadian milled and two quotations covering this are therefore made. Rice flour is active and corn flour too has met with ready demand. Corn meal is steady and there has been no further change on rolled oats. The trade conditions are fair. Interest centres around the deferring by the government of the order regarding substitute flours, the same being made owing to the rather limited supplies as compared with the demand.

Cornmeal, Pure Gold	....		7 00
Cornmeal (Gold Dust)	6 50	6 60	7 00
Barley, pearl	7 50	8 25	8 75
Barley, pot, 98 lbs.	6 00	6 25	6 75
Buckwheat flour, 98 lbs.	....		7 25
[illegible] flour, 98 lbs.	....		5 80 6 00
Rice flour	....		8 75 9 00
Hominy grits, 98 lbs.	....		6 75 8 00
Hominy, pearl, 98 lbs.	....		7 50 7 75
Oatmeal (standard-granulated and fine)	5 75	6 30	6 60
Peas, Canadian, boilling, bush.	....		5 00 5 50
Split peas	....		9 50 11 25
Rolled oats, 90-lb. bags	5 20	5 30	5 50
Rolled oats (family pack.), case	....		5 70 5 80
Rolled oats (small size), case	....		2 10
Rolled wheat (100-lb. bbls.)	....		6 75
Rye flour, small lots, 98 lbs.	....		6 55
Rye flour (Canadian), 98 lbs.	7 50		8 00
Do. (American), 98 lbs.	....		6 85
Self-raising flour—			
3-lb. pkgs., doz.	....		2 80
6-lb. pkgs., doz.	....		5 50

Firm, Steady Position Is Held by Spices

Montreal.

SPICES.—There is a steady and firm position all around with respect to prices for all kinds of spice. On a maintained basis these are without change and a fair volume of business, seasonably speaking, is being transacted. The position at United States points is one of little interest, but prices there are held steady. There is little likelihood of there being any revisions downward, the tendencies pointing the other way.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia	....	0 35
Cassia (pure)	0 35	0 37
Cayenne pepper	0 28	0 35
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

All Tea Tendencies Strong; Little Movement

Montreal.

TEAS.—Every indication points to a firming of tea prices and seeing that these tendencies have been emanating and continue to emanate from the primary points it is not expected that there can be any reduction. Stocks of tea are good and prices fully maintained. The jobbers are expecting business to improve in the early part of the Fall. In the meantime, while there are a certain amount of orders in hand, the immediate condition of trade denotes general quiet.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Situation Is Quite Conflicting

Montreal.

COFFEE.—The reports received from the south indicate that serious frosts have seriously affected the prospects for a large crop there, not only this year but for some time to come. It is impossible to verify these here and there is some doubt in the minds of importers as to the accuracy of reports. Until definite advices are received it is impossible to determine the position as it obtains at the moment. The market is decidedly firm. Stocks on spot are limited, but ample to meet the present needs. With the suggested curtailment of imports on the Government's part it is questionable if the reduced amounts will meet the needs of the Canadian trade. One thing is assured, and that is that prices soon will be higher. This will be the result of increased labor and transportation costs more than that of lack of supplies, for these are very heavy in the States at import points as well as in Brazil, according to the advices to hand here from the importing element.

Coffee, Roasted—		
Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)	....	....
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

New Lines Fruit in, Cherries, Peaches Lower

Montreal.

FRUITS.—Changes for the week are not numerous but there is a noticeable improvement in the varieties of fruit offered. New eating pears and apples, currants of red and black varieties, gooseberries and raspberries are on the market and the prices of some lines are firm and high. More Canadian-grown fruits will soon be available and as these arrive the prices will decline. The present week, think some, will see the end of the strawberry production and there is not the high standard at present that obtained for these two weeks ago. Oranges are a little easier at $7.50 per box.

Apples—		
American (bask.) Duchess	....	4 00
Do., Yellow transparent	....	4 00
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch	5 00	5 50
Blueberries, 6-12-qt. boxes	....	1 25
Cantaloupes (45 size), crate	....	7 00
Do., (15 size), crate	....	3 00
Cherries (California), basket	....	1 75
Cocoanuts, sack	7 25	8 50
Currants (Red or Black), gallon	....	0 75
Gooseberries, gallon	....	0 75
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	5 00
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina)	8 50	9 00
Lemons (choice)	....	7 00
Lemons (California seedless)	....	5 00
Oranges, Valencia lates	....	7 50
Oranges, Porto Ricos	....	5 50
Oranges, California navels	....	7 50
Oranges, Jamaica	....	6 50
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	....	5 50
Oranges (Sorrentoes), 200 size	....	5 00
Plums (Cal.), box	....	3 00
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Pears, Cal., eating, small box	....	3 00
Peaches, box	....	1 75
Raspberries (imported), qt.	....	0 25
Strawberries (box) (quarts)	0 30	0 35
Strawberries (Montreal), crate	6 00	8 00
Watermelons (each)	....	0 75

Big Vegetable Demand Prices Still are High

Montreal.

VEGETABLES.—Notwithstanding the fact that there is a much better production now than for some time of locally grown vegetables, the prices rule high. This is likely to continue, some assert, for the demand is active and weather conditions have hampered early maturity of some lines. New and old potatoes are still high, although there is some improvement noted here, old stock being quoted down to $2.50-$2.75 per bag as against $3 per bag last week. Trade holds quite active.

Asparagus (doz. bunches)	3 50	4 00
Asparagus, Western Grass (bask.)	....	2 50
Beans, new string (20-lb. bag)	....	2 00
Beets (60-lb. bag)	....	0 75
Beets, new (doz. bunches)	....	0 50
Cauliflower (Montreal), doz.	....	2 00
Cabbage (new), doz.	....	1 75
Carrots, new, doz.	....	0 40
Carrots (bag)	....	2 00
Celery (Montreal), doz.	1 00	1 25
Cucumbers (Montreal), doz.	....	1 00
Endive (American)	....	0 40
Lettuce, curly (doz.)	0 40	0 50
Lettuce (Montreal), head	....	0 50
Leeks	....	2 50
Mint	....	0 20
Mushrooms, lb.	....	0 90
Onions, red (100-lb. bag)	....	2 00
Onions, spring, doz.	....	0 50
Onions (Texas), No. 1 yellow, cte	....	3 25
Do., No. 2 white wax (crate)	....	2 75
Do., Silver and Red (crate)	....	3 50
Onions, American (100 lbs.)	....	6 00
Oyster plant	....	0 75
Parsnips, new (doz. bunches)	....	1 00
Parsley (Canadian)	....	0 30
Peas (Montreal), 20-lb. bag	....	1 50
Potatoes (sweet), per hamper, as to size	2 50	4 00
Potatoes, bag	2 50	2 75
Potatoes (New Brunswick), bag.	....	1 65
Potatoes, new, Virginia, bbl.	6 50	7 50
Romane	....	0 50
Radishes (doz.)	....	0 25
Rhubarb, doz.	0 25	0 35
Spinach, box	....	0 75
Turnips (Quebec)	....	3 00
Turnips, new (doz. bunches)	....	0 40
Tomatoes (hothouse), lb.	....	0 40
Tomatoes (Mississippi flats), 4-bas.	....	1 50
Tomatoes "bus." ctes, New Jersey	....	8 00
Watercress (Can.)	....	0 40

ONTARIO MARKETS

TORONTO, July 17.—New prices have been named on jams, early vegetables and dried fruits during the week and the trade generally have been busy rearranging schedules and trying to adjust themselves to scale of quotations which will rule. Sugar is still a scarce commodity and the outlook to some extent uncertain. A heavy demand for rolled oats and other substitutes for wheat is in evidence. Canadian fruit and vegetables are available in greater range and supply this week. Business generally is considered satisfactory.

Sugar Situation Could Stand Improvement

Toronto.

SUGAR.—In as far as supplies are concerned, the sugar situation could stand material improvement, some wholesalers reporting stocks depleted and

refiners advising that shipments are not coming along any too freely. Holidays in the United States have had the effect of curtailing receipts of raws and output of refineries to some extent but more normal conditions are expected again this week. Manufacturers in Canada now have to produce their certificates when placing orders to overcome possibility of their allowance being "oversubscribed."

Atlantic, extra granulated	9 27
St. Lawrence, extra granulated	9 27
Acadia Sugar Refinery, extra granulated	9 27
Can. Sugar Refinery, extra granulated	8 82
Dom. Sugar Refinery, extra granulated	8 97
Icing sugar, barrels	9 27
Powdered, barrels	9 17

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Revised Prices Issued Roquefort Cheese

Toronto.

CREAM CHEESE.—Revised prices have been named on McLaren's Roquefort cheese which provide for slight advances on some sizes. Quotations are now made as follows. McLaren's Roquefort cheese, in jars: miniature cases, 5 dozen, $1.15 dozen; small cases, 2 dozen, $2.25 dozen; large cases, 1 dozen, $3.65. Prices ruling on McLaren's Imperial cheese in jars are also shown herewith: Miniature cases, 5 dozen, 95c dozen; individual cases, 2 dozen, $1.40 dozen; small cases, 2 dozen, $2.75 dozen; medium cases, 1 dozen, $5.00; large cases, ½ dozen, $11.00 dozen.

Saniflush shows an advance of 25 per cent. in new price of $3.25. This is the result of the imposition of a 25 per cent. duty in addition to the war tax. Fountain fruits and syrups are higher and the restrictions being imposed on their manufacture may result in another advance.

Molasses Unchanged; Syrups Hold Firm

Toronto.

MOLASSES, SYRUPS.—There is no change in the situation as it affects molasses. A fair demand is manifest and a fair supply of some grades available. Syrups have held firm with some sales reported. Prices follow:

Corn Syrups—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Big Advance Made in 1918 Jams

Toronto.

CANNED GOODS.—Prices already named on jams are much higher than those prevailing last year, and there is just a hint that further revisions upward may be made later. Prices paid this year for fruit have been almost prohibitive, which naturally is reflected in the jams with increased container and labor costs. New quotations available on the E. D. Smith, Wagstaffe's and Aylmer lines show figures of $3.90 per dozen on the 16-oz. strawberry, raspberry and black currant jams and 98c per tin of the 4-pound tins. Wagstaffe's apricot and gooseberry, 16-ounce, are selling at $3.25 per dozen. Canned strawberries are quoted at $4.15 per dozen. Early vegetable prices are shown elsewhere in this issue. Jutland sardines at $9.00 case and 9½c per tin broken lots, are higher. Prospects are that better grades of salmon will run about $2.00 per case higher.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 00	3 25
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2's, doz.	1 82½	1 85
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 17½	3 20
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	4 12½	4 15
Strawberries, 2s, H.S.	3 00	3 40
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 50	3 60
Strawberries	3 60	4 40

Prunes, Peaches to be Higher; Little Change

Toronto.

DRIED FRUITS.—Prices on many lines of dried fruits are available this week, but just how the new quotations will work out has not been fully determined. Prunes will be high in price and indications are that the Government will commandeer the entire crop of 50s, 60s and 70s. Several sources intimate that crop of large sizes is small, which will throw the onus on the small ones. Peaches look much higher and with the Government a very heavy buyer, supplies will not be any too plentiful; choice are not being quoted. Apricots remain abou the same and seedless raisins are als about the same but increased packir charges, freight rates and exchange w be factors which may make laid do cost somewhat higher. These eleme must be considered, too, on other li of fruits. Seeded raisins opened about 1c to 1¼c per pound higher. vices indicate that very fair shipn of old crop fruit, mostly raisins, ar riving.

Apples, evaporated, Ontario	....	
Do., da., Nova Scotia	....	
Apricots, unpitted	....	
Do., fancy, 25s	....	
Do., choice, 25s	0 25	
Do., standard, 25s	0 24	
Candied Peels, American—		
Lemon	....	....
Orange	....	....
Citron	....	....
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25's, faced	....	0 18
40-50s, per lbb., 25's, faced	0 17	0 17¼
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12¾	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	0 14	....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

Tea Trade Shows Brighter Tendency

Toronto.

TEAS.—A brightening up in the tea business is reported, good sized parcels of the better grades being in demand and moving with fair freedom. Advices from Java indicate Australian buying is again a factor in this market, the em-

bargo existing against shipments from Java having been lifted. This has provided a firming element in the situation as it affects Java teas. Quotations locally show no change.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Supplies Easier; Market Very Firm

Toronto.

COFFEE.—In as far as supplies are concerned, the market locally seems in very fair shape at the present time, some shipments arriving affording relief. The market is very firm and the report in CANADIAN GROCER a couple of weeks ago as to damage to crops in Brazil is further borne out by a despatch under date of July 12 reporting unusual cold and heavy snow in all parts of southern Brazil and stating that the coffee plantations in the State of Sao Paulo have been damaged seriously. Although some sources discount this amount of damage done, others feel that the situation is serious as reported. A fair movement of cocoa is in evidence.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Spices Hold in Unchanged Position

Toronto.

SPICES.—There have been no new developments as far as spices are concerned during the week. The market holds firm and position generally as outlined last week. Range of quotations follows:

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 48	0 53
Paprika, lb.	....	0 60
Nutmegs, selects, whole, 100s	0 45	0 48
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 60	0 65
Coriander, whole	0 25	0 28
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 95	1 05
American high test	....	....
2-oz. packages, doz.	....	1 50
4-oz. packages, doz.	....	3 25
8-oz. packages, doz.	....	5 45
8-oz. tins, doz.	....	6 00
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Peanuts Show Easier Tendency; Supplies Ample

Toronto.

NUTS.—Peanuts show an easier tendency at primary points though this has not been reflected in prices to the trade locally as yet. Fair supplies of all nuts are available, but it is indicated that the bulk of nuts to arrive is sold. The demand is normal for this time of year.

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	.
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 24	0 25
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 52	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 18	0 23
Do., Chinese, 30-32 to oz.	....	0 18
Brazil nuts, lb.	0 68	0 75

Beans Show No Material Change

Toronto.

BEANS.—There has been no material change in the market during the week, the movement being light and prices steady.

Rice Enjoying a Fair Movement

Toronto.

RICES.—Sales continue to be made in very good volume, though stocks show little if any improvement. Prices are firm and unchanged.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas, per 100 lbs.	11 75	12 50
Honduras, fancy, per 100 lbs.	....	13 00
Siam, fancy, per 100 lbs.	....	9 75
Siam, second, per 100 lbs.	....	9 50
Japans, fancy, per 100 lbs.	10 75	11 75
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	9 00	10 00
Do., Simiu	....	11 50
Do., Mujin, No. 1	....	10 75
Do., Pakling	....	10 25
Tapioca, per lb.	0 14½	0 15

Rolled Oats Decline; Sales Improving

Toronto.

PACKAGE GOODS.—A decline in rolled oats in 20s, round and square, family size, to $5.60 per case is reported in some quarters. The demand for this cereal has shown decided improvement and a fairly brisk business is being conducted. Krinkle corn flakes at $4.00 case are being offered again by some wholesalers who have been out of stock for some time.

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 75
Rolled oats, round, regular 18s, case	2 05	2 30
Rolled oats, square, 20s	5 60	5 85
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11½
No. 2, pound cartons	....	0 10½
Starch, in 1-lb. cartons	....	0 11½
Laundry starch, in 1-lb. cartons.	0 10	0 11½
Do., in 6-lb. tins	....	0 13
Do., in 6-lb. boxes	....	0 13
Do., in 100-lb. kegs	....	0 11

New Honey Looks High; Maple Syrup

Toronto.

MAPLE SYRUP, HONEY.—Although new prices on honey are not yet available, interest is quite apparent in this line and some offers reported point towards a high market for new crop. Stocks locally are practically exhausted. Maple syrup is moving in usual quantities.

Local Fruits Arriving in Good Variety

Toronto.

FRUITS.—Local fruits show a wider range on the market this week and prices generally range fairly high. Delaware transparent and Astrachan apples are selling with Williams early red expected in another week's time. California boxed apples are now being quoted and orders for B. C. McIntosh's are being taken; prices will be high. The market on lemons has been somewhat in the buyers' favor owing to cool weather proving adverse to movement. A shipment of Messines is reported in transit but its whereabouts as yet unknown. Georgia peaches are about done and Arkansas expected. Prices will be fairly high owing to light crop. Strawberries are fairly well cleaned and raspberries expected in very good volume towards the end of the week. Oranges are lower in some quarters. The range of quotations follows:

Apples, transparent, per hamper	3 25	3 50
Do., Astrachans, box	....	3 00
Bananas, per lb.	....	0 07
Blueberries, per 11-qt. basket	2 25	2 50
Currants, black, 11-qt. basket	2 50	3 00
Do., red, basket	1 25	1 50
Cherries, 11-qt. basket	....	1 50
Do., 6-qt. basket	0 75	0 85
Cherries, white 6-qt. bask., sweet	....	1 50
Cherries, black, 6-qt. bask., sweet	....	1 75
Gooseberries, 11-qt. basket	1 50	1 75
Do., 6-qt. basket	0 60	0 75
Grapefruit—		
Floridas, 46s, case	....	5 00
Do., 54s, 64s, 80s, 96s	5 00	6 00
Oranges—		
Valencias—		
80s	....	4 00
96s	....	6 00
100s	5 00	6 00
126s	6 00	7 00
150s, 176s	5 75	8 50
200s, 216s, 250s, 288s	8 00	8 50
Lemons, Cal., case	....	9 00
Do., Verdilla	8 00	9 00
Peaches, Georgia, 6 bask., crate	3 75	4 00
Raspberries, per box	0 25	0 27
Strawberries, quarts	0 23	0 25
California fruit—		
Apricots, per box	2 50	2 75
Apples, per box	....	2 75
Cherries, per box	....	2 00
Peaches, per box	1 75	2 00
Plums, according to quality and size, per box	3 00	3 75

Many Changes Made In Fresh Vegetables

Toronto.

VEGETABLES.—Almost daily changes are being made in prices and

in range of goods offering, but list below covers week's offerings quite completely. California cantaloupes are pretty well cleaned up and some from Arizona are offering now with Carolina and Georgia soon due. Fair supplies are expected from now on. A few onions from California are coming and Kentucky are soon expected. It is thought prices will range high until midland and northern crops come along—probably another month. Local new potatoes are expected towards the end of the week.

Beans, wax, basket	1 00	1 25
Beets, Canadian, doz.	0 30	0 35
Cabbage Canadian, large crates	....	4 50
Do., 32-qt. cases	....	2 00
Do., bushel baskets	....	1 75
Cantaloupes, Arizona, standards, 45s	6 00	6 25
Do., flats, 15s, case	....	2 75
Carrots, dozen	0 20	0 30
Celery, Michigan, doz.	....	0 50
Cucumbers, hothouse, No. 1, bas.	....	3 25
Do., No. 2, basket	....	2 50
Lettuce, in boxes	1 00	1 50
Mushrooms, basket	....	3 25
Onions—		
California, 100-lb. bag	4 75	5 00
Peas, Canadian, 11-qt. basket	....	1 00
Peppers, green, basket	1 00	1 25
Potatoes—		
Virginia, No. 1	7 50	7 75
Do., No. 2	....	5 50
Tomatoes—		
Leamington, No. 1, basket	2 50	2 75
Do., No. 2, basket	2 00	2 25
Tennessee, 4 bask., crate	1 75	1 90
New Jersey, bushel box	....	3 75
Turnips, baskets	....	0 50
Do., cases	2 00	2 50

Fair Demand For Flour Reported

Toronto.

FLOUR.—A very fair demand for wheat flour is reported though this is not attributed to any desire on the part of retailers to stock up. The tendency has been to allow stocks to run low and the present stimulus is considered in the light of replacing depleted stock.

War Grade—		
Manitoba spring wheat	....	10 95
Ontario winter wheat	10 95	11 10
Blended, spring and winter	....	10 95

No New Developments In Feed Situation

Toronto.

MILL FEEDS.—There have been no new developments during the week and the situation generally remains the same as outlined in previous issues.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 40	$37 40
Shorts	40 40	42 40

Heavy Demand Continues For Substitutes

Toronto.

CEREALS.—Continued heavy demand for practically all substitutes is noticeable and orders are being taken care of with a good degree of promptness in the majority of cases. The percentage which flour dealers must sell remains in the proportion of one to four east of Port Arthur until stocks of substitutes have reached a point equal to the demand. Prices held firm though rolled oats is being quoted at $5.20 for 90's in some quarters, which represents a slight decline.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	7 00
Do., fancy yellow, 98s	....	5 00
Corn flour, 98s	5 80	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 20	6 00
Oatmeal, 98s	5 75	7 00
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs	11 00	12 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, July 17. — Brokers state that the situation is very satisfactory in Winnipeg, and that the people here are not starving by any means for the want of sugar. The refineries are now getting old orders filled. Prices vary considerably. Redpath seems to be about the lowest. They are quoting $9.50. Dominion are also quoting low, somewhere around that figure. One of the refineries is quoting as high as $9.95. Alberta and Saskatchewan are being pretty well supplied by the British Columbia Sugar Refining Company, and that refinery is also able to send some sugar into Manitoba.

Limited Quantities of Syrup Arriving

Winnipeg.

SYRUPS.—While Rogers syrup is coming into this market, it is not being shipped in large quantities.

24 by 2 lb. tins, case	5 35
12 by 5 lb. tins, case	6 25
6 by 10 lb. tins, case	5 85
3 by 20 lb. tins, case	5 70
12 by 3 lb. seal glass jars	4 25

Peaches Are 30% Higher; New Apricots Cheaper

Winnipeg.

DRIED FRUITS.—Tentative prices have arrived in Winnipeg for new crop dried fruits. As was stated last week, the American government prohibited the sale of new crop dried fruits until July 15, and there was a feeling that they might delay the sale even later. These tentative prices are rather surprising, as the trade expected to see much lower prices. Instead they are much higher; prunes are very high, and peaches are 30 per cent. higher. On the other hand, apricots will be lower. Currants—Greek currants are beginning to arrive on this market in large volume, and are selling at much lower prices than Australian, and are good quality.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb.	....	0 10
80-90s, 25-lb. boxes, per lb.	....	0 10¾
70-80s, 25-lb. boxes, per lb.	....	0 11¼
Apples—		
Choice, 50-lb. boxes, lb.	....	0 17¾
Pears, choice, 10-lb. bxs., faced, lb.	....	0 16

Few Beans Selling; Likely to be Cheaper

Winnipeg.

BEANS.—The market for white beans continues stationary, and jobbers state that very few are being sold. Reports continue to circulate that lower prices are due to arrive before long.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 00	8 50
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.	....	9 00
Rangoons, per bush.	6 25	7 00
Yellow eyes, per bushel	....	....
Japanese Kotenashi, per bush.	....	8 00
Limas, per pound	0 18	0 19

Rice Going Up But Stocks Good

Winnipeg.

RICE.—While it is understood that rice continues to soar, yet all the Winnipeg jobbing houses appear to have very good stocks on hand. While the tapioca market is lower, yet these cheaper stocks will not be here for three months at least.

Extra fancy, Japan, 100-lb. bags		0 10½
Fancy Japan, 100-lb. bags		0 09½
Choice Japan, 100-lb. bags		0 08½
Siam, 100-lb. bags		0 09¼
Tapioca, lb.	0 13½	0 14
Sago, lb.	....	0 11

Cohoes Offered At Lower Prices

Winnipeg.

CANNED SALMON. — Samples of cheaper salmon are being offered to the trade, but in spite of this the feeling here is that salmon will be fairly high again this year. It is true that Cohoes have been offered at a much lower price than has been asked during the past six months, but Cohoes were more or less of a failure last year. They are not cheap the trade say, compared with opening prices of last year.

Salt Situation Said to be Improving

Winnipeg.

SALT.—Considerable difficulty has been experienced for over a year getting salt orders filled, but one of the manufacturers advise through their local representative that the situation is improving.

Restrictions on Importation of Coffee

Winnipeg.

COFFEE.—The market is reported in bad shape as far as Winnipeg is concerned. Brokers state there are so many restrictions and rules to adhere to that it makes it difficult to bring coffee in, and for that reason it is bound to be high.

Advance is Likely On Rolled Oats

Winnipeg.

FLOUR AND FEEDS.—The demand for flour is normal. This is about all

(Continued on page 47.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, July 16.—Past fortnight has been quiet in wholesale circles generally. Old potatoes are pretty well cleaned up but are passing out with high prices maintained. New potatoes are plentiful at 3½ cents a pound, several carloads have already been shipped east. The small fruit season has been comparatively little as far as domestic buying is concerned, jam factories having got bulk. Lard is very firm and shortening reported scarce. Butter is easy while oleomargarine has dropped to 33 cents with a light demand Fresh eggs are very scarce and for further importations a light advance in prices is predicted.

VANCOUVER, B.C.:

Sugar, pure cane, gran.. 100 lbs.	....	9 45
Flour, war grade, Manitoba, per bbl.. in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	....
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1..	1 90	1 95
Do., No. 2	1 75	1 89
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	....	45 00
Do., new, per lb.	....	0 03½
Lard, pure, in 400-lb. tierces, lb.	....	0 33
Lard, compound	....	0 29½
Butter, fresh made creamery, lb.	0 49	0 51
Cheese, Canadian	....	0 26
Margarine	....	0 33
Eggs, new-laid, in cartons, doz..	....	0 54
Oranges, box	....	8 25
Lemons	....	10 00
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., July 16.—Yellow cornmeal furnished the feature of the week in a decline Monday to $10.90 a barrel and an advance to-day to $11.40. Rye flour registered an advance to-day of 50c and is now quoted at $11.70 per barrel. Rolled Oats have also joine the upward trend, being quoted at $4.80 basis. Regal salt is higher, advancing 15c case. Ontario cheese, June make, is now offering here at 25½c per pound. No. 1 Japan rice is quoted at from $10.50 to $12.50. Canned strawberries have been moving freely during the past few days; 25 are now being quoted at $7.50 to $8.10. Prunes are very firm with some of the larger sizes unobtainable.

CALGARY:

Beans, small, lb.	0 10	0 11
Flour, 98s, per bbl.	....	10 35
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	4 80
Rice, Siam, cwt.	8 50	9 50
Rice, Japan	10 50	12 50
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 15
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt.	....	10 60
Cheese, No. 1, Ontario, large	....	0 25½
Butter, creamery, lb.	0 45½	0 47
Do., dairy, lb.	0 35	0 38
Lard, pure, 3s, per case	....	19 50
Eggs, new-laid, case	11 00	11 50
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, standard case..	5 25	5 50
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	2 80	3 00
Strawberries, 2s, Ontario, case..	7 50	8 10
Raspberries, 2s, Ontario, case..	....	....
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	0 15	0 17
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	16 25
Do., halves	17 00	18 25
Potatoes, per ton	....	33 00
Oranges, Valencias, case	7 50	8 00
Lemons, case	....	12 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, July 16.—Business is good and collections quite satisfactory. According to local wholesalers there is a good seasonable movement in all staple lines. An increase of 23 per cent. is reported in paper bags. The cotton twine market is uncertain and a decline is not unlikely. Opening prices for 1918 California dried fruit have been received and feeling prevails the high prices may restrict consumption in some lines. Raisins however and apricots have opened very reasonably. New prices on canned strawberries are $2.00 in advance of opening prices last year this mean that retail price will probably be about 45 cents per tin. Some early run salmons should reach this market next week. An upward trend in corn starches and corn syrups is expected.

REGINA—

Beans, small white Japans, bu.	....	7 75
Beans, Lima, per lb.	....	....
Flour, standard, 98s	....	5 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 65
Rice, Siam, cwt.	....	9 25
Sago and tapioca, lb.	....	0 10½
Sugar, pure cane, gran., cwt.	....	10 25
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	19 10
Bacon, lb.	....	0 47½
Eggs, new-laid	0 30	0 32
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 35
Corn, 2s, standard case	....	5 05
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 60	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 85
Peaches, 2s, Ontario, case	....	4 65
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, N. B., July 16.—For the first time since winter, potatoes show a change in price, advancing sharply on acount of the apparent scarcity to $3.50. Onions are in a firmer tone, Texas Bermudas selling at $3.75 to $4.00 case. Lemons are easier in tone at $10.00 case and bananas have also declined to .08-.08½c per pound. California soft fruits are making their appearance, plums in crates selling at $3.00 to $4.00 and peaches offering at $2.25 to $2.50. Two advances of 10c each in sugar have been made, granulated now selling at $9.35 to $9.40 and No. 1 yellow at $8 85 to $8 90. Compound lard is easier at 27 to 27½c pound.

Ontario	....	12 05
ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Man.	....	12 05
Cornmeal, gran., bbls.	....	14 00
Cornmeal, ordinary, bags	3 80	3 90
Molasses, extra fancy, gal.	0 90	0 92
Rolled oats, bbl.	....	11 75
Beans, yellow-eyed	....	10 00
Beans, Canadian, white	....	9 50
Rice, Siam, cwt.	10 25	10 35
Sago and tapioca, lb.	0 18	0 19
Sugar—		
Standard, granulated	9 35	9 40
No. 1, yellow	8 85	8 90
Cheese, N.B., twins	....	0 25
Eggs, case	0 45	0 46
Breakfast bacon	....	0 40
Butter, creamery, per lb.	0 42	0 44
Butter, dairy, per lb.	0 38	0 40
Butter, tub	0 36	0 38
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	61 00	64 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont. case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	....	0 19
Potatoes—		
Native, barrel	....	3 50
Onions, Bermuda	3 75	4 00
Do., Texas	3 75	4 00
Lemons, Cal., Messina, case	....	10 00
Oranges, California, case	6 00	9 00
Grapefruit, case	....	7 50
Bananas, per lb.	0 08	0 08½
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	2 25	2 50



PRODUCE AND PROVISIONS



The Making of Margarine

How This New and Healthful Food Product is Handled in Manufacture—Great Care Used in Making it Thoroughly Wholesome

SINCE the introduction of margarine to Canada has made this important product known to the Canadian housewife, a great deal of attention has been devoted to the matter, and many articles have appeared discussing the relative merits of butter and margarine. It is not the intention here to draw any such comparisons, but merely to speak of the manufacture of margarine and how the product is placed on the market as a finished product that is one of the most healthful of food commodities. Immense care is necessitated all through the manufacture of margarine, to assure its maintaining this high standard of purity. The manufacture requires an exacting choice of materials. The first in importance is probably the milk that enters largely into the manufacture of margarine just as it does in the manufacture of butter. The milk used is the best procurable and is thoroughly pasteurized, to guard against any possible contamination. In this process of pasteurization the milk is ripened just as the farmer's wife ripens cream before churning butter. As soon as it is ripened sufficiently it is cooled to a low temperature and so maintained until it is mixed with the other ingredients.

Butter Largely Used

Butter, too, for butter also is largely used in the manufacture of this commodity, is selected with the greatest care so that it may possess the very best of flavor and body.

Animal Fats Receive Great Care

With the animal fats used the same scrupulous care is taken. The leaf lard and the beef suet or stearine are subject to the most rigid Government inspection. After being taken from the animal the fats are immediately chilled and held in vats where the temperature is under control. Every step in the process of preparing these fats is watched with the greatest care, until they are ready for churning. In the course of this preparatory treatment these fats are heated to a temperature sufficiently high for pasteurization, and are therefore ensured against any unhealthy conditions arising.

From the storage tanks where these fats have been held the oil is drawn into measuring vats, where the animal and vegetable oils are mixed in just the right proportions. This oily mixture is then ready for delivery to the churns, where it is mixed with the butter and milk. Under conditions of temperature carefully maintained the mixture is churned for a definite time. This matter of time is of great importance, as is also the speed of the churning. It is these factors that are to a great measure responsible for the later quality of the product. After the churning period is complete the resulting product still in



A Provision Department that makes an immediate appeal.

liquid form is drawn off and is passed through filtered refrigerated water. This causes an almost immediate solidification. The water is then drained off and the solid margarine appears in particles resembling butter which has just been taken from the churn. It is once more given a chance to mature, for margarine improves with ageing just as does butter. The vats containing the product are moved into a tempering room where they are kept until the milk flavor has thoroughly developed. After this has been accomplished comes the final step in the manufacture, the working in of the salt that at the same time gives the product the requisite body. This is done by a special machine that kneads the salt into the buttery mass and gives it a smooth, even body.

After this process has been completed the finished product is placed on trays where it is pressed into prints, the square block of butter-colored product that everyone is now familiar with. It remains only to pack these prints in cartons and the cartons into boxes for it to be ready for the dealer's counter.

This brief description of the manufacture of this, to Canadians, new food product, is sufficient to show the care which surrounds every step in its manufacture, which assures a product as healthful as science and care can make it.

A Better Understanding of Fish Foods Needed

Some Varieties Are High in Price Because of an Accentuated Public Demand—The Danger of Destroying a Species by This Excessive Demand

IN these times when there is a campaign to increase the consumption of fish, there is heard from time to time the statement that fish is as expensive a food as any other. This is hardly a fact, however. The persons making the statement probably make it in good faith but it is due entirely to a misconception of the actual situation. The difficulty is that they have come to look at one or two varieties of fish as the whole fish world, and if one of these varieties is high in price they rarely think of any other variety.

Halibut for instance is probably one of the most called for varieties of sea fish. Halibut has grown so rapidly in public favor that the demand for it has exceeded the supply. So much is this the case that the halibut fisheries are playing out, while the waters of the coast are teeming with other varieties, of practically equal quality. Once halibut could be caught close in shore in large quantities. Its abundance encouraged the demand, encouraged a reckless taking of this important food fish without any thought of the morrow. Now the halibut fisher has to go far afield, away to the far coasts of Alaska, probably nearly two thousand miles of journey before he is back in port. This entails stauncher fishing boats than could be used under the old conditions, for they must be ready to weather the storms of the open sea, for long days at a time. Then, too, after that long journey, the fishing steamer may come back with only a partial catch.

From thirty to forty per cent. of the catch on halibut lines is cod that has to be thrown away and the boats are forced to go long distances to new banks, those near home, where a general catch is available, being stripped of halibut. Thus the cost of a sea fishing cruise has to come out of about 70,000 pounds, where it might be spread over 400,000 pounds if all fish taken were used and eaten. Retail cost would slump at once.

You cannot blame the fisherman for throwing away cod and other fish for which the public do not ask. He has to gratify the public; it is a fickle matter. The Canada Food Board aims to end this waste by making facts known to the people.

If the public wants to buy fish at reasonable figures, it must not, of course, centre its demands on one or two varieties, for to do so means that a large part of the catch taken by the fishermen must be a total waste, and waste of food now is a crime. There are a wide variety of food fish of the very first quality obtainable, and obtainable at reasonable figures. They will remain cheap if the public demand is wide enough to assure the consumption of the whole catch. It is in the interest, therefore, of the merchant handling fish, not only to supply his customers' needs, but to see that these customers are made acquainted with the many palatable varieties of fish obtainable. Fish food is Canada's greatest asset and one that has hardly yet been touched. It remains for the merchant to assist in the good work of putting fish on the menu of every householder.



A fair sample of a day's catch.

DO NOT WASH EGGS

Approximately 5,016,000 dozen eggs spoil needlessly every year in cold storage simply because some one has let clean eggs get wet or has washed dirty egs before sending them to market, according to the specialists of the United States Department of Agriculture. Careful investigations of large quantities of stored eggs show that from 17 to 22 per cent. of washed eggs become worthless in storage whereas ,only 4 to 8 per cent. of dirty eggs stored unwashed spoil. The explanation is simple. Water removes from the shell of the egg a gelatinous covering which helps to keep air and germs out of the inside of the egg. Once this covering is removed by washing or rain which gets to eggs in the nest, germs and molds find ready access to the contents and spoil the eggs.

This enormous loss in storage eggs largely can be prevented if producers and egg handlers, especially during March, April and May, will refrain from washing eggs destined for the storage markets and take pains to reduce the number of dirty eggs by providing plenty of clean, sheltered nests for their hens.

Millions of eggs spoil in storage because they have been exposed to dew, rain, dirt and sun in stolen nests in the grass or fence corners.

In view of this great loss of valuable food, the department urges country storekeepers and hucksters not to accept washed eggs for shipment in case lots. Shiny eggs, especially in the early spring probably have been washed. All washed eggs purchased should be sold locally for immediate consumption.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

LIVE hogs seem rather uncertain, with a firmer tendency developing which bids fair to be reflected in higher prices before the week is out. The run is light and little improvement looked for for some little time yet. Dressed meats generally are firmer, higher prices being named on several lines. Lard has stiffened ½ to 1c per pound under the stimulus of increased demand, to a point, it is said, more nearly equaling the market.

A firmer tone is again marking the position of eggs, and advances of 2c per dozen are noticeable in some quarters. Production continues light, with receipts of Western eggs helping out in the matter of supplies.

The buying price of butter at country points has declined ½c per pound, though this is not yet reflected in quotations to the trade. Receipts are considered good, and storing is going ahead quite freely.

Further declines in spring chickens of 5c, and heavy hens of 1c per pound feature the poultry market. Supplies show improvement, and the demand is absorbing offerings easily.

Demand Good For Cured Meats

Montreal.

PROVISIONS.—Changes for live and dressed hogs have not been marked during the week although there is an easier tone. Live hogs have been down a little and there is wider range this week with prices ruling from $19 to $19.50, weighed off the cars here. It may be said that delivery was slightly better. For dressed hogs prices are somewhat lower and lightweights are selling at $26.50 to $27 per cwt. and the heavies at $24 to $24.50. The activity is confined quite generally to the smoked and cured meats, bacon, ham, and cooked meats being very popular at unchanged prices.

Hogs, dressed—		
Abattoir killed, small	26 50	27 00
Do., heavy, 225-275 lbs	24 00	24 50
Hogs, live		19 50
Hams—		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
Backs—		
Plain	0 42½	0 43½
Boneless, per lb.	0 45½	0 46½
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 52
Hams, roast, per lb.		0 52
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		$58 00
Clear fat backs (bbl.)		60 00
Short cut clear pork (bbl.)		58 00
Heavy mess pork (bbl.)		55 00
Bean pork (bbl.)		54 00

Ltitle Lard Movement, Prices are Held

Montreal.

LARD.—Little interest is reported and the movement of supplies at this season of the year is not expected to be large. It would seem that the use of fats is distributed among the various classes of these obtainable, more than is the case usually. Prices, as changed last week are still obtaining in this market.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 31½
Tubs, 60 lbs.	0 32
Pails	0 32¼
Bricks, 1 lb., per lb.	0 33½

Steady But Reduced Trade in Shortening

Montreal.

SHORTENING.—While there is a steady demand for shortening supplies this is not in any way what the produce men would wish it to be. The season is even more quiet than others, and in a comparative way the output much less than obtained in previous seasons. This is accounted for, to a great extent because of the more curtailed use, due to government action. Prices are held unchanged.

Shortening—	
Tierces, 400 lbs., per lb.	0 25¾
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 26½
Bricks, 1 lb., per lb.	0 27½

Some Say Betetr Movement Margarine

Montreal.

MARGARINE.—It is not the best time of the year to sell margarine. That is to say, the grocer does not carry the same amount as in the colder weather. It is stated by some that its use is quite steady in making up some lines of foodstuffs and in the regular trade way the request is fair. Prices hold without change.

Margarine—			
Prints, acording to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Butter Holds High But May be Reduced

Montreal.

BUTTER.—iWth an unabated activity, butter is in demand and the remarkable thing is that of its holding so high, in the face of heavy receipts. Activity in buying is such that supplies are quite readily absorbed soon after being received and at full prices, although there was a temporary weakness a few days ago, which soon dissipated itself. Much is going into storage, some think, and there is a very good local demand which takes up considerable of the supplies. Prices are unchanged.

Butter—		
Creamery prints (fresh made)		0 47
Creamery solids (fresh made)		0 46
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice		0 37

Production Cheese Is Heavy; Prices Held

Montreal.

CHEESE.—With production at the various points continuing heavy and with movement quite active in some respects, cheese continues to hold its place. At one important centre prices were considerably higher during the week to the extent of ⅜c per lb. The amount of local trade is confined to the usual figures, there being a limited sale at the present time for cheese of all kinds. Receipts are considerably heavier than for this time last year, 104,115 boxes coming in as again 89,820 for the corresponding week a year ago. To date from May 1, however, there is a decrease thus far of 15,415 boxes.

Cheese—	
Large, per lb.	0 23½
Twins, per lb.	0 24
Triplets, per lb.	0 24
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

Many Western Eggs Received; Price Up 2c

Montreal.

EGGS.—During the past week a considerable number of eggs have arrived on this market from Western shippers. It is evident that if they had not been obtainable there would be even a greater advance in prices than that recorded for the week, viz:—2c per dozen. This applies to all three grades as shown below. Active buying by the retail trade indicates the steady and large consumption of stock. They are very evidently an appreciated article of diet even at the abnormally high prices—season considered. There has been a falling off of nearly 30,000 cases in the receipts here since the first of May as related to the same for this period of 1917.

Eggs—	
Selects	0 50
New-laid	0 46
No. 2	0 42

Young Ducklings to Hand; Poultry Steady

Montreal.

POULTRY.—For a while past there has been more activity in old fowl, the receipts of these being much better than they were before the first of the month. There is a good demand. This is true in the matter of broilers for which the sale has been active and the prices are fully maintained. Considerable improvement in the receipts of broilers is reported from one quarter and these are of good quality. No changes for the week are made.

	Live	Dressed
Young ducks, lb.	....	0 45- 0 50
Old ducks (fat)	0 25	....
Old ducks (thin)	0 15	....
Broilers, ¾ lbs., pair	....	0 40- 0 45
Turkeys (old toms), lb.	0 28	0 38- 0 38
Turkeys (young)	....	.... 0 40
Geese	....	.... 0 30
Old fowls	0 27- 0 28	0 35- 0 36
Chickens (milk-fed)	....	0 39- 0 40
Roasting chicken	....	.... 0 37

Halibut and Salmon Received; Fresh Fish Up

Montreal.

FISH.—Eastern coast and lake fish are somewhat scarcer, with the exception of pike and white fish, these being in more normal supply. Some of the worst storms on record along the maritime coasts have the immediate effect of interfering with the fishing there. Haddock and codfish are high and are inclined to move upward still more. From the Pacific coast there is a better delivery of halibut and salmon. Gaspe salmon is still to be had but is growing scarce. Fresh smelts have arrived. Oysters, prawns, lobsters and similar lines are quiet. Some advances are made for fresh fish.

SMOKED FISH.

Haddies (fresh cured)	0 12	0 13
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 22	0 24
Smoked cod	....	0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 40

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	....	12 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	....	6 75
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador) per bbl.	....	25 00
Do., tierces	....	35 00
Salmon (B.C. Red)	....	26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)	....	15 00
Green Cod (large bbl.)	....	16 00
Green Cod (small), bbl.	....	12 00
Mackerel, No. 1, per bbl.	....	26 00
Mackerel (½ bbls.)	....	13 50
Codfish (skinless), 100-lb. box	....	12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, boneless, lb. (according to package	0 14	0 18
Codfish, Shredded, 12-lb. box	....	2 20
Eels, salted	....	0 12
Pickled turbot, new, bbls.	13 00	14 00
Do., half barrels	7 00	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 17
Cod, dry (bundles)	....	12 00

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	....	0 40
Lobsters (boiled), lb.	....	0 30
Prawns, lb.	....	0 30
Shrimps, lb.	....	0 30
Scallops, per gallon	....	4 00
Oysters—		
Ordinary, gal.	....	2 50
Cape Cod shell oysters, bbl.	....	14 00
5 gal. (wine) cans	....	12 50
1 gal. (wine) cans	....	2 25
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	10 00

FRESH FROZEN SEA FISH

Herring, large sea, lb.	....	0 09
Herring, frozen lake, lb.	....	0 07
Halibut	0 19	0 20
Halibut (medium)	..	20
Haddock	08	09
Mackerel	0 12	0 13
Cod -Toms	3 00	..
Cod steak, fancy, lb.	09½	10
Salmon, Red	0 19	0 20
Salmon, pale	14½	15
Salmon, Gaspe	..	26

FRESH FROZEN LAKE FISH

Pike, lb.	0 09½	0 10½
Perch	0 12½	0 13
Whitefish, lb.	0 13	0 14
Whitefish (small)	0 09½	0 12½
Lake trout	0 18	0 20
Eels, lb.	....	0 12
Doree	0 13	0 14

FRESH FISH

Barbotte	0 14	0 15
Haddock	0 07	0 010
Steak cod	0 09	0 12
Market cod	0 06½	0 07
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout	0 38	0 40
Pike	0 12	0 13
B.C. Salmon	0 25	0 26
Salmon (Gaspe)	0 23	0 25
Gaspereaux, lb.	....	0 06
Gaspereaux, each	....	0 04½
Gaspereaux herring (100)	....	4 00
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	....	0 23
Eastern Halibut (med.)	....	0 25
Flounders	0 07	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 19	0 20
Whitefish (small)	0 10	0 12
Eeels	....	0 15
Mackerel, lb.	0 13	0 14
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	....	0 24
Shad	0 15	0 16

Live Hogs Have Firmer Tone

Toronto.

PROVISIONS.—Live hogs show rather an unsettled condition with a firmer tone noticeable. Quotations early in the week held at $18.25 fed and watered, with every indication of higher figures being reached.

Several revisions in dressed meats are noticeable. These are shown in a narrowing in the range on quotations towards higher levels affecting boneless backs, roll bacon and Wiltshire. Pickled rolls at $57.00 to $59.00 are up, while boiled hams at 51c to 53c are slightly easier. Prices follow:

Hams—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 42	0 44
Boneless, per lb.	0 47	0 50
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.	....	0 34
Wiltshire (smoked sides), lb.	0 36	0 39
Dry Salt Meats—		
Long, clear bacon, lb.	0 30	0 31
Fat backs	0 31½	0 32
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 53
Hams, roast, without dressing, per lb.	0 48	0 50
Shoulders, roast, without dressing, per lb.	0 45	0 47
Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	57 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars	....	18 50
Live, fed and watered	....	18 25
Live, f.o.b.	....	17 50

Lard Goes to Higher Levels

Toronto.

LARD.—The firm position outlined in CANADIAN GROCER last week has developed to a point where substantial advances have been made in quotations. This is due to the light run of hogs and the increased demand developing as a result of low prices offered. Present quotations, tierce basis, are given as 30c to 30½c per pound. The demand is fair.

Lard, pure, tierces, 400 lbs., lb. 0 30 0 030½. In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Remains Unchanged; Prices Firm

Toronto.

SHORTENING.—There are no new developments in the market this week, prices holding very firm though unchanged and the demand running along same light channels usually prevailing at this season of the year.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26½ In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Position of Margarine Remains Unchanged

Toronto.

MARGARINE.—The position of margarine remains unchanged for the week. a fair movement veing in progress with prices unchanged.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Butter Unchanged; Buying Little Easier

Toronto.

BUTTER.—To the trade there is nothing in the line of a price change. Prices which dealers are paying at country points have declined ½c and a further easing is hoped for. Receipts are fair and a very good demand in evidence. Quotations follow:

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 45	0 46
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lb.	0 37	0 39

High Prices Rule For Eggs; Light Receipts

Toronto.

EGGS.—High prices are the order of the day as regards eggs, which, in cartons, are selling up to 52c to 54c per dozen, No. 1's being quoted at 48c to 50c. Production has dwindled considerably and dealers are hard put to take care of the demand. Western eggs continue

to arrive and help out in the matter of supply materially.

Eggs—		
New-laids, in cartons	0 52	0 54
Do., No. 1, dozen	0 48	0 50

Decided Improvement In Cheese Demand

Toronto.

CHEESE.—A decided improvement in the demand for cheese is in evidence and dealers are enjoying a very satisfactory volume of trade. It would appear the cheapness of cheese in comparison with other products is being realized and consumption increased accordingly. Old cheese is practically done. Prices are unchanged.

Cheese—		
New, large	0 23	0 24
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Hens, Chickens Go Lower; Sales Improving

Toronto.

POULTRY.—A further decline has been made in prices on heavy hens and spring chickens, the former declining 1c and the latter 5c per pound. Receipts continue to show improvement and the demand is correspondingly better. The present scale of quotations follows:

Prices paid by commission men at Toronto:	Live	Dressed
Ducks	$0 15-$....	$....-$....
Duckling	0 30-	....
Turkeys	0 25- 0 28	0 30- 0 35
Roosters	0 16- 0 18	....
Hens, over 5 lbs.	0 25- 0 26	0 31- 0 32
Hens, under 5 lbs.	0 20- 0 23	0 27- 0 29
Chickens, Spring, 2 lbs. or over	0 35- 0 40	....
Squabs, dozen	.... 4 50	....
Prices quoted to retail trade:		
Hens	0 28	0 32
Chickens, Spring	0 50	0 55
Ducklings	....	0 40
Turkeys	0 36	0 40

Supplies Fish None Too Heavy; Herring Up

Toronto.

FISH.—Receipts of both sea and lake fish are none too heavy this week, storms on the coast affecting the catch, and similar conditions affecting the fresh water varieties. Lake herring, dressed, are very firm at 10c to 11c per pound, while other lines hold unchanged. The continuation of the hot weather early in the week will have a tendency to curtail the demand to some extent.

SMOKED FISH		
Haddies, per lb., new cured	0 12	0 13
Chicken haddies, lb.	0 11	0 12
Haddies, fillets, per lb.		0 15
Kippered herrings, per box	1 75	2 00
Digby herring, skinless. 10-lb.	....	2 25
PICKLED AND DRIED FISH		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod, 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	....	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Halifax shredded cod, 24s	....	2 20
Salt Mackerel, kits, 20 lbs.	....	3 00
Labrador salt herring, barrels	....	....
FRESH SEA FISH		
Brills, dressed, lb.	....	0 10
Cod, steak, lb.	0 09	0 10
Do., market, headless, lb.	....	0 09
Do., heads on	0 07	0 07½
Flounders, lb.	0 08	0 10
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 23
Do., chicken, lb.	0 20	0 22
Do., large	0 20	0 22
Haddock, lb.	0 08	0 10
Herring, lb.	0 05½	0 06
Mackerel	0 09	0 09½
Plaice, dressed, lb.	....	0 10
Soles, dressed, lb.	....	0 10
Salmon, Red Spring, lb.	....	0 25
Do., Restigouche, lb.	....	0 22
Do., Saguenay, lb.	....	0 25
FRESH LAKE FISH		
Herring, dressed, lb.	0 10	0 11
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 15
Frog's Legs, lb.	0 16	0 50
Ontario Government Fish		
Herring	....	0 08½
Mullets	....	0 05
Pickerel	....	0 11½
Pike	....	0 09
Sturgeon	....	0 20
Trout	....	0 11½
Whitefish	....	0 11½

Sales authorized only to dealers who have been appointed distributors by local town council.

WEEKLY MARKET REPORTS

(Continued from page 41.)

that can be said about it. Rolled oats is in great demand, in fact the demand is in excess of the supply. This is the result of the mills pushing it as a substitute for wheat products. The trade would not be surprised to see an advance. The oat market is very strong, July oats being quoted 90c last week and reaching higher figures early this week. Feeds—Millers state there will not be any feeds soon. At some country points a premium is being paid for feed, and there is a big demand for barley, which will have to take the place of it.

Govt. Standard Flour—		
Cash carload price	....	10 50
To bakers and flour and feed dealers	....	10 50
To storekeepers paying cash or 30 days, ton lots	....	10 60
Do., less than ton lots	....	10 70
Cereals—		
Rolled oats, 80s	4 00	4 30
Rolled oats, pkgs., family size.	....	5 65
Cornmeal, 98s	....	5 60
Oatmeal, 98's	....	5 50
Feeds—		
Bran, per ton	....	30 80
Shorts, per ton	....	35 80
Barley—		
Pearl, 98-lb. bags, per bag	....	7 25
Pot, 98-lb. bags, per bag	....	5 15
Beans—		
Lima, Manchurian	....	0 17
Fancy white, bushel	....	6 50
Peas—		
Split 98-lb. bags, per bag	....	10 55
Whole, yellow, soup, 2 bush. bags, bush.	4 50	5 00
Whole, green, lb.	....	0 11¾

Apricots Now $2.50; Tomatoes Bring $2.25

Winnipeg.

FRUIT AND VEGETABLES. — A decline has taken place in the price of apricots which are now offered to the trade at $2.50 per box. Other new lines coming in are peaches at $2.75, and plums at $3.25, but both these should be cheaper this week. Tennessee tomatoes are coming, and are bringing $2.25 per crate. Spinach seems to be very scarce, the season being pretty well over.

Cucumbers, doz.	....	3 00
Cabbage, lb. local	0 05	0 06
Potatoes, new, lb.	....	0 05
Beets, with heads on, hampers	....	2 00
Carrots, with heads, hampers	....	2 00
Head Lettuce, local, doz.	0 50	1 00
Turnips, cwt.	....	2 00
Tomatoes, Tennessee, crate	2 00	2 25
Onions, silvers aid yellows	....	2 25
Parsley, imported, doz.	....	2 25
Radishes, doz.	....	0 65
Parsley, imported, doz.	....	0 75
Green Onions, doz.	....	0 25
Fruits—		
Apples, new, box	....	4 25
Oranges	....	9 00
Lemons, Cal.	....	11 00
Bananas, lb.	....	0 08½
Grapefruit, case	....	6 50
Cherries, 24 pt.	....	5 00
Do., 16-lb. lug boxes	....	3 50
Do., 4 bask. crate	....	3 00
Plums, new	....	3 25
Cantaloupes, flats, 15 to crate	....	3 00
Peaches, new, box	....	2 75
Apricoats, new, box	....	2 50
Plums, new, box	....	3 25
Cantaloupes, flats, 15 to crate	....	3 50

TAXING OPEN ACCOUNTS

The drive to convert the mercantile world into creating live instantly available assets out of dead credit is being carried on with energy and persistence by the organization which aims to bring about a universal adoption of trade acceptance methods.

It is so evidently the thing to do—that is, to substitute for the inert open account an animated instrument like an accepted time draft or note, which can be turned into cash at practically any bank in the country, that it would seem unnecessary to more than suggest the reform to gain for it instant adoption.

But it takes time to waken the business nation out of a custom which has existed over fifty years.

A friend suggests that the mercantile community in every part of the country could be automatically educated to the (as far as the United States is concerned) newer and much better practice, by means of that forceful schoolmaster, the Revenue Tax.

Impose, he suggests, a tax on all business accounts over thirty days old that have not been closed by the giving of a note or acceptance. This will educate the country and bring them up sharply to a realization of what a trade acceptance is, if they don't know, and to the mutual all-around benefit of it. Unlike most taxes, it will prove a real blessing and will set a great torrential stream of assets flowing through the country, fertilizing the money situation and stimulating the crop of prosperity.

This would seem to be a radical move, perhaps because unique and unusual, hut the tax would quickly do its work of education, and if introduced in the present revenue bill, to be in force for a year, it would not be six months before the whole business community, near and far, would have awakened to the advantage of the Trade Acceptance. There would thereafter be no use of a tax; the practice would have become universal.

NOTES OF INTEREST

There were 200 miles of railways in the world in 1830. There are now 724,000 miles.

The world's international commerce increased from $1,480.000,000 in 1800, to $20,110.000.000 in 1910 and to $46,000,000,000 in 1917.



Our War Time Offer

Now is your chance to get a REFRIGERATOR.

and your chance to do your bit by preventing waste of perishable food. A Refrigerator is your most effective weapon against waste.

Eureka Refrigerators are made in all sizes for all purposes

For the next two months we will send you a Refrigerator, **on terms to suit you.**

WRITE US NOW.

Eureka Refrigerator Company, Limited

11 Colborne Street, Toronto

Save Food Now—We Can Help You

Telephone Main 556

Show Me the butcher who ever got rich that did not make his **OWN SAUSAGE.**

Show Me the packer who EVER got rich who did not make his **OWN SAUSAGE.**



Did you ever consider the money that there is to the merchant who made a good high class Sausage?

The public is looking for this article.

Freeman Electric Meat Cutter

is the machine to give the goods the quickest and easiest way.

Write for Catalogue and Prices. Many Styles.

The W. A. Freeman Co., Limited

HAMILTON, ONTARIO

TORONTO—114 York St., Near King

MONTREAL D. H. H. Neill, 16 Notre Dame St. E. Uptown 8547

Bacon

We can supply you with Breakfast Bacon and Hams put up for shipment to your out-of-town customers—well cured, well dried, and well smoked.

F. W. FEARMAN CO.

Limited

HAMILTON

Summer days call for products like these—

HERE are delicious cold-luncheon treats for Summer days that will especially appeal to your customers just now. For the table or for the picnic basket they are equally suitable, and you will find them good sellers. No occasion to complain of dull times if you feature these trade-building lines in your store.



Davies Cooked Pressed Pork

Made from tender, lean trimmings (the choicest products of the hog), delicately seasoned and cooked in cylinder form. A good, steady trade-bringer to the dealer.



Davies Roast Pork

Savory roasts of choice pork (shoulders and hams), with or without dressing; cooked to perfection. A genuine **quality** line suitable for cold lunches or sandwiches. Very popular with the trade.



Davies Jellied Lunch Tongue

Made from tender pork tongues, mild cured and seasoned just enough to tempt the palate. Sells at a reasonable price, and shows a just profit to the dealer.



Davies Pork and Tongue

This product possesses the tastiness and appetizing qualities of tongue, while selling at the low price of other jellied meats. A splendid seller and every slice saleable.

We carry a full line of Cooked and Jellied Meats and shall be glad to quote you prices, either by mail or through our travelling representatives

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packers' License No. 13-50.

If any advertisement interests you, tear it out now and place with letters to be answered.



BRUNSWICK BRAND KIPPERED HERRINGS

is just one of several high-class Sea Foods appreciated wherever quality is esteemed at its true value.

Grocers stocking this Brunswick Brand line are well aware of its popularity. They know how readily it sells and how easily it repeats and they know, too, that it is an excellent profit-maker.

Show this well-liked Sea Food in your displays. The Meat Conservation campaign will keep you selling it. Its own good quality will keep it moving.

Order your Brunswick Brand stock from this list:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.

Win new customers with this quality sea food



INDIAN CHIEF BRAND CLAMS

have that degree of super-excellence so much approved by discriminating people.

The rigid precautions taken in the process of packing and sealing preclude the slightest possibility of anything but tip-top quality in every can.

Indian Chief Brand Clams are sealed without solder or acid the very day they are taken from the beds.

At a time when fish foods are becoming increasingly popular, because of meat conservation, every good grocer should stock and push the sales of Indian Chief Brand Clams — the line of profit and customer satisfaction.

SHAW & ELLIS

POCOLOGAN, N.B.

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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.



—pronounce "Real Egg"

Sold in packages of four different sizes

The best substitute for eggs

Send for trial order

RELEG CO. Regd.
Quebec, Canada

You Are Not Satisfied With Just An Ordinary Business

YOU want the one grocery store in your community that stands out "head and shoulders" above all others. How is it to be done? Here's one method that's been very successfully carried out by thousands of your Brother Grocers.

Select some one item and feature it as a "leader" to bring new customers to your store. This accomplished, it's strictly "up-to-you" as to whether or not the balance of their trade goes elsewhere.

The best line Grocers have yet been able to find is eggs handled according to the *Star System.*

It has all the "pull" necessary and incidentally allows for a very liberal profit. Let us tell you how EGGS can make your business grow.

STAR EGG CARRIER & TRAY MFG. CO.

1620 Jay Street, Rochester, N. Y.



Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

We always have a few carloads of 2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

You can still secure Holbrook's Imported Worcestershire Sauce at Pre-War Prices

Order now and get a display of this delicious Sauce before your customers. You'll find it all you could wish for in the way of a lively seller and a sure repeater.

The following lines supplied by us are also excellent:

Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powders (any flavor).

A temperance drink that always brings them back



ROSE'S LIME JUICE

Its quality reputation won on merit fifty years ago is still undimmed. Rose's Lime Juice is to-day the big leader in temperance beverages.

Have you a supply on hand?

Holbrooks, Ltd.
Toronto and Vancouver
Canada Food Board License, No. 6-468

HARVEST CONDITIONS. THE BUSINESS VIEW-POINT

"THE crops are now the dominant factor in relation to the general business outlook," says THE FINANCIAL POST this week, and two clear and closely detailed articles on page 1 deal with crop conditions. One of these articles is by E. Cora Hind whose accuracy on these matters is recognized throughout Canada. The other is by F. M. Chapman, editor of Farmers' Magazine, an authority with access to the most searching sources of information on agricultural affairs in the Dominion. These present for you the business point of view in connection with one principal source of Canada's wealth—the coming harvest. There never was a time when this point of view possessed more purse-affecting importance. Study THE POST each week from now on in your business interests. Here are a few of the outstandingly interesting contents of this week's issue:

G. M. Murray to Leave the C.M.A.?
Standard Oil Co. Has Compact For Industrial Peace.
Crop Outlook Not Bright From Business Point of View.
A Crop Failure Being Faced in South Alberta.
The Outlook For Export Business When Peace Comes.
The Earnings of the Railroads.
To Lessen War-Time Factory Destruction.
New High Prices For Coast Salmon.
Canadian Car's Record Profits.
Canadian Dollar May Remain at Big Discount.
Bank Clearings Again Decline in West.
Getting the Bank Account of the Working Man.
Bernard M. Baruch—Wielder of an Autocrat's Sceptre.
Bond Market Continuing Firm and Steady.
Burnaby Wins in Long Contest With C.N.P. Ry.
How Edmonton Has Arranged Its Maturities.
Committee on Housing Gets Down to Work.
Halifax Building is on the Boom.
Rationing System For Canada Would Cost $10,000,000.

These headings cover only a few of the important contents of THE FINANCIAL POST this week. As indicated in the first sentence of this, the crop news is vitally important, and THE FINANCIAL POST is able to give you most authoritative information on the whole position from the business point of view, and early (often ahead of even the daily press, as is proved in the present issue). On all other important features and incidents of Canadian business THE POST is accurately informed, and ready to inform you in time for you to benefit by your knowledge. Editors of twelve highly specialized trade newspapers of the MacLean Business Paper group co-operate with THE POST'S own large and expert editorial staff to produce in THE POST a Canadian Business Newspaper that covers its field thoroughly, and that really does help business men to better and bigger business. Try it. Send this coupon to-day:

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Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year, or $1.00 for four months' trial subscription) on receipt of bill.

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OWEN SOUND, ONT.

OAKEY'S KNIFE POLISH



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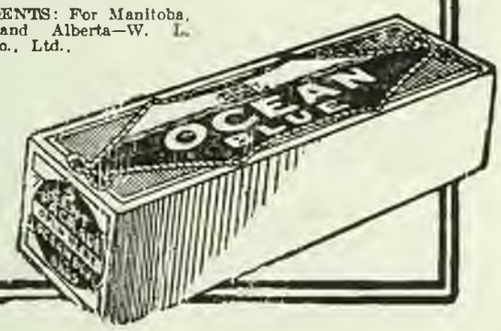
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Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
The Gray Bldg. 24-26 Wellington St. W. Toronto

WESTERN AGENTS: For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon — Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



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We are offering the best value in Rice on the Canadian market to-day.

A line that always satisfies and always repeats

CHILI CON CARNE

The combination of quality ingredients used in the making of Chili Con Carne is a thorough guarantee of pleased customers and regular repeats. Chili Con Carne is made according to a rare receipt used by prominent chefs in the Castilian Cafes of Latin America. It is a big profit-maker, too. Try it.

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in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

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MONTREAL

MALTBRU BEER

The last word in Temperance Beer

Maltbru is nutritive, pure through pasteurization and sterilization, wholesome and thoroughly refreshing. A sure thirst-chaser. Ask for it at restaurants, grocers, confectioners, hotels and all places where first-class beverages are sold.

Brewed and bottled by

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ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

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"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars. 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

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CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case: Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA

COCOA—	Per lb.
Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	90

SWEET CHOCOLATE—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 17
Diamond, 6-lb. boxes	36
Diamond, ¼s, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS—	Per doz.
Milk medallions, 5-lb. boxes.	0 35
Nonpareil wafers, 5-lb. boxes.	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 89
Lunch bars, 5-lb. boxes	0 89
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 80
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95



Saves Money for Your Customers, but also PAYS YOU

KNOX SPARKLING GELATINE makes FOUR PINTS OF DELICIOUS JELLY per package, so women turn to it in these times of conservation as an economical dessert. It is easy to prepare and can be used with portions of other foods to make delicious combination jellies, jellied meats from "left overs," etc., so it provides *further economy*.

It will pay you to keep KNOX GELATINE on your counter; talk to customers about its economy, and try to get a package into every order because

Every Package Pays You a "Good Profit"

Charles B. Knox Gelatine Company, Inc. **Branch Factory: Montreal, Can.**

Save Wheat—

Urge your customers to save wheat flour, which is so urgently needed overseas, by substituting

PURITY OATS

in their baking. PURITY OATS is the world's best substitute for wheat flour. Our free wheat-saving recipes tell how to use it. Send for them so that you will be able to give your customers valuable information and easily sell PURITY OATS.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

The Purity Kid





Have No Hesitation

in stocking and recommending "Cow Brand" Baking Soda. For strength, purity and reliability it is absolutely dependable and it is everywhere a marked favorite with the housewife.

Is your stock plentiful? Your jobber will replenish your supply of "Cow Brand."

Church & Dwight,
LIMITED
Mfrs. - MONTREAL

Century Salt

—the Salt of Goodness and Purity

You can get real salt sales by featuring and recommending Century - the salt of proven superiority.

People come back for it. It's a salt worthy of your recommendation.

Ask for quotations on assorted carloads.

The DOMINION SALT Co. Limited
SARNIA - ONTARIO

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can.	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net. 30 days.

Eagle Brand, each, 48 cans	$8 75
Reindeer Brand each 48 cans.	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
[illegible] Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, Large, each 24 cans	5 75
Reindeer Brand, Small, each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

	Per Case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
[illegible] 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.

Lunch Ham—1s, $6.45; 2s, $13.50.

Ready Lunch Beef—1s, $4.45; 2s $9.

English Brawn—½s, $2.90; 1s, $4.95; 2s, $9.90.

Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.

Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.45.

Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.45.

Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.

Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.

Geneva Sausage—1s, $4.95; 2s, $9.45

Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.

Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.

Jellied Veal—½s, $2.90; 1s, $4.45; 2s, $9.

Cooked Tripe—1s, $2.45; 2s, $4.45.

Stewed Ox Tail—1s, $2.45; 2s, $4.45.

Stewed Kidney—1s, $4.45; 2s, $8.95

Mince Collops—½s, $1.95; 1s, $3.75, 2s, $6.95.

Sausage Meat—1s, $4; 2s, $7.75.

Corn Beef Hash—½s, $1.95; 1s, $3.70; 2s, $5.45.

Beef Steak and Onion—½s, $2.90; 1s, $4.45; 2s, $8.45.

Jellied Hocks—2s, $9.95; 6s, $29.80.

Irish Stew—1s, $3.45; 2s, $6.75.

Cambridge Sausage—1s, $4.45; 2s, $8.45.

Boneless Chicken—½s, $5.90; 1s, $8.95.

Boneless Turkey—½s, $5.90; 1s, $8.95.

Ox Tongue—½s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.

Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.

Tongue Lunch—1s, $6.75.

Beef Suet—1s, $4.90; 2s, $8.50.

Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.

Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65; 2s, $2.40; 3s, $3.40.

Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consomme, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s, $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65; Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.65; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls) $2.95; 6s, $10; 12s, $18.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s (flat), $2.95.

Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.

Sliced Smoked Beef—½s, $2.35; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.

Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.

Spaghetti with Tomato Sauce with Cheese—½s, $1.85; 1s, $2.50; 3s, $4.80.

Tongue, Ham and Veal Pates—½s, $2.25.

Ham and Veal Pates—½s, $2.25.

Smoked Vienna Style Sausage—½s, $2.45.

Pate DeFoie—¼s, 75c; ½s, $1.40.

Plum Pudding—½s, $2.45.

Potted Beef Ham—¼s, 75s; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.

Potted Tongue—¼s, 75c; ½s, $1.40

Potted Game (Venison)—¼s, 75c

Potted Veal—¼s, 75c; ½s, $1.40.

Potted Meats (Assorted)—¼s, 50c, ½s, $1.45.

Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.

Devilled Tongue—¼s, 75c; ½s, $1.40. Vea—¼s, 75c; ½s, $1.40.

Devilled Meats (Assorted)—¼s, 50c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.

Ox Tongue—1½s, $14.50; 2s, $17.50.

Lunch Tongue—1s, $9.95.

Sliced Smoked Beef—¼s, $1.75; ½s, $2.85; 1s, $4.15.

Mincemeat—1s, $3.45.

Potted Chicken—¼s, $2.35.

Ham—¼s, $2.35.

Tongue—¼s, $2.35.

Venison—¼s, $2.35.

Chicken Breast—½s, $9.95.

Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.

Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s 30c.

If any advertisement interests you, tear it out now and place with letters to be answered.



Answer Telephone Calls Promptly

¶ When there is any delay in answering telephone calls, the party calling is liable to become impatient and place orders with competitors, where more attention is given to prompt answering.

¶ By answering telephone calls promptly the service will be improved and the line kept open for new customers.

The Bell Telephone Co. of Canada

ECONOMY IS A WAR-TIME NECESSITY—PRACTISE IT!

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO



They Will Buy

BARNES

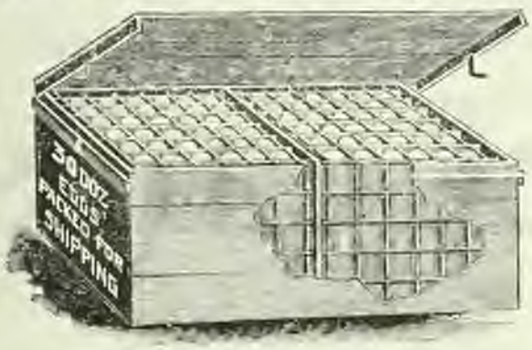
Regularly

Once get your customers to know the delicious Flavor of Barnes' Grape Juice and regular repeat sales are certain to follow. The profits on Barnes' are really attractive.

The Ontario Grape Growing and Wine Mfg. Company

ST. CATHARINES, ONTARIO

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

"McCASKEY" ACCOUNT SYSTEMS

For Every Business.

Send for booklet—

"A Credit Plan That Works."



"McCASKEY" CLOSED

McCASKEY SYSTEMS, LTD.

245 Carlaw Avenue

TORONTO

Just where do we stand?

CANADIANS are beginning to wonder where we stand with reference to our place in the Empire after the war. Are we to rank as full partners in this grand, big, going concern? Are we to pay our share of the upkeep of the navy? If not, what is to be our status?

Recognizing the growing interest in this problem, the editors of MACLEAN'S decided to devote the July issue to Imperial topics. It offers articles on various phases of our Imperial problem—articles which will have a particular interest at this time when Sir Robert Borden is in London in consultation with the leaders of the Imperial Government.

The July issue contains, besides, a cluster of other big features—readable, fearless and strong. Here are a few of the best:



Field-Marshal Sir Douglas Haig.

Imperial Topics

- "Pocketing Our Imperial Pride" — By H. G. Wells
- "Canada's New Place in the Empire" — By Prof. P. M. Kennedy
- "Living Up to Our Reputation" — By Agnes C. Laut

The War - -

- "Your Old Uncle Sam is Coming Right Back of You" — By Lieut.-Col. J. B. Maclean
- "Stemming the Teuton Tide" — By Geo. Pearson

Fiction - - -

- "The Strange Adventure of the Open Door" — By Arthur Stringer
- "The Three Sapphires" — By W. A. Fraser
- "The Torby Tragedy" — By A. C. Allenson
- "The Magic Makers" — By Alan Sullivan
- "Lennix Ballister—Diplomat" — By Archie P. McKishnie

All the regular features as well—Review of Reviews, The Best Books, The Business Outlook, The Investment Situation, Women and Their Work.

July MacLean's

"Canada's National Magazine"

At All News Stands - 20 Cents

California Bartlett Pears

First Arrivals Due Monday

Georgia Elberta Peaches

California Plums, Peaches
Arizona Cantaloupes

Also Local Fruits and Vegetables

Blueberries, Cherries, Currants, Raspberries, etc., etc.

"Headquarters for the Best the Country Produces"

WHITE & COMPANY, LIMITED

TORONTO
BRANCH AT HAMILTON

Foreign and Domestic Fruits

Peaches, Plums, Apricots, Cherries, Gooseberries, Currants and Raspberries, Canteloupes, Bananas, Oranges and Lemons,

Vegetables

New Potatoes, Cabbage, Tomatoes, Beans and Peas arriving daily. All fine quality.

HUGH WALKER & SON

Established 1861 Guelph, Ontario

APPLES
Finest Delaware Hanpers
CALIFORNIA FRUITS
Plums, Cherries, Apricots, Canteloupes, Peaches
GEORGIA PEACHES
Fancy Elbertas, high colored large luscious fruit
DOMESTIC FRUITS
Strawberries, Raspberries, Cherries, Currants, Gooseberries
VEGETABLES
New Potatoes, Cabbage, Carrots, Beans, Beets, Cucumbers, Peas and Tomatoes

Everything in Fruits and Vegetables

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS

If any advertisement interests you, tear it out now and place with letters to be answered.



Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland, Watford, England.

Freemans FOOD PRODUCTS Watford 139

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only $1.25 per insertion if used each issue in the year.

BARRELS
(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.
THE SARNIA BARREL WORKS. SARNIA. ONT.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal.

All these ads will have position on a live page each week containing reading matter.

JAM PRICES ANNOUNCED

Even higher figures than had been expected have been reached in quotations now out on jams. In the 16-oz. jars, strawberry, raspberry and black currant are scheduled to sell at $3.90 per dozen, and the 12-oz. at $3.35; the 4-lb. pails will be invoiced at 98c each. Apricot and gooseberry in 16-oz. jars will sell at $3.25 for some makes. Delivery of strawberry jams will be light, it is thought, while raspberries are expected to be very fair.

Canned strawberries have reached very high levels too, the 2's, heavy syrup, selling up to $4.15 per dozen, with delivery estimated at not more than 35 per cent. though still uncertain.

MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
½-INCH CUSHION FILLERS
CORRUGATED FLATS
THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Every reader will see the ads in the Buyers' Market Guide.

Copy may be changed as often as desired.

FOR SALE
CHOICE DRESSED POULTRY.
SELECTED EGGS, OLEOMARGARINE.
CHOICE DAIRY BUTTER.
C. A. MANN & CO.
78 King Street - LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Do not overlook the possibilities of this page.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

POSITION WANTED—BY YOUNG MARRIED man as manager of grocery business or department. Good buying and managing experience. References. State salary. Box 414, Canadian Grocer.

EXPERIENCED SALESMAN COVERING Western Provinces would handle additional staple lines on commission. Address Box 305, Canadian Grocer.

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

FOR SALE

ONE OF THE BEST GENERAL MERCHANdise businesses in County of Kent; stock about $5,000: only store in village; six miles from opposition. Must be sold, owner going West on account of health. Box 412, Canadian Grocer.

BUSINESS OPPORTUNITY.

COCHRANE, ONTARIO—THE CENTRE OF A rich agricultural country—a railway terminal and divisional point—the coming distributing point of the North country. Grocery and provision business, corner lot, brick veneer building, cellar full size; will sell stock with property; good reason for selling. For further particulars apply Box 173, Cochrane, Ontario.

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS SELLing Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories; Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number



PAPER BALERS

All-Steel "Fireproof"

Made in 12 sizes.

Send for catalog.

Climax Baler Co.
Hamilton Ontario



Cash for Your Accounts

Will Come Quickly If You Use Our Service

We collect on percentage in any part of Canada and the United States. We have no membership or attorney fees, and make

ABSOLUTELY NO CHARGE

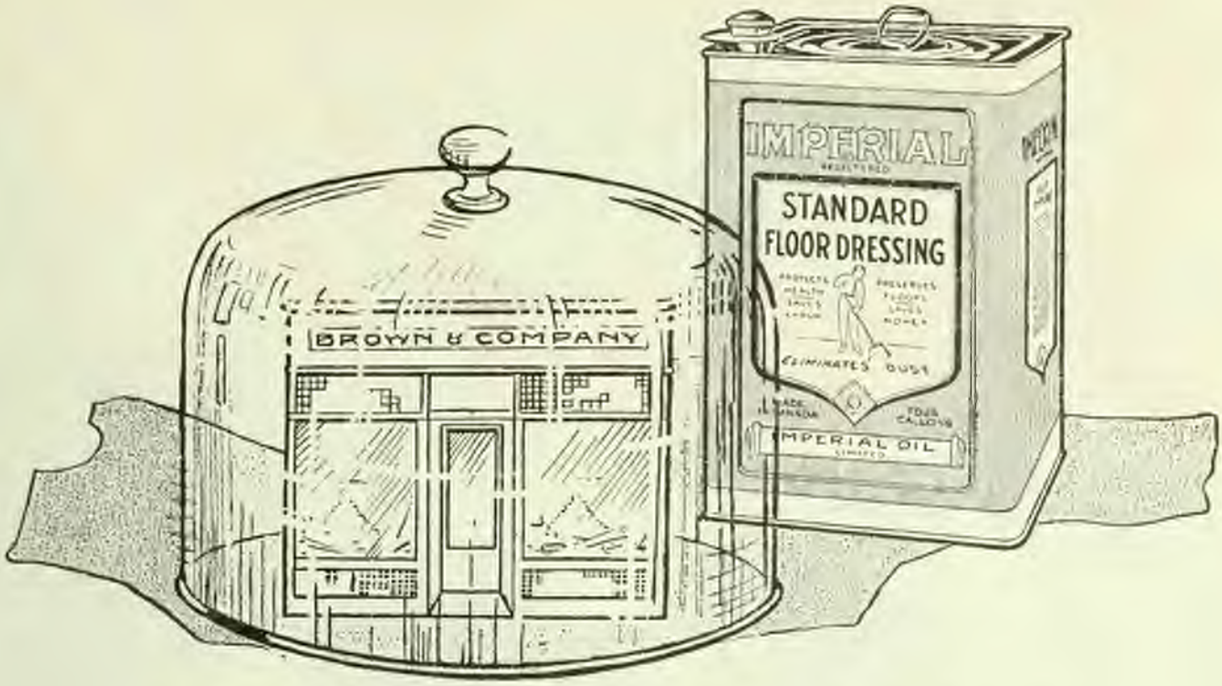
if we don't collect.

Give us a trial on some of your accounts — you'll be pleased with the results.

Prompt and persistent attention given. Prompt remittance. Write us NOW for Rates, Testimonials, etc.

The Nagle Mercantile Agency
Westmount (Montreal) - Que.

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISERS



THE DUST-FREE STORE

DUST can never be kept out of the store, but it can be effectively controlled by the use of

STANDARD Floor Dressing

which when applied to your floors, definitely lays and holds 90% of atmospheric dust. This is a condition of affairs that the old fashioned mop and feather duster can never bring about. They only disturb the dust to settle elsewhere.

Standard Floor Dressing is economical. A single gallon suffices for 500-700 square feet of space or shelving, and lasts for several months. It may be applied with an ordinary floor sprayer. To keep the dressed surfaces in order, all that is necessary is to sweep off the accumulated dust and dirt regularly with a stiff brush or broom.

Floors treated with Standard Floor Dressing help to promote a fresher, tidier store, and cleaner, quicker-selling stock on the shelves.

Supplied in one and four gallon cans, and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

TRADE MARK

Small's

NOTICE

Cost of Glass, Tin and Maple is increasing every day. Send your Jobber estimates of your fall and winter requirements for Small's Maple Goods and secure benefit of present prices, also carload rates, lake and rail.

SMALL'S FOREST CREAM BUTTER in lithographed tins, and SYRUP in glass, have a clean, attractive appearance. No loss from leakage or fermentation. We are overcoming obstacle of high rate of freight on these packages by shipping exclusive fourth class cars to all jobbing centers. Be the first to sell SMALL'S FOREST CREAM PURE QUEBEC SYRUP. It has a smack that lingers.









Above Represents Actual Size

Dozen costs $2.40; Retails at 25c or 30c ea.

Ask your jobber also for Small's "Forest Cream," Pure Quebec Syrup. It has the true smack of the Maple Season

"HOW EQUIPMENT IS SAVING MAN-POWER"

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, JULY 26, 1918 No. 30



White Star Yeast

The steady increase shown each week in the sale of WHITE STAR YEAST proves that consumers appreciate its quality and reliability, and that merchants realize that WHITE STAR is in every way the best yeast on the market to-day.

A new style square package of competitive yeast is now being introduced, containing 5 CAKES wrapped, enclosed in paper wrapper.

WHITE STAR YEAST is packed in air-tight cardboard cartons, 6 CAKES to carton.

We have not reduced the number of cakes per carton, neither are we packing in a cheaper container, and our price is

Per Box $1.25 of 3 doz. cartons less 3%
Retails at 5c per carton.

WHITE STAR MANUFACTURING CO., LIMITED
WINNIPEG

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.



The beverage of untold centuries—is of the same matchless quality today as a thousand years ago. It cannot be improved. The Government of Japan guarantees the purity of Japan Tea. Its use by more than 50 per cent of Canada's tea drinkers testifies as to its quality.

"*The salts of tea reduce the amount of solid food necessary and maintain the vigor.*"
—Dr. Williams, Yale.

16

Discriminating tea users find the distinctive flavor and aroma of Japan Tea particularly pleasing.

Which fact, backed by our persistent consumer advertising, is creating a fast-growing demand for this delicious product of Sunny Japan.

Turn the popularity of Japan Tea to good account by showing it in your tea department and recommending it to all.

Vacation Days

---days when Borden Milk Products are more saleable than ever

IF there is any one time when Borden convenience has a stronger than usual selling appeal, it is during the Summer season, when all manner of holiday folk appreciate the many big advantages of Borden Products.

The first thought of the prospective camper or picknicker is of something good to drink, something that is easily carried and is easy to prepare.

Here is a big opportunity for the wide-awake grocer to suggest Borden suitability in window trims and counter displays. Borden Products are refreshing and nourishing, whether made right on the spot or previously prepared and carried in a Thermos Bottle.

Borden's "Reindeer" Coffee and "Reindeer" Cocoa are two especially good lines for your "Vacation Hints" display.

Have you a good stock on hand?

Borden Milk Co., Limited

"Leaders of Quality

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



Del Monte
BRAND
QUALITY

This Well-Advertised Trade-Mark Means Better War-Time Business for You

The patriotic women of all allied countries are conscientiously helping to conserve the foods needed to win the war. They are using more fruits and vegetables because they save wheat, meat, sugar and fats—

They are using more DEL MONTE Products than ever before because they have learned the convenience, economy and dependable quality of everything that bears the DEL MONTE Brand.

This means easier sales, and quicker turnovers for the dealer who is prepared to go "over the top" with DEL MONTE.

The DEL MONTE Brand covers a wide line of fruits, vegetables and food specialties, including all varieties of California Canned Fruits and Vegetables; Jellies, Jams, Preserves, Catsup, Olives, etc.; Hawaiian Pineapple; Dried Fruits and Raisins—all famous for their goodness and purity—all of the same high DEL MONTE quality.

We are doing our best to supply the increased demand, but never before has the call for DEL MONTE Products been as heavy as it is right now. *Order through your jobber.*

CALIFORNIA PACKING CORPORATION
San Francisco, California



Del Monte
CALIFORNIA
CANNED FRUITS & VEGETABLES
DRIED FRUITS & RAISINS

CLARK'S

SOUPS



Highly Concentrated, Absolutely Pure and prepared from the Very Finest Ingredients.

The quality is superb, selling price is popular, and your margin is good.

Get In Line. The Season Is On.

MADE IN CANADA



Dairy Butter is HIGH. Peanut Butter is more nutritive and CHEAPER, while the consumption is rapidly growing

Don't neglect a profitable line, and remember that the best you can buy is

CLARK'S

PEANUT BUTTER

W. CLARK, LTD. Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Represented by

Boivin & Grenier, Quebec.
Delorme Frère, Montreal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

KLIM
IN POWDER FORM

No Need of Refrigeration

Many of your customers, especially those living in apartments, have no refrigeration facilities and the problem of how to have fresh milk at all times becomes very pressing during the hot weather. Solve this problem for your customers by promoting the use of KLIM—pasteurized separated milk in powder form. KLIM can be used in all baking and cooking recipes calling for milk, and in tea, coffee and cocoa. It requires no refrigeration. On the pantry shelf with the rest of the groceries it will keep sweet and fresh indefinitely and can be used as needed from the tin.
KLIM IS GENUINE—THE FLAVOR PROVES IT. Your wholesaler has KLIM in 1 lb. and 10 lb. tins.

CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL
Stocked by: W. H. ESCOTT CO., Ltd., Winnipeg, Regina, Saskatoon, Calgary, Edmonton
KIRKLAND & ROSE, Vancouver

FINEST CRYSTAL GELATINES
Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

Imperial Rice Milling Co., Ltd.
VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFE'S
1918 PACK JAM



THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA



Strawberry
Raspberry
Black Currant
Plum
Peach
Apricot



All Ready for Delivery.

WAGSTAFFE, Limited
Hamilton, Canada

If interested, tear out this page and place with letters to be answered.



This Big Package

will bring in the small change

and a good share of each sale will be clear profit to you. It sells readily, and there is a steady year-round demand for it. It is easy to see the reason. When a boy or girl has only a small amount to spend they are strong for a big satisfying package of sweetness, so they plank down the cash and say, "Krackley-Nut, please."

Sealed in an air-tight package it keeps fresh and crisp and when opened is as satisfying as the day it was made. Krackley-Nut has a high percentage of food value and is wholesome and safe for the children.

Krackley-Nut well displayed in your store will bring custom and you will be in the good books of the youngsters. That means "Cash and Carry" orders.

Order a case from your jobber to-day.

O-Pee-Chee Gum Co.

Limited

LONDON CANADA

Canada Food Board Confectioner's License No. 11-415.



Mrs. Housewife will appreciate the economy of

"KKOVAH"
EGG SUBSTITUTE

Anything that tends to reduce the cost of living has a big appeal nowadays to every good housewife.

That's why you'll find it profitable to feature and suggest KKOVAH EGG SUBSTITUTE to your customers.

Kkovah Egg Substitute gives exactly the same results as high-priced fresh eggs in the baking of bread, biscuits, pies, cookies, etc.—with this difference — **bread or cakes made with Kkovah are lighter and more easily digested than when made with eggs.**

There's a quarter century's satisfaction-giving record behind every can.

SUTCLIFFE & BINGHAM, LTD.
Manchester, Eng.

Sole Distributors for Canada
MACLURE & LANGLEY, LIMITED
WINNIPEG, TORONTO, MONTREAL



"Thistle Brand"
Scotch Cured
- Genuine -
Finnan Haddie

CANADIAN FOOD CONTROL
License 6-227

"THISTLE BRAND" HADDIES
Packed only on St. Mary's Bay from the finest selected Haddies fresh from the boats as caught.

"THISTLE BRAND" HADDIES
Packed in one-pound and half-pound tins only.
FULL WEIGHT guaranteed

"THISTLE BRAND" HADDIES
A one-pound tin contains more than three pounds of fresh Haddock, all ready for the table.

The Best Only **The Best** **Always the Best**

FOR SALE BY ALL THE BEST DEALERS IN CANADA
ARTHUR P. TIPPET & CO., Sole Agents

Whittemore's Shoe Polishes

Quality Variety



For a Big Seller

BOSTONIAN CREAM — The ideal cleaner for kid and calf. You'll need a good stock of brown for brown glazed kid and mahogany calf —also the cordo-tan for cordovan leather. Then there's the white BOSTONIAN for all colors of glazed Russia calf, vici or dongola kid or patent leather—also light and dark gray, and any other color or shade.



And Here's the Paste

NOBBY BROWN PASTE—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it —you'll repeat on it.

For red or oxblood there's the same size package of PEERLESS OXBLOOD PASTE.



RUSSET—2 Sizes



BROWN—2 Sizes



WHITE—2 Sizes



RED—2 Sizes



BLACK—2 Sizes

Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.

The utmost in Vinegar excellence

AVICO
Pure Spirit
VINEGAR



The housewife looks for FLAVOR in her vinegar purchases and she gets flavor — piquant and delicious — when she buys AVICO brand.

Recommend Avico Vinegar. Tell her how it will enhance food value and aid digestion.

Your wholesaler supplies Avico at no greater cost. Ask him.

ACME VINEGAR CO., LIMITED

Makers of Vinegars in Bond

WINNIPEG

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.



- - - From the Garden Spots of the World we bring them to you

In the world-famed sunshine valleys of Santa Clara, California—down in tropical Hawaiian Islands—and in the far-away great plantations of Maracaibo and Santos—there you will find No-Vary Food Experts, searching the markets for the world's best foods.

It is their skill in deciding which country or district offers unvarying excellence in the products that has made No-Vary famous as the guaranteed quality line—"Always Good."

NO-VARY Quality Groceries

"If it's NO-VARY it's ALWAYS GOOD"

Display on your counter every day this year these super-products and back them up with your good name. They will give 100% satisfaction—and will be your greatest asset for creating more sales. In short, they are dependable creators of repeat orders.

Dealers interested in greater profits through quicker turnover should get in touch at once with one of the Wholesale Jobbers listed below, who market No-Vary Quality Foods in Western Canada:

Alexander Grocery Co., Ltd.....Camrose, Alta.
Brandon Grocery Co. .....Brandon, Man.
Camrose Grocery Co., Ltd. .....Camrose, Alta.
Medicine Hat Grocery Co., Ltd..Medicine Hat, Alta.
Moose Grocery Co., Ltd. .....Moose Jaw, Sask.
MacLean Grocery Co., Ltd. .....Regina, Sask.
Red Deer Grocery Co., Ltd. .....Red Deer, Alta.
Swift Current Grocery Co. ....Swift Current, Sask.
Simington Co., Ltd. .....Calgary, Alta.
Weyburn Grocery Co., Ltd. .....Weyburn, Sask.
Yorkton Grocery Co., Ltd. .....Yorkton, Sask.

No-Vary Products Co., Ltd.

WINNIPEG, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE **DISTRIBUTING** **FORWARDING**

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

The Canada Nut Co., Limited

"Specialising in Shelled Peanuts."
Large stock always on hand.

VANCOUVER, B.C.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS



Market your goods successfully in the West

Our service will enable you to do it. We are a well-established firm with every facility for getting you quick, lasting results.

With twelve men calling on the wholesale and retail trade we are always in close touch with the very people you want to reach. Nine of our men are doing retail work continually.

Write now for full information.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 NOTRE DAME AVENUE EAST, WINNIPEG

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WHOLESALE

GROCERY BROKERS

Manufacturers' Agents
Commission Merchants

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Winnipeg Warehousing Co., Winnipeg

Prompt and Efficient SERVICE

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

WAREHOUSING
DISTRIBUTING
STORAGE

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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ONTARIO

DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties

H. W. Ackerman

BELLEVILLE ONTARIO

Maclure & Langley, Limited

Manufacturers' Agents

Grocers, Confectioners and Drug Specialists

12 FRONT STREET EAST TORONTO

On Spot

Tapioca and Sago

Both Singapore and Penang. Lowest price.

W. H. MILLMAN & SONS

Wholesale Grocery Importers

TORONTO

W. G. PATRICK & CO.

Limited

Manufacturers' Agents and Importers

51-53 Wellington St. W., Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent

(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

Just try how MacKay's will sell



IT'S THE REAL MACKAY

You can strongly recommend this delicious, wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

John MacKay Co., Limited

BOWMANVILLE, ONT.

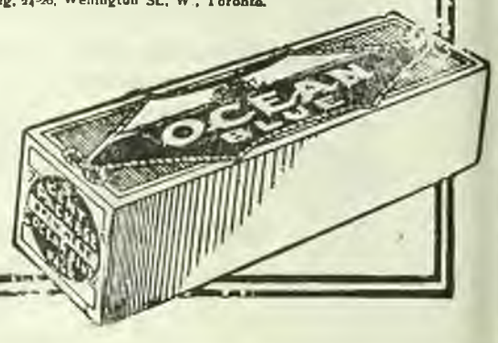
OCEAN BLUE

stands for all that is implied in the word "QUALITY." And quality too at a popular price. No Grocer has regretted stocking OCEAN BLUE since his customers came to know the 5c. "OCEAN" quality.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,

The Gray Building, 24-26, Wellington St., W., Toronto.



EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

J. R. GENEST
Wholesale Grain, Flour and Feed
SPECIAL—Pastry Flour
GROCERS SPECIALTIES
BOARD OF TRADE BUILDING, MONTREAL

G. B. MacCALLUM & CO.
GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal



Put this Seller in Your Displays

and prove beyond doubt how well the delicious goodness of Marsh's Grape Juice satisfies particular people.

You'll find the margin on Marsh's really attractive.

Push it for your own sake as well as your customers'.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.

Fifty Subscriptions from One Firm

THE International Business Machines Company, of which Mr. Frank E. Mutton is vice-president and general manager, subscribed to 10 copies of THE FINANCIAL POST some months ago—these copies to go to their travelling salesmen. Now this company has increased the number of these subscriptions to 50 because the results of the experimental subscriptions have proved so satisfactory.



FRANK E. MUTTON

Mr. Mutton explained that the object of putting THE POST in the hands of the men of his company was to keep them intelligently acquainted with general business conditions in Canada. He said he knew no better paper than THE POST for the purpose. It would seem that his men have responded fully to effort made to keep them well informed about Canadian business affairs—so much so that the management have added 40 other men to the original 10 to receive THE POST.

When Mr. Mutton was with the National Cash Register Company as its Canadian manager, he was the king of all managers in the matter of sales records. In this position he achieved a big reputation built on solid achievements. He learned salesmanship in a school where competition was of the hottest kind, and where the competitors were brilliant men. Giving Mr. Mutton full credit for superior personal qualities and energy of the most ardent kind, it is taking nothing away from him when it is said that not a little of his success was due to his intimate and sympathetic knowledge of the other man's business. And he taught the men associated with him as salesmen to know the point of view and requirements of the men they called on to sell machines to.

As vice-president and general manager of the International Business Machines Company, Mr. Mutton is putting into operation an idea used by him in past days with brilliant results—he is causing his salesmen **to know the business and requirements of their prospective customers.** To establish points of contact swiftly and surely is one of the open secrets of successful selling.

In the case of **your** solicitations of customers and desired customers, it is excellent strategy to have your salesmen so well informed about business conditions generally, and about the interests of the men they canvass, that they will be able almost instantly to relate their proposals to the interests of the buyer. When a salesman shows himself intimate with the interests or business or objectives of the man whose order he wants, he is immensely strengthened as a salesman, and his percentage of successful canvasses goes steadily up.

Our definite suggestion to you is: Subscribe to THE POST yourself, and learn from its pages how your salesmen or executives can draw power from this newspaper. Then, having acquired the sought-for knowledge, subscribe to THE POST for each man in your service who can profit you by knowing what is in THE POST each week. If Frank Mutton and other prominent executives are making a success of THE POST as a salesman's aid, it is reasonable to suppose that other managers of salesmen and executives can likewise employ THE POST as a producing agent. And so we ask you to sign and forward the coupon below.

Dept. C.G. —143-153 University Ave.,
The MacLean Publishing Company, Limited, Toronto.

Send me THE FINANCIAL POST OF CANADA (weekly). Subscription price of $3 will be remitted on receipt of invoice in the usual way. Have this copy sent to

.....

.....

A Grand Sweetner worth recommending

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

Wherever good sugar is required Royal Acadia gives unstinted satisfaction.

To good housewives the name, Royal Acadia, is a symbol of sugar goodness and purity.

Put up in 2 and 5-lb. cartons, 20 and 100 lb. bags, half barrels and barrels.

The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA

INSIST ON ANCHOR CAPS

To go along with insecurely sealed goods on your shelves is leaving too much to chance. The conditions of the times demand that you make as frequent turnovers as possible in the shortest space of time.

Anything that tends to arouse the customer's confidence in the lines you carry is worthy of deep consideration.

People have come to know that goods sealed with Anchor Caps retain all the rich flavor and delicious goodness the maker puts in.

Naturally, a strong preference for goods with Anchor Caps has grown up all over the country. People buy more goods more often when they know they are sealed with the positive security of Anchor Caps.

Why let uncertain seals keep bigger sales and better turnovers from you? Your wholesaler can supply you any goods you wish to handle, sealed with Anchor Caps.

INSIST ON ANCHOR CAPS to-day.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

Wheat Flour Substitutes

THE Canada Food Board's order making compulsory the use of wheat substitutes has caused unprecedented demands upon our milling facilities. If your shipments of corn, barley and rye flours do not reach you as promptly as usual, please bear with us. With our special capacity for milling the substitute flour we are doing our best. In the meantime we suggest that you can assist speeding up deliveries by ordering not more than actual requirements until the rush is over.

Campbell's Corn, Barley and Rye Flours are sold in the following size packages:—

3½ lb. 7 lb. 24 lb. 49 lb. 98 lb.

Campbell's Corn Barley and Rye Flours

The Campbell Flour Mills Company, Limited
West Toronto, Ontario



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans FOOD PRODUCTS Watford

Mr. George Washington of New York Says

that he has turned the entire output of the G. Washington Refined, Soluble Coffee, over to the Government for the Soldiers in the front line trenches Overseas.

He hopes shortly to be able to again supply the trade; in the meantime you and your customers' indulgence is asked.

Send Tea To The Boys Overseas

The boys in the trenches enjoy a cheering cup of tea more than words can tell. One boy writing home said:

"I received your box. I have enjoyed a cup of the tea on many a lonely night."

In this particular instance, the tea sent was Red Rose, which is the very tea to send overseas. Consisting chiefly of ASSAMS—the richest and strongest teas grown—Red Rose makes a cup of strong, rich, satisfying tea, even if the water used to brew it isn't as fresh, sweet and clean as might be desired.

Tell your customers to include a package or two of Red Rose Tea in their "overseas boxes." You will do the boys overseas a good turn—and increase your tea sales at the same time.

T. H. ESTABROOKS CO., LTD.

ST. JOHN TORONTO WINNIPEG

WETHEY'S Orange Marmalade excels all others



Jars like this

are ideal for preserving and pickling

Prudent Mrs. Housewife will now be planning on beating next winter's high prices by putting away ample stocks of fruits and vegetables.

Show her how easily she can do this by using our Sanitary Stoneware Pottery—the best and most sanitary containers for this purpose.

Would you like to see our folder listing the complete line of crocks with prices? Send for it anyway. No obligation.

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.
King & Yonge Sts. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



Robinson's "Patent" Groats

and

Robinson's "Patent" Barley

for Infants and Invalids are two high quality lines that will fully repay a little selling effort on your part.

Your customers know the Robinson lines. Just remind them that you are handling these two favorites, and your stocks will diminish rapidly.

Magor, Son & Co., Limited

191 St. Paul Street W., Montreal
30 Church Street, Toronto

For the sake of
repeats and profits show

CHARBONNEAU'S IMPERIAL SUGAR CREAM BUTTER

After a trial display of this unsurpassed customer-pleaser you will fully realize its value as a dependable money-maker.

The quality is always tip-top and the prices are right.

Prompt Shipments.



This attractively labelled can makes neat attractive displays

CHARBONNEAU, LIMITED

MANUFACTURERS OF BISCUITS AND CONFECTIONERY
SYRUP REFINERS

MONTREAL

CANADIAN GROCER

Vol. XXXII. TORONTO, JULY 26, 1918 No. 30

Serve "Pep" to the Sales' Staff

Hudson Bay Co., Calgary, Alta., Print It Monthly and Fill It With Ginger Talks, Instructions on How to Prevent Errors, Wit and Humor, etc.—One Page Signed by the Store Superintendent

Special Staff Correspondence

"PEP" is the title of a monthly pamphlet issued by the Hudson Bay Co., Calgary, Alta., for the benefit of their employees. "Pep" not only supplies practical information on handling and serving customers in the store, but it also goes in for the humorous side of life—it contains ginger and jokes, so to speak.

A large number of stores throughout the country have been going in strong of late for sales classes, including every member of the staff. The Hudson Bay Co., Calgary, maintains sales classes for beginners. These are held twice a week, but they issue "Pep" to take the place of these classes in so far as the remainder of the staff is concerned.



Centre shows front cover of an issue of "Pep" and right and left are pages illustrated from two other issues.

The information for keeping the staff in touch with the ideas and methods of the management is given in each month's issue under the heading, "The Superintendent's Page." This page is probably the most important one in the entire issue. It is signed by the superintendent, E. A. Landry.

Urge Curtailment of Special Deliveries

For instance, in the March issue a number of items appeared on it under the following headings: "Good and Bad Penmanship," "About Wrong Addresses," and "Unnecessary Expense." Under "Good and Bad Penmanship" it is pointed out that whereas probably 75 per cent. of the staff are good writers and take pains in making out their sales slips so as to give the delivery department a minimum of trouble, some of the others are careless. "The sheet writer when entering the name and address on the delivery sheet is often compelled to stop and make inquiries either from the delivery superintendent or assistant, and often is actually obliged to call the department from whence the purchase came and make a further search," says one of the statements. This trouble and expense is caused by poor writing.

The information about wrong addresses urges the same care when making a sale.

Under "Unnecessary Expense" heading the staff is urged not to promise too many special deliveries. It is pointed out by the superintendent that the delivery department has reported recently quite a number of cases when the customer has been really surprised to find her merchandise come as a special delivery. Delivery operation to-day is a big expense, and it is necessary to keep it down to the minimum.

The front cover of the same issue has splendid selling talks on "The Voice on the Telephone." This aims to show the correct method of talking to a prospective customer over the phone in order that she may not feel that the speaker is gruff or discourteous in any way. The article cites a case of how a salesman in a large department store missed his opportunity to sell a vacuum cleaner because he began to argue with the customer over the phone.

Choice of Words Important

In another issue the superintendent has some important talks under the headings of "Lates," "Objectionable Words and Expressions," "Avoid Making Mistakes," and "Wasting Time."

Under "Lates" the staff is urged to realize the importance of being at their work at the specified hour.

Under the "Objectionable Words and Expressions" item, it is pointed out, it is preferable to use the word "we" instead of "I" in all cases except those of a strictly personal character. For instance, a clerk should say, "We have this in ten shades"; not "I have this in ten shades." Advice is given to use the word "Madam" and not "Lady" in addressing women when not acquainted with their surnames. The word "Apartment" should be used and not "Flat" in

referring to an apartment building. Clerks are also instructed not to use the abrupt question "Charge or Cash?" Instead say, "Have you an account?"

In connection with "Avoid Mistakes," the selling staff is urged to call upon the buyer or assistant floor man or superintendent to furnish information which is not at hand.

A Lesson on Wrong Addresses

To avoid getting wrong addresses the sales people are urged not to write down an address from memory, but to make sure of its correctness. The management points out that loss through error occasioned by neglect cannot be overlooked. Loss through error in issuing checks or their extension, entry of figures on transfers or giving package or change to wrong customer may mean dismissal. "It is just as easy to be careful," writes Mr. Landry, "as to be careless when the habit is once formed. Aside from the possibility of dismissal carelessness in small matters unfits you for usefulness in any sphere of labor elsewhere."

In still another issue of "Pep" the superintendent's page has items under the following headings: "Common Errors in Making Out Sales Checks," "'Lates' Last Notice," "Carrying Small Packages," "Small Purchases," "White Blouses for Sales Women."

In connection with "Small Purchases" the staff is urged to give the same attention to customers buying only small articles as they give to those who purchase expensive goods. "What about yourself when you go to a store to make only a small purchase? Would you like to have the clerk in the other store make you feel uncomfortable just because you are making this small purchase? You certainly would not feel like going back to that store again." This is the way it is put to them.

Through the issue of "Pep" there are a number of ginger phrases such as "A real sales person sells goods so they stay sold." Another reads "When customers ask to see merchandise and don't buy, whose fault is it?" Still another, "Talent without tact is worthless. Talent is power. Tact is ability to direct that power."

Better Service—The Aim

The information supplied in "Pep" is designed, as one will see from the above, to keep the staff posted on the ideas of the management towards a better service to customers. This tends to perform the same service as the sales' classes mentioned above. Each issue also contains a number of personal items about members of the staff and is gotten up in such attractive manner that it cannot fail to be read.

IMPORTANT SUGAR ORDER

Food Board Prohibits Retailers From Re-selling Sugar to Small Manufacturers of Candy

By Order No. 54 issued by the Canada Food Board, no retail grocer is allowed to re-sell sugar to any manufacturer of candy unless that manufacturer can produce a written permit from the Canada Food Board allowing him to make the purchase. This applies principally to small manufacturers of candies who have been in the habit of dropping into a retail store in a hurry for a sack of sugar and paying cash for it.

Another sugar restriction now in force is that which prohibits the manufacture of icing sugar in any form after the 15th July. These recent regulations were mentioned to CANADIAN GROCER by officials of the Canada Food Board during special interviews with them at Ottawa.

Merchant & Community Development

The Interest Every Merchant Should Take in This Growing Idea Emphasized by Retailer Who Has Benefited—The Farmers' Problems Should be the Merchant's Problems

Written for CANADIAN GROCER by H. M. Clark, Lakefield, Minn.

COMMUNITY development is an actuality. It is a real living thing! It has passed the "hope-so" experimental state. Many towns and villages now point with pride to community building.

Co-operation of town and county bespeaks community growth. The prosperity of the farmer and the merchant travel hand in hand. Deny one—you rob the other. Let misfortune overtake one—the other suffers at his neighbor's discomfiture. Let fortune smile on one, and the rays of sunlight hit the other.

We have got to get away from some of our old antics and get down to brass tacks. We merchants must cut out such phrases as YOU country folk, US town people. You must learn to say, to feel and live just one sentiment every day of the year and that is WE good folk of a community center.

Treat the Farmer Fairly

If you want to tear down the so called existing social bar that hinders the country man and the merchant from meeting on a level of friendship and good comradeship, you, Mr. Merchant, have got to do some common-sense thinking and get busy. You and your good family have got to learn to meet the farmer on a social level and treat him and his kin with equal respect and dignity.

You have got to establish in your home town a community center and get things agoing. Have a few good social times, liven things up and have your family and the farmer's family get acquainted. One of these nice Sundays you and your family may be autoing out to a good country home to sit down to a swell chicken dinner. And in a short time you have the basis of community development started.

You have got to take an active interest in the farmer's business and the affairs that daily interest him. You want to see that he has in your town a good market for all he wishes to sell. That he gets market prices and the best of treatment.

Then, to get his trade, brush up that dinky old store of yours, adopt a system to your business and inject some efficiency into it. Carry the goods people want when they call for them. Try out quality and service. Be a gentleman and a merchant. Be square in all your transactions.

Don't baby the farmer. Treat him in a sane business-like manner. Inspire him with confidence that you know him to be four square honest, enterprising and give praise and credit where it is due. Take him into your confidence in all matters pertaining to the upbuilding and betterment of your country and town life. Advise with him on all matters which tend to better local conditions. He is an integral part of your community. So are you. Just think pulling together what you can accomplish.

In retailing merchandise sell up to a quality, never down to a price. Know your stock, be sure of it. Confidence is the greatest asset to the retail merchant. Get confidence and give it and you have made an important stride along the line of successful merchandising.

Be Bigger Than Your Business

If you can't be a bigger man than your business, sell out and give a decent man a chance. If the idea of personal profits and what you can lay aside year to year mean more to you than the town and country you live in, you are a selfish egotist; you will never add one iota to community building and the quicker you are removed the sooner a real live man will have a gentleman's chance.

Broad minded successful merchants are found to be men who have had time to build up a successful business and still take time to look after the interests of his neighbor, the farmer and the laboring man, trying in so many ways to better their conditions socially and financially.

Thus working with the farmer and others, the merchant learns his duty, his part in community development. In helping others he helps himself and attains that degree of manhood where his worth to the town is a community asset.

12,000 at Winnipeg Caterers' Picnic

Eleven Trains, Packed to Capacity, Requi.ed to Move the Crowd to Grand Beach—Event Favored With Glorious Weather

THE grocers of Winnipeg liked Grand Beach so much last year, they decided to spend their annual picnic there again this year. And it was *some* picnic. It took eleven trains to take the crowd, and every train was filled to capacity. Altogether twelve thousand people dropped what they were doing on Wednesday, July 17, and went to Lake Winnipeg.

No, there are not twelve thousand people in the grocery business there, but to anyone who knows the trade there, it would have surprised them to see how many people are connected with the grocery trade in one form or another. The word "caterer" takes in everybody, butchers and bakers included.

Winnipeg stopped business that day. The policeman at the corner of Portage and Main had nothing to do. The Union Station on Wednesday morning was a never-to-be-forgotten sight. As usual, J. H. Treleaven had charge of switching the engines, and everything passed off without a murmur.

Different to last year, the weather man provided the best sort of element. In 1917 there was a shower every ten minutes, with tantalizing unexpectedness, sending the crowd helter skelter to small shrubs and under the sidewalk. This year it was not necessary, for the weather was perfect.

The details for the picnic were well planned and everything was carried on without a hitch. Only one slight accident marred the pleasure of the day. The accident occurred while a race was at its height of excitement when a young married woman fell and slightly injured herself. She was taken to the first aid station.

The sports programme was of a most thrilling nature, especially when excited members of the gentle sex of all ages piled themselves gracefully in a heap and struggled to find their shoes and stockings in the boot and shoe race.

Baking Competition

In the Codville baking competition, the numerous exhibits of fine quality made hard work for the judges. There were $50 cash prizes, and the first prize winner made her biscuits entirely from substitutes without any wheaten flour. The prize winners were: 1, Mrs. Geo. H. Armstrong; 2, Mrs. Donald MacLean; 3, Mrs. David Drynan. Honorable mention was given to Mrs. E. W. Edwards, Mrs. W. Gooch, and Mrs. W. D. McIvor.

All the prizes were distributed by S. C. Richards, president of Richards & Brown, Ltd., wholesale grocers. Here are the results of the sport contests, the winners being given in order for each race or event.

Among the interesting sport events were the following:

Employers' race— Frank Marples, Percy White, H. Spottiswood.

Retail caterers' inside employees—S. Rosenblat, C. E. Rogers, J. B. Law.

Travellers (wholesale)—J. Congalton, J. Polly, W. J. Johnson.

Retail caterers' drivers—C. Wallie, D. Matheson, F. Read.

Wholesale caterers' inside employees—J. Stepjnak, H. E. Ryan, J. Grant.

Wholesale caterers' drivers—Buster Smith, Jack Martin, W. Vanderlost.

Committeemen's race—W. J. Johnson, J. Congalton, N. J. Lawrie, J. McLennan.

Retail grocers' consolation—H. Ritchie, J. R. Hodgson, R. L. Ritchie.

WHOLESALE GROCERS FIND REGULATIONS BURDENSOME

Urge That no Unnecessary Information be Demanded—Ontario Wholesalers Will Petition the Food Board in This Regard

There have been several meetings of the wholesalers of Ontario held in Toronto recently to consider what can be done to make the regulations of the Canada Food Board less burdensome. There is no feeling of antagonism on the part of the wholesalers and they are quite ready to submit to the regulations with good grace. They contend, however, that the carrying out of the strict letter of these regulations requiring a monthly accounting of all stocks in their hands entails an enormous amount of work that is of no practical value.

At the meeting referred to it was decided to approach the Canada Food Board in the near future with a view to making these regulations less troublesome. There are, it is contended hundreds of lines handled by the wholesale grocer in which the Canada Food Board can be in no way interested, yet the monthly accounting of these small lines is a serious item of labor. The wholesalers are anxious that this comprehensive clause be withdrawn, and that they be requested instead to give account at such times as the Food Board may select of those essential commodities in which the Canada Food Board is interested. In this way it is felt that there might be much less work for the wholesaler without the loss of any of the effectiveness of the order.



Left—The proceedings were held up while the crowd watched Frank Scott take a picture of S. C. Richards (Hon. President of the Winnipeg Caterers' Association and President of Richards & Brown, Ltd., wholesale grocers) (seated) and Jack Campbell, of Treleaven & Campbell, grocers holding himself up by tent pole). Right—Successful competitors in events 12, 13, 16 and 32. Notice their prizes. They are Jas. McLennan, George Sinclair, A. H. McIntosh and H. Brewer.

Over 10,000 at Hamilton Grocers' Picnic

Threatening Weather Turns Into Fine, and Great Crowd Visits Wabasso Park—Grocers Win the Ball Game—Many Splendid Running and Boat Racing Events—Some of the Incidents of a Day of Pleasure

Reported by Canadian Grocer Staff Member.



Left—A group of officials, "Bay" Hill smoking a cigar. Centre—Jack Knox, Billy Smye, J. M. Simmena, A A. Adams and S. B. Hamilton. Right—Jno. Young, W. Smye, Jno. L. Brown, Ed. Hazell, Jack Book and Tom Mitchell.

HAMILTON, Ont., July 24.—To be present at the Hamilton Grocers' Picnic is a great privilege. You are usually one of ten thousand or more to share in the honor. This year the picnic was again held at Wabasso Park, just across the bay from the Industrial City docks, and it is estimated that the ferry boats and motor cars carried to and fro no less than ten thousand people.

This in itself stamps the big picnic as one of the greatest in Canada.

But when one considers the fact that the Hamilton grocers have had a great deal of practice in operating picnics, it is not to be wondered at that they have such success. One merchant told CANADIAN GROCER representative he had not missed a single picnic in 22 years. Some of the picnickers hadn't missed one in 25 years. The boats came and went, morning and afternoon, every few minutes, and some one with a mathematical turn of mind stated there were no less than 400 automobiles parked back of the grounds. The weather in the early morning was not very promising, but the sun always shines on the grocers of Hamilton, the day eventually being a "hand-picked" one.

One of the most interesting spots about the park was the headquarters of the general staff that carried out the operations. A house mover had changed its location recently and moved it to the border of the grounds. An old resident at the picnic claimed to have mixed the mortar that held the laths apart more than 60 years ago. It was here that President James Lawrie and his staff took up their quarters. It was unnecessary for anyone to go dry or hungry who knew the ins and outs of this particular establishment. Some almost exceeded the speed limit to get to it at times.

But the old house refused to have its picture taken by CANADIAN GROCER camera. Either this or the president's white apron or R. Gardner's parcel was responsible for the unsuccessful operation of the light upon the film. It may also have been that a traveller or two in the group mixed up the shutters. Nevertheless the "headquarters" was the scene of many revisitations on the part of the men behind the picnic and their friends.

Some of the Main Features

Jacob Venator, chairman of the picnic committee, was assuredly a busy man. Our geod friend General Foch could not have shown more exertion in rounding up a German army. His rube band just in from the country was one of the main magnets for the crowd in a day of numerous attractions. Its music was augmented by the famous band of the 13th Royal Regiment

Around the noon hour the "canteen" headquarters was a busy place. Hot water, tea, coffee, and milk were handed out by a staff that was on to its job when the rapidity with which the picnickers were served was noted.

Among the old stalwarts whose experience in running the Hamilton Grocers' Picnic dates back many years were to be found James Main, treasurer of the association; "Bay" Hill, the versatile secretary, John Forth, Jack Brown, Jack Knox, Ed. Hazell, Gus Ante, J. M. Simmers, Billy Smye, etc., etc. Their efforts were ably augmented by some of the younger grocers. G. H. Moyer, chairman of the games committee, had to be in five or six places at once in order to get the sports put through on schedule time. For instance there were the boat races and the baby show all at one time. In spite of the fact that the babies require a lot of attention the aquatics were superintended promptly.

More Than 100 Offspring

Speaking about baby shows, were you ever selected as a judge? What would you do if some hundred and twenty-five babies and one hundred and twenty-four mothers—there was a pair of twins—looked up to you with appealing eyes for the first prize? This was one of the predicaments in which the representative of CANADIAN GROCER found himself. Salvation lay in the fact that there were two other judges—competent judges at that. They happened to know something about babies and from the last report heard from Hamilton they were still in the land of the living. These were Alderman J. S. McIntosh and A. A. Adams. It is understood there were two or three other Hamilton men selected to judge the babies, including a minister of the Gospel and a wholesale grocer, but evidently on thinking over the matter during the night they considered discretion the better part of valor. It can be pretty safely taken for granted that, in future, judges for the baby show must be selected on the grounds without any previous knowledge of the part they have to play. Better still, their consent should be given not more than five minutes before the contest begins. They will then not have an opportunity to change their mind.

Leaving the babies with their mothers let us take a look at some of the other events on the big programme. Among them was a contest for feminine grocery clerks. The camera man snapped a few of them as they lined up waiting for A. A. Adams' pistol shot. Talk about conservation of man-power in the grocery store! The Hamilton grocers seem to have pretty well solved the problem; and to see the way they bolted down the

race track indicated they could hold their own with any man-clerk behind the counter. Good thing the Oakville highway sleuths were not at Wabasso Park that day.

Then there were soap races, shoe races, throwing contest for women, skipping races, married women's races, three-legged races, men's races, four-legged races, single ladies' race, ladies' double race, etc., etc., all for the many representatives of the human race that attended by the big event.

Travelers Versus Grocers

The picnic of the Hamilton grocers always is a magnet for the travelling salesmen. There were many of them on the ground. Just about noon they were walking around with their baseball suits on and a chip on their shoulders So there was a ball game between the grocers and the travellers. Last year the travellers won the cigars but the tables were promptly turned upon them this year. At the end of the 9th the chocolate-colored scorer from the sunny South announced the grocers ahead by 15 to 4. F. A White managed the winning team. His smiling face may be seen in the centre of the photograph. Michael Cummings and George Cann, two old-timers on the Hamilton grocers' team, had their share in the brilliant victory. Bridgewood pitched the winning game and undoubtedly was chiefly responsible for the small score of the knights of the grip. Nor was it altogether the fault of Wilson, who represented the travellers on the flinging line, that his opponents' score was so high. A little more support from his confreres and the game would have been closer. To make a long story short the grocery nine carried off the cigars. The teams lined up as follows:

Grocers—L. Bridgewood, p.; V. Court, c.; M. Cummings, s.s.; Geo. Cann. 1b.; F. Blowie, l.f.; Fred Andrews, c.f.; J. Hawkey, 2b.; F. Towers, 3b.; and H. Cohen, r.f.

Travellers—Wm. Foote, c.; C. Wilson, p.; V. Bard, 1b.; A. Lavis, 2b.; R. Colbourne, 3b.; C. Carey, s.s.; H. Carey, l.f.; C. Ranson, c.f.; P. Fletcher, r.f.

The games committee consisted of James H. Moyer, chairman; H. Merritt, secretary; R. Gardner, F. Hamilton, John Knox, F. White, Gus Ante and J. M. Simmers. The day was warm and John Knox and A. A. Adams as starters in the running events must have lost in weight several pounds due to perspiration. Naturally there was more competition among the grocers to catch the winners. This explains why John Brown, William Smye, R. Gardner, Ed. Hazell, Jno. Young, Jno. Book and Tom Mitchell were in charge of the finishing tape. One can readily understand this in view of so many events in which the feminine sex was interested.

To sum up the success of the 1918 event was in keeping with those that have gone before. The splendid results are due especially to the officers, executive committee and the various picnic committees. These were as follows:

Officers—James Lawrie, president; D. K. Clarke, 1st vice-president; John L. Brown, 2nd vice-president; James Main, treasurer; M. R. Hill, secretary.

Executive committee—John Young, chairman; John Knox, R. Gardner, W. Smye, S. Hamilton.

Picnic Committee—Chairman, Jacob Venator; treasurer, J. Main; secretary, M. R. Hill; transportation, Ed. Hazell; refreshments, Gus Ante; games, G. H. Moyer, chairman; printing, W. Smye, chairman; music, H. Taylor, chairman; reception committee, J. L. Brown; finance committee, J. Main and E. Hazell; auditors, E. Moyer and J. Venator.

PICNIC BRIEFS

The Hamilton grocers are to be warmly congratulated on organizing a picnic on such a big scale. A few of them should sign up with the Government.

* * *

President Lawrie and Jacob Venator, chairman of the games committee, got in some fine practice for busy days behind the counter.

* * *

What would a Hamilton grocers' picnic be without Bay Hill? Echo answers, what?

* * *

John L. Brown, Tom Mitchell and Jack Book were there in lemonade suits advertising jelly powder. Where they got the buttons and who made the button-holes was the problem that worried the crowd.

W. Linder, a Red Rose tea salesman, made sure that the Rube-Band did not get sunburnt. He had a special umbrella made for the occasion.

* * *

Here's hoping the 1919 event will be still greater.

ACTION AGAINST LARGE AMERICAN DEPARTMENT STORE

Ordered to Desist from Form of Advertising That Implied a Criticism of Other Merchants

Some time ago CANADIAN GROCER drew attention to the interesting case of Sears, Roebuck & Co., Chicago, who were accused of false statements in regard to their advertisements regarding sugar. As a further development of this case the Federal Trade Commission has ordered the company to desist from this form of advertisement.

Attorneys for the firm did not contest the case, but agreed to a statement of facts with attorneys for the commission, and the order was issued on the basis of these facts.

The advertising alluded to in the order was in connection with sugar offered for sale.

Prices between three and four cents a pound were quoted, but it was charged that when effort was made to buy sugar at this figure it was found that only a limited quantity would be sold to a customer and would be sold only in connection with the sale of some other articles of food.

The commission found that the sugar was actually sold below cost, the profit being made on the combined sale.

Other advertising from which Sears, Roebuck & Co. must refrain, according to the official order, is representing that its sugar could be sold at a low price because the firm was able to make such large purchases and move its stock so quickly that it had an advantage over competitors, and representing that some competitors were charging more than a fair price for sugar.

Several orders of a similar characte have been issued and the question of the legal right of the commission to issue such an order has not yet been questioned to the extent of disregarding the orders.



Left—The winning grocers' baseball team after the battle. Centre—J. Venator, picnic committee chairman. Right—Jack Knox and A. A. Adams lining up a few of the feminine grocery clerks.

Making the Handling of Fruit and Vegetables Pay

Suggestions to Retail Grocers Tending to Eliminate the Heavy Percentage of Waste That Limits the Dealer's Profits, and Destroys Essential Food Products

THE wastage of fruit and vegetables is a very serious item. Some of this wastage is unavoidable, but by far the larger part could be avoided by careful handling. Because they believe that the grocer may become an important factor in eliminating this avoidable waste, if he is brought to realize how this waste occurs and how it may be avoided, the War Emergency Board of American Plant Pathologists are issuing some material calculated to lead to a better understanding of satisfactory handling conditions. This material has been supplied to CANADIAN GROCER by W. A. McCubbin, Canadian Commissioner of the War Emergency Board.

Handling Perishables Should Pay

Fruits and vegetables should return a profit to the grocer. The increase in operating expenses, with its inroads into the traditional twenty per cent. profit, make it poor policy to handle fruit at cost for the sake of creating good will. Nor is it possible to assure a profit on this class of goods merely by raising prices, for these valuable and necessary articles of food are so generally regarded as luxuries that an increase in price may mean such a falling off in demand as to cause a glut. The grocer can, however, improve his handling methods, reduce the loss from decay, and thus increase his profits and render patriotic service by saving food.

Everyone Loses When Fruits and Vegetables Rot

Fruit which rots on the grocers' hands is a dead loss all round. The grower gets less than he should for his crop, the consumer pays for the part of fruit that rots as well as for what he eats, and the dealer loses the profit he should have made.

Some vegetables deteriorate greatly in quality and still remain salable; for example, sweet corn, green peas and asparagus. Fresh asparagus contains from 1½ per cent. to 2 per cent. sugar along with other food materials. If, however, asparagus is kept in a warm place, the sugar rapidly disappears and the amount of cellulose, that is, wood fibre, increases. In other words the longer you keep asparagus in a warm place the less sugar you have and the more wood.

Keep Them Moving

Practically all fruits and vegetables deteriorate rapidly when held for display on store counters or in the windows. Some, such as strawberries and raspberries, will rot in a few days. Apples from storage will often scald and thus become hard to sell. All such goods should be moved as rapidly as possible. This means well timed purchases, attractive prices, in particular an opening price which is low enough to create a buying habit, and the display of sound, clean goods.

The success of the fruit stand in handling perishables is largely due to the fact that many grocers are content to have boxes of half spoiled fruit in front of a counter while on the fruit stand there is always clean, sound fruit on the top of the pile. This phase of the retail business has been repeatedly emphasized by A. U. Chaney of the American Cranberry Exchange, who says: "Time and again have I noted that a retailer who has unsound and unattractive fruit in his store has blocked his sale of cranberries." The same is equally true of peaches affected with brown rot or of apples which show scald. A first-class grocery is not the place to exhibit diseased fruits; leave that to the experiment stations.

Well Grown Fruits Keep Best

In many cases the fungi which cause decay of fruits gain entrance in the field and they can be controlled by well known methods. Probably in no fruit is the annual loss in the retail store greater than in the case of peaches. While, in the case of fruit shipped long distances, it is now impracticable for the grocer to know from what type of orchard his peaches come, the dealer who handles locally grown fruit may well insist on buying only that which has been thoroughly sprayed and thus avoid trouble for himself and help educate the growers. The same is equally true of apples, cherries, plums and other fruits. The plant pathologist and the grocer should work together towards a time when sprayed fruit will bring a premium over fruit of equally fine apearance which may contain the germs of decay-producing organisms.

Keep Cool

Perishable fruits and vegetables must be kept cool if they are to be kept at all. Professor Morse of Amherst has shown that bunches of asparagus kept in a warm room deteriorated more in one day than similar bunches in a refrigerator did in four days. The same is true of many other vegetables.

Probably no common fruit shows a greater percentage of loss than the strawberry. The United States annually produces over eighteen million dollars' worth of strawberries. This is an important food crop. In addition to furnishing the only cheap fruit which is abundant early in the season, good strawberries contain from four to five per cent. of sugar and other food material. Strawberries are, however, short lived and are readily attacked by black mold which rapidly causes them to collapse and to lose their juice. This disease is well known to the trade and is aptly named "leak." It has been ascertained that in the United States this fungus destroys over five per cent. of all the strawberries grown in that country, an annual tax on the American public of at least a million dollars. Careful study has shown that black mold will grow more in 36 hours at 91°F. than in three weeks at 50°. It has also been shown that strawberries placed in the sun absorb the sun's heat so as to become markedly warmer than the air. It is no exaggeration to say that the average box of strawberries will spoil more in half a day in the sun in front of a grocery store than it would in three days in the refrigerator or even near the meat room.

Hands Off!

Trade experience and scientific investigations alike show that most fruits and vegetables are injured by handling. Tomatoes, peaches, cranberries and strawberries among other things spoil rapidly after being handled, especially in a warm room. What, then, must be the effect of critical pinching and squeezing by every housewife who is trying to decide between tomatoes at twelve cents a pound and string beans at thirteen. If the purchaser must have a sample take one out and make her a present; do not return it to the pile. Let the rule there be "Hands Off," and let the rule be made known by a neat sign plainly displayed.

As long as small berries habitually get into the bottom of the box, thrifty housewives will want the berries dumped out, but this handling should be reduced to a minimum. One good plan is to put only a dozen or so boxes on display, and keep the main stock in cool places. Thus berries which have been dumped out will be sold first and the rest of the crate protected alike from the heat of the store and handling.

In these times of food shortage and high prices, public attention is being called sharply to waste of all kinds. One source of waste is the decay of fruits and vegetables in the grocery store. This can and will be largely reduced.

HUNDREDS OF DOLLARS SAVED

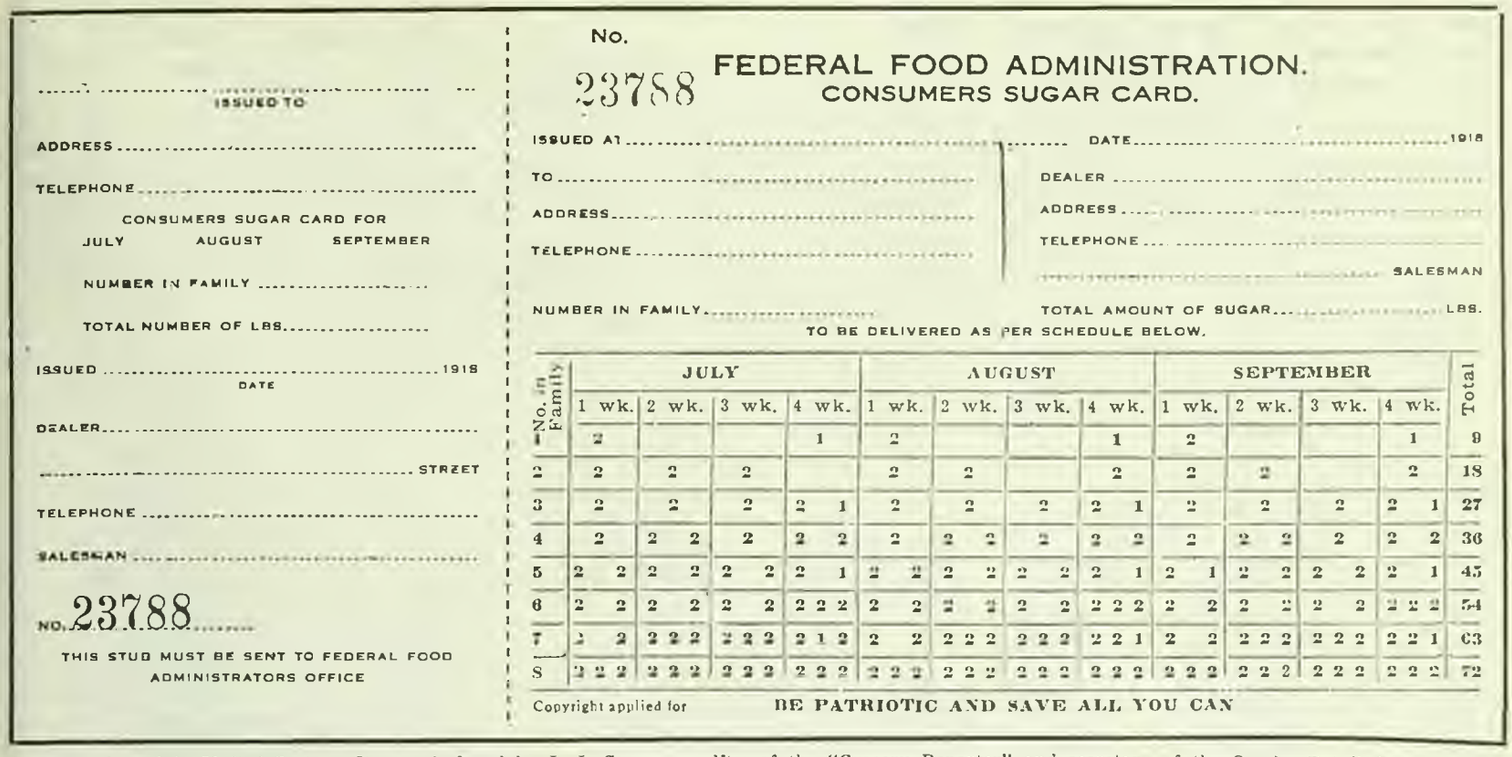
The MacLean Pub. Co., Ltd..

Gentlemen, — I am enclosing postal note for $3.00 *to renew my* CANADIAN GROCER *for another year. I can safely say I have saved hundreds of dollars the past year by keeping posted on the advancing markets by following the advice given in the* CANADIAN GROCER.

I find that the self-measuring oil pumps save the most time of any of the fixtures I have, as I use them the most, but I think all of the fixtures pay for the investment.

C. S. FENNELL.

Thomasburg, Ont.



ISSUED TO .....

ADDRESS .....

TELEPHONE .....

CONSUMERS SUGAR CARD FOR
JULY AUGUST SEPTEMBER

NUMBER IN FAMILY .....

TOTAL NUMBER OF LBS. .....

ISSUED 1918
DATE

DEALER .....

..... STREET

TELEPHONE .....

SALESMAN .....

NO. 23788

THIS STUB MUST BE SENT TO FEDERAL FOOD ADMINISTRATORS OFFICE

No. 23788

FEDERAL FOOD ADMINISTRATION.
CONSUMERS SUGAR CARD.

ISSUED AT ..... DATE 1918

TO .....

ADDRESS .....

TELEPHONE .....

DEALER .....

ADDRESS .....

TELEPHONE .....

..... SALESMAN

NUMBER IN FAMILY ..... TOTAL AMOUNT OF SUGAR ..... LBS.

TO BE DELIVERED AS PER SCHEDULE BELOW.

No. in Family	JULY				AUGUST				SEPTEMBER				Total
	1 wk.	2 wk.	3 wk.	4 wk.	1 wk.	2 wk.	3 wk.	4 wk.	1 wk.	2 wk.	3 wk.	4 wk.	
1	2			1	2			1	2			1	9
2	2	2	2		2	2		2	2	2		2	18
3	2	2	2	2 1	2	2	2	2 1	2	2	2	2 1	27
4	2	2 2	2	2 2	2	2 2	2	2 2	2	2 2	2	2 2	36
5	2 2	2 2	2 2	2 1	2 2	2 2	2 2	2 1	2 1	2 2	2 2	2 1	45
6	2 2	2 2	2 2	2 2 2	2 2	2 2	2 2	2 2 2	2 2	2 2	2 2	2 2 2	54
7	2 2	2 2 2	2 2 2	2 1 2	2 2	2 2 2	2 2 2	2 2 1	2 2	2 2 2	2 2 2	2 2 1	63
8	2 2 2	2 2 2	2 2 2	2 2 2	2 2 2	2 2 2	2 2 2	2 2 2	2 2 2	2 2 2	2 2 2	2 2 2	72

Copyright applied for BE PATRIOTIC AND SAVE ALL YOU CAN

Sugar card used in United States. It was designed by J. J. Cameron, editor of the "Grocery Reporter" and secretary of the Omaha Retail Grocers' Association and adopted by the government.

"The Old Order Changeth"

Lessons to be Garnered From Present Conditions—How the Changes Have Benefited Rather Than Hampered the Grocer

By Henry Johnson, Jr.

THE first duty of any merchant is to run his own business at a profit. To do that with any certainty he must turn most searching scrutiny within, for he cannot hope to improve his business until he knows its condition. You cannot solve a problem until you know what that problem is. You cannot better your business until you know all about it so that you can put your finger on its weak spots and try to strengthen them.

First, then, what does it cost you to do business—I mean you, specifically; not "you" in general? No longer will it serve to "guess I'm working along about right—costs me around 16 per cent." Even when you have ascertained what so few merchants know, that, for example, you are operating comfortably within the average—say 15 per cent. —your task is not ended.

Next it is your business, while keeping tab on your own affairs to see that the 15 per cent. is not exceeded in any one month or week, to study your environment. Learn what it costs your neighbors. If you find they do not know, jump in and help them find out. If you find that some neighbor is working his business for less than it costs you, your next task is to get your costs down to his level.

Men Don't Know

Certain chain stores do business on a gross margin of between 12 per cent. for their more efficient stores and 14 for the most expensive. Over thirty years ago my father told me that our gross margin was around 12½ per cent. For many years I have believed that any margin below 18 per cent. was impossible, but within a few days I found a grocer whose average operating expenses are 10 1-10 per cent., and he knows precisely what he is talking about. Another says to-day that a gross margin of 12 to 14 per cent. "cannot be possible in a successful business," yet we have the fact that one is operating on a trifle over 10 per cent. He could get on very comfortably either on 12 per cent. or 14 per cent.—in fact I am sure he is not realizing anything like 4 per cent. net on sales. Another grocer tells me that his expense is 8 per cent., but I am not yet satisfied that he knows, so I am passing that up for the present.

The point I am trying to make now is twofold. If it was possible to work on 12½ per cent. gross in 1885 with groceries on a given level of value, why is it not possible to work on the same percentage to-day with groceries averaging nearly twice the average unit value? Again, inasmuch as the present-day merchants whose figures I am quoting are operating where rents, wages and other items cost vastly more than we paid in 1885, and yet are running along on expense accounts of 10 per cent. or thereabouts, not only is it possible to work on 12½ per cent. to-day in certain conditions, but that is being done.

And yet, right now a large grocer who, in addition to operating his store, runs a large bakery, has just awakened to the fact that the use of 20 per cent. wheat substitutes advances his costs far beyond his calculations He has found, for example, that (1) the substitutes cost about 50 per cent. more than wheat flour, and (2) that the "swell" is much reduced, so that there are not nearly so many loaves to a barrel. This man—no tyro of a grocer either—has just permitted himself to "guess" for a little time.

What is Coming?

Do you observe what is going on around us to-day? Go slow on the conclusion, now, for I am asking you one of the most difficult questions. Foresight is said to be a great thing; hindsight is supposed to be worth little; but, believe me, the greatest of all is present sight. To be able to look about and rightly interpret what is happening about us is a character of ability rarely possessed by any man. So, as I try to indicate what I see, let me ask that you consider that we are all just discussing things—all trying hard to understand our own times and peer into the future.

First, then: For so many years that few of us recall when conditions were different, a long line of goods has been sold on a gross margin so narrow as not to equal the average expense of doing business. Sugar, flour, eggs, butter, etc. —you know the list. Now comes the

Food Administration and tells us to sell those same things on about the same margin we have always sold them; indeed, the administration provides us with a trifle better margin on the average—and we hold up our hands and shout "it can't be done!" Yet we go ahead and do it, like good, loyal Canadian grocers, and behold, gradually we awaken to the fact that we get along quite comfortably.

Second: We find that so many alterations are being made in the habits of our customers that there are many opportunities to cut expenses.

Third: We are being compelled to keep accurate accounts, and the best of us are learning things about our own business which are positive revelations to us. One man who for years has made a hobby of figures and statistics states that he was amazed when he made out his first statement for the government to find what a lot there was he could learn from it that had been as a closed book to him before. He was so enthusiastic about it all that he told a complaining brother grocer: "The regulation putting us out of business? I want to say to you right now, that it is putting us IN business—that's what!"

Whither are We Tending?

O, well, but that is not all of it. We cannot stop here, in fact there is to be no stopping place on this line, and the man who is looking for a let-up and a rest had better drop out right now, for look you: The government is not gathering all those statistics and tabulating and analyzing them for its health. No. It is correlating all those facts and figures with the intention of standardizing costs of different grades of service in various zones of the country so that it will be able to say just what certain lines should sell for in any given city, accompanied by the various kinds of service.

After the war, supposing we can predicate anything on such a nebulous date as that, some other body will probably take up the work of the Food Control Board, having at hand all that it and the food boys have learned. Following the ways of democracy there will be no force, coercion nor "verboten" stuff, but just prices will be published in every community. Maybe this is the way we shall see butter quoted in 1928, to put the date far enough ahead:

	C&C	C&D	D&C
Butter, pound print ..	44c	45c	47c-50c

The initials stand for cash and carry, cash and delivery, delivery and credit. There will be considerable leeway under the last classification to cover the range of choice of the customer whether she will trade where a fair grade of service obtains or where things are as fancy as they can be made.

You can sense the force of such a system. Not a soul will be coerced. No thumbscrew on anybody, just the tremendous force of public opinion backed up by pitiless publicity.

"The Old Order Changeth"

A few months ago, talking with a Chicago jobber, mention was made of 1914. "Nineteen fourteen," he fairly exploded: "that is ancient history in the grocery business to-day." Within a month I related this to a California jobber and he said, more quietly, but very impressively: "Why, that's no exaggeration, for the fact is that 1916 is ancient history. We are in truth doing things to-day that we did not dream possible in 1916. Our entire business is changed around. Old rules are in the discard. We are all back in the kindergarten."

This being the case, is there any grocer fatuous enough to imagine that he is going to escape absolutely radical readjustment of business? If there is he is not merely fatuous—he's fat. Traditions of 16 2-3 per cent. as a necessary or inevitable basis must go by the board. Pet notions that all articles must be sold on a margin sufficient to cover the average expense, and then some, must be discarded. In short, men of a lazy mental habit will not survive, and let me add that most grocers who think they are very busy men are lazy from the collar up, no matter how busy their legs and hands may be.

The grocer of the future is not going to be a man who beefs around bellyaking about conditions, abuses, and "if they'd all get together." He is going to be a keen, alert, deeply thoughtful man, whose outlook will be ever forward. He will be bound down by no traditions at all but will be looking for better ways every day. I am persuaded, too, that he will have absorbed into his mentality the supreme truth and wisdom embodied in the wonderfully practical business text: "He that is greatest among you, let him be your servant."

TWO CHANCES LEFT.

Cheer up! You have two chances: one of being drafted and one of not.

And if you are drafted, you have two chances: one of going to France and one of not going.

And if you go to France, you have two chances: One of being shot and one of not.

And if you are shot, you have two chances: One of dying and one of not dying.

And if you die—Well, you still have two chances!—*The Courier.*



Some examples of equipment in the Climax Grocery, Fort William, Ont.

THE CLERKS' DEPARTMENT

CROZIER—CREATOR OF GUN-CROWDS FOR U.S.A.

An Austere Tussler With Every Sort of Handicap, but a Man Who Has Won Out by Force of Will is Chief of the U.S. Ordnance Department

IT is said that the Allies are content to-day to hold the front against enemy onslaughts, letting the Kaiser's legions litter the earth with their dead, until the American armies arrive in sufficient force to help sweep the Huns backwards across devastated Belgium in forced retreat that may quickly become rout. There are many who think of that time in terms of men: there is one man in the United States who can think of it only in terms of guns, guns, guns. That man is Major General William Crozier, Chief of the American Ordnance Department. He does not believe that the United States armies can ever have too many guns to do the work that is ahead of them.

"With guns enough you can win this war without the terrible losses of the past," he says. "Without guns enough," he adds, "you may lose thousands of men in fruitless efforts, and may even lose the war. There is not a man who has lived on that bloody line in Europe who will not agree."

That was said some time ago. Events seem to prove more and more the paramount importance of guns. General Crozier is justified in his beliefs. American soldiers know him as "The Man Behind The Guns." He does not theorize. He works. He works prodigiously. Here is the start of his day:

The General sleeps in the open the year around in a garden adjoining his residence. He arises promptly at 7.40 and leisurely shaves himself and takes a cold plunge. At 8.30 he eats a substantial breakfast, generally with meat, and leaves for the office, reaching there at 9.30. Then comes a day of continuous work at his desk until nearly six o'clock. Lunch is taken at the desk, consisting almost invariably of a pint of milk and a raw egg. It is brought in a thermos bottle from his home.

His Helpmeet and His Horse

A few minutes before six each evening General Crozier mounts his saddle horse, a horse he has had for years, and for an hour he rides around Potomac Park. Some part of the time is spent in hurdling, for the horse is a good jumper. The General returns to his house at seven and at 7.30 he has dinner. Dinner out of the way he returns to the office, which he never leaves before midnight. He seldom stays beyond one o'clock, for Mrs. Crozier makes it her business to see that her husband knocks off from his work at that hour.

Sundays, since the outbreak of the war, General Crozier spends from four to six hours at the office. The rest of the daylight hours are given over to a tramp in the wood with Mrs. Crozier.

General Crozier at sixty-two is perhaps the most prodigious worker in the entire War Department personnel. That he carries his age lightly and is able to employ a mind that responds as quickly and as clearly as it did thirty years ago is due almost entirely to the tremendous will-power of the man. For General Crozier has battled successfully against physical handicaps that would have floored any but the most doggedly determined sort of a fighter.

He has been compelled to undergo more than six operations of a major character. With his life at stake he has continued at his tasks. He has directed the work of his office from a sick room which his friends believed he never would leave alive.

Battling against ailments of a most serious character, General Crozier has kept going at top-notch speed by reason of a rigorous form of living routine, and to-day he is working as long hours as any man in the department.

Once Under Departmental Fire

A visit with the Chief of the Ordnance Bureau had been arranged for the Louisville "Courier Journal" to enable a more or less intimate portrayal of Gen. Crozier who recently has passed through a grueling examination as to his stewardship in the most vitally important bureau of the War Department, a bureau charged directly with supplying American troops with guns, big and little; shot and shell.

To reach General Crozier, such are the demands of his present job, one must pass successively inquisitorial persons on four doors, doors now referred to as first, second, third and fourth-line trenches.

Once in, however, the visitor is confronted by a man who, while blunt and terse in his manner of talk, is at the same time frank and genial.

The General was occupying a severely plain, armless, hard-bottomed wooden chair. It is a chair that one would expect to find in the furnace-room of a building. It is, however, typical of the man. The General uses this exceedingly uncomfortable chair simply because, as he ex-in the field and at various desks he has plained, he does not like to loll about or relax even for a moment while at the office. This no man could do in such a chair. It constitutes a perpetual admonition to be up and doing.

"That Power in His Eye"

In build and appearance, aside from the straightness of his carriage, General Crozier is not of the popularly imagined military type. He has rather an indifferent chin and neither the mouth nor the nose gives any clue to the character of the man.

It is from the eyes up that General Crozier draws attention, save, possibly, for an iron-gray mustache that calls for a second look because of its natural tendency to droop downward in pacifist differentiation from the fiercely military upward twirl of the Hohenzollern model.

The Crozier eyes are remarkable. Flashing black they compel attention again and again. They are the most striking characteristic of the man, and are topped by a broad forehead.

Of the General's forty-one years of experience considerably more than half have been devoted to the Ordnance Bureau during the period when the heads of the War Department and the military advisers of the Government have, for the most part, been compelled to fight day and night for even such scanty appropriations as were secured for military preparedness.

During all this period General Crozier has been at the forefront of those urging, pleading, and even begging the legislative branch of the Government to make possible something like adequate preparation against the possibility of war.

Forget It and Get on With War

But General Crozier is not of the "I told you so" sort. He refused to assume the responsibility for any part of the country's so-called unpreparedness, and says that the thing to do now is to forget the past and pitch in and prosecute the war successfully. Having been vindicated by his superior officers he is not fretting, and if he feels any resentment he carefully conceals it from public view, and is not worrying about what the public thinks.

With all this General Crozier is far from being unmindful of both the need of well-informed public opinion and its power.

"That I have not been out of the Ordnance Bureau months ago is simply a miracle," said the General. "That England and France are able to equip us with heavy ordnance for the first year and a half of the war is a thing that would not happen once in a thousand times. It is a miracle, that is all—a miracle that has saved the United States. Had it not been so, unquestionably public opinion would have forced changes and my head would have fallen. It would have fallen notwithstanding my record of having preached early and late for preparedness."

A Distinguished Career

Graduated from West Point in 1876 at the head of his class in studies, General Crozier has given forty-one consecutive years to the military service of his country. During that time both for service repeatedly been marked by his superior officers for distinguished accomplishments.

These commendations relate to service in the field, in the Indian uprisings of the late seventies, in the Philippine campaign, and during the siege of Peking. For the others the commendations deal with his work as an inventor.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - - Vice-president
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, 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.

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PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, JULY 26, 1918 No. 30

EDITORIAL BRIEFS

A CALGARY confectionery company has been ordered closed by the Canada Food Board because it was illegally using sugar. It appears that the days of leniency are past. For a long time the Canada Food Board overlooked many slips, but they have lately notified the public of their intention to enforce the regulations absolutely. It is well for the merchants to consider this matter. It doesn't pay to juggle with the law.

* * *

IT HAS been brought to our attention that many merchants are paying little attention to the law requiring the sale of one pound of wheat substitute with every four pounds of wheat flour sold, probably through ignorance of the regulation or through fear of annoying a customer. This is a dangerous practice for the merchant. One merchant is bound by the same conditions as another and the regulations cannot be too strictly observed. To begin with, by so doing the merchant is serving a patriotic end, and looking at it from a selfish standpoint, it is better to lose a sale than lose a license.

A REJUVENATED BOARD OF TRADE

THE City of Winnipeg has staged a campaign to reorganize its Board of Trade. It is planned to make this agency a vital force in the life of the city, a vehicle for the fostering and unifying the various activities in which the city is interested. It is aimed to make this newly organized board a very active force touching every interest of the citizens. With that end in view there will be many departments, and each member will be asked to designate the department in which he is most deeply interested. In this way it is felt that the maximum of effectiveness will be attained.

In this reorganization the retail interests of the community are given full recognition. This retail trade bureau is to be a constructive body for trade extension work.

This is only one of the many departments. The scheme is a comprehensive one, and should do much to put the city's interests on a strong and sound business basis. The reports from different sections of the country of the revived interest in the organization and operation of the Boards of Trade is surely a good omen.

FINED FOR MIS-STATEMENTS

IN a certain city in Missouri the retail grocers were recently somewhat exercised because a "cut price" grocer advertised canned and package food goods at what seemed to the public to be very low prices; prices that other grocers could not meet. The Vigilance Committee of the Associated Advertising Clubs of the World found his advertisement of "two large cans of peaches in syrup, 25 cents," was untrue; the peaches were water-packed. He claimed to sell high grade salmon two cans for 25 cents. It was chum salmon. His "two cans of best sweet corn" for 25 cents, proved to be several grades lower than the best. He was fined $200 and costs, the Vigilance Committee prosecuting the case.

The case of a Minnesota department store illustrates the manner in which most of the cases of the Vigilance Committees are handled. In this case, the store advertised canned beans "the 25-cent kind" for 15 cents. An investigation showed the beans were of a kind regularly sold by others at 12½ cents, in dozen lots. The manager of the grocery department of the store was censured by the head of the house.

The head of the business thanked the Vigilance Committee for the information. The store had worked for years, and had invested large sums of money in building good will. The head of the firm knew what this good will was worth, because he had paid out money to obtain it. He did not want to lose any of it.

Truth in advertising has made rapid strides during recent years. The vigilance of local advertising clubs and retailers' associations has done much to help along the good work. The Associated Advertising Clubs of the World is an organization that has undoubtedly accomplished most effective results in putting the brakes on untruthful and misleading statements in advertising.

Current News in Photograph—No. 29



AIR PILLS FOR THE KAISER

IN the French aero camps on the west front to-day the scene shown in the picture is a common sight. French soldiers are handling and preparing huge aerial torpedoes that are sent up with the fliers to be dropped on the German bases that were constructed along the new German front.

URGE POLICE DEPARTMENT TO ENFORCE EARLY CLOSING

Winnipeg Merchants Petition for a Proper Enforcement of the Law to Assure a Fair Trading Basis

Special to CANADIAN GROCER.

WINNIPEG, July 22.—A delegation of merchants representing every line of business in Winnipeg waited upon the Police Commission on Friday, July 11, at 3 p.m., when the merchants pressed for a proper enforcement of the present early closing by-law. Geo. W. Markle, president of the Manitoba Board, and J. H. Curle, secretary, placed the arguments for the proper enforcement of the law before the Commissioners. The chairman stated that the by-law would be enforced after notice had been given to the branches of trade affected. The following resolution was presented to the commissioners by Secretary J. H. Curle:

Gentlemen,—I am directed on behalf of the Winnipeg Branch of the Retail Merchants' Association of Canada to submit the following suggestions, with a view to having the early closing by-law properly enforced, and so that there will be less difficulty in having the regulations observed as set forth in the said by-law.

Stores which cannot clasify as those in which the only trade or business carried on comes within the list of exemptions, should not be permitted to remain open under any circumstances; for example: a tobacconist could not enjoy the privilege of keeping his place of business open after the closing hour if he stocked jewellery, a prohibited line.

The expression "closed" to be interpreted as meaning that the doors shall be locked.

In view of the fact that many stores carrying prohibited lines have remained open contrary to the by-law, we therefore suggest that 30 days' notice be given such persons so that stocks may be altered to conform with the terms of the by-law, in case the proprietor desires to keep his store open.

Up to the present time, we understand that a fine of $5.00 and costs (total $7.35) has been imposed in practically all cases, with the result that the by-law has not been taken seriously nor has it been properly observed by those who come within the regulations, we therefore urge that the minimum fine be increased to $10.00 and costs and that the fines for subsequent offences be increased until the maximum of $50 has been reached.

We are of the opinion that all cases should be required to go to court and that all prosecutions should be published in the newspapers.

In view of the objections which have been so generally expressed against the spotter system, we would recommend that inspectors be employed to see that the regulations are observed in the districts where patrolmen are not assigned, adding fruiterers and confectioners to the list of exemptions. and we would suggest that no prosecutions be imposed upon those privileged to remain open for the sale of bread, milk and butter.

CIDER PLANT FOR NEW TORONTO

The cider plant at New Toronto has been taken over by the Caldwell Cider Co. This plant was erected by the National Land and Fruit Company, now defunct, which, some years ago brought over two French cider chemists to supervise its erection. A complete system was installed for the manufacture of cider as used in France, including hydraulic presses, filters, pasteurizer, etc. The plant was also equipped with a cold storage compartment. This cold storage building had a capacity of 200,000 gallons. Although the plant cost over $150,000 to build, on account of the failure of the original company it was never operated.

It is now being put in condition for operation this fall by the Caldwell Cider Co.

U. S. FLOUR PRICES WILL BE SET

Fair prices to govern the sale of flour and milling products at every milling point in the United States have been worked out with a view to stopping all profiteering in such products, it was announced to-day by the Food Administration. The prices which generally will govern throughout the crop year of 1918-1919 were worked out on a basic price for seaboard points. Local prices represent the freight deductions from the seaboard prices. Jobbers' prices are required to be not more than 25 cents or 50c a barrel over the delivered cost, and retailers' prices not more than $1.20 a barrel over the cost price.

A new company to be known as the Fisher Flour Mills Company has been incorporated under an Ontario charter to manufacture and sell garden. farm and dairy products. The head office of the new company will be located at Barrie. and it is capitalized at sixty thousand dollars.

Help Solve the Transportation Problem

Concrete Suggestions to Shippers by the National Organization of Business Papers.

THE growing menace of the freight transportation situation has induced the Associated Business Papers, Inc., New York, through their executive committee, to formulate a plan for definite, practical co-operation by shippers to relieve terminal congestion and keep freight moving.

The following plan calls for action, now, and shippers everywhere are urged to bring it to the attention of the proper organizations for that purpose.

To win this war we must do things. Do them quickly, with less labor and less waste. We must increase valuable activity and decrease wasteful activity. We are at present suffering from a decrease of activity all along the line. This decrease comes from the inadequacy of the distribution system. It is time for the producer of raw material, the manufacturer, the warehouseman, the jobber and the dealer to understand that distribution, the movement of materials from the point of production to the point of fabrication and the movement of goods from the point of fabrication to the point of consumption is the foundation of all industrial endeavor.

Government Needs Your Co-operation

Neither the efficient control of government bodies, nor the wisdom of the railroad men can solve the whole problem. A large part of the difficulty is the local and short haul difficulty, resulting in congestion which extends back into the main arteries of transportation. It is time for the business man in all lines of endeavor to realize that he is not merely a buyer of transportation, at a price per mile or per ton, but that adequate transportation service is absolutely necessary to the profits of his business. At the present time the interest charges on goods in transit frequently amount to very much more than double the cost of the transportation, while the cost of waste, due to inability to secure materials and ship goods, runs into much larger figures.

For these reasons all men who secure their livelihood from the production of materials or goods and the sale of those products, should be interested in pushing for these items, which will enable us to build up an adequate transportation system.

The Government has now assumed control of the railroads, and Director-General McAdoo has surrounded himself with an able staff of practical and successful railroad operators. A national highway committee has been appointed, with Roy D. Chapin, president of the Hudson Motor Car Company, as its head, and the Board of National Waterways Association is working with the official committee on this problem. Under these circumstances, and having in mind that we have not in our industries displayed any well organized efforts to aid in the solution of the traffic problem, it is our recommendation that the matter will be best served by our full co-operation with these governmental bodies. It is time to quit kicking about rules which are established in the endeavor to clean up the situation, and to co-operate in such a whole-hearted and intelligent way that the tangle of transportation difficulty may be more rapidly untied and the situation cleared in record time.

It is recommended for this reason that, generally speaking, the shipper should be urged to foster movements in the following directions:

For the Improvement of Railroad Service

1. The provision of adequate rules to secure the full efficiency of transportation service.

2. This includes establishing proper charges for freight and demurrage and the enforcement of equitable rules for loading and unloading, shipping and packing.

For the Highways

1. The extension of paved highways.

2. Provision for keeping these highways open at all seasons.

3. Proper provision for the maintenance of these highways.

For the Waterways

1. The construction of barges and small tow boats to provide for the adequate use of existing highways.

2. Provision for putting into shape existing waterways that have been allowed to become obsolete.

3. Provision for the wise extension of these waterways to correlate with the railroad system.

As a measure of relief from the present congestion, it is recommended that the shipper be advised that he can materially aid himself in the improvement of his own transportation conditions and the elimination of the excessive costs of not being able to do business by carrying out the following suggestions:

In Connection With the Railroads

1. Co-operate and put it over. Do not kick at changes.

2. Load and unload promptly. Do not wait for a convenient season.

3. Load to capacity.

4. Do not reconsign en route. Decide the destination before the goods leave.

5. Pack securely and mark plainly.

In Connection With the Highways

1. Make a survey of all the incoming and outgoing freight handled within zones of 10, 25, 50, or 75 miles from your city.

2. Ship all goods to be delivered within the above zones over the road by motor trucks.

3. Demand that all goods to be shipped to merchants in your city and originating within the zones mentioned be delivered by motor trucks.

4. Make a census of all motor trucks in your town available for this work.

5. Take up with your local offices of the national express companies and your local haulage and express concerns as to how far they can extend their present delivery routes.

6. Select a committee of the best traffic managers of the concerns in your city to lay out a detailed plan to suit your own local conditions and determine upon the fair rates to be charged.

7. Arrange for a sufficient number of receiving platforms or warehouses where you can use horse wagons and motor trucks up to 3-ton capacity to deliver and set down goods, leaving for the larger trucks the running between the main points in the zones. Do not try to make the trucks running overland between the main points do pick-ups and deliveries. It cuts down their efficiency and makes the maintenance of schedules impossible.

8. Put some trucks in the overland haul work on definite leaving schedules so that goods can be delivered to the receiving platforms or warehouses in time to make up full loads to any given points.

9. Arrange a return loads bureau. Arrange with the local telephone companies to give your regular telephone number to any inquirer calling up and asking for return loads bureau. Post notices in the offices of all of your merchants that you have established a return loads bureau. Post similar notices in conspicuous places in the smaller towns and cities through which trucks running to or from your city will have to pass. This will enable your trucks and those of private truck contractors doing this kind of haulage and entering your city to quickly collect loads to be transported to their home cities.

10. Bring all pressure to bear upon your mayor and the governor and thence to your highway commissioners to keep all the main highways leading out of your city open during the remaining winter months.

11. Bring all pressure to bear on the proper authorities toward the resumption of the construction of main line highways at the earliest possible moment this spring and for a proper maintenance of the roads all year around.

In Connection With Waterways

1. Secure information upon transportation available on existing waterways covering short hauls.

2. Get behind the movement for immediate production of barges for the large canals, such as the Erie barge canal, which would relieve the freight situation between the lakes, coal regions and the important centres on the Atlantic seaboard.

3. Take up with the traffic manager of your business and the traffic expert of the local chamber of commerce the possibility of the use of waterways for any part of your freight movement and arrange shipping plans accordingly.

Make Stencils for Rapid Cardwriting

Midsummer is a Month of Sales in Order to Stimulate Business — Show Cards Will Help Move Goods—Colored Cards Have Drawing Power—Cardwriting Made Easy

By Robt. T. D. Edwards

JULY or midsummer is universally recognized as the season for sales. This has come about on account of it being a quiet time of the year for the retail store, and in order to stimulate business sales of regular stock or specially bought goods are put on. So with the knowledge that these sales must have some special display cards it behooves the cardwriter to make his plans now.

This month's lesson is especially dealing with quick work, both in letter formation and in method of doing it. There are two things we must recognize as being most important for sale cards. They are speed and effect. First, we must select an alphabet which can be formed quickly with as few strokes as possible, and on the other hand, the cards must be effective and hit the customer as being something out of the ordinary.

The alphabets we are showing in the chart are very speedy and yet readable, and can be worked up with two color combination on show cards, with good effects.

Both these alphabets are entirely brush stroke throughout, the first being of Egyptian formation and the second a knock-out type, which is much more



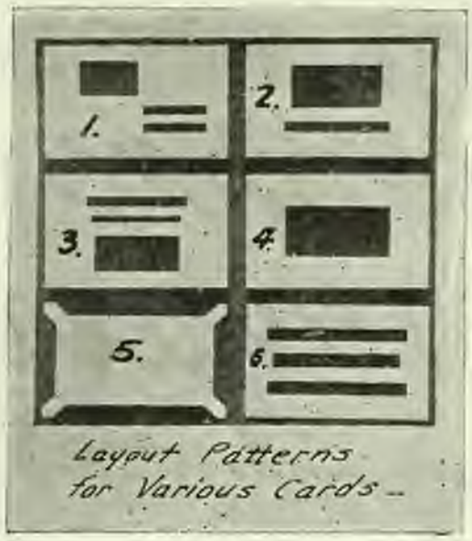
speedy than the first. No finishing strokes are needed on this one. The latter type is especially adapted for rush sale work. For quick work this formation cannot be beaten. A 7 x 11 in. card with one line and a price can be made in a few seconds.

For Better Class Show Card

While these two forms of lettering are especially adapted for sale purposes, they can be used to good advantage on a better class of show card as well. If you work in a large store, it is well to adopt a uniform style of lettering throughout, and no better type could be selected than the one illustrated. There are no unnecessary strokes used.

Speed in Cardwriting

Just to give an idea of how quickly the slant type can be formed, four 5½ x 7



cards, as shown in Fig. 2, were lettered at the rate of seven seconds each. This does not include ruling the border. Of course, this takes considerable practice, and would take the person, who only does a few cards a day considerably longer.

Practice is the main thing. Practise each and every stroke many times, and the ones you have the most difficulty with you should practise most. Each stroke is numbered and should be made in its turn. Draw the brush from left to right and from top to bottom.

Make sure that the brush is in good working order at all times. It should be kept flat-pointed with a good clean chisel edge, both in use and when put away. Always wash the brushes out thoroughly in clean water, making sure to remove all particles of color from around the ferrule. This is one of the most important points in the care of the brush. If the color be allowed to remain in the upper part of the hair, in time the hair will split and render the brush useless. Remember good brushes cost money and should be taken care of as you would your watch.

Life Needed in Sale Cards

If the brushes are in the best of condition you will find that a finishing stroke is not necessary to make the ends of the strokes square. The straight edge of the brush skilfully handled will suffice.



For sale purposes you need more life to the show cards than just white card with a black letter. Many various color combinations are worked out by the various stores. Some use a white card with a blue letter, or a white card with a green letter, both being good summer colors. Many use colored railroad cardboards, with colors of ink to correspond.

A blue board with a white or black letter, or a combination of both, make a good card, or a green card with a black letter. There are many other combinations, especially for two-color work. The use of yellow and red cards, in our estimation, is just a little too warm for the hot weather and should be avoided.

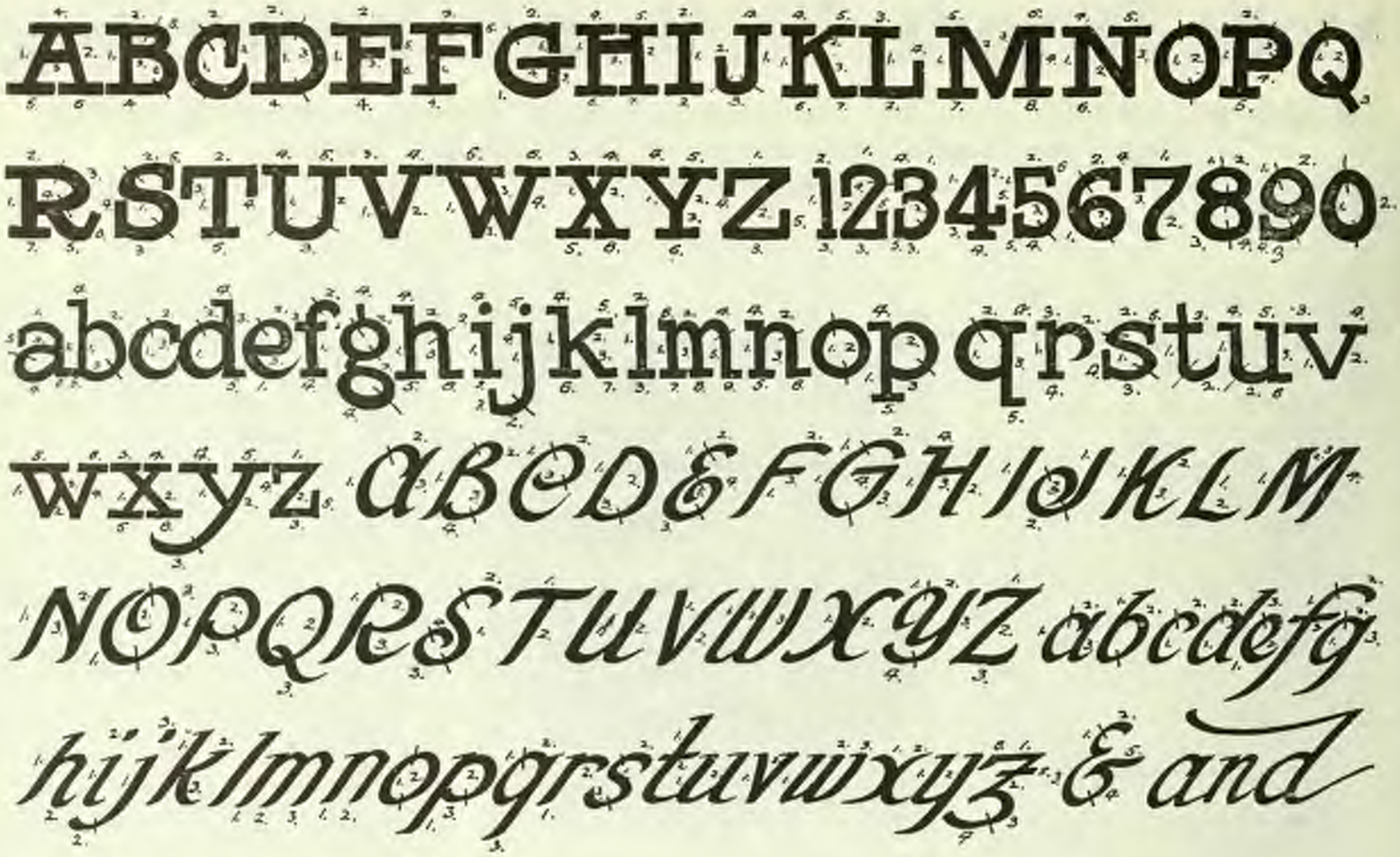
Of course, there are some cardwriters who do not have a great number of cards to make, and who can make all their lay-outs individually. But the majority have at frequent intervals to do many cards of the same lay-out, and it is to these that we make the following suggestion:



Standard-Sized Cards

Throughout your store you, of course, have standard-sized cards, and in all probability they are 5½ x 7, 7 x 11, 11 x 14, etc. The lay-outs of these cards, with the possible exception of a few, are all very similar. For instance, you have price cards only—those with one line at the top and a price, also two lines at the top and a price; price at the top and one line underneath, and three lines without a price. These will invariably catch the majority of lay-outs, and they should be standardized—that is, they should be kept uniform, and to do this successfully you require various lay-out patterns for the different sized cards to be used. These patterns can always be kept on file and ready for instant use.

By this method you are always sure of getting the lines square on the card without the worry of using a "T" square, and



the work can be done in a quarter of the time.

Decide on Letter to be Used

The first thing to do is to decide on a standard-sized figure and letter to use. Then make the various lay-outs you require. Mark them out in pencil first, making sure all lines are parallel with the top and bottom of the card. When this is done, cut out the spaces where the lettering is to be, as shown in Fig. 1.

The stencil should be made of some stiff cardboard, which will wear well, and a sharp mat cutter's knife should be used to do the cutting. Have the stencil edges clean, not ragged.

To do the ruling use a hard lead pencil and make the lines very faint, and they will not require erasing. A stilus is sometimes used to rule the cards. This makes a crease only, but should not be made too deep. A round stick of hard wood, such as a penholder with the reverse end sharpened, makes a very satisfactory tool for creasing the cards.

Your attention is called to Fig. 1. Here stencil. This is the most popular lay-out in large stores. The first line can be used for description, the second for regular selling price, and the third for the reduced price.

No. 4 shows a single price stencil.

No. 5 shows a stencil that can be used for ruling a pencil border. The four points on the corner are left so as to get the pattern straight on the card.

No. 6 shows a three-line stencil. This are six lay-outs which will give a fair idea of what a completed stencil looks like. The black inside sections are the spaces which have been removed.

No. 1 shows a two-line and a price stencil. This can be reversed and have the two lines at the top, with the price spaced at the right-hand bottom.

No. 2 shows a space at the top for the price and a line underneath for some wording or regular price. This stencil can also be reversed to put the single line at the top and can be used for various wordings.

No. 3 shows a two-line and price lay-out is very often used for a descriptive card. There are many other lay-outs which could be shown, but these will give you an idea of how to carry out the stencil idea to your own lay-outs.

The collection of cards shown here illustrates some of the various ways this quickly formed type can be used. These cards are not intended for masterpieces, but merely to show how readable a quickly made alphabet can be.



U. S. WAR FINANCING

The circular of the National City Bank of New York says: The War Finance Corporation is organized and ready to do business, but a serious difficulty has been encountered in dealing with the class of cases for which it seems to have been chiefly designed, which consists of corporations in need of capital either for refunding or expansion purposes. It had been assumed that bankers would provide the capital wanted in such instances, and then recoup themselves by borrowing upon their own notes through the War Finance Corporation, which, above its own capital of $500,000,000, would obtain credit at the Federal Reserve banks. But it develops, as might have been foreseen, that bankers are unwilling to expand their liabilities in this manner. Commercial bankers would be outside their proper field of operations in lending them credit for the purpose of providing capital, and investment bankers would find the policy equally impracticable. Their business is not to carry investments, but to distribute them, and they need to have their capital in hand.



Store Equipment Conserves Man Power

Enquiry Shows Increasing Use of Store Equipment Throughout Canada — Labor and Time-saving Appliances Highly Appreciated Wherever Installed—Used Extensively in Small as Well as Large Stores

Symposium of Ideas of Retailers Across Canada.

WITH a view to finding out what part fixtures and store equipment are playing in conserving man-power in retail stores CANADIAN GROCER recently conducted an extensive enquiry among retail dealers from coast to coast asking, among other things, details of equipment carried and to which items chief importance was attached.

The result of this enquiry proves conclusively that, whatever difficulties may have beset the retail trader in these strenuous times of war, they have not been such as to cause him to let up in equipping himself with the latest modern devices designed to save him both time and man-power.

From East to West comes the same story of the extensive use of every kind of labor-saving convenience, both from small and large dealers. One merchant claims his is only a small corner store; yet, small as it may be, he possesses a computing scale, a cash register, meat slicer, refrigerator, cheese cutter, egg carriers, coffee grinder, show case, and self-measuring oil pumps, and so useful does he find them all that he is unabble to say that any one is of more use to him than another.

This seems to be the general feeling. Those who have these conveniences wonder however they could have got on without them for so long, and agree that they could not possibly do so now unless they were to add to their staff.

A classification of the replies received shows that over thirty per cent. of the correspondents have purchased the whole or part of their equipment during the present year.

Some merchants in estimating its comparative utility give the preference to one species of equipment and some to another. The following are each in turn placed first on the list by one or another: Computing scale, cash register, meat slicer, refrigerator, refrigerator counter, glass front bin fixtures, cheese cutter, egg carriers, motor trucks, coffee grinder, meat grinder, adding machine, show case, self measuring oil pumps, gasoline tanks, account register, paper baler, vegetable water fountain and display tables, biscuit cases, refrigerating plant, well printed price cards, electric light plant, and paper bag holder.

One merchant facetiously gives prominence to his "black cat to catch mice," and several pay a compliment to CANADIAN GROCER by placing it among their most valued utilities.

If there is one point above another that can be remarked in the replies, it is the prominence given to self-measuring oil pumps by those who have installed them. Something like 90 per cent. of their possessors agree in giving them pride of place on their list.

E. B. Spartham, Crow's Nest, B.C., installed a computing scale this year. He finds his equipment keeps down his cost of doing business by conserving man-power.

C. E. Bohan, Denholm, Sask., has computing scales, cash register, refrigerator, cheese cutter, coffee grinder show case, and self-measuring oil pump and finds them of great assistance in lowering expense of operating.

A. G. MacNaughton, Masenod, Sask.— "We find counter with drawers and glass display front the greatest saver of both goods and time. Keeping the goods in good condition and all bulk goods together save time in wrapping and weighing. The computing scale saves time in figuring prices. The cash register is the next most important feature. It keeps complete record of all cash both



A view in the well-equipped store of W. P. Crosby, Yarmouth, N.S.



Glimpses of Some of the equipment used in the Metcalfe grocery store, Kitchener, Ont.

in and out, which can also, after hours, be used as an adding machine."

R. B. Allan & Co., Staveley, Alta., consider the computing scales the most necessary item of equipment. "The other fixtures are of course necessary," they add.

The Elkhorn Trading Co., Elkhorn, Man., find the equipment they have keeps down the cost of doing business and saves both time and wages expense.

The Sherbrooke Grocery, Winnipeg, find vegetable water fountain and display tables of great use.

McLeod's Grocery, Brandon, Man., place their biscuit case first, then their dust-proof counter with 38 drawers, computing scale and cash register. "The only proper way to handle cash," they say, in speaking of the latter.

W. H. Stone Ltd., Winnipeg, find two motor trucks invaluable. They have just lately installed three cash registers. "We cannot recommend too highly the use of good computing scales for all except the weighing of coarse low priced heavy goods."

The Hudsons Bay Co., The Pas, Man., state that their equipment includes cash register, self measuring oil pump, show case, adding machine (installed this year), coffee grinder, cheese cutter, computing scale, meat slicer and refrigerator. "Each article of equipment," they say, "which we have installed does for which it was purchased to our satisfaction. Personally, the cash register is most valued."

Mark Leiterman, Kakabeka Falls, Ont., finds his refrigerator and ice house combined of signal service. He considers his equipment saves him two hours work per day.

F. R. Olmsted, Bismarck, Ont., lately installed gasoline tanks and places them among his most important fixtures.

W. L. Queranfuesser, Broadhagen, Ont., considers his account register and motor truck as of first importance to him in his business.

F. H. W. Hickling, Flesherton, Ont., gives first place to his self-measuring pump. "Anyone," he says, "can fill oil without going downstairs or leaving store looking half empty—clean hands—correct measures—no measures left kicking around."

"Show cases, well! They're silent salesmen all right."

E. D. Mahon, Campbellville, Ont., says "Our account register I consider the best thing we have in the store, saves a lot of time and avoids a great many errors and consequent disputes. I also think it helps to keep credit accounts in better shape than any ledger could do.

"I would not like to do without our self-measuring oil pump. It saves oil by avoiding waste, saves time and is a clean way of handling one of the worst commodities we sell."

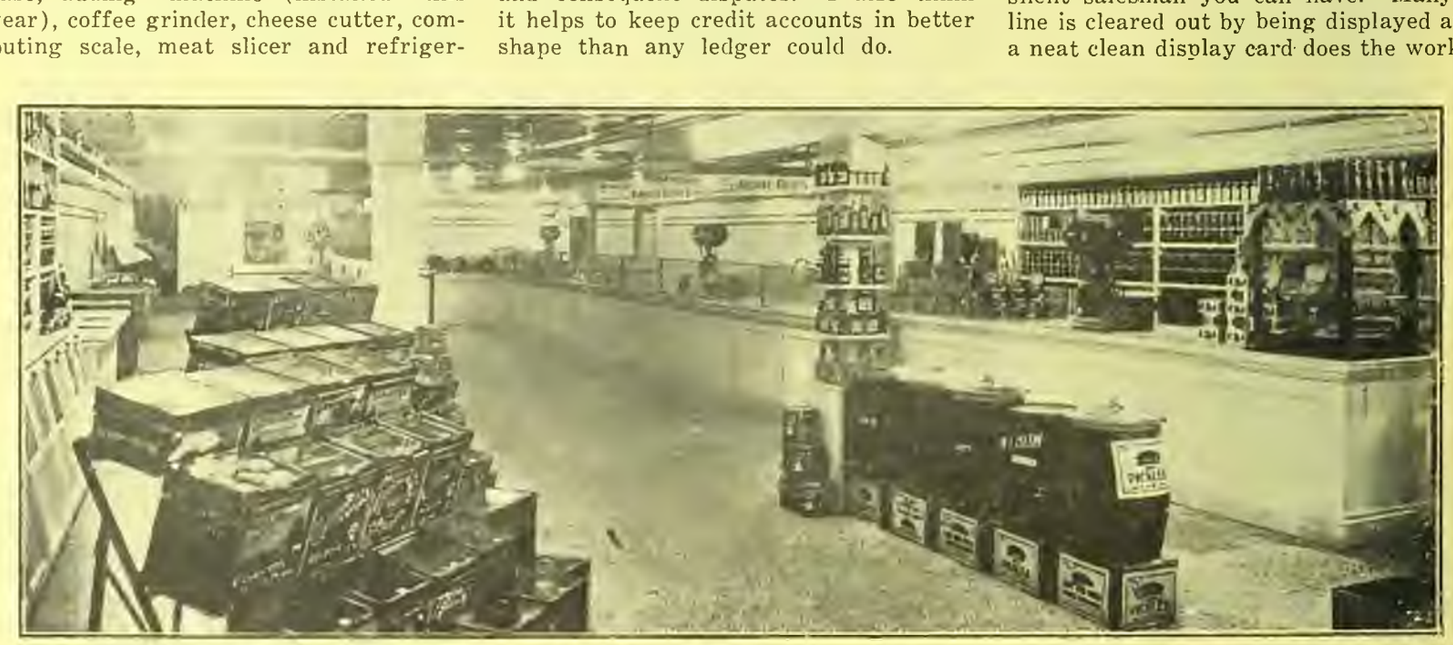
J. A. Armour, Owen Sound, Ont., writes "I consider my cash register does the work of one clerk. Our meat slicer is a time and waste saver."

Geo. Craig & Co., North Gower, Ont., consider their gasoline and coal oil tanks and self-measuring pumps the most valuable of their fixtures; they also would not care to do without their silent salesmen counters.

A. O. Sawyer, Havelock, Ont., says: "I consider the cash register and computing scales two of the best fixtures a man can have in his store. The cash register saves time, tends to make clerks more careful in making change and practically does away with most mistakes.

"With the computing scales a customer pays for exactly what she gets, no more or no less. It saves time in figuring up pounds and ounces and does it correctly as well as being an ornament to your counter."

"Well-printed price cards are a great help in a busy store and are the best silent salesman you can have. Many a line is cleared out by being displayed and a neat clean display card does the work."



A finely equipped grocery and provision department.

John Rice, Danforth Ave., Toronto, mentions four items as of especial service to him, viz., computing scale, refrigerator, cheese cutter, and account register.

Almys, Ltd., Montreal, consider each of the various items of equipment good for its own particular purpose.

James Maltman, Graniteville, Que., says: "The computing scale I consider of most value because it is absolutely fair to both myself and customer, preventing leakage from overweight which is, I think, a larger item than most merchants dream of. The account register is a great labor saver, the account, up-to-date, being handed to customer with every purchase."

J. A. Daoust, Montebello, Que., thinks computing scales, cash register, and coal oil tank, self-measuring, should be in every store.

P. Larochelle, Farnham, Que., attaches chief importance to his account register. He adds: "The thing I have and wish not to have is my delivery wagon. I will gladly sell you same. Tell the controller he will save a lot if he stops that."

R. H. Savage & Sons, S. Stukely, Que., installed a gas tank this spring and consider it their greatest help. It saves time and wastage. Since the autos are so numerous and they are on the main road between Montreal and Sherbrooke they handle a considerable amount of gasoline.

Thorne & Co., Enniskillen Station, N.B., say: "The computing scale takes first place. We do not have to worry any more about the last ounces when we sell a customer smoked meat, cream tartar or any of the various articles we carry at from 40c to $1.00 per pound.



A view of some of the equipment used by the Alberta Grocery, Calgary, Alta.

"The account register performs its part well—the customer has a complete record of his account when each purchase is made, and we have our bookkeeping done when we close in the evening.

"The cheese cutter has increased our sales 100 per cent. It gives the goods a refined appearance, eliminates the waste that exists through using a large butcher knife and keeps the cheese clean."

M. E. Grass, St. John, N.B., also attaches great importance to computing scale and cash register. He includes a molases pump among the other items of use to him.

Perry & Saunders, Port Maitland, N.S. are unable to discriminate between any of their fixtures. They find them all so uniformly useful that they do not know how they could dispense with any one of them.

W. P. Crosby, Yarmouth, N.S., considers bin fixtures are the only thing for an up-to-date store, an account register is also a boon. Scales are of the first importance as it is easy to give away all your profit on an incorrect scale. Good fixtures help to shorten your work, and a lot of satisfaction may be derived from the use of good tools.

FOOD BOARD LICENSE

Does a grain growers' association require a Canada Food Board License when they handle groceries, flour, feed, etc.?

A. E. PURKIS,
Bridgeford, Sask.

Answer—Yes, grain growers' associations will have to have a Canada Food Board License if they are buying groceries, flour and feed in wholesale quantities and selling them to their members. In fact, no wholesale grocer is permitted to sell goods to any firm that has not a Canada Food Board License.



The attractively arranged interior of the Grocery Department of the Hudson Bay Company Store, Calgary.

You need a Eureka Refrigerator and we'll instal it NOW on terms to suit you.

This War-Time offer is available for a few more weeks.

We will gladly send you all particulars and an illustrated list of the various Eureka Models.

Made in all sizes for all purposes.

The Eureka solves the perishable food preservation problem scientifically and economically.

Write us to-day.



Eureka Refrigerator Company, Limited

11 Colborne Street, Toronto

Save Food Now—We Can Help You

Telephone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.

The Bowser way is the profitable way to sell oil

Every BOWSER is equipped with Automatic Cut-off Computer and Float Gauge. They prevent over-measure waste through dripping or slopping, save time and labor, and avoid the fire risk.

You know the handicap of selling oil by the old barrel and measuring tin method. You know the shortcomings of the old leaking barrel, the nasty oily measure, the oil-stained floor, and the greater fire risk resulting.

A BOWSER SELF-MEASURING OIL TANK eliminates all this and quickly repays its cost in better service, better pleased customers and a better-looking store.



Fig. 19—First Floor Kerosene Outfit

Send for our illustrated descriptive folder.

S. F. Bowser & Co., Inc.

TORONTO, CANADA



GROCERS!

Here's the point

"This man Benson installed a complete Walker Bin Fixture outfit on both sides of his store on Lower Wyndham St., Guelph, 10 years ago, and 2 years ago he moved over into the new building on Quebec St., where he now has one of the best equipped grocery stores in Canada. His fixtures look good as new, and cost after adding interest at rate of 6 per cent., just 52c for the use of them each working day since installed. He saves the services of one clerk by use of this **labor-saving Walker Bin** equipment, also stock deterioration and loss of flavor is prevented. In wages and saving of foodstuffs he saves about $15.00 per week at the least, or enough in ten years to pay for his original investment five times over. It seems we—after telling the farmer to keep and raise only standard bred animals on his farm, as **scrub** stock does not pay for its feed—we still insist on doing business with our scrub, obsolete, old counters and shelving, run, carry and waste food, just because we will not use the advice handed out to the farmer. In other words, we prefer to save at the spigot and waste at the bung. It seems rather strange that Food Controller Thomson has not put a stop to this waste of food and men long ago, since one man out of every five can be spared and keep the same turnover, while in the small shops a girl can take a man's place and let him do more essential work.

"It seems strange that trade papers keep on illustrating old-fashioned poorly-equipped stores as "an attractive store interior" of Smith, Jones & Brown, where goods are displayed from ceiling, on shelves, hung on front of shelves, on counters and on floor under foot, convenient to man and dog. I would move we appoint a committee of three, with Mr. Clark as chairman to look into the fixture question as it applies to the grocery and provision trade, and report at our August meeting." (Carried unanimously). Nothing more of importance being up for discussion, the meeting adjourned.



Benson Bros., Guelph, Ont.

Guelph, Ont., Aug. 27, 1908.

The Walker Bin & Store Fixture Co.,
Kitchener, Ont.

Dear Sirs:—

The fixtures placed by your firm in our store this spring are most satisfactory. The patent bins are especially attractive and make possible that cleanliness which should be the aim of every grocer.

The work of installing the fixtures was done promptly and without confusion. We have every reason to be satisfied with the result.

Very sincerely yours,

BENSON BROS.

A post card will bring necessary information.

The Walker Bin & Store Fixture Co., Limited

KITCHENER :-: :-: ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.



about



Arctic Refrigerators and Arctic Refrigeration

Arctic Refrigerators are built by experts who have made an exhaustive study of refrigeration for both domestic and commercial purposes. Plenty of air ducts, properly located, give a perfect circulation of dry cold air in every Arctic Refrigerator. The ice consumption is the smallest possible, and the display facilities are a guarantee of lively selling always.

Don't let an ounce of perishables spoil this summer. An "Arctic" will guarantee their security.

List will be mailed you on request.

JOHN HILLOCK & CO., LIMITED
TORONTO

WIN THE WAR BY SAVING EVERYTHING

How about your Scrap Bone?



Don't kick at the high price of eggs. It's not her fault: feed her *Ground Bone* and she's got to lay 'em.

How about a machine?

Write for catalogue and price list on these machines. All styles.

The W. A. Freeman Co., Limited
HAMILTON, ONT.

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547



ANY MERCHANT OR CLERK

can add materially to his yearly income by obtaining subscriptions to FARMERS' MAGAZINE.

We will supply you with sample copies. Just show them to your customers. You will be surprised to find how many will be glad to have you forward their subscriptions to us—and each subscription means a commission for you.

Clip the coupon below, and mail it to-day!

THE MACLEAN PUBLISHING COMPANY,
143 University Avenue,
Toronto.

I am anxious to increase my income. Please send me full particulars re obtaining subscriptions from my customers to FARMERS' MAGAZINE.

NAME .....

ADDRESS .....

.....

If any advertisement interests you, tear it out now and place with letters to be answered.



She Broke the Dish With Her Salad Fork

YOU sold her that picnic plate.
It was a poor imitation of a plate and you know it. It spoiled her dress.
You should have sold her Mapleware, but maybe you didn't know it, and probably she didn't.
But we are telling you and she will find it out.
Mapleware is true to its name—it's made of wood, hardwood, sanitary wood, clean and sweet as it came from the forest.
A Mapleware Lunch Set contains 41 pieces for lunch or dinner service.
There is a dish for everything that six people want to eat on a picnic, at the camp, on a yacht, in the summer home, at a porch party, at a midnight lunch in the dining room.
Everybody in town wants a Mapleware Lunch Set.
It's serviceable, hot food or cold, moist food or dry, any kind of cooked or raw viands are carried safely and attractively in Mapleware.
And look here what's in every set—6 large dinner plates, 2 long platters, 2 big deep salad dishes, 6 handy side dishes, 6 salt and pepper dishes, 12 sanitary maple spoons, or butter spreaders, 6 wood fibre napkins, 1 wood fibre table cover 48 x 60 inches. All packed in a handsome carton
There are a quarter gross cartons in a shipping case.
Mapleware retails for 35 cents.

Ask your jobber or

The Oval Wood Dish Co., Inc.
Manufacturers
Tupper Lake, N.Y.

Victoria Paper & Twine Co.
Distributors
Toronto, Montreal, Halifax

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

NEWSPAPERS AND FLOUR SUBSTITUTES

Will you please give me the correct information re sale and use of flour substitutes? Our newspapers are giving out information in one issue and something different in the next, so we all get different opinions. Can our license be cancelled if we do not follow the law?

F. W. SMITH, LTD.,
Weyburn, Sask.

Answer—The retailer, according to the latest order of the Canada Food Board, must sell at least one pound of flour substitute with each four pounds of white or standard flour. You will note this is covered in the first article of our July 19 issue, page 23. This information came direct from an official of the Food Board and can be considered absolutely authentic.

Yes, the dealer may have his license cancelled if he does not follow out the regulations as ordered by the Canada Food Board.

* * *

MATCH STAMP TAX

Whom should I address for rulings on food control? Is the order to put stamps on matches a permanent one or does it apply only to stocks on hand? If not continuous, explain. Must present stock be stamped at once or as sold? We have been putting 15c on the outside wrapper of a three-box package. Is that right?

H. C. F——, Ontario.

Answer—For any rulings on food control orders you should write Mr. Henry B. Thompson, Chairman, Canada Food Board, Ottawa.

The order to put stamps on matches is no doubt permanent so far as length of the war is concerned and maybe some years afterwards. The tax on matches is 1c per 100 and stamp must be put on all matches in dealers' hands after July 1. After that date it became necessary for the wholesaler to see that the stamp tax was paid on matches before you purchase them. From now on you should buy matches with the stamp tax added and it will not be necessary for you to actually put the stamp on the matches yourself. If the stamps are not on the matches when you buy them you should take the matter up immediately with the wholesaler. As long as matches have the stamp on them when sold that is all that is necessary.

We should say it is quite correct for you to put the 15c in stamps on the outside carton of a three-box package. You should not put them on a paper wrapper around the carton.

COLLECTING AN ACCOUNT

I have a customer that owes me a small account. Their boy comes to the store and buys goods but now always pays cash. If he has enough money to cover the account, could I take it out of the money he brings or would I be liable by doing so?

TORONTO GROCER

Answer—Yes, you could take it out of the money he brings and give him a receipt for the account in full. Strictly speaking this is not the proper method for collecting an account and might be frowned on by the law, although you might not be criminally liable.

* * *

FIFTEEN DAYS' SUPPLY ONLY

Can a grocer sell hundred pound sacks of sugar to farmers? If so, are there any records to be made of same? If so, what are the nature of them?

D. L. McKENDRY,
Fenelon Falls, Ont.

Answer—The regulation made by the Canada Food Board some time ago was to the effect that no retailer could sell more than a fifteen days' supply to any customer unless that customer lived a certain distance away from his store. There have been no changes in the regulations since. If a farmer requires 100 lbs. of sugar for preserving you would be safe in selling it to him providing he will use it within fifteen days or thereabouts. The recent destruction of vessels coming from Cuba with sugar, by submarines, has made the sugar situation more acute recently and there is all the more reason why these regulations should now be lived up to as far as possible. There are no records to be kept of sales. The merchant must use his good judgment in these matters.

* * *

FISH LICENSE

Will you please tell me if I have to get a license to sell fish. I have a permit and a license to sell groceries.

J. A. LEDUC,
Sturgeon Falls.

Answer—It is not necessary for a retailer to secure a license to sell fish. According to a Canada Food Board regulation dated December 19, "no one other than a fisherman or retailer shall deal in Canadian fish to an amount exceeding 1,000 lbs. in any one calendar month, without first obtaining a license from the Food Controller." As you are a retailer of fish it is not necessary for you to have a license. Only wholesalers are licensed.

HOLDING WHITE FLOUR

I have a few bags of white flour in stock. Have not been selling it, but figured to use it in the house. Some claim I am liable to be fined for having it in my possession. Please advise.

ONTARIO RETAILER.

Answer—A consumer of flour is not supposed to hold any more than is required to do him for fifteen days. The consumer holding white flour more than enough to last for this length of time should return the surplus to the store from which he bought and if the grocer holds more than sufficient to do his trade for the same length of time, he should return it to the mill. We are under the belief, therefore, that if you hold a number of bags of white flour for your personal use you would be liable under the order.

* * *

ONE POUND TO FOUR

When a retail merchant sells a quantity of flour has he got to sell substitute for same?

WELLS & BORTH,
Desboro, Ont.

Answer—When a retailer sells a quantity of standard flour it is also necessary that he sell at least one pound of substitute to every four pounds of flour. This regulation went into effect July 15. The Canada Food Board at any time may order retailers to sell at least one pound of substitute for every two pounds of flour, especially those east of Port Arthur.

* * *

MUST A RETAILER STOCK ALL SUBSTITUTES?

Are the retail grocers or produce merchants obliged to supply any kind of substitute a customer may ask for or is the grocer all right with three or four kinds.

J. A. D.,
Monte Bello, Que.

Answer The order reads: "On and after July 15 no licensed dealer may legally have in his possession for sale any wheat or standard flour, unless he has at all times a sufficient stock of substitutes to meet the demands of his customers at reasonable prices." There is nothing here to suggest that every substitute must be carried, a fair proportion of the lines suggested would appear to be sufficient.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following: .....

.....

.....

Name .....

Address .....

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Albro Mumford, Halifax, N.S., has discontinued the grocery business and has sold his fruit business to P. A. Taylor.

The Christie Brown Company, Limited, of Toronto, are securing larger quarters for their offices and distributing depot in St. John. A site has been purchased in Water street and a new building will be erected to provide office and warehouse accommodation. Edward A. Mason is manager of the St. John branch.

Quebec

J. P. Gosselin, St. Ephrem, has sold his assets.

H. M. Henderson, general store, Black Cape, has sold his assets.

Geo. Montpetit, Hull, has been succeeded by Desloges and Bazinet.

L. I. Matts, who conducted a general store at Buckingham, died recently.

Brouillette & Le Barre, grocers, Montreal, have dissolved partnership.

James Gaul, who conducted a general store at D'Aiguillon, died recently.

The business of Eustache Pelletier, general store, Cap Chat, has been advertised for sale.

B. Trudel, tea manager for Chaput Fils & Cie, Montreal, leaves for his holidays next week.

C. Green, late of New York City, has joined the staff of the John Duncan Co., tea importers, Montreal, as vice-president.

Emile Chaput, of Chaput Fils & Cie, Montreal, was a week-end visitor to Saranac Lake and other points in the Adirondacks.

L. H. Hamel, chief clerk with Joseph Ward and Co., Montreal, has returned to his desk again after taking his holidays.

Geo. W. Brown, assistant general manager of the Atlantic Sugar Sefineries, Limited, was in New York the early part of this week.

J. L. Rivard, head bookkeeper for the D. Hatton Co., wholesale fish merchants, Montreal, was married on Monday of this week. He and Mrs. Rivard are spending their honeymoon down the river at St. Lawrence river points.

The wholesale grocery trade was represented in Ottawa last week by Armand Chaput and Jos. Patenaude, and Mr. Royer of Quebec also accompanied them when they interviewed the food controller on various matters.

J. B. Bennet, formerly conducting a business in groceries and liquors at 862a Craig street east, and who for some time has been overseas with the Canadian army, has returned to Montreal and will again conduct the same business on his own account.



Fred E. Tobias of London, traveler for the Pure Gold Mfg. Co., is the possessor of a family that has certainly done and is doing its bit. In referring to his family Mr. Tobias humorously puts it that he had "half a dozen assorted offsprings" with whom he has to correspond. Two of the male members of his family are overseas; one has served at the front for over twenty months and is in England now to get his commission. The other graduated at Queen's with honors and was given a lieutenant's commission and left in June last without Mr. Tobias having an opportunity to bid him good-bye. He hadn't seen him for three years, "which is war and all in the game," as he philosophically says. He has one daughter, who has served for three years in the American Ambulance in France and is now in New York trying to get back to the front again. His youngest daughter is in the Military Base Hospital in Toronto. In addition to this he has 1,700 square feet of vegetable garden, so that he is also doing his bit from the production standpoint.

Ontario

E. H. Breckenridge, Ottawa, has sold his stock.

A. G. Pearen, Brampton, has suffered loss by fire.

Emeretta Brass, Toronto, has discontinued business.

Fenton & Smith, Pembroke, have suffered loss by fire.

A. R. Miller, Chrysler, has advertised his stock for sale.

C. K. Schnarr, Kitchener, is selling his stock by auction.

P. B. Newton & Son, Dundas, have sold to Allan Marshall.

Geo. Wenino, Sarnia, has been succeeded by Frank Seager.

Foote & Sanderson, Fergus, will dissolve partnership in August.

Chappele & Elliott, produce merchants of Hamilton, have dissolved partnership.

The Canadian Cheese Box Co., Ltd., Ottawa, has changed its name to that of Boxes, Limited.

The Trout Creek Store Company, Ltd., general merchants, has been incorporated under a provincial charter with a capitalization of forty thousand dollars. It is located at Trout Creek, Ont.

J. L. Kellogg, general superintendent, Kellogg Toasted Corn Flake Co., Battle Creek, Mich., and J. F. O'Brien, the new sales manager, were in Toronto this week on a visit to their factory.

J. E. Richardson, grocer and butcher, Thamesville, has purchased the confectionery business of J. B. Tiffin and will conduct it in future.

F. W. Young, merchant and postmaster at Seeley's Bay, has sold out to Simpson and Willis, the latter having taken over the postoffice. Mr. Young intends going into business at Picton.

The Hudson Bay Co., J. J. Jewell, and Frank Veaco were among the sufferers in the disastrous fire that recently visited Sioux Lookout.

F. T. Smye and H. C. Beckett, Hamilton, Ont., were in Toronto last Thursday attending a meeting of wholesale grocers. The sugar and other regulations of the Canada Food Board were among the subjects discussed.

Western

R. W. Buckley, McGee, Sask., has sold out.

Mrs. S. Myers, Winnipeg, has discontinued business.

T. Millard, Winnipeg, has been succeeded by G. Stambler.

Rosenbaum & Co., Norquay, Sask., have sold to D. Koch.

Henry Trottier, general store, Domremy, Sask., has suffered loss by fire.

H. J. Morrison, Wainwright, Alta., has been succeeded by H. C. Montgomery.

Gold & Oretsky, grocers and clothiers of Herbert, Sask., have been succeeded by S. Gold & Co.

R. G. Sinnamon, Medora, Man., has sold to the Medora Trading Co.

B. Brown, general store, Sturgeon Creek, Man., has been succeeded by A. Heckman.

J. E. McRae, who conducted a general store at Sutherland, Sask., has removed his business to Redpath, Sask.

W. G. Ruston, who formerly owned a store at Cypress River, Man., and who for several years past has been engaged in business in Keyes, Man., has purchased the general store business of J. A. Howie & Co., Treherne, Man.

Mr. Watson of the sales department of the California Associated Raisin Co., was in Winnipeg last week calling on their representatives, the Donald H. Bain Co.

PRESENTATION MADE

William Glover, who has been with Warren Bros., wholesale grocers, Toronto, for a period of forty years, was presented with a gold-headed cane by the sales staff on the occasion of his retirement recently. The presentation was made by J. Owen, now the oldest traveller in point of service, and Walter Whittam, the oldest member of the staff in point of service, spoke of the many years of pleasant association with Mr. Glover.

ADOPT CASH AND CARRY PRINCIPLE

The merchants of Dundalk, Proton, Flesherton, Maxwell, Eugenia and adjoining Ontario towns and villages have recently formed a branch of the Retail Merchants' Association. The organization meeting was held in Dundalk and the officers elected were as follows:

F. H. W. Hickling, Flesherton, president; H. G. Becker, Proton Station, secretary; F. G. Karstedt, Flesherton, treasurer.

As one of the developments of this move the merchants interested have united in adopting the cash and carry system. The merchants who have adopted the system are: Ritchie Bros., Dundalk; Morgan & Co., Dundalk; F. Nixon, Dundalk; J. Sinclair, Dundalk; T. McIntyre, Dundalk; J. Sydie, Dundalk; J. Gardiner, Dundalk; T. Fennell, Dundalk; Russell Bros., Dundalk; D. A. Stinson, Proton; H. G. Becker Proton; Copeland Bros., Proton; R. Heron, Maxwell; S. M. Osborne, Maxwell; Graham Bros., Eugenia; Hy. Cairns, Eugenia; F. G. Karstedt, Flesherton; W. L. Wright, Flesherton; F. H. W. Hickling, Flesherton; Mark Wilson, Flesherton; J. Pattison, Ceylon; Karstedt Bros., Priceville; D. G. McLean, Priceville; A. A. Bolen, Corbetton; E. E. Hockridge, Hopeville.

CANADA CO-OPERATES WITH U. S. IN LICENSING MANY PRODUCTS

New Order Not to Affect Legitimate Business But to Forestall Any Possible Infringement of Existing Regulations

Upon the recommendation of the Minister of Finance, two important orders-in-Council have recently been passed by the Dominion Government governing the import and export of numerous commodities. These commodities embrace those which the United States Government has placed under license for the purpose of conserving ocean tonnage in order that additional shipping may be made available for the transportation of troops and supplies to Europe. Evasions of the American regulations have occurred through the importation and exportation of restricted articles into and from the United States through Canada, to whose trade the American restrictions have not hitherto applied. The orders-in-Council provide that the import and export of the commodities on the list in question shall be prohibited except under license from the War Trade Board.

As communication between Canada and the United States is chiefly by rail, it is not intended that there shall be any restriction under the new order upon Canada's imports and exports from and to the United States, and the War Trade Board has advised the Department of Customs that, until further notice, it approves of the import and export of a list of commodities without license. All previous orders-in-Council restricting imports or exports, except under license, still remain in effect.

There is a long list of commodities affected by this order. Those of particular interest to the trade are: all breadstuffs except wheat and wheat flour, including imports from Europe; broom corn; candle pitch, palm and other vegetable stearn; chicory root, dry or roasted; cocoa and chocolate, prepared or manufactured; eggs of poultry; gelatine, and manufactures thereof; honey, hops; all expressed vegetable oils from Europe only; lemon oil; beans and lentils from Europe only; all vegetables prepared or preserved, including all from Europe; vinegar; casein, cocoa beans, eggs dried, frozen, prepared or preserved, and vanilla beans.

QUEBEC FAIR DATES

List of agricultural exhibitions to be held under the auspices of the Department of Agriculture of the Province of Quebec for the season 1918:

County	Town	Date
ARGENTEUIL	Lachute,	Sept. 18-20
ARTHABASCA	Victoriaville,	Sept. 18
BAGOT	St. Liboire,	Sept. 25-26
BEAUCE—A	Beauceville,	Sept. 25-26
BEAUHARNOIS	St. Le. de Gonzague,	Sept. 25
BERTHIER	Berthierville,	Sept. 18-19
BONAVENTURE—A	Port Daniel-Shigawake & N. C.,	Oct. 8-10
BROME	Brome,	Sept. 3-5
CHAMBLY	St. Brune,	Sept. 11
CHAMPLAIN	St. Stanislas,	Sept. 19
CHARLEVOIX—A	Malbaie,	
CHATEAUGUAY	Ste. Martine,	Sept. 10
COMPTON—2	Scotstown,	Sept. 11-12
D. MONTAGNES	Ste. Scholastique,	Sept. 24-26
DRUMMOND	L'Avenir,	Sept. 18-19
GASPE—A 1	Cape Cove,	Oct. 29.
HOCHELAGA	St. Leonard de P. Maurice,	Sept.
HUNTINGDON—A	Huntingdon,	Sept. 12-13
HUNTINGDON—B	Havelock,	Sept. 17
GASPE—A—2	Baracheis,	
IBERVILLE	St. Alexandre,	Sept. 10-11
J. CARTIER	Strathmore,	Sept. 11.
JOLIETTE—A	Joliette,	Sept. 24
JOLIETTE—B	St. Jean de Matha,	Sept. 17
LAC ST. JEAN—A	Hebertville Stat.,	Sept. 17
LAPRAIRIE	Laprairie,	Sept. 4.
L'ASSOMPTION	L'Assomption,	Oct. 3
LAVAL	Ste. Rose,	Sept. 11
LEVIS	St. David,	Sept. 19
L'ISLET	St. Jean Port Joli,	Sept. 25-26
MEGANTIC—A	Inverness,	Sept. 25-26
MEGANTIC—B	Plessisville,	Sept. 26.
MISSISQUOI	Bedford,	Aug. 27-29
MONTCALM	Ste. Julienne,	Sept. 19
MONTMAGNY	Montmagny,	
MONTMORENCY—A	Riviere aux Chiens,	Oct. 2
MONTMORENCY—B	Ste. Hamille, I.O.,	Sept. 25
NAPIERVILLE	St Edouard,	Sept. 5
PONTIAC—A	Shawville,	Sept. 16-18
PONTIAC—B	Chapeau.	Sept. 23-25
PORTNEUF—A	Pont Rouge,	Sept. 19
PORTNEUF—B	St. Casimir,	Sept. 24
QUEBEC	Quebec,	
RICHELIEU	Ste. Victoire,	Sept. 17
RICHMOND	Richmond.	Sept. 11-12
ROUVILLE	Rougemont,	Sept. 12
SHEFFORD	Waterloo,	Sept. 17-18
SOULANGES	Pont Chateau,	Sept. 17
STANSTEAD	Ayer's Cliff.	Sept. 3-5
ST. HYACINTHE	St. Hyacinthe,	Sept. 10
ST. JEAN	St. Jean,	Sept. 17
ST. MAURICE	St. Barnabe,	Sept. 19
TEMISCOUATA	Fraserville,	
TERREBONNE	St. Jerome,	Sept. 12
T. RIVIERES	T. Rivieres,	Sept. 25
VAUDREUIL	St. Lazare,	Sept. 19
VERCHERES	Ste. Theodosie,	Sept. 19
WOLFE—1	Marbleton,	Sept. 18
WOLFE—2	Ham-Nord,	Sept. 17
WRIGHT	Aylmer,	Sept. 17-18
YAMASKA	St. Frs. du Lac,	Sept. 11

Provincial exhibitions are held at Quebec August 29-September 7. Sherbrooke August 26-31. Three Rivers, August 19 to 24; Valleyfield, August 16-21.

CATALOGUES and BOOKLETS

The California Prune and Apricot Growers' Association have issued a most attractive booklet entitled "All About Prunes and Apricots." This book gives the development of the industry in California, showing how the Association was formed to look after the various growers' interests. It is very handsomely illustrated with colored maps and charts showing prune and apricot production in California since 1912. A number of half-tone pictures show prune and apricot orchards as well as drying trays containing the fruit. Machinery is also shown and it is explained how this takes care of the prunes and apricots after they are picked. One of the stories in the booklet is entitled "From the Blossom to the Box." There are also a number of recipes showing how apricots and prunes can be used. There is also a story on the food value of prunes and apricots,

ON GETTING TO THE FLY.

To get rid of flies remember "Eternal vigilance is the price of liberty."

It is definitely known that the fly is the carrier of the germs of typhoid fever; it is widely believed that it is also the carrier of other diseases, including possibly infantile paralysis.

The United States Government makes the following suggestion for the destruction of house flies:—Formaldehyde and sodium salicylate are the best two fly poisons. Both are superior to arsenic. They have their advantages for household use. They are not a poison to children; they are convenient to handle, their dilutions are simple and they attract the flies.

A formaldehyde solution of approximately the correct strength may be made by adding three teaspoonfuls of the concentrated formaldehyde solution, commercially known as formalin, to a pint of water. Similarly, the proper concentration of sodium salicylate may be obtained by dissolving three teaspoonfuls of the pure chemical (a powder) to a pint of water.

An ordinary thin drinking glass is filled or partially filled with the solution. A saucer or small plate, in which is placed a piece of white blotting paper cut size of the dish, is put bottom up over the glass. The whole is then quickly inverted, a match placed under the edge of the glass, and the container is ready for use. As the solution dries out of the saucer the liquid seal at the edge of the glass is broken and more liquid flows into the lower receptacle. Thus the paper is always kept moist.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

DRIED fruit business continues to occupy the minds of the wholesalers to a large extent, orders having been placed for fall shipment, and confirmation of their acceptance being awaited. Some acceptances have already been received, but there is a very large tonnage booked on which no word has been received. It is felt that another two or three weeks will elapse before the trade really knows just where they will be. The outlook is that prune and peach orders will be cut down to a large extent, while apricots and raisins are likely to come along in ample quantities to supply the demand.

Sugar still comes along slowly, but refiners feel that sufficient will arrive to take care of requirements of the consuming public. No extreme hardship has been reported as yet. Prices remain firm and unchanged.

MONTREAL—This market is without many outstanding features. Trade in canned goods is reported to be very active—more so than the average summer season has shown in the past. This is the result, doubtless, of the present outlook for the coming season's pack, and which is not any too promising. Sales are being made of last season's pack vegetables and fruits on an unchanged basis. A few lines of odd imported goods are again obtainable, among these being essence of anchovies, mushroom catsup, walnut catsup, curry powders, and some malt vinegars. Changes are fewer than usual, advances being confined to stove polishes, relishes, gelatine and liniment. There is a good demand for ground starches and for corn syrups. The sale also of package cereals is maintained, and substitute flours and all feeds are ruling firm in an active market. Coffee and tea markets are steady and firm. The sale of fruits and vegetables is particularly heavy, and supplies are readily picked up by many buyers.

TORONTO—Fresh fruits and vegetables have provided the bulk of the price changes during the week. The tendency towards lower prices is more marked as local supplies increase, and many lines are being quoted at lower levels. Blueberries and currants are down, and plums show a lower range of figures. Beans, beets and cabbage feature the vegetables to decline, along with cucumbers, which are becoming much more plentiful. Local potatoes and tomatoes are both in better supply, and another week or two should see these lines much lower.

Indications point to fairly high prices on honey. Estimates as to available supplies are very uncertain, some quarters intimating small returns, while others look for ample returns.

Beans are being quoted at a much lower level than prices ruling for some weeks past. Supplies are heavy and the demand light. Rices are in good supply and a very fair demand apparent. The use of rice as a substitute is considered as an influence in present volume of sales. Tapioca is down ½c per pound in some quarters.

Exports of walnuts from France will not be very large, it is thought. The outlook is for rather a poor crop, and opportunities for shipping none too plentiful. The new crop of almonds seems a fair one, with prices likely to rule high. Brazils are higher, with extreme difficulty being experienced in getting from South America.

Acceptance of dried fruit orders is being awaited by the trade, some confirmations already having come through, but the majority are still being withheld. The demand for substitutes for wheat flour continues good. Business is fairly good.

WINNIPEG—The bran market is one of the most interesting of all the markets just now on account of the decline which has taken place during the last two weeks. Brokers state that stocks could be replaced for a cent less than the price they were bought at, and it looks as though everybody will have to take a loss unless the market goes up within a month. On the other hand, there are those who are content to hold their stocks, believing that the market will strengthen towards fall. The present easiness is attributed by them to some dealers sacrificing their stocks.

The demand for rolled oats is becoming abnormal owing to the push made on this line as a substitute for flour. Some of the mills are beginning to wonder if their stocks will hold out until September 1, when the new crop comes in.

The action of the Government in prohibiting the canning of pork and beans temporarily to conserve the tinplate has influenced buying to some extent. Cornmeal, which recently suffered a decline, has advanced $1 per barrel.

QUEBEC MARKETS

MONTREAL, July 24.—Hot weather has been accountable for the somewhat quieter state of trade during the past week. Many are now holidaying, there being a particularly heavy exit from the city of staffs from all lines of work. Considerable booking is being done by some of the large houses against shipment next fall.

Polishes, Relish, Liniment and Gelatine Up

Montreal.

VARIOUS LINES. — Advances are made in the price of stove polishes of Sultana make. As an instance of the change, No. 4 is now $8.60 per gross, the former quotation being $6.80. Knox's gelatine is selling at $1.95 per dozen, an advance of 20c. Minard's Liniment is up to $2.25 per dozen, the change representing an increase of 25c. Tourmade's Kitchen Bouquet is up to $3 per dozen. This is an advance of 25c.

Refined and Soft Sugar Hold Steady and Firm

Montreal.

SUGAR.—No marked changes in the situation have been effected during the past week. As affecting the situation on supplies these are stated to be ample when the soft sugars are also taken into consideration. The latter are being more freely used now and it is stated that if the grocer will do all that he can to insist on these being used more extensively it will help materially in the long run. As one jobber pointed out to CANADIAN GROCER, the grocer is depended upon to insist on the consumer taking a fair proportion of soft sugars. The wholesaler or jobber has to take them from the refinery as allotted and he in turn has to so treat his retail patron, the grocer. The ultimate seller therefore has reason to expect the public to fall in line and assist in making the distribution final and thorough. Supplies here are reported to be fair, and the trade is being supplied reasonably well.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 65
ominion Sugar Co., Ltd., crystal granulated	8 85
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50
Cut loaf (25-lb. boxes)	10 40-10 70

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Canned Goods Sales Have Kept Up Well

Montreal.

CANNED GOODS.—From the jobbing trade reports agree that there is a splendid movement. This is accounted for to some extent because of the short pack some lines of early fruits. Strawberries in particular as before reported are scarce and will be higher still. The outlook for raspberries is not very promising and the pack will be quite small. Present prices on some lines are low, some assert, when viewed against the situation for new pack stock. Peaches in heavy syrup at $2.00 per dozen are stated to be splendid buying and pears at around $1.65 are also stated to be low. Prices are still holding at just about where they were a year ago. Salmon is expected to be high this fall and there is little disposition on the part of the large packers on the coast to make any mention of price as yet.

Salmon Sockeye—		
"Clover Leaf," ½-lb flats	2 40	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz...	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	2 30	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Red Springs (new pack) doz.	....	3 75
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Tomatoes, 1s	....	1 25
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 85
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Syrup Selling Well; No Stocks Molasses

Montreal.

MOLASSES AND SYRUP.—A good trade still obtains for syrups, stocks of both corn and cane being ample but not overly excessive of the demand. Prices are steady and maintained. There is little new in molasses, the situation being steady, with supplies light and shipments small but quite frequent. In this respect there is not much promise of there being any considerable improvement and molasses quotations will very likely continue high.

Corn Syrup—	
Barrels, about 700 lbs.	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.	
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, ½ doz. in case, case	4 95
20-lb. tins, ¼ doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38½-lb. pails, each	3 25
5-gal. 65-lb. pails, each	5 25
Cane Syrup (Crystal) Diamond)—	
2-lb. tins, 2 doz. in case, per case	5 50
Barrels, per 100 lbs.	8 00
Half barrels, per 100 lbs.	8 25

Barbadoes Molasses—	Prices for Island of	Montreal
Puncheons	0 97	1 00
Barrels	1 00	1 03
Half barrels	1 02	1 05

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Nut Values Steady; Trading Light

Montreal.

NUTS.—Many of the wholesalers having satisfied their needs for nuts are now resting, and activity has been reduced in the matter of buying. Prices are holding very firm still and importers do not look for any reductions in the near future. As a matter of fact it is fully expected that there will be a firm market throughout the season, and it is not possible to say at this time what the future outlook will be as regards either price or supplies.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 21	0 22
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Much Interest in Booking Dried Fruits

Montreal.

DRIED FRUITS. — Considerable volume of business is reported as regards the placing of orders for dried fruits for the coming fall delivery. It would seem that those placing their orders early will have a reasonably good chance of being well taken care of. In any case the taking of such large percentages of prunes and peaches by the United States government for their own needs suggests that the remaining supplies will not be over abundant. As far as spot trading goes there is a good movement and prices are fair at the present time, all things considered. The outlook would

indicate that there will be a fair crop of raisins this year and that prices will be above those of last season.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	....	0 20
Peaches (fancy)—		
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	6 84
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 60	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 19
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 13
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12¾

All Spices Strong And Trading Steady

Montreal.

SPICES.—In considering the season spice sales are holding up fairly well. The undertone is a firm one and supplies are bringing full prices for the importers are not forcing sales on the schedules obtaining here. In fact one importer stated to CANADIAN GROCER that more business was coming to them than they dreamed of receiving. It would seem that supplies in the hands of the retail trade are not any too heavy and that dealers are replenishing their needs frequently. In the United States markets lack of interest has manifested itself, but for the most part there is a maintenance of prices all through.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia	....	0 35
Cassia (pure)	0 35	0 37
Cayenne pepper	0 28	0 35
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

New Japan Teas Already Distributed

Montreal.

TEAS.—New crop of Japan teas are already finding their way into the hands of the trade. These are said to be very fine and prices are high, as predicted. Cables received a few days ago state that the second crop Japans will be still higher than the first and no prices on these are yet available. There is no sign of any declines. With the situation somewhat uncertain some hesitate to enter into contracts for future business. Importers' cost, it is very certain, will be much higher for given teas in 1918 than was the price to the retail trade in 1917. Australia, having lifted the restrictions against the importation of Java teas, some look for a firming of the quotations on these grades. Trading has been quite considerable of late, notwithstanding the difficulties of accepting the new impositions and regulations.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Assurances Are Good Regarding Coffee

Montreal.

COFFEE AND COCOA.—While it is not possible to say what the position on coffee will be in the coming months, the indications are fairly promising with respect to supplies. It is hoped that those having the allotting of supplies to this market will appreciate the needs of the trade and that there will not be the expected interference with the shipments required from time to time to meet the actual needs of the Canadian trade. Consumption of coffee is maintained on a steady and even better basis than usual, and prices hold steady and with the undertone a firm one. Higher prices will doubtless prevail ere long. Cocoa is in fair demand although this is a little less than it was.

Coffee, Roasted—		
Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)	....	....
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Much Rice Used in Making Up Substitute

Montreal.

RICE AND TAPIOCA.—There is a great deal of rice used now in milling rice flour. The latter is in good demand. In its regular form the product is selling fairly well but now that summer is here its sale is more or less limited. Supplies are stated to be ample. Trading in the States has been inactive although supplies coming forward there have been very fully absorbed at nearby points—a great deal of the supply going into milling. The markets are firm but unchanged.

Snow (Japanese)	....	10 25
Ice Drips	....	11 25
Carolina	12 50	16 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 60
Siam (fancy)	10 25	11 00
Rangoon "B"	8 50	9 50
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	8 20	9 25
Mandarin	8 90	10 00
Pickling rice	7 70	8 40
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15'	0 16

Little Interest Here in the Bean Market

Montreal.

BEANS.—Not a great deal of interest is manifested in the bean markets. Prices are still holding although a large jobber stated that there was a tendency to sag somewhat. It is improbable that there is likely to be any great activity during the next few weeks. Prospects for a good crop in Quebec province this year are very satisfactory at the present time.

Beans—		
Canadian, hand-picked, bush.	8 50	9 00
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 50	8 75
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Winter Wheat Flours Firm; Feed Very Active

Montreal.

FLOUR AND FEED.—There is a continued demand for feeds and these are selling freely, but with demand still in excess of supplies. Crushed oats are quoted as high as $70 per ton. Strength is noted in winter wheat pastry flour and one jobber of this reports an increase to the wholesaler of 10c per bag. Regular flours are still selling and are available in limited quantities.

War Standard, Graham and Whole Wheat Flours—			
Car lots (on track)	....		10 95
Car lots (delivered). Bakers	....		11 05
Small lots (delivered)	....		11 15
Bran, per ton	....		35 00
Shorts	....		40 00
Crushed oats	....	61 00	70 00
Barley chop	61 00	64 00	70 00
Barley meal	61 00	64 00	72 00
Feed oats, per bushel			1 10

Steady Movement Here of Cereals

Montreal.

CEREALS.—There is not any great interest in these markets excepting that the demand for package goods is steady and very satisfactory. The sale of cornmeal is fairly good and some report active request for rolled oats. The special substitute flours have been selling well and each week sees an increasing demand for thes and of which there have been fair supplies. In view of the desire of the Food Controller that there should be a greater use of the substitutes from now on the demand on stocks will continue to be heavy. Prices are holding steady with very little change of any kind. Large sales have been made of the imported rye flours and this would indicate that the product is meeting with a ready response from the trade in Canada.

Cornmeal, Pure Gold	....		7 00
Cornmeal (Gold Dust)	6 25	6 60	7 00
Barley, pearl	7 50	8 25	8 75
Barley, pot, 98 lbs.	6 00	6 25	6 75
Barley flour, 98 lbs.	....		6 25
Buckwheat flour, 98 lbs.	....		7 25
Corn flour, 98 lbs.	5 80		6 00
Rice flour	8 75		9 00
Hominy grits, 98 lbs.	6 75		8 00
Hominy, pearl, 98 lbs.	7 50		7 75
Oatmeal (standard-granulated and fine)	5 60	6 30	6 60
Peas, Canadian, boilling, bush.	5 00		5 50
Split peas	9 50		11 25
Rolled oats, 90-lb. bags	5 20	5 30	5 50
Rolled oats (family pack.), case	5 70		5 80
Rolled oats (small size), case	2 05		2 10
Rolled wheat (100-lb. bbls.)	....		6 75
Rye flour, small lots, 98 lbs.	....		6 55
Rye flour (Can.), 98 lbs.	7 25	7 50	8 00
Do. (American), 98 lbs.	....		6 85
Self-raising flour—			
3-lb. pkgs., doz.	....		2 80
6-lb. pkgs., doz.	....		5 50

Imported Apples Down; No More Strawberries

Montreal.

FRUITS.—The season for strawberries has been a short one and there are practically none to be had here. Raspberries are coming to hand better, and blueberries also are freer. On the whole prices are high and while apples have declined to $3.25 and cherries to $1.50, peaches are higher to $2.25 per box. California plums are down 50c to $2.50. There is a good demand for the various lines and as the different fruits mature and are marketed they are quite readily picked up.

Apples—			
American (bask.) Duchess	....		3 25
Do., Yellow transparent	....		3 25
Apricots (Cal.) ,box	....		3 00
Bananas (fancy large), bunch	5 00		5 50
Blueberries, 6-12-qt. boxes	....		1 25
Cantaloupes (45 size), crate	....		7 00
Do., (15 size), crate	....	....	3 00
Cherries (California), basket	....		1 50
Cocoanuts, sack	7 25		8 50
Currants (Red or Black), gallon	....		0 75
Gooseberries, gallon	....		0 75
Grape fruit (fancy Jamaicas)	3 25		3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....		5 00
Grape fruit (fancy Porto Ricos) 54, 46	....		4 75
Lemons (fancy new Messina)	8 50		9 00
Lemons (choice)	....		7 00
Lemons (California seedless)	....		5 00
Oranges, Valencia lates	....		7 50
Oranges, Porto Ricos	....		5 50
Oranges, California navels	....		7 50
Oranges, Jamaica	....		6 50
Oranges (bitter)	4 00		5 00
Oranges (Seville, bitter)	....		5 50
Oranges (Sorrentoes), 200 size	....		5 00
Plums (Cal.), box	....	....	2 50
Pineapples, Cuban (crate)	....		6 00
Pineapples, Florida	....		6 00
Pears, Cal., eating, small box	....		3 00
Peaches, box	....		2 25
Raspberries (imported), qt.	....	....	0 25
Watermelons (each)	....		0 75

Potatoes Come Down; Tomatoes Getting Freer

Montreal.

VEGETABLES.—The high price of potatoes has been an unusual thing for so late in the season and the greater supply and better price of the new has served to reduce prices some. They are now selling—that is the old stock—at $2 to $2.50 per bag, while new imported of the best grade are selling at $6.50. Tomatoes of the native variety will soon be freer as the hot weather is serving to turn these red and make them ready for marketing. Producers are coming to market more frequently with the advance of the season, and an active request for all lines is reported. Old beets, endive, oyster plant and Mississippi "flats" in the tomato line are off the market.

Beans, new string (20-lb. bag)	....		2 00
Beets, new (doz. bunches)	....		0 40
Cauliflower (Montreal), doz.	....		1 50
Cabbage (new), doz.	....		1 75
Carrots, new, doz.	....		0 40
Carrots (bag)	....		2 00
Celery (Montreal), doz.	....		1 00
Cucumbers (Montreal), doz.	....		0 75
Lettuce, curly (doz.)	....		0 30
Lettuce (Montreal), head	....		0 50
Leeks	....		2 50
Mint	....		0 20
Mushrooms, lb.	....		0 90
Onions, red (100-lb. bag)	....		2 00
Onions, spring, doz.	....		0 50
Onions (Texas), No. 1 yellow, cte	....		3 25
Do., No. 2 white wax (crate)	....		2 75
Do., Silver and Red (crate)	....		3 50
Onions, American (100 lbs.)	....	....	6 00
Parsnips, new (doz. bunches)	....		1 00
Parsley (Canadian)	....	....	0 30
Peas (Montreal), 20-lb. bag	....	....	1 00
Potatoes (sweet), per hamper, as to size	2 50		4 00
Potatoes, bag	2 00		2 50
Potatoes (New Brunswick), bag.	....		1 65
Potatoes, new, Virginia, bbl.	....		6 50
Romane	....		0 50
Radishes (doz.)	....		0 25
Rhubarb, doz.	0 25		0 35
Spinach, box	....		0 75
Turnips (Quebec)	....		3 00
Turnips, new (doz. bunches)	....		0 40
Tomatoes (hothouse), lb.	....		0 40
Tomatoes "bus." ctes, New Jersey	....		3 50
Watercress (Can.)	....		0 40

New Honey Arrives; Maple Products Scarce

Montreal.

HONEY AND MAPLE PRODUCTS.—The announcement is made that some supplies of clover honey have reached the market. These are quoted high by the apiarists and the market will be firm, it is asserted, because of the small production reported. In a few isolated instances the reports have indicated a good production, but in others there is almost a complete failure. In combs one produce dealer is quoting at 25c for fancy and number one at 23c. In 60-pound tins the price is 22c. Maple syrup and sugar are decidedly firm and offers are few, as the supply is getting depleted.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22
Honey—		
Comb (fancy)	....	0 25
Comb (No. 1)	....	0 23
In tins (60 lb.)	....	0 22

ONTARIO MARKETS

TORONTO, July 24.—The greatest tendency towards change in the question of prices is evidenced in fruit and vegetables, a larger quantity of local grown being available with prices tending downward generally. The sugar situation shows no material improvement though no hardship as a result of limited shipments is reported. Rolled oats show a firmer tendency. Business generally is fairly good, though extreme hot weather is affecting movement of some lines.

Sugar Supplies are Not Heavy; Prices Firm

Toronto.

SUGAR.—Sugar supplies show little if any improvement during the week, but under stress of present fairly heavy demand, little opportunity to provide a surplus exists. Shipments are reaching the local market in fair quantities and no real hardship is reported from any source. The feeling exists that sufficient to take care of this year's requirements will be available.

Refiners in the United States are taking care of orders entrusted to them and whereas shipments of raws during the past week were lighter than usual to Atlantic ports, accumulated stocks permitted full operation of refineries.

Atlantic, extra granulated	9 27
St. Lawrence, extra granulated	9 27
Acadia Sugar Refinery, extra granulated	9 27
Can. Sugar Refinery, extra granulated	8 82
Dom. Sugar Refinery, extra granulated	8 97

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yeliow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Klim Goes Higher; Other Lines Change

Toronto.

KLIM, OTHER LINES.—An advance

in the price of Klim has been provided for in new prices named as follows: Small, $5.25; 16-oz., $7.50; hotel size, $17.50. Other lines to undergo revision upward are Knox gelatine, which advanced 25c to $1.95 per dozen; Libby's No. 8 mustard, 2 dozen, to $1.80; clothes pins, single boxes, $1.00, 5-box lots, 95c each. The tendency in each case, it will be noted, is upward.

Syrups are Firm; Molasses Unchanged

Toronto.

SYRUPS, MOLASSES.—A firm tone is noticeable in syrups and a fair movement is reported. Prices have held firm and unchanged at levels existing for some time past.

Molasses from the West Indies is increasingly hard to get, transportation being at a premium and prices remain at high levels. Supplies locally on some lines are fair, while others are scarce.

Corn Syrups—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb...	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels.....	0 95	1 00
West India, ½ bbls., gal.....	....	0 56
West India, No. 10, kegs.....	....	6 50
West India, No. 5, kegs.....	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Lobsters are Up; Other Lines Firm

Toronto.

CANNED GOODS.—A new price on 1918 pack of lobsters has been named, the Mephisto brand, 48½s being quoted at $3.40 dozen, which represents an advance. Prices on salmon are not yet available but will, it is expected, be much higher. Stocks of jams are being reduced to prepare for arrival of 1918 pack and the same may be said of canned vegetables, which are moving forward in fair quantities. The new pack of peas is expected to reach 100 per cent. normal and tomatoes are reported as progressing favorably.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.....	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 40
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.....	1 85	2 10
Beans, golden wax, doz.....	1 85	2 45
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2's, doz.	1 82½	1 85
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.....	2 00	2 35
Pineapples, sliced, 2s, doz.	3 17½	3 20
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.....	3 00	3 25
Strawberries, 2s, H.S.	4 12½	4 15
Strawberries, 2s, H.S.	3 00	3 40
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.....	3 40	3 45
Jams—		
Black currants, 16 oz., doz.	3 00	3 40
Do., 4s, each	0 82	0 95
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 00	3 40
Do., 4s, each	....	0 95
Strawberries, 16 oz., doz.	....	3 40
Do., 4s, each	0 87	0 95

Booking Business Has Been Good

Toronto.

DRIED FRUITS.—Booking business on dried fruits has been very satisfactory from all reports and confirmation of many orders placed has already come through. However, there is a very big tonnage not yet covered by confirmation and the outlook is that peaches and prunes will not come along in any too liberal quantities. Prices on these two lines are very high while raisins and apricots will be comparatively reasonable. The base price on prunes is over 2c higher than last year's basis and about 4c up on the average of the past fifteen years. With the additional packing charges, higher freight and exchange, to all of which must be added the same percentage of wholesale and retail profit, prices to the consumers, will range at very high figures.

Apples, evaporated, Ontario ...	....	0 19
Do., da., Nova Scotia	....	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	....
Orange	....	....
Citron	....	....
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.....	0 13	0 14
Cal., 8 oz. pkgs, 20s, case.....	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25's, faced....	....	0 18
40-50s, per lbb., 25's, faced....	0 17	0 17¼
50-60s, per lb., 25's, faced.....	0 16	0 16½
60-70s, per lb., 25's, faced....	0 14	0 15½
70-80s, per lb., 25's, faced....	0 13	0 14
80-90s, per lb., 25's, unfaced..	0 12¾	0 13½
90-100s, per lb., 25's, faced..	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes.	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.....	0 14	....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets..	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

Fine Teas Reported Scarce; Demand Moderate

Toronto.

TEAS.—Reports indicate that whereas heavy stocks of tea are available, it is the commonest varieties which are plentiful while the selection of fine teas is very limited. The demand for the cheaper grades is dull with finer grades enjoying a moderate demand at high prices.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Situation Unchanged; Supplies Low

Toronto.

COFFEE.—The coffee situation is unchanged, the market holding very firm though as yet unchanged locally. The question of supplies is increasingly difficult, shipments from South America having to depend largely on sailing vessels which show little disposition to face the possibilities of an encounter with the subs. This is having a tendency to reduce spot stocks though dealers locally are in fair shape to take care of their trade for some little time.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Renewed Interest In Spice Movement

Toronto.

SPICES.—After a month or six weeks of comparative quiet, interest in spices is again noticeable and sales in very good volume are being effected. Prices hold firm and unchanged with primary condition very strong.

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55

Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 48	0 53
Paprika, lb.	....	0 60
Nutmegs, selects, whole, 100s	0 45	0 48
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 60	0 65
Coriander, whole	0 25	0 28
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 95	1 05
American high test	....	....
2-oz. packages, doz.	....	1 50
4-oz. packages, doz.	....	3 25
8-oz. packages, doz.	....	5 45
8-oz. tins, doz.	....	6 00
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Nuts Holding Firm; Supplies Locally Good

Toronto.

NUTS.—The market on all lines of nuts remains firm locally. Walnuts were quoted a little lower in New York in one source but this is not general. There are few if any offering from France and reports are to the effect that there is little chance of shipments coming through, the outlook for the new crop being so poor. The new crop of almonds will be a fair one it is thought, with indications pointing to continued high prices, October shipments being quoted on same basis as spot deliveries. A shipment of filberts is reported in transit, prices will be high. Brazils show a higher tendency and there is great difficulty in securing owing to lack of transportation.

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 25	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz.	....	0 18
Brazil nuts, lb.	0 68	0 75

Lower Prices Rule on Beans

Toronto.

BEANS.—A lower range of quotations is general on beans, prices ruling for some time past not serving to move stocks very rapidly, and even at prices now named sales are within rather narrow channels.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked	....	8 00
Can. White Kidney Beans, bush.	....	9 00
Rangoons, per bush.	....	6 50
Japanese Kotenashi, per bush.	....	8 00
Limas, per pound	0 19	0 20

Rice Holds Firm and Unchanged

Toronto.

RICES.—Prices have held firm and unchanged on rices, with tapioca showing a little easier tendency. The future is one of decided uncertainty as regards supplies though present stocks locally are considered ample for some time to come. The present range of quotations follows:

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas, per 100 lbs.	11 75	12 50
Honduras, fancy, per 100 lbs.	....	13 00
Siam, fancy, per 100 lbs.	....	9 75
Siam, second, per 100 lbs.	....	9 50
Japans, fancy, per 100 lbs.	10 75	11 75
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	9 00	10 00
Do., Simiu	....	11 50
Do., Mujin, No. 1	....	10 75
Do., Pakling	....	10 25
Tapioca, per lb.	0 14	0 14½
White Sago	0 15½	0 16

Package Goods Firm; Sales Satisfactory

Toronto.

PACKAGE GOODS.—All lines of package goods have held firmly during the week and jobbers report a very good sale of all kinds. Prices are unchanged at figures given herewith:

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 75
Rolled oats, round, regular 18s, case	2 05	2 30
Rolled oats, square, 20s	5 60	5 85
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11½
No. 2, pound cartons	....	0 10½
Starch, in 1-lb. cartons	....	0 11½
Laundry starch, in 1-lb. cartons.	0 10	0 11½
Do., in 6-lb. tins	....	0 13
Do., in 6-lb. boxes	....	0 13
Do., in 100-lb. kegs	....	0 11

Likely Price of Honey Around 22-24c lb.

Toronto.

HONEY, MAPLE SYRUP.—Indications are that clover honey will sell around 22c to 24c per pound judging from prices being paid throughout the country. Conflicting reports as to the amount of honey to be marketed are going the rounds, though the feeling here is that a fair supply will be available Maple syrup remains in an unchanged position, a very fair demand being apparent, and prices steady at figures shown herewith:

Honey—		
Clover, 5 and 10-lb. tins	....	....
Do., 5½s, case	....	....
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	....
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Jars, 7-oz., doz.	....	....
Do., 10-oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz., doz	....	....
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case.	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal	....	2 00

Tendency Downward in Many Local Lines

Toronto.

FRUITS.—Local fruits are becoming more plentiful right along, and whereas prices are fairly high the tendency is downward. This is shown in a lower scale of quotations on blueberries, currants, etc. A car of B. C. Windsor cherries is due this week and reported excellent quality. Local cherries are in light supply and slightly higher this week. Apples are coming from Delaware, transparents and early Williams offering, with California expected towards the end of the week. A few local peaches are to be seen with imported coming from Arkansas, and Texas and Georgia Elbertas due. Fair supplies of plums are coming but canning interests are absorbing large quantities. Bananas and oranges are in light supply, with prices firm

Apples, transparent, per hamper	3 25	3 50
Do., Astrachans, box	....	3 00
Bananas, per lb.	....	0 07
Blueberries, per 11-qt. basket	2 00	2 25
Currants, black, 11-qt. basket	2 50	2 75
Do., red, basket	1 25	1 50
Cherries, 11-qt. basket	1 00	1 75
Do., 6-qt. basket	0 75	1 00
Do., B.C., Windsor, 35-lb. boxes	5 00	5 50
Gooseberries, 11-qt. basket	1 50	1 75
Do., 6-qt. basket	0 60	0 75
Grapefruit—		
California, case	5 50	6 00
Oranges—		
Valencias—		
80s	....	7 00
96s	7 00	7 50
100s	....	7 50
126s	7 00	8 00
150s, 176s	8 00	8 50
200s, 250s, 288s	....	8 50
Lemons, Cal., case	9 00	11 00
Do., Verdilla	9 00	10 00
Peaches, Georgia, 6 bask. crate	3 75	5 00
Raspberries, per box	0 28	0 30
Strawberries, quarts	....	0 25
California Fruit—		
Peaches, per box	1 75	2 00
Plums, according to quality and size, per box	2 75	3 75

Beans, Beets, Cabbage Lower; Sales Heavy

Toronto.

VEGETABLES.—Lower prices have been established on beets, beans and cabbage, along with other local lines which are now becoming more plentiful. Local potatoes are coming along in better supply, and tomatoes are also somewhat freer. Vegetable marrow made its appearance on the market for the first time this season. Canteloupes are coming from Arkansas, prices remaining high and offerings none too plentiful; Terre Haute are expected to ship about July 25. Early California onions are cleaning up; prices are high.

Beans, wax, basket	0 60	0 75
Beets, Canadian, doz.	0 25	0 30
Cabbage, Canadian, 30-36s, crates	2 50	3 50
Cantaloupes, Arkansas, standards, 45s	....	6 50
Do., flats, 15s, case	....	3 00
Carrots, dozen	0 20	0 30
Celery, Michigan, doz.	....	0 50
Cucumbers, Canadian, basket	2 00	2 50
Lettuce, in hoxes	....	0 50
Mushrooms, basket	....	3 25
Onions—		
California, 100-lb. bag	5 00	5 50
Peas, Canadian, 11-qt. basket	....	1 00
Peppers, green, basket	0 60	0 75
Potatoes—		
Virginia, No. 1	7 00	7 50
Do., No. 2	....	4 25
Do., Canadian, 11-qt. bask.	0 65	0 75
Tomatoes—		
Leamington, No. 1, basket	2 00	2 50
Do., No. 2, basket	1 75	2 00
Turnips, baskets	0 40	0 50
Vegetable Marrow, bask., 10-12.	0 60	0 75

Flour Situation Remains Unchanged

Toronto.

FLOUR.—The situation is unchanged, a fair demand being reported and orders generally being taken care of satisfactorily.

War Grade—

Manitoba spring wheat.....		10 95
Ontario winter wheat	10 95	11 10
Blended, spring and winter		10 95

Feed Situation Shows No Betterment

Toronto.

MILL FEEDS.—There is no improvement noted in the situation whatever, stocks generally reaching a pretty low point with prices unchanged.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 40	$37 40
Shorts	40 40	42 40

Substitutes Hold Centre of Interest

Toronto.

CEREALS—Substitutes continue to be the centre of interest in this market, the demand keeping up remarkably well while prices generally remain firm and unchanged. In some quarters a little firmer tone is noticeable in rolled oats on which quotations range from $5.25 to $5.50 per 90 pound sack.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	7 00
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	7 00
Do., fancy yellow, 98s	....	5 00
Corn flour, white, 98s.....	5 80	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 25	5 50
Oatmeal, 98s	5 75	7 00
Rolled wheat, 100-lb. bbl.....	6 75	7 00
Rice Flour, per 100 lbs	11 00	12 00
Rye Flour, 98s	7 50	8 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, July 24. — Opening prices on a number of California dried fruits arrived this week, and caused some stir in the trade, as they were much higher than expected. In the case of prunes, the American Government have purchased a big block of these, taking the whole of four sizes. This has had the effect of stirring up business, and big sales have been made of 1917 prunes, where these could be obtained.

Some anxiety is being felt by holders of white beans, the market on which has dropped considerably. However, some holders are quite confident that the market will go back to where it was.

Demand in Winnipeg For 1917 Prunes

Winnipeg.

DRIED FRUITS.—Almost the only subject being discussed by the jobbing trade is dried fruits. Opening prices came in this week on California stuff, and the high prices quoted caused some confusion, especially in the case of prunes. Telegraph reports stated that the American Government had bought up the following sizes of California prunes: 50s, 60s and 70s. In view of this the report gained circulation that prices on prunes would likely be withdrawn, which had some effect on buying. There were some in the trade, however, who did not credit this statement, and were of the opinion that the rumor had been circulated to speed up sales. There was a brisk demand for 1917 crop of prunes, and in some cases jobbers were able to pick up large quantities of these. In the case of Oregon prunes ,the Government is said to have taken two sizes, 50's and 60's. As regards peaches, reports state that growers have withdrawn from the market. Heavy buying took place in Winnipeg.

APRICOTS.—Prices opened up quite low. Standards were 1½c under Standard peaches.

RAISINS.—The increase in price was less than on any other dried fruit. In the case of seedless raisins, the price is about the same as opening prices last year, but there is an advance of ½-1c on other lines. With increased freight rates and exchange, raisin prices will be on a higher level this year.

EVAPORATED APPLES.—There is a slight weakness to this market amounting to about ½c. The reason for this is probably that shippers are anxious to clean up their stocks before new apples come on the market, which will be in about two months' time.

CURRANTS.—Greek currants are coming on to this market at lower prices than Australian. There are some Australian in transit, the opening price of which is 4c higher than Greek currants can be laid down at. It seems therefore that these currants will have to be sold at a much lower figure.

Getting High Price For Maple Syrup

Winnipeg.

MAPLE SYRUP.—Prices opened very high this year, higher in fact than ever before, and are holding at that figure. The trade report that it is selling very freely in spite of the high price.

Scare Causes Demand For Pork and Beans

Winnipeg.

PORK AND BEANS.—Somewhat of a scare was caused on this market last week on account of a report gaining ground that the Government was prohibiting the canning of pork and beans for a while. There seems to be some ground for the report that beans can only be canned under special license, and that the tinplate is being reserved for canning fruits and vegetables. Considerable buying took place last week as a result of this report.

Cornmeal Advances $1.00 Per Barrel

Winnipeg.

CORNMEAL.—Two weeks ago for some reason or another—probably due to a falling off in the demand—the cornmeal market took a drop. Last wee' however, it jumped again, the advance amounting to $1 per barrel.

Rogers Syrup Sold Subject to Delay

Winnipeg.

SYRUPS—Rogers syrup is being sold on this market, but subject to delay. All shipments are arriving late.

Feeling That Sugar Will Advance

Winnipeg.

SUGAR.—Redpath's sugar continues to sell at a low figure, viz, $9.55 whereas other lines are selling as high as $10.05. The opinion prevails among brokers that the price of sugar will shortly go up.

Market Higher on Rios and Brazil

Winnipeg.

COFFEE.—Brokers find it hard to say much about this market, as the real difficulty is in getting goods into the country. They state however, that the primary market on Rios and Brazils is higher.

Salmon Prices Not Yet Named

Winnipeg.

CANNED SALMON.—A few new prices have already been named, but the real opening prices have not arrived. Prices so far are rather high.

Considerable Easiness to Bean Market

Winnipeg.

BEANS.—The bean market is one of the most interesting of all the markets just now on account of the decline that has taken place during the last two weeks. Brokers state that stocks could be replaced for a cent less than the price they were bought at, and it looks as though everybody will have to take a loss unless the market goes up within the next month. It will be a month be-

Continued on page 57.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., July 23.—Leaf gelatine has advanced to $1.85 pound. Jelly powders are quoted at $1.10 and $1.20 a dozen. Knox's Gelatine, No. 1 is selling at $1.90 and $2.00; No. 3, $2.00 and $2.10. Although the list price on lard remains the same some sizes can be bought below list. The supply of new laid eggs is falling off, being about fifty per cent. less than two weeks ago. Cases are selling at $12.00 to $12.50. Local potatoes are quoted at $40.00 a ton, supplies light. Campbell's soups, block salt and wrapping paper slightly higher. Choice apricots, evaporated, are offering at from 21 to 29 cents., citron peel 49 cents.

CALGARY:

Beans, small, lb.	0 10	0 11
Flour, 98s, per bbl.	....	10 35
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	4 80
Rice, Siam, cwt.	8 50	9 50
Rice, Japan	10 50	12 50
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 15
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt.	....	10 60
Cheese, No. 1, Ontario, large	....	0 25½
Butter, creamery, lb.	0 45½	0 47
Do., dairy, lb.	0 35	0 38
Lard, pure, 3s, per case	....	19 50
Eggs, new-laid, case	12 00	12 50
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, standard case	5 25	5 50
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	2 80	3 00
Strawberries, 2s, Ontario, case	7 50	8 10
Raspberries, 2s, Ontario, case	....	....
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	0 21	0 29
Peaches, evaporated, lb.	0 15	0 17
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	16 25
Do., halves	17 00	18 25
Potatoes, per ton	....	40 00
Oranges, Valencias, case	7 50	8 00
Lemons, case	....	12 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, July 23.—Regina city is facing a potato famine, no potatoes are on market. A number of cars of old stock from north of Edmonton have been ordered but have not yet arrived. The potato crop this year it is expected will be short. Imported new stock, one car of which arrived last week, sold as high as $5 per bushel retail. New Orleans molasses quoted at 70 cents gallon at Regina as compared with higher quotations on Barbadoes elsewhere. Rains have improved the crop prospects throughout the province.

REGINA—

Beans, small white Japans, bu.	....	7 75
Beans, Lima, per lb.	....	....
Flour, standard, 98s	....	5 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 65
Rice, Siam, cwt.	....	9 25
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	10 25
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	19 10
Bacon, lb.	....	0 47½
Eggs, new-laid	0 30	0 32
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 35
Corn, 2s, standard case	....	5 05
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 60	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 85
Peaches, 2s, Ontario, case	....	4 65
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, N.B., July 23.—The increasing scarcity of various lines and the difficulty in keeping up stocks is causing grocers some concern. Price tendencies continue upwards. Granulated cornmeal is no longer available in barrels owing to scarcity, packages are now selling at $7.00 a bag; ordinary cornmeal easier, being quoted at $3.65 to $3.75. Eggs are again advancing, being quoted at 48c to 49c. Breakfast bacon lower and selling for 37c to 38c. Potato stocks are insufficient to meet the demand, and until new crop arrives ; they are now selling at $4.00 to $5.00. Bermuda and Texas onions off the market. Kentucky onions, 100 pound bags are $7.00 to $7.25. There have been no Messina lemons on the market for some time; Californias are steady at $10.00. Bananas easier, 7½c to 8c per pound. California pears in crates are now offering at $6.50. All dried fruits are advancing. Candied peel is difficult to secure.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	12 05
Cornmeal, gran., bags	....	7 00
Cornmeal, ordinary, bags	3 65	3 75
Molasses, extra fancy, gal.	0 90	0 92
Rolled oats, bbl.	....	11 75
Beans, yellow-eyed	....	10 00
Beans, Canadian, white	....	9 50
Rice, Siam, cwt.	10 25	10 35
Sago and tapioca, lb.	0 18	0 19
Sugar—		
Standard, granulated	9 35	9 40
No. 1, yellow	8 85	8 90
Cheese, N.B., twins	....	0 25
Eggs, case	0 48	0 49
Breakfast bacon	0 37	0 38
Butter, creamery, per lb.	0 42	0 44
Butter, dairy, per lb.	0 38	0 40
Butter, tub	0 36	0 38
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	61 00	64 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont, case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	....	0 19
Potatoes—		
Native, barrel	4 00	5 00
Onions, Kentucky, 100-lb. bags	7 00	7 25
Lemons, Cal., Messina, case	....	....
Oranges, Cal., case	....	10 00
Grapefruit, case	....	7 50
Bananas, per lb.	0 07½	0 08
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	2 25	2 50

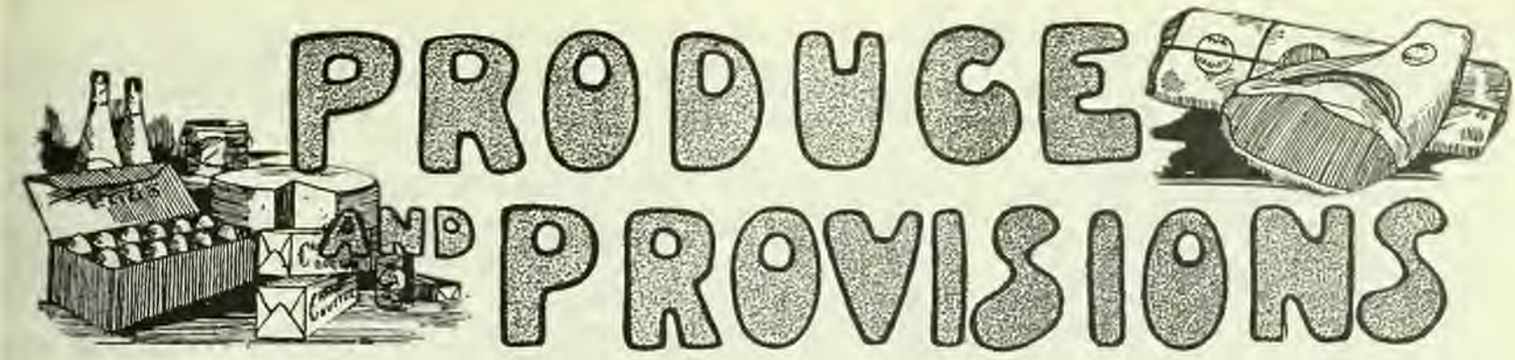
British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C., July 23.—Business in wholesale circles continues very dull. There is a much smaller volume of local preserving than last year as jam factories are getting the bulk of the small fruit. Lard has made an unexpected drop of ½c and is now quoted at 32½ tierces. Butter is firm with best grades very scarce and wholsaling at 57c to 58c with a promise of further advances. Margarine at 33c is in very light demand. Ne potatoes have settled down to 2½c a pound.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	....
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 89
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	....	45 00
Do., new, per lb.	....	0 02½
Lard, pure, in 400-lb. tierces, lb.	....	0 32½
Lard, compound	....	0 29½
Butter, fresh made creamery, lb.	0 57	0 58
Cheese, Canadian	....	0 26
Margarine	....	0 33
Eggs, new-laid, in cartons, doz.	....	0 54
Oranges, box	....	8 25
Lemons	....	10 00
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Chums	7 50	9 00
Cohoes	11 00	13 00



Food Board Finds Weak Link in Fish

Canada Catches More Fish Than Canadians Consume — To Stimulate Production and Save Meat Foods it is Necessary to Develop More Skilled Retail Methods With Fish—Equipment is Required—A Call to Experts Contemplated

CANADIAN fishermen at present are catching more fish than Canadians can eat. This is a statement direct from the Food Board at Ottawa, but it must not be interpreted as a sign that there is a surplus of food for Canada to-day—whether fish food or the foods for which fish foods are recommended as a substitute. The statement simply means that the demand for fish in Canada is not by any means at its height yet, though it is a demand that is growing fast. Just as an instance take cod, one of the most valuable, and yet most plentiful catches made in Canadian waters.

A Food Board's Problem

Out of two hundred million pounds of cod caught by Canadian fishermen in a year Canadians eat only 5 per cent. The rest is dried, smoked, salted, or otherwise cured for export, and the cod go far over the world.

This year there was almost a salt famine. The salt comes from Spain and other sources of supply over seas. Ships to carry the cargoes of salt were scarce. The period was in the midst of the first great transportation activity for U. S. troops across the Atlantic. To secure ships for the salt for Canada was imperative if the whole cod catching industry was to be saved from being a total failure. The salt has been secured—20,000 tons for Halifax; 35,000 tons for Gaspe; 2,000 tons for St. John, and other allotments in smaller measure. But it took full representation of the Canada Food Board, and the British Food Ministry to achieve the end owing to the call for ships for U. S. troops.

Supply Ahead of Consumption

The case of cod illustrates the importance of home consumption of fish in the country where it is produced, particularly as a patriotic measure for fish consumed in Canada need less curing, and no ships for export. The question is, might not the fish business become bigger within the borders of Canada, and what is needed to develop it is another question.



A profitable catch of Halibut

The Food Board is considering the matter, and endeavoring to stimulate the demand.

In an interview with E. O. Sawyer, Jr., director of the fish section of the Food Board Organization at Ottawa, CANADIAN GROCER was informed that the fullest investigation by the fish section officials has shown that the weak spot in the distribution of fish in Canada at the present time lies with the retailer.

Not the Right Equipment

"It's not entirely the fault of the retailer," remarked Mr. Sawyer, of the fish section—"his intentions are right. He is anxious to sell more fish, and to stimulate demand for still more, but he doesn't have enough of the proper facilities for handling and selling fish. It is necessary to succeed with fish sales, that the fish should be kept and offered in the finest condition, and having the most attractive appearance.

"This calls for equipment suitable for the purpose. The retailer must have glass fronted and refrigerated show cases. To do the fish trade justice the retailer simply must have ice boxes, and show cases. Otherwise fish sales will not increase in Canada to any great extent. People will not buy what does not look good to them.

Plenty of Fish to Sell

"We can supply all demand for fish that may arise in Canada," said Mr. Sawyer, speaking for his section of the Food Board Organization. The fresh water fisheries of Canada alone are under need of special care as the supply of Canadian fresh water fish does not equal the demand, and the fishing is now close to the limit of safety, to exceed which would tend to deplete future supplies.

But in both fresh and salt water fish we can supply the trade sufficiently—more than sufficiently to meet the demand as regards salt water fish. Distribution has been arranged for. There are wholesale facilities in plenty to take

care of the supply. Only lack of proper equipment is retarding the retailer in his effort to co-operate with the Food Board and encourage the consumption of fish.

"Chain" Fish Store Chance

"There never was a better opportunity for some one who knows the fish business to establish a 'chain' of fish stores," said Mr. Sawyer, "but the great lack is for men who have been trained to take care of the stock of a fish store, to buy and store fish, and to sell them to the best advantage so as to bring customers back for more, and make a profit without having to make fish food expensive.

This requires training and experience, though any retailer can quickly learn to handle fish successfully by applying the obvious rules of cold storage, cleanliness and appetizing display.

So important is the sale of fish to the welfare of Canada at present that the Food Board is contemplating a special appeal to all residents of the Dominion who were formerly associated with the fish business in Britain, where fish foods are exceptionally well taken care of and appreciated. "The Board," said Mr. Sawyer, "is considering issuing a call to all men who were formerly fish merchants or fish handlers in England, and who are now in Canada, encouraging them to re-enter the retail fish business in Canada, in order to improve the business. Those who enter the business," added Mr. Sawyer, "you may be sure will receive every encouragement and every possible assistance from the Food Board."

Egg and Poultry Supplies Falling Off

Statistics Available Show a Marked Decline of Available Stocks in Storage as Compared With Last Year—May Result in Winter Shortage

SOME interesting statistics are available at the present regarding stocks of eggs and poultry in storage. In Ontario, while there is an improvement in holdings over those in hand on June 1, there is a very marked decline from the holdings in storage on the same date last year.

The feature of the United States produce markets during the week was the release of the Government and also the associated warehouse report showing the stocks of eggs in the storages on July 1st, compared with the same date last year. The effect on the market of the shortages as revealed in these reports had a very bullish tendency and prices generally advanced in sympathy. How far prices will advance will be determined by the profits allowed by the Government on eggs now in storage. As soon as the maximum profit allowed is reached there will be no incentive to hold for larger profits as is the case under normal conditions. The fact that some eggs have already been withdrawn for present consumption is evidence that prices have already reached a point where storage eggs can be sold to secure the maximum profit.

These American reports indicate a rather serious situation. Supplies going into storage are being limited through fear of Governmental interference with profits. The result as is noted has already been to cause withdrawal from storage with a consequent diminution of available winter stocks. Export business also may have an influence on the situation.

Cables continue to come to exporters on this side asking for quotations for future shipments, but no business is reported owing to the uncertainty as to ocean space.

The Department of Agriculture returns on stocks of eggs held in storage in Ontario mark a decided decline.

July 1st, 1918—Fresh	4,095	cases
Storage	106,687	"
	110,782	"
July 1st, 1917—Fresh	8,517	"
Storage	138,334	"
	146,851	"
July 1st, 1918—Fresh	24,535	"
Storage	57,416	"
	81,951	"

In the United States conditions are somewhat similar as is demonstrated by the accompanying Government report:

July 1st, 1918—483 storages	6,569,946	cases
July 1st, 1918—462 storages	6,501,860	"
July 1st, 1917—462 storages	6,560,268	"
Decrease	58,408	"

The American Warehouse Association report of storage holdings shows a decrease of 620,000 cases July last as compared with the same date last year.

The Department of Agriculture reports little change in the poultry situation. Receipts have continued heavy, considering the season of the year, particularly is this the case with respect to fowl, which are generally coming alive. Broilers are more plentiful, but too many of them are small and in poor condition. Birds weighing 2 pounds to 2½ pounds are in good demand, but those under 2 pounds are not wanted and have to be sold at low prices to clear.

The United States poultry market has remained steady. Receipts of fowl are moderate and demand good. Broilers are more plentiful and prices easier. Storage stocks are about all gone and some fresh fowls have been taken off the markets for freezing purposes.

The United States Government storage report just issued shows a serious decrease in poultry held in storage. The figures are as follows:

July 1st, 1918—292 storages	17,935,671	lbs.
July 1st, 1918—239 storages	6,441,850	lbs.
July 1st, 1917—239 storages	42,352,716	lbs.
Decrease	35,910,866	lbs.

THE "WHY" IN PRICE FIXING

The Canada Food Board in a little pamphlet issued recently put its position on the price fixing idea very clearly as follows:

"Why can't the Canada Food Board fix prices?"

Because no Board, no Government, can MAKE men do work that brings no profit. "Money makes the mare go."

No price of any commodity can be "fixed" steadily so long as COST OF LABOR can't be fixed. It has been found that prices have at times had TO BE RAISED TO BE FAIR. Fixed prices must always be above normal.

If the price of wheat were fixed too low, production would drop and the farmer would quit.

If prices of some foods were too low to encourage production they would disappear from the market. The burden would then fall on the remaining foods and their price would go up. THIS IS A FACT IN CANADA to-day.

THE ALLIES NEED FOOD. PRICE FIXING CANNOT WIN A VICTORY.

The only remedy within reach to-day is in saving and economizing the present stocks of food, and in DOUBLING, TREBLING and, if possible, quadrupling, this season's crop

Prices will drop when there is food enough for ourselves and the Allies.

WHAT IS A GROCERY STORE?

The question of early closing came up for discussion at the regular meeting of the grocers' section of the Montreal Retail Merchants' Association. M. Boileau, making a report upon early closing, said it would be practically impossible to make any headway toward deciding this question until it was definitely laid down in law what a grocery store really was. At present numerous restaurants and "delicatessen" stores were doing a thriving business along lines which should legitimately belong to the grocery trade, he declared. Unless these restaurants and stores would agree to close up at the same time as the grocers, or else dispense with selling groceries after the closing hours of the grocery stores, the trade would suffer measurably by the early closing.

As it will be necessary to wait until the Legislature convenes, to decide what a grocery store really is, not much hope was held out at the meeting for early closing before then. The committee, however, which has been studying the question, was instructed to continue its efforts toward a solution of the problem.

D. Cuderson, grocer, of St. James, Man., has removed to Winnipeg.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

INTEREST for the week centres largely in live hogs and dressed meats. Live hogs show a firmer tendency, and prices have advanced 25c the latter part of last week and another 10c early this week, with even higher levels possible. Plain backs, Wiltshire bacon and fat backs, along with roast hams, are also somewhat stronger in some quarters.

Prices on fresh sea fish show some declines, haddock, halibut and market cod reaching lower levels, while other items on the list remained steady. The demand for all lines has been maintained on a very satisfactory basis.

Poultry prices have held unchanged, with the exception of broilers, on which the range has narrowed 2c per pound to lower levels. Receipts of poultry have been very fair and an improvement in the demand noticeable.

Butter remains firm and unchanged in price. Supplies are coming along quite freely, and storing being proceeded with accordingly. A decline of 5c per pound on dairy butter is reported on the Winnipeg market. Eggs remain high, with production light and sales quite free. Shipments from Western points continue to reach Eastern points, and help out materially in taking care of the demand. Cheese is steady and unchanged.

Live Hogs $20, Supplies Still Light

Montreal.

PROVISIONS.—Receipts of live hogs continue to be light and the demand in relation to this has been fairly good. Prices are firmer this week with sales made at $19.75 to $20 per cwt. The demand for dressed hogs is not heavy and sales are made at $27.50 to $28. For cured and cooked meats the demand is even larger than it has been, the zenith of the holiday season bringing out the usual heavy sales. On all lines prices are well maintained, but there is no change to report on either bacon or cooked meats.

Hogs, dressed—		
Abattoir killed, small	26 50	27 00
Do., heavy, 225-275 lbs.	24 00	24 50
Hogs, live	....	19 50
Hams—		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
Backs—		
Plain	0 42½	0 43½
Boneless, per lb.	0 45½	0 46½
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 52
Hams, roast, per lb.	....	0 52
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$58 00
Clear fat backs (bbl.)	....	60 00
Short cut clear pork (bbl.)	....	58 00
Heavy mess pork (bbl.)	....	55 00
Bean pork (bbl.)	....	54 00

Weakness in Demand For Lard is Marked

Montreal.

LARD.—It is some time since the use of lard was so confined as it now is. Just why this should be so is not clear, for the price of butter is higher by 6c to 7c than it was a year ago. Hot weather means less cooking with many and this may be a factor. There is very little movement at the present time and prices are held with no changes of any kind made.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 31½
Tubs, 60 lbs.	0 32
Pails	0 32¼
Bricks, 1 lb., per lb.	0 33½

Supplies Shortening Sufficient for Needs

Montreal.

SHORTENING.—Supplies here were altogether inadequate a while ago but the situation has changed a good deal. There is enough supply now to meet all requirements. This may be explained through the demand being smaller. Interest is really at a low ebb and the amount of trading done is small. Prices are unchanged.

Shortening—	
Tierces, 400 lbs., per lb.	0 25¾
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 26½
Bricks, 1 lb., per lb.	0 27½

Margarine Prices Hold Without Any Changes

Montreal.

MARGARINE.—Little has occurred to give the market any different complexion than that characteristic of it for the past few weeks. Sales are light and made usually in moderate quantities to the trade. Some had expected the product to be in greater demand in consideration of the high price of butter. According to grade prices are as follows:

Margarine—			
Prints, acording to quality, lb.	0 29½	0 31½	0 32
Bulk, according to quality, lb.	0 28½	0 30½	0 31

Butter Still Firm; Receipts Somewhat Less

Montreal.

BUTTER.—While many in the trade expected that there would be a reduction in the price of butter after the June supply was marketed, this has not developed. The butter situation is, as a matter of fact, a more difficult one to determine than it has been for many years. Supplies are heavy here and receipts have exceeded those of last year to date by well nigh 30,000 packages. Buying has been free for storage purposes and no matter what the offerings were these were absorbed at splendid prices to the seller. This is still going on. There has been a decrease in receipts over previous weeks this season, but the quantities received still are large. Prices are from 7 to 8c a pound higher than they were at this date last year. Retail sales are well maintained.

Butter—		
Creamery prints (fresh made)	....	0 47
Creamery solids (fresh made)	....	0 46
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	....	0 37

Cheese Holds Steady But Receipts Lighter

Montreal.

CHEESE.—The interest of the produce men in cheese is not so great as it was some months ago. Profits are not what some feel they ought to be and from a trade standpoint there is little to report. Receipts have declined and in a comparative sense there is quite a falling off from last year's figures. There is a tendency on the part of many buyers to pay high prices and some are wondering where these purchasers are going to get off at. The high price of butter has doubtless had something to do with the decreased making of cheese as shown in the tables compiled from week to week. Retail demand is fair but at this season rather light.

Cheese—	
Large, per lb.	0 23½
Twins, per lb.	0 24
Triplets, per lb.	0 24
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

Not So Many Eggs and Prices Up 1C—2C

Montreal.

EGGS.—Continued high prices are the

feature. It is pretty safe to say that no farmer will market any stock which may be considered productive. Receipts here are smaller and it is very probable that the price ranges will still advance, for there has been an active buying right along. No storage stocks are being tapped yet, it is stated, but CANADIAN GROCER is informed that there were enquiries for some June eggs by a jobber during the week. The situation here is marked by an advance of from one to two cents per dozen on selects and new-laids, and even at this the market is firm and will probably be higher. Western stock has been coming to hand but in some instances the quality has apparently suffered to an extent in transit.

Eggs—		
Selects	0 51	0 52
New-laid	0 47	0 48
No. 2	....	0 42

Less Live Poultry, All Prices are Held

Montreal.

POULTRY.—The demand is still active and sales are made without any difficulty at fully maintained prices. It is more than probable that even old stock is held by the farmers if they are producers at all, and as a consequence less old poultry is coming forward than for some weeks. Ducklings are obtainable still and these are popular and quickly picked up. All through prices are fully maintained and without change.

	Live	Dressed
Young ducks, lb.	....	0 45- 0 50
Old ducks (fat)	0 25	....
Old ducks (thin)	0 15	....
Broilers, ¾ lbs., pair	....	0 40- 0 45
Turkeys (old toms), lb.	0 28	0 38- 0 38
Turkeys (young)	....	.... 0 40
Geese	....	.... 0 30
Old fowls	0 27- 0 28	0 35- 0 36
Chickens (milk-fed)	....	0 39- 0 40
Roasting chicken	....	.... 0 37

Summer Fish Demand Is Seasonably Better

Montreal.

FISH.—It is evident that, while the summer season is a quieter one for fresh fish many of the other lines have been in more popular favor and demand than usual. The markets are ruling with less change than usual. Gaspe salmon is still to be had but the season is nearly over. Codfish, haddock, flounders and a few smelts are still in evidence and these are good sellers, but the greater demand at present is for the canned fish as these are used extensively by picnickers. Trade in prawns, oysters, clams and shrimps is reduced to a fine point. Greater use of some lines of smoked and cured fish is also reported from one source this year.

SMOKED FISH.		
Haddies (fresh cured)	0 12	0 13
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 22	0 24
Smoked cod	....	0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 40
SALTED AND PICKLED FISH.		
Haddock (per bbl.), 200 lbs.	....	12 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	....	6 75
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador) per bbl.	....	25 00
Do., tierces	....	35 00
Salmon (B.C. Red)	....	26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)	....	15 00
Green Cod (large bbl.)	....	16 00
Green Cod (small), bbl.	....	12 00
Mackerel, No. 1, per bbl.	....	26 00
Mackerel (½ bbls.)	....	13 50
Codfish (skinless), 100-lb. box	....	12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, boneless, lb. (according to package	0 14	0 18
Codfish, Shredded, 12-lb. box	....	2 20
Eels, salted	....	0 12
Pickled turbot, new, bbls.	13 00	14 00
Do., half barrels	7 00	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 17
Cod, dry (bundles)	....	12 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	....	0 35
Lobsters (boiled), lb.	....	0 35
Prawns, lb.	....	0 30
Shrimps, lb.	....	0 30
Scallops, per gallon	....	4 00
Oysters—		
Ordinary, gal.	....	2 50
Cape Cod shell oysters, bbl.	....	14 00
5 gal. (wine) cans	....	12 50
1 gal. (wine) cans	....	2 25
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	10 00
FRESH FROZEN SEA FISH		
Herring, large sea, lb.	....	0 09
Herring, frozen lake, lb.	....	0 07
Halibut	0 19	0 20
Halibut (medium)	..	20
Haddock	08	09
Mackerel	0 12	0 13
Cod—Toms	3 00	..
Cod steak, fancy, lb.	09½	10
Salmon, Red	0 19	0 20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 09½	0 10½
Perch	0 12½	0 13
Whitefish, lb.	0 13	0 14
Whitefish (small)	0 09½	0 12½
Lake trout	0 18	0 20
Eels lb.	....	0 12
Doree	0 13	0 14
FRESH FISH		
Barbotte	0 14	0 15
Haddock	0 08	0 10
Steak cod	0 09	0 10
Market cod	0 06½	0 07
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout	0 38	0 40
Pike	0 12	0 13
B.C. Salmon	0 25	0 26
Salmon (Gaspe)	0 23	0 25
Gaspereaux, lb.	....	0 06
Gaspereaux, each	....	0 04½
Gaspereaux herring (100)	...	4 00
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	....	0 23
Eastern Halibut (med.)	....	0 25
Flounders	0 08	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 19	0 20
Whitefish (small)	0 10	0 12
Eels	....	0 15
Mackerel, lb.	0 13	0 14
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	....	0 24
Shad	0 15	0 16

Live Hogs Advance; Meats Firm

Toronto.

PROVISIONS.—Live hogs registered an advance of 25c towards the end of last week and another 10c early this week to bring quotations on fed and watered to $18.60 per cwt. The undertone to the market is very firm and all offering are quickly absorbed. Dressed meats show a steadily firmer tendency and quotations below show many slight revisions. Plain backs are higher and roast hams are also on the upward trend. A very satisfactory demand for all dressed meats is apparent and cooked meats are also going forward freely. Quotations now range as follows:

Hams—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 43	0 45
Trimmed, with rib in	....	0 47
Boneless, per lb.	0 47	0 50
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.	....	0 34
Wiltshire (smoked sides), lb.	0 37½	0 39
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.	....	0 28½
Fat backs	0 32	0 32½
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 53
Hams, roast, without dressing, per lb.	0 49	0 51
Shoulders, roast, without dressing, per lb.	0 47	0 49
Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	57 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars	....	18 85
Live, fed and watered	....	18 60
Live, f.o.b.	....	17 85

Firm Undertone to Lard Situation

Toronto.

LARD.—A very firm undertone to the lard situation is apparent, prices holding steadily at higher levels reached last week. The tendency seems to be towards maintaining present basis through period of light demand, but with resumption of brisk business towards fall a higher range of quotations is thought probable.

Lard, pure, tierces, 400 lbs., lb. 0 30 0 30½
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Holds Steady; Light Demand

Toronto.

SHORTENING.—The market remains firm and unchanged, with indications pointing towards a well maintained basis of prices. The demand now is rather light and whereas no sensational advances are expected, an increasingly strong tone is considered likely with quotations reaching higher figures.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Little Movement Noted in Margarine

Toronto.

MARGARINE. — There is a little movement noticeable in margarine but the demand is by no means heavy. Sales at this season of the year do not usually reach very large proportions. Prices are unchanged as follows:

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Production Butter Very Satisfactory

Toronto.

BUTTER.—Production continues to show a very satisfactory total and storing is being indulged in quite freely. The demand is very satisfactory, while prices remain firm and unchanged at the following figures:

Creamery prints, fresh made ...	0 45	0 47
Creamery solids, fresh made	0 45	0 46
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lb.	0 37	0 39

Eggs Still High; Production Light

Toronto.

EGGS.—High prices reached last week for eggs have been firmly maintained without change. Production is light, and a considerable quantity of Western eggs continue to reach the local market, which helps in the matter of supplies materially.

Eggs—		
New-laids, in cartons	0 52	0 54
Do., No. 1, dozen	0 48	0 50

Cheese Still Selling Freely; Prices Firm

Toronto.

CHEESE.—The movement of cheese maintains a very satisfactory level this week and dealers generally are welcoming the increased interest apparent in this commodity. There have been no new developments of particular interest. Prices hold firmly as follows:

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Broilers Slightly Eeasier; Other Lines Steady

Toronto.

POULTRY.—A slightly easier tone is noticeable in broilers, prices being paid now ranging from 35c to 38c per pound. The demand for all lines of poultry shows improvement and receipts are increasing all the time. Quotations range as follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 15-$....	$....-$....
Duckling	0 30-	....- ....
Turkeys	0 25- 0 28	0 30- 0 35
Roosters	0 16- 0 18	....- ....
Hens, over 5 lbs.....	0 25- 0 26	0 31- 0 32
Hens, under 5 lbs.	0 20- 0 23	0 27- 0 29
Chickens, Spring, 2 lbs. or over	0 35- 0 38	....
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

Hens	0 28	0 32
Chickens, Spring	0 50	0 55
Ducklings	....	0 40
Turkeys	0 36	0 40

Haddock Declines; Market Cod Easier; Halibut

Toronto.

FISH.—A decline in the price of haddock, the Canada Food Board selection for this week's fish campaign, is recorded, prices ranging from 6½c to 7c per pound. An easier tone is also noticeable in market cod which are quoted at 7½c to 8c per pound. Halibut, which showed a firmer tone last week are down again this week. The demand for fish has kept up to a very satisfactory level, though hot weather usually means a dropping off of sales.

FRESH SEA FISH

Brills, dressed, lb.	....	0 10
Cod, steak, lb.	0 09½	0 10
Do., market, headless, lb.	0 07½	0 08
Do., heads on	0 07	0 07½
Flounders, lb.	0 08	0 10
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.	0 06½	0 07
Herring, lb.	0 05½	0 06
Mackerel	0 09	0 09½
Plaice, dressed, lb.	....	0 10
Soles, dressed, lb.	....	0 10
Salmon, Red Spring, lb.	....	0 25
Do., Restigouche, lb.....	....	0 22
Do., Saguenay, lb.	....	0 25

FRESH LAKE FISH

Herring, dressed, lb.	0 10	0 10½
Do., Georgian Bay, round, lb	0 06½	0 07
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 15
Frog's Legs, lb.	0 16	0 50

Dairy Butter Takes Big Drop

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market looks firm, although there have been liberal receipts. Prices are well sustained, also provision prices are steady. The hog market stood at 17¾c last week-end.

BUTTER.—Creamery market stands around 46c. This market is firm, but dairy is considerably weaker.There was a drop last week from 34-35c to 29-30c, due to lack of support from exporters. The trade do not seem to think that creamery will follow, but rather think that dairy will go back, and that this is only a fluctuation.

EGGS.—The egg market is firm with light receipts and heavy consumption. With meat so high, and curtailment of consumption by the Government, people have been eating more eggs. No. 1 candled are bringing 45-46c.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 33
Bacon—		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 30
20s	....	6 30
Cases, 5s	....	18 52
Cases, 3s	. ..	18 60
Compound—		
Tierces	....	0 25½
Tubs, 50s, net	....	12 87
Pails, 20s, net	....	5 40
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 46
Fresh made creamery, No. 2..	....	0 43½
Margarine	0 31	0 32
Eggs, fresh, doz.	0 45	0 46

WEEKLY MARKET REPORTS

Continued from page 51.

fore there is any big demand for beans again. On the other hand, there are brokers who are not concerned about this change in the market, who are quite content to hold their stocks, believing that the market will strengthen towards Fall. They cannot see any good reason why beans should be easy, and express the opinion that the easiness has been caused by holders who were unable to hold out any longer, and are willing to sacrifice their stocks.

Cherries 24 Pint, $4; Cucumbers Down $2 Doz.

Winnipeg.

FRUIT AND VEGETABLES.—Good quality cabbage is being offered on this market at 7c per lb., this is rather high, but cheaper grades are being sold at 5½c. Cucumbers have dropped to $2 per dozen. Onions are selling in sacks at $5 a cwt. Cherries have declined all along the line—24 pint boxes now bring $4, 16 lb. lug boxes $3, four basket crates $3. Plums have dropped to $3, peaches to $2, and apricots to $2. Lemons still remain very high, being scarce, price is $1 per case. Washington raspberries are arriving on the market, and are much higher this year, bringing $5.75 per crate. The season is practically over.

Cucumbers, doz.	....	2 00
Cabbage, lb., local	0 05½	0 07
Potatoes, new, lb.....	....	0 05
Beets, with heads on, hampers ...	....	2 00
Carrots, with heads, hampers ...	....	2 00
Turnips, cwt.	....	2 00
Head Lettuce, local, doz.....	0 50	1 00
Tomatoes, Tennessee, crate.....	2 00	2 25
Onions, silvers aid yellows	....	2 25
Parsley, imported, doz.	....	2 25
Radishes, doz.	....	0 65
Parsley, imported, doz.	....	0 75
Green Onions, doz.	....	0 25
Fruits—		
Apples, new, box	....	4 25
Oranges	....	9 00
Lemons, Cal.	....	11 00
Bananas, lb.	....	0 08½
Grapefruit, case	....	6 50
Cherries, 24 pt.	....	4 00
Do., 16-lb. lug boxes	....	3 00
Do., 4 bask. crate	....	3 00
Plums, new	....	3 00
Cantaloupes, flats, 15 to crate ...	....	3 00
Peaches, new	....	2 00
Apricots, new	....	2 00
Plums, new, box	....	3 25
Cantaloupes, flats, 15 to crate..	....	3 50

Abnormal Demand For Rolled Oats

Winnipeg.

FLOUR AND FEED.—Flour business is about normal, millers state. The demand for rolled oats is getting abnormal owing to the fact that millers are advertising this product as a substitute for flour. Some of the mills are beginning to wonder whether their stocks will last out until Sept 1 when the new crop comes in. Rolled oats is quoted in the city at $4.60, and in the country, $4.80. Feeds—The situation is still acute, and the trade do not realize how acute the situation really is.



Help Conserve Our Meat Supplies

"INDIAN CHIEF" BRAND CLAMS

offer your customers a dandy substitute—a sweet, pure, wholesome fish food that represents sensible meat substitution in its most economical and practical form.

You cannot recommend a better sea food than Indian Chief Brand Clams. They will open up on your customer's table just as sweet and just as fresh as the day they were taken from the clam beds.

Remind your trade, too, that Indian Chief Brand Clams are ready cooked. Heating to a simmer makes them ready to serve—a fact that will appeal to both the restaurant trade as well as to the housewife.

Make Indian Chief Brand Clams a leader in your fish department. It will pay you.

Shaw and Ellis, Pocologan, Charlotte Co. N. B.



To the Stoneware Trade of Canada—



We take this opportunity to introduce ourselves to you, the stoneware buyers of Canada, to acquaint you with the fact that we have the most modern and up-to-date plant of its size on the continent. Employing only Canadian workmen, making a superior quality of goods from Canadian clay, in fact this is a strictly Canadian enterprise.

We solicit your patronage and acquaintance, knowing we can supply your needs more economically and more satisfactorily than our foreign competitors.



Write us for price list.

Medalta Stoneware, Limited

MEDICINE HAT, ALTA.

DAVIES JELLIED
PORK TONGUE



In 6 lb. Open
Tins

Tasty All-Meat Delicacies that make your counter tempting and keep your cash register on the go

HAVE a "Cold Luncheon" Counter—and feature *Davies Cooked and Jellied Meats.*

These are just the "ready to serve" products the housewife is looking for. You *can't* offer a more appropriate line of summer season delicacies.

For the table—the summer cottage – the motor trip – the picnic party – *Davies Cooked and Jellied Meats* are just the thing for dainty dishes and tasty sandwiches.

Let us send you a trial order of these delicious cooked meats—just to prove to you what splendid sellers they are.

Light, nutritious, and *economical* because there's *no waste.* Every slice is saleable and good. Ask our Traveller, or send us your order by mail TO-DAY. *NOW'S the season!*

Davies Pork Tongue
Davies Cooked Pressed Pork
Davies Jellied Hocks
Davies Ox Tongue
Davies Roast Pork
Davies Pork and Tongue
Davies Jellied Pork
Davies Headcheese

(*All sold in 6 lb. open Tins.*)

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL **TORONTO** HAMILTON

Canada Food Board Packer's License No. 13-50

If any advertisement interests you, tear it out now and place with letters to be answered.



BRUNSWICK
BRAND

—the Sea Foods of Peerless Quality

Only through years of well directed effort were we able to produce in this line of Sea Foods that high standard of quality for which they are now so justly famous.

The rigid care exercised in the selecting of the fish, coupled with the sanitary, up-to-date factory methods, are a guarantee of uniform goodness in every can of Brunswick Brand Sea Foods.

Are you a Brunswick Brand dealer? The appended list will show you the lines we carry — and they're the sort of goods you need — quick sellers and customer pleasers.

How many in your first order?

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.
BLACK HARBOR, N.B.





The Very Best Egg Substitute.

Pronounce It "Real Egg"

RELEG

Pronounce "REAL EGG"

We Want Agents

Eggs are expensive. These days the housewife will appreciate the quality and efficiency of Releg, plus **the great saving** afforded her.

We want live agents everywhere to display and push this perfect egg substitute, ¾ of a teaspoonful of which is equivalent to one egg.

Just order some and try it for yourself.

RELEG COMPANY, Regd.
34 King Street, Quebec, Canada

HEINZ

Canadian-American Food Products

57 VARIETIES

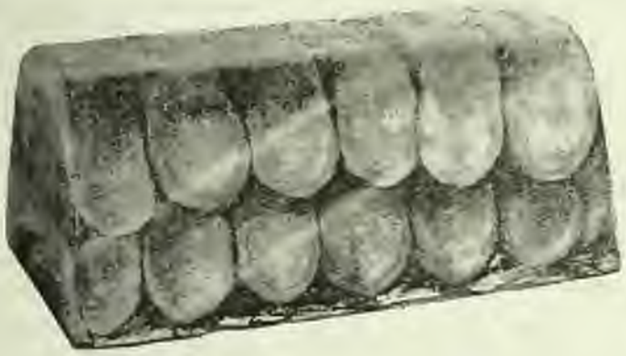
Canadian Factory, Leamington, Ont.
Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co.
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., tLd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

Three of the best for your Summer meat counter

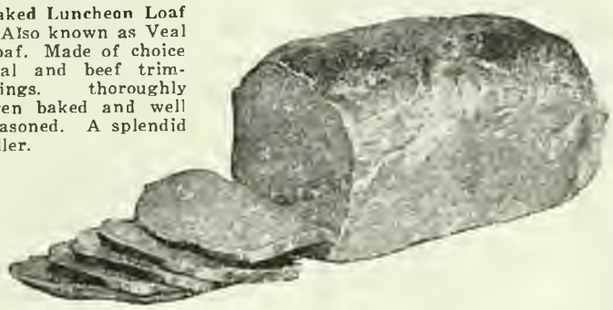


Jellied Tongue—Be sure to show this. It is a particularly good summer line—one that will repeat quickly and often.



Ashland Cooked Specialty—Only choice pork trimmings go into this low-priced substitute for cooked ham. Also delicious when fried. Your customers are sure to like This Swift product.

Baked Luncheon Loaf—Also known as Veal Loaf. Made of choice veal and beef trimmings. thoroughly oven baked and well seasoned. A splendid seller.



THE combination of Quality and Convenience embodied in these Swift Canadian Co.'s summer lines make them particularly popular with every good housewife——products you can recommend to every customer, even the most critical.

That's why they "repeat" and why dealers everywhere find them worth featuring regularly.

Swift Canadian Co.

Limited

TORONTO WINNIPEG EDMONTON

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. Vancouver, B.C. Victoria, B.C. Hamilton, Ont. Montreal, Que. Quebec, Que. Toronto, Ont. Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO, CANADA.

We always have a few carloads of
2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St. Montreal, Que.

Tobin's "Peerless" Soldiers' Comfort Boxes

FOR OVERSEAS MAILING
7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.



J. TOBIN & SONS (Sons on Active Service)
Ottawa, Canada

"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.: Family, Tomato Sauce, $2.80 doz.: Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case: Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb. 0 22
In cases 12—12 lb. boxes to case 0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
COCOA

COCOA—	
Empire Breakfast Cocoa, 2 doz in box, per doz	$2 45
Perfection, ½-lb. tins, doz	2 45
Perfection, ¼-lb. tins, doz	1 85
Perfection, 10c size, doz	[illegible]
Perfection, 5-lb. tins, per lb	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb	[illegible]
Supreme Chocolate, 10c size, 2 doz. box, per doz	90
Perfection chocolate, 10c size, 2 doz. in box, per doz	90

SWEET CHOCOLATE—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 [illegible]
Diamond Chocolate, 7's, 4-lb. boxes	1 [illegible]
Diamond, 6-lb. boxes	30
Diamond, ¼s, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS—	Per doz
Milk medallions, 5-lb. boxes	0 [illegible]
Nonpareil wafers, 5-lb. boxes	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb boxes	0 [illegible]
Lunch bars, 5-lb. boxes	0 [illegible]
Royal Milk Chocolate, 5c cakes 2 doz. in box, per box	0 [illegible]
Almond nut bars, 24 bars, per box	0 [illegible]
Maple Buds, 5c pkgs., 4 doz. in box, per doz	1 80
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.) HAMILTON

Shipment, new pack, Choice Red Spring Salmon, 48 1-lb. tall tins, due in ten to fifteen days.

This is part of a limited early pack. Get your orders in for your summer trade before it is cleaned up. One-lb Red Salmon is almost unobtainable.

BRISTOL, SOMERVILLE & CO.

Canadian Food Control License No. 6-058 WHOLESALE GROCERS

A Pair of Summer Repeaters

Royal Salad Dressing
and
Royal Mayonnaise

Sell your customers these two high-class products. They will thoroughly approve of the unimpeachable good quality of the Two Royals.

You will find repeats the daily rule when once the housewife gets acquainted with ROYAL SALAD DRESSING and ROYAL MAYONNAISE.

Keep your stock on display.

HORTON-CATO MFG. CO.
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This is the barley

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The July issue contains, besides, a cluster of other big features—readable, fearless and strong. Here are a few of the best:



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- **"Canada's New Place in the Empire"** By Prof. P. M. Kennedy
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- **"Your Old Uncle Sam is Coming Right Back of You"** By Lieut.-Col. J. B. Maclean
- **"Stemming the Teuton Tide"** By Geo. Pearson

Fiction - - -

- **"The Strange Adventure of the Open Door"** By Arthur Stringer
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NEW CONDITIONS ARE ARISING IN ALL TRADES

MERCHANTS are Buying More Carefully Than Ever Before.

The words you have just read in the heading of this are taken direct from the current issue of THE FINANCIAL POST, issue of July 20th. You do not need to be told that the articles so headed on page 1 of THE POST is a business news article of the utmost importance to every business man, wholesale, retail, or manufacturing. It tells what new conditions are arising in the business life of Canada: it tells what effects they are producing on output and products: it gives trade figures of immense importance. You would have to look far to find a clearer, more enjoyably business-like statement of the situation in Canadian affairs to-day as they affect or may affect your own business. And this is only one of a great range of business news articles as valuable to you which are contained in THE POST of July 20th.

Western Crops and Business

There are, for instance, the special articles by experts on the spot dealing with Western Wheat crop situation, which, as you know, is causing real anxiety to-day, and already affecting business outlook. Alert earlier than other financial or business newspapers to the state of affairs, THE FINANCIAL POST has sent its editor, J. W. Tyson, right out to the centres of Western Wheat business and production, besides having direct wires regularly and specially from E. Cora Hind, of Winnipeg, and the expert editorial contributions on affairs agricultural by F. M. Chapman, editor of the "Farmers' Magazine." Such editorial strength makes THE POST'S business news on the Western situation unrivalled in accuracy and range. Mr. Tyson's articles commence in the July 20 issue. His first article is dated from Saskatoon. Get a copy of THE POST now, and read it, and follow this exceptionally informative service of first-hand news of Western conditions from the business point of view. Note also these other contents of the current issue of THE POST:—

Millers Meet Food Board—Situation as to Substitute Flours.
The Railway Situation — Increased Rates Won't Make Wages.
West's Latest Crop Report — Not Reassuring.
British Manufacturers Building Up Overseas Trade.
Holdings of U.S. Steel in Canada at Record Level.
Montreal Street Railway Defers 10 Per Cent. Dividend.
Canadian Car Meeting Was Quite Peaceful.
Are Food Cards Coming?—Food Controller's View.
Prepared Paint Advance Due to Linseed Oil Strength.
Brazil as Field of Export for Canadian Attention.
Bank Clearings Are 4 Per Cent. Ahead of Last Year.
Taking the Bank to the Farmer by the Auto Route.
Liability for Advice Given by Bank Managers.
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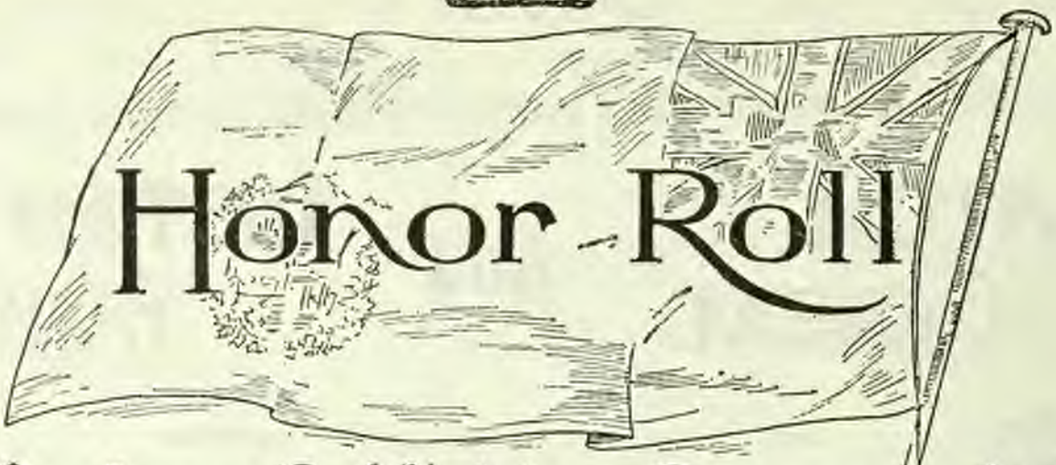
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Wbere replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

SITUATION WANTED

MARRIED MAN, AGE 35, FOURTEEN YEARS' retail grocery experience, 9 years manager of grocery department of store in Northern Ontario; desires position with wholesale or retail grocery firm, vicinity of Hamilton or Toronto. State salary. Box 418, Canadian Grocer.

EXPERIENCED SALESMAN COVERING Western Provinces would handle additional staple lines on commission. Address Box 305, Canadian Grocer.

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

FOR SALE

CASH CARRIER SYSTEM — AIR LINE — seven stations; used four months; half price. Apply Box 420, Canadian Grocer.

FIRST-CLASS GROCERY BUSINESS—SATISfactory reasons given for selling. Full particulars apply Box 102, Merrickville, Ont.

ONE OF THE BEST GENERAL MERCHANdise businesses in County of Kent; stock about $5,000; only store in village; six miles from opposition. Must be sold, owner going West on account of health. Box 412, Canadian Grocer.

BUSINESS OPPORTUNITY.

COCHRANE, ONTARIO—THE CENTRE OF A rich agricultural country—a railway terminal and divisional point—the coming distributing point of the North country. Grocery and provision business, corner lot, brick veneer building, cellar full size; will sell stock with property; good reason for selling. For further particulars apply Box 173, Cochrane, Ontario.

FOR SALE IN WESTERN ONTARIO HAVING been twenty years in the general store business, finding help scarce and too much to look after, I wish to dispose of grocery. Two departments, archway between, can be closed or left open during business hours, if agreeable to both parties. Basement and elevator. Stock about $1,500. Rent, $25 per month. Apply Box 416, Canadian Grocer.

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.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS SELLing Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories; Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should bave, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each addltional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality wbere these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.



KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISERS

Brilliant, Sparkling Jellies

Too soon for fresh fruits, and everyone tired more or less with made-up desserts. The careful housewife is saving all she can. Why not take advantage of this situation to push



Shirriff's

Jelly Powders

They make the most delicious, most attractive and least expensive desserts. There is a full line of flavors, including pineapple, strawberry, raspberry. The greatest variety of desserts can be made with least trouble. Help to meet demands by ordering a case or two now. We supply attractive window dressing material.

Imperial Extract Company, Toronto

KING GEORGE'S NAVY

CHEWING TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.



See Front Cover

NEW REGULATIONS REGARDING FLOUR

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, AUGUST 2, 1918 No. 31

St. Lawrence

DIAMOND

BRAND

Sugar

Preserving time means a great demand for sugar.

Satisfy your customer and ensure a repeat order by supplying her with DIAMOND BRAND SUGAR.

Made from selected Pure Cane and 100% pure.

MANUFACTURED BY

St. Lawrence Sugar Refineries, Limited

MONTREAL

DIAMOND

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

THE **O-Cedar Polish** TRADE MARK

YOU and your customer are assured of service, satisfaction and value when you stock and prominently display O-Cedar Products.

The Manufacturers of O-Cedar Products have so consistently followed the ideals of quality that their Trade-Mark is now invariably accepted as an assurance of standard quality, quantity contents and value.

O-Cedar Products have exccptional merits. The extensive advertising of them widens the circle of their friends; but it is the ever-increasing repeat orders for these lines that most surely indicate their worth.

Display O-Cedar Products where they can be easily seen; or, still better, display them in your window occasionally. We have some beautiful window cards and hangers which we will send on request. These form a strong "link up" with the other O-Cedar advertising in newspapers, magazines and street cars.

Ask your jobber's salesman about the O-Cedar Special Assortments and O-Cedar Profit Deals.

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVE., TORONTO

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Cocoanut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Cocoanut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans. Peas, Seeds, etc.



A favorite the whole year round

Borden's
ST. CHARLES EVAPORATED MILK

A Borden Product of delicious purity and undoubted economy.

Suggest St. Charles Evaporated Milk to every housewife. In these days of soaring prices she will thoroughly approve of the appetizing and delicious dishes that this Borden Milk Product makes possible.

Recommended for all table and cooking purposes by the most notable Domestic Science experts.

"The Milk that Cuts the Cost of Cooking"

Show it in to-day's displays.

BORDEN MILK COMPANY, LTD.

Leaaers of Quality

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.



KRAUT IS DUTCH—NOT GERMAN!

If any of your customers have scruples about eating Kraut for patriotic reasons, just refer them to the following dispatch from Washington:—

"Washington, May 30th.—Sauer Kraut may be eaten without disloyalty. The Food Administration to-day explained that the dish is of Dutch, rather than German origin and that those who make free use of it will be performing a patriotic service by stimulating a greater use of cabbage and thus saving staple foods needed abroad."

"Simcoe" and "Dominion" Brand KRAUT

is of the highest quality. Its delicious flavor appeals to every taste. Order a supply, but order quick—the supply is limited. Telegraph your order to-day at our expense.

Dominion Canners Limited

Hamilton, Canada

DOMINION CANNERS LIMITED HAMILTON, CANADA

License No. 14-12

License No. 14-12

"The Seal of Quality"

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S

SOUPS



Assure You Prime Quality



FOURTEEN KINDS

Vegetable	Chicken	Mulligatawny
Ox Tail	Mock Turtle	Scotch Broth
Pea	Tomato	Mutton Broth
Consomme	Vermicelli Tomato	Green Pea
Julienne	Celery	

FOR YOUR CUSTOMER
Purity, Ease, Economy

FOR YOU
Ready Sale and Good Margin

W. CLARK, LTD. Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

DUST vs. GOODWILL

DUST is the greatest enemy in the store. It lessens public goodwill in proportion as it increases the shop-worn appearance of the stock on the shelves. Although impossible to keep out the dust altogether, it is not only possible, but easy to control and hold 90% of the atmospheric dust in your store by using

STANDARD Floor Dressing

It is sanitary, non-evaporating and non-gumming. Floors and fixtures treated with it gain in appearance and wearing quality. As much as 500-700 square feet of floor space can be treated with one gallon. A floor once dressed requires no further attention for the next three or four months other than regular sweeping with a hard broom.

Supplied in one and four gallon cans and barrels and half barrels.

An ordinary floor sprayer may be used in applying Standard Floor Dressing.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFE'S
1918 PACK JAM



THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA



Strawberry
Raspberry
Black Currant
Plum
Peach
Apricot



All Ready for Delivery.

WAGSTAFFE, Limited
Hamilton, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning $3,000 a year and some $30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting $20,000 a year." "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of $20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as $2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward.

Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact, the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income, — by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week THE FINANCIAL POST. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
Dept. CG—143-153 University Ave., Toronto.

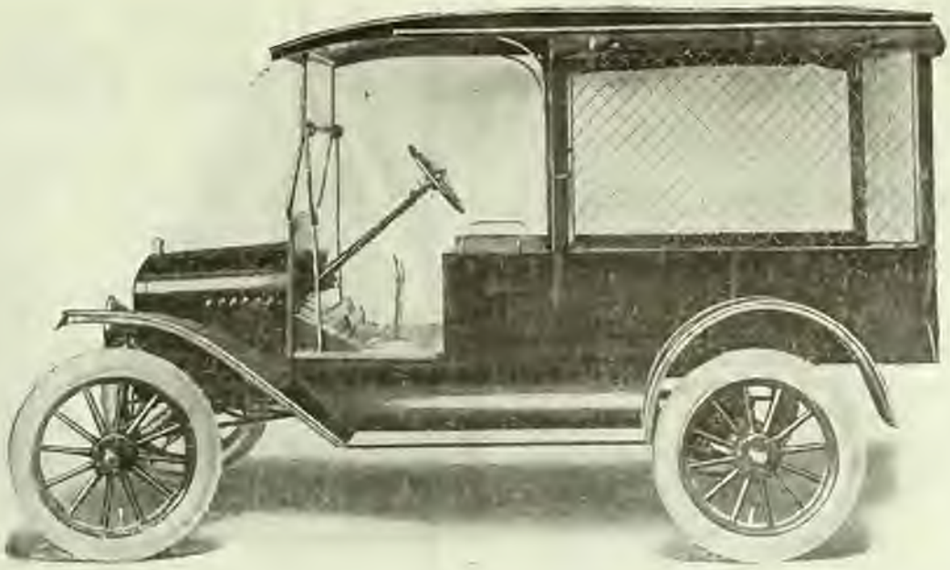
Send me us THE FINANCIAL POST for four months for one dollar.

Money to be enclosed remitted

Signed .....

.....

Just the Car for Grocers



Made in Canada

Does This Delivery Body Suit Your Business?

We have all kinds and all sizes, but we specialize on the Unit Plan, standardized, steel-skeleton, Babcock Body. From one unit four styles can be made by simple additions of extra fittings.

Babcock Commercial Bodies

Constructed for strength, with patented steel skeleton which gives rigidity, durability and a lightness which wood could never give. The neat appearance of Babcock Bodies is one feature that makes them a credit to any business house using them in their Auto Delivery Service.

Write for Illustrated Folder and Prices.

CARRIAGE FACTORIES, LIMITED

Head Offices: Excelsior Life Bldg., Toronto. Sales Offices: Montreal, Toronto, Winnipeg

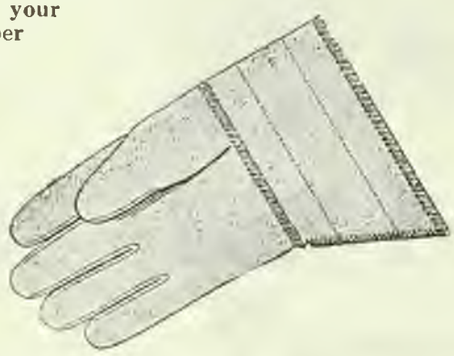
TAPATCO
REGISTERED TRADE MARK BRAND

You Can Sell Tapatco Gloves to the Men of Your Town

The Tapatco Glove is a well made, comfortable, long-wearing working glove that will give every man unlimited satisfaction.

Get this profitable extra business. Show the Tapatco line in your windows where the men will notice it. There's a Tapatco style and weight for every purpose

Ask your Jobber



The American Pad and Textile Co.
Chatham, Ontario

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from slivers and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

She trusts COW BRAND

Everywhere you will find absolute confidence in the baking results of **COW BRAND SODA.** For strength, purity, and reliability it is unsurpassed. It is a sure trade builder and holder.

Fill in your stock to-day.



Church & Dwight, Limited
Manufacturers - - MONTREAL

CENTURY SALT



---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

THE DOMINION SALT C° LIMITED
SARNIA. ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

This is the line of Big Value



Babbitt's Cleanser offers the housewife a combination of quality and value that cannot be excelled. Show Babbitt's in your displays every day. When the housewife asks you for a good all round cleanser recommend Babbitt's. Babbitt's will give her the satisfaction that will clinch **her** confidence in your judgment. Try out a display of Babbitt's.

WM. H. DUNN, LIMITED
General Representatives for Canada
MONTREAL
DUNN-HORTOP LTD., TORONTO, Special Agents

Luxury Flavors in War-Time Foods

The use of cornmeal, rice and other wheat substitutes presents no problem to women who keep Sun-Maid Raisins on hand.

Free Book for Your Customers

Our magazine advertising tells women how to introduce "luxury flavors" into war-time foods by using raisins. For raisins are deliciously flavored, high in food value, rich in sugar, and reasonably priced. Suggest to women that they send for the Sun-Maid Recipe Book.



Three varieties of Sun-Maid Raisins: Sun-Maid Seeded (seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem). Buy from your jobber.

Magazine readers everywhere know the Sun-Maid packages. They will buy more readily if they see Sun-Maid Raisins displayed in your store.

SUN-MAID RAISINS

California Associated Raisin Co., Fresno, California
Membership 9,000 Growers



Are You Cashing In?

The "Nugget" Broom was brought out to meet the enormous demand for a broom of good quality, yet light in weight. We have filled the demand —are you cashing in on it?

"NUGGET" BROOMS

are business-builders. Satisfied customers, quick turnovers, good profits and moderate prices. If you don't stock "Nugget" Brooms you are overlooking a trade-builder.

Write to-day for prices, etc., to

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.
Also Makers of the famous Keystone line.

Mr. George Washington of New York Says

that he has turned the entire output of the G. Washington Refined, Soluble Coffee, over to the Government for the Soldiers in the front line trenches Overseas.

He hopes shortly to be able to again supply the trade; in the meantime you and your customers' indulgence is asked.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage Storage Distribution

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

There's big money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WHOLESALE

GROCERY BROKERS

Manufacturers' Agents
Commission Merchants

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. & J. JONES

WINNIPEG - VANCOUVER

Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

Williams Storage Co.

WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

On Spot
Tapioca and Sago
Both Singapore and Penang. Lowest price.
W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

Baker's Cocoa and Chocolate


REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws of all the States; are readily sold, giving a quick turnover of stock.

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

TO

Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

QUEBEC

J. R. GENEST
Wholesale Grain, Flour and Feed
SPECIAL—Pastry Flour
GROCERS SPECIALTIES
BOARD OF TRADE BUILDING, MONTREAL

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Just try how MacKay's will sell



IT'S THE REAL MACKAY

You can strongly recommend this delicious, wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

John MacKay Co., Limited
BOWMANVILLE, ONT.



Taste It Yourself

Open a bottle of Marsh's Grape Juice and taste its deliciousness—its fine rich Concord Flavor. See for yourself how good Marsh's is and how well it merits your best recommendation.

Grocers everywhere sell Marsh's Grape Juice.

Tell your customers about it.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Get your Best Selling Efforts behind the

New Season's Pack of Furnivall's

More customers and better pleased customers will result and your profits will be correspondingly increased.

FURNIVALL-NEW, Limited

Hamilton, Canada

KING GEORGE'S NAVY

CHEWING TOBACCO

A Fine Satisfying Chew

Proof that King George's Navy Chewing Tobacco meets with the approval of the men is evidenced by the regular repeats which follow first sales. You will like how King George's Navy sells and you will like the wide profit margin also.

Ask your wholesaler for a supply.



Rock City Tobacco Co., Ltd.

BRISTOL, SOMERVILLE & CO.

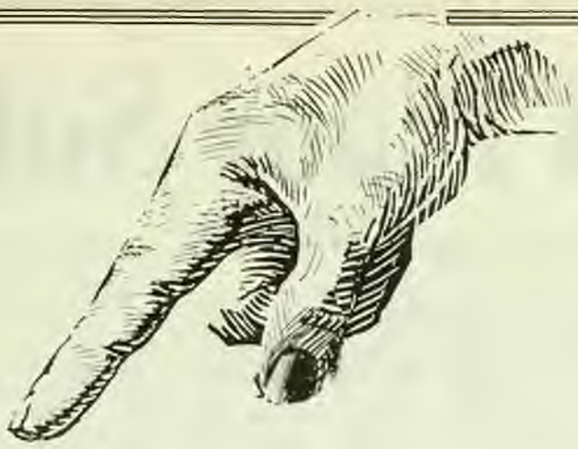
(Formerly Geo. E. Bristol & Co.) HAMILTON

Shipment, new pack, Choice Red Spring Salmon, 48 1-lb. tall tins, due in ten to fifteen days.

This is part of a limited early pack. Get your orders in for your summer trade before it is cleaned up. One-lb Red Salmon is almost unobtainable.

BRISTOL, SOMERVILLE & CO.

Canadian Food Control License No. 6-058 WHOLESALE GROCERS





That's It!!

The 1918 Pack

"E.D.S." Strawberry Jam

The jam you can sell to every customer with the assurance of quick repeats and a good margin every time.

This year's pack is as good an assortment as we have ever offered you.

True E. D. S. quality. What more is necessary?

E. D. Smith and Son
Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

Wheat Flour Substitutes

THE Canada Food Board's order making compulsory the use of wheat substitutes has caused unprecedented demands upon our milling facilities. If your shipments of corn, barley and rye flours do not reach you as promptly as usual, please bear with us. With our special capacity for milling the substitute flour we are doing our best. In the meantime we suggest that you can assist speeding up deliveries by ordering not more than actual requirements until the rush is over.

Campbell's Corn, Barley and Rye Flours are sold in the following size packages:—

3½ lb. 7 lb. 24 lb. 49 lb. 98 lb.

Campbell's Corn Barley and Rye Flours

The Campbell Flour Mills Company, Limited

West Toronto, Ontario

The reasons for the superiority of Malcolm Milk Products are



—First: Ideal location. The vicinity of St. George, Ont., is one of Canada's finest dairy districts.

—Second: A thoroughly scientific manufacturing process that brings out all the full rich goodness of pure milk. The Malcolm process absolutely eliminates risk of inferior quality.



Grocers can recommend Malcolm's with the certainty of many repeat sales and good big profits.

Send for your supplies now. We prepay freight up to 50c per 100 lbs., and deliver 5-case lots or more to any point in Ontario, Quebec or Maritimes.



THE
MALCOLM CONDENSING CO., LTD.

St. George, Ontario

The All-Canadian Condensed Milk Company

If any advertisement interests you, tear it out now and place with letters to be answered.

Boost Egg-O!



Egg-O Baking Powder is worth boosting. It is a line of quality—a line of big profit and customer-satisfaction—a dependable line that never disappoints whether used with sweet-milk, sour milk, buttermilk or water.

Egg-O is economical, too. A smaller quantity is required than of ordinary baking powder and the results are immeasurably superior.

When she asks you for Baking Powder remember always to recommend Egg-O—the line that quality popularized.

Egg-O Baking Powder Co., Limited

HAMILTON CANADA

MAPLE SUGAR best 10c. seller, 48 to case

A Sugar you will want to repeat

MAPLE SYRUP "Canada's Best" Brand

Maple Butter Honey Butter Sweet Nut Butter

Chocolate Butter

BAINES CONFECTIONS

Manufactured by

License No. 11-499 Canada Maple Exchange, Limited, Montreal

15 cents VOLPEEK

MENDS POTS & PANS



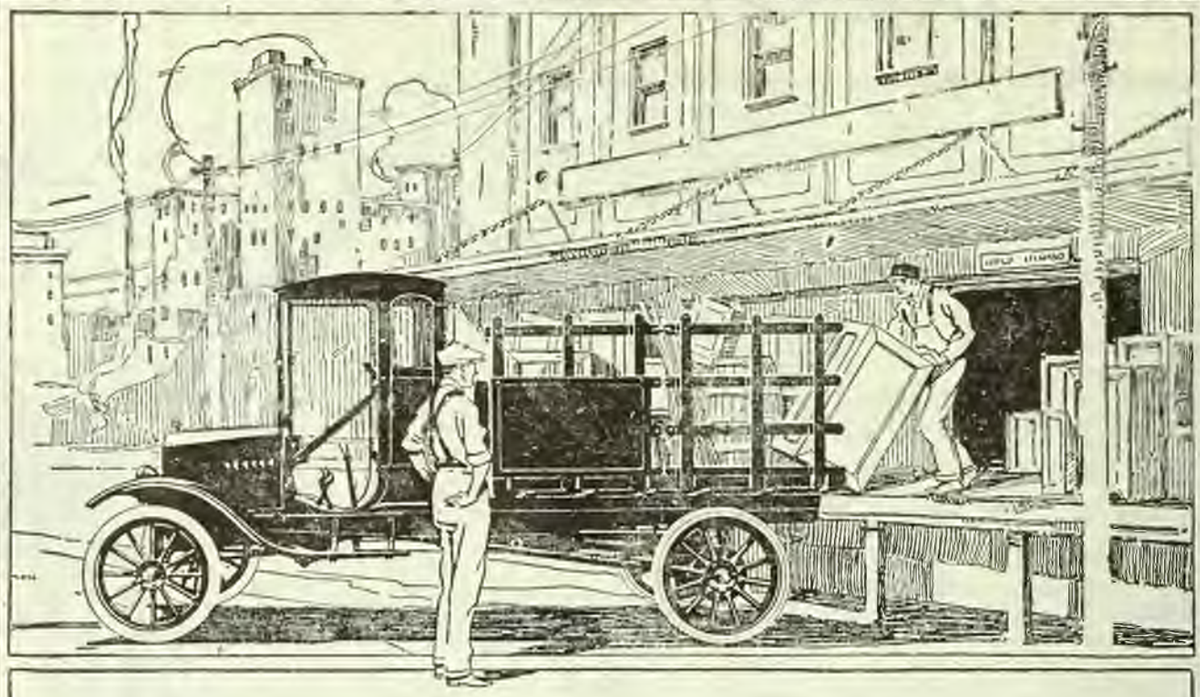
Show the housewife how easy it is to mend utensils good as new in an instant by means of Vol-Peek.

Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.

Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal

Have you read page 64? It will interest you.



"When Can You Deliver?"

THAT'S the customer's first question, usually. How do you answer him?

Your goods may be superior, your clerks may be courteous, your store attractive, but, after all, unless your deliveries are prompt and dependable, your customers will be disappointed and trade elsewhere next time. Do you realize how many people judge a store by its deliveries?

Is your delivery system on a par with the rest of your business? Does it draw new trade or lose customers for you? Are your horses as suitable for you as they were at one time? If not, why do you persist in being a little behind the times, when a Ford One Ton Truck would be more in line with your other business standards?

Perhaps your deliveries cost you too much. If you are using motor trucks, they may be too heavy for your line of business and therefore too expensive. The Ford Truck uses less fuel when handling a full load than some trucks use running empty.

The Ford One Ton Truck is a money saver, so why not modernize this department of your business at once?

Ford

THE UNIVERSAL CAR

One-Ton Truck	$750
Runabout - -	575
Touring - - -	595
Coupe - - -	770
Sedan - - - -	970
Chassis - - -	535

F. O. B. Ford, Ont.

All prices subject to war tax charges, except trucks and chassis

Ford Motor Company of Canada,
Limited
Ford - - Ontario

What A. E. Duchesne Said about ASSAM Teas

For years we have emphasized the ASSAM qualities of Red Rose Tea in our advertisements and in our conversations with grocers. It is interesting, therefore, to hear what an authority such as A. E. Duchesne, B.A., F.G.I., said about ASSAM teas in a lecture on INDIAN teas, delivered in London, England.

Briefly, here are two of his statements:—

"The ASSAMS are noted for their **glorious strength,** pungency and flavor—a **finer-flavored** and **stronger** brew."

"ASSAMS are **particularly good keeping** teas, one of their most attractive features being their **slow deterioration.**"

Red Rose Tea is good tea. Its distinctive ASSAM flavor, strength, economy and keeping qualities make it so.

T. H. ESTABROOKS CO., LIMITED

ST. JOHN TORONTO WINNIPEG

WETHEY'S

Orange Marmalade

excels all others



Jars like this

are ideal for preserving and pickling

Prudent Mrs. Housewife will now be planning on beating next winter's high prices by putting away ample stocks of fruits and vegetables.

Show her how easily she can do this by using our Sanitary Stoneware Pottery—the best and most sanitary containers for this purpose.

Would you like to see our folder listing the complete line of crocks with prices? **Send for it anyway. No obligation.**

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.
King & Yonge Sts. TORONTO

Free! This sales-creating Show Card



Keep your stock of Colman and Keen Products moving briskly by means of this handsomely lithographed store hanger.

Your customers know Colman-Keen Products. Everybody does. And a neat reminder like this will connect you with the demand in your community.

Ask us to send you one of these memory joggers.

Canadian Agents:

MAGOR SON & CO., LIMITED, 191 St. Paul Street, MONTREAL

TORONTO BRANCH: 30 CHURCH STREET

Judge it for yourself



Let the actual selling test be the evidence to convince you that

Charbonneau's Imperial Sugar Cream Butter

is a thoroughly reliable repeater and a certain profit-producer.

Send to-day for a trial supply and get your customers acquainted with a quality that is always tip-top, at prices that are always right. We ship promptly.



Charbonneau Limited

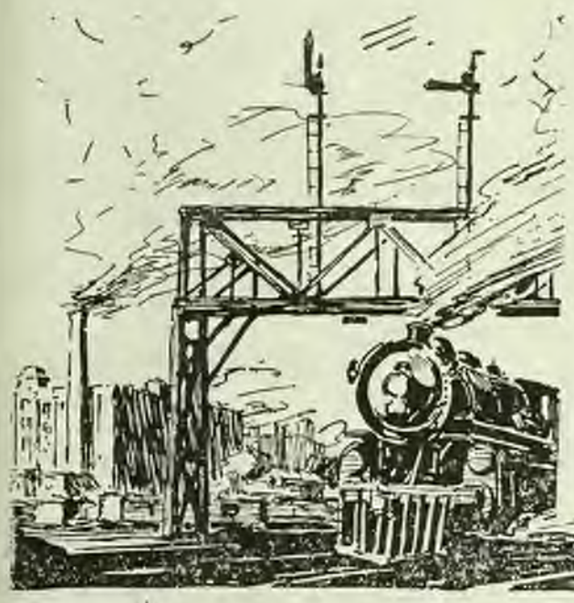
Manufacturers of Biscuits, Confectionery, Syrup Refiners

330 Nicolet
MONTREAL

CANADIAN GROCER

Vol. XXXII. TORONTO, AUGUST 2, 1918 No. 31

Ottawa Fails to Protect Business



New freight rates to be put into force on such short notice that manufacturers obligated by contracts may lose heavily. No differentiation of any kind made in regard to haul, and important readjustments may have to be made later.



THE most widely-discussed topic in the business world this week has been the new freight rates which go into effect on August 12. Manufacturers throughout the Dominion will sustain heavy losses by reason of the short notice given before the ruling of the Board of Railway Commissioners becomes effective. Many large contracts have been entered into on the basis of the old freight rates, and the firms are given no time in which to protect themselves. In the United States when the law was changed, the shipping interests were all given thirty days in which to prepare. Through negligence at Ottawa the statutes, while stipulating that 30 days' notice must be given of any proposed reduction in rates, make no mention of any such notice being required in case of an advance.

This question was raised immediately by manufacturers when the order-in-council was announced authorizing the change in freight rates. They unanimously claimed that they were entitled to protection and that the interests of the public at large should be considered also. Wires were sent at once to Ottawa, and the replies are somewhat interesting as showing the "Oh, don't bother me" attitude so often displayed when those who should direct are asked to consider protests or suggestions. No less an organization than the Canadian Manufacturers' Association received a reply that "the order was passed before the manufacturers protests came in. Sorry, but nothing can be done."

Are Taking Action

Manufacturing interests all over the country, however, are of the opinion that something can be done, or at least that it is worth while attempting to do it. The Canadian Manufacturers' Association held a meeting on Thursday and discussed the situation and plan to take the matter up at Ottawa. Shippers throughout the country are taking the question up and will co-operate in endeavoring to obtain justice from the Board of Railway Commissioners.

"We believe that the board is assuming powers to which it is not entitled," said one manufacturer to CANADIAN GROCER. It gives as its authority for what it has done, subsection 2 of section 323 of Railway Act. It is simply taking advantage of the fact that some one was asleep when the clauses were drafted to put into force a measure that by reason of its coming on such short notice will work to the detriment of the manufacturers and the public. The Transportation Committee of the Canadian Manufacturers' Association is taking up the question of all advances in rates in accordance with what is believed to have been the intention of Parliament when it changed the notice. Many business men believe that at least thirty days' notice should be given, and will endeavor to have this time inserted in the clauses governing the operation.

The manufacturers realize fully that it is most important that the railways, in view of the demands made upon them for increased wages, increased cost of operation and other things, are fully entitled to revise their rates. They have no quarrel with this. They do object, however, and object most strongly, to being forced by a sudden order into a position where by reason of contracts made in good faith they will lose hundreds of thousands of dollars. There are very few firms in the Dominion who will not be directly affected by the new ruling, and unless the present order is modified in some way many of the larger firms will lose heavily.

No Differentiation

Another point which the manufacturers make in regard to the proposal is that there is absolutely no differentiation made in regard to haul. As the act stands it makes no difference whether the goods are to go one mile or 1,000, the rates are the same. They point out that conditions vary greatly and that there should be some elasticity in the working of the act to allow for these conditions.

It is generally expected that after the act is in operation it will be found necessary to make some readjustments. This happened in the United States, where it

was found imperative to revise the schedule of oil rates. The manufacturers plan to keep a close check in this connection and will from time to time make suggestions.

While the general public seems to have the impression, gathered perhaps largely from newspaper articles, that the approximate increase will be twenty per cent., it is stated that in reality it will work out to 25 per cent. The ruling states specifically that in territory east of Fort William all class rates shall be increased 25 per cent; west of the Lakes there is an increase of 25 per cent. based on tariff that was in effect prior to March 15, 1918. In eastern Canada, when the new schedule becomes effective freight rates will have been jumpd about fifty per cent. in two years. The shippers do not put much faith in promises made that if it is seen that conditions warrant a reduction of the new rates they will be reduced promptly.

"Camouflage of the real kind," was one shipper's comment. "They will take good care when the rates are once up to keep them up, and will have a line of excuses to offer for not bringing them down that would fill a book. In fact I would not be very much surprised if they did not ask that further increases be made."

The manufacturers will probably demand as soon as the rates have been in effect a reasonable time, that the service be improved. For a long time past there have been all kinds of annoying delays. Not a few of these were blamed on war conditions and the rest on the fact that owing to no money the railways were unable to keep up their supplies of cars and rolling stock. With an increased revenue coming in the last excuse will not be tolerated any longer by the manufacturers.

The Retail Trade

The attitude of the retail trade towards the new rates is that while the increases will necessitate some readjustment in prices and some slight advances, they will be spread over such a large amount of goods that the buying public will have little reason to complain.

"The freight charges on about $40,000 worth of goods." said one retailer to CANADIAN GROCER, "might run about $1,000. That would be a pretty fair general stock. A small increase in the retail price of each article would more than cover the freight increase, and it is a question if the average buyer would ever question it."

Mr. Average Buyer though, to judge from the discussion of the man in the street is considerably interested in the situation. While he is interested he also realizes that he is more or less helpless. In the majority of cases he simply puts it down to one more annovance to be endured under the general high cost of living and lets it go at that.

Begins August 12

The paragraph of the Order-in-Council governing the dates on which the rates shall become effective, is as follows:—

"The provisions herein, the rates herein described, shall be effective, if filed with the Board of Railway Commissioners, as and from the first day of August, 1918, and shall remain in force for the duration of the present war, and



until further orders, subject to the provisions of the section next preceding. Increase of rates may become effective after the 12th day of August, 1918, and as and when filed."

Monthly Reports

The qualifying section referred to in the foregoing is as follows:—

"The Board of Railway Commissioners shall obtain from the three larger railway systems the results of railway operation per month, and report on the same monthly to his Excellency in Council, through the Minister of Railways and Canals, to the end that, should the earnings of the said companies under this order be greater than the sum required to meet increased costs and permit transportation to be properly and efficiently carried on, the appropriate reduction in the rates fixed shall be made. The said reports and the books, accounts and records upon which the same are based, shall be open to examination and audit by the Government of Canada, under such regulations as may be hereafter prescribed by the Governor in Council."

The details of the new rates follow:—

East of Fort William

Section 1—Class Rates.

All class rates in Eastern territory shall be increased 25 per cent.

Section 2—Commodity Rates

(a) Commodity rates on the following articles in carloads shall be increased by the amounts set opposite each:

Coal—Commodities

Where rate is 0 to 49 cents per ton—increase 15c per net ton of 2,000 pounds.

Where rate is 50 to 90 cents per ton—increase 20c per net ton of 2,000 pounds.

Where rate is $1 to $1.99 per ton increase 30c per net ton, of 2,000 pounds.

Where rate is $2 to $2.99 per ton—increase 10c per net ton of 2,000 pounds.

Where rate is $3 or higher per ton increase 50c per net ton of 2,000 pounds.

Coke—where rate is 0 to 49 cents per ton—increase 15c per net ton of 2,000 pounds.

Where rate is 50 to 99 cents per ton—increase 25c per net ton of 2,000 pounds.

Where rate is $1 to $1.90 per ton—increase 30c per ton of 2,000 pounds.

Where rate is $2 to $2.99 per ton—increase 40c per net ton of 2,000 pounds.

Where rate is $3 or higher per ton increase 75c per net ton of 2,000 pounds.

30 Cents on Iron

Ores Iron Increase 30c per net ton of 2,000 pounds, except that no increase shall be made in rates on ex-lake ore that has paid increased all-rail rate before reaching lake vessels. The increase of 30c shall be added to tariffs in force prior to March 15, 1918, and the increase since allowed by the Board of Railway Commissioners struck out.

Stone, artificial and natural, building and monumental, except carved, lettered, polished or traced increase 2c per 100 pounds.

Stone, broken, crushed and ground—Increase 1c per 100 pounds.

Sand and gravel—Increase 1c per 100 pounds.

Brick, except enamelled or glazed—Increase 2c per 100 pounds.

Cement Increase 2c per 100 pounds.

Lime and plasters—Increase 1½c per 100 pounds.

Rates on Lumber

Lumber, and other forest products not otherwise herein specifically dealt with—Increase: A flat rate of 1c per 100 pounds to be added to the tariffs in force prior to March 15th, 1918, and the rate so obtained to be then increased by 25 per cent., but not exceeding 5c per 100 pounds, the increase since granted by the Board of Railway Commissioners to be disallowed.

Pulpwood Increase 25 per cent. but not exceeding an increase of 5c per 100 pounds.

Cordwood, slabs and mill refuse, for fuel purposes Increase 1c per 100 pounds.

Wheat—Increase, by striking out the limitation imposed of 2c per 100 pounds in the increase allowed by the Board of Railway Commissioners, effective March 15th, 1918, and adding 25 per cent. increase, but not exceeding 6c per 100 pounds.

Other grains, flour and other milled products—To be decreased to the new wheat rates.

On Live Stock

Live stock—Increased 25 per cent., but not exceeding an increase of 7c per 100 pounds where rates are published per 100 pounds, or $15 per standard 36' car, where rates are published per car.

Packing house products and fresh meats—Increase 25 per cent.

Bullion, base (copper or lead), pig or slab and other smelter products—25 per cent. increase.

Sugar, syrup and molasses, by cancelling existing commodity rates and applying the fifth class rate as increased hereunder.

Ice—25 per cent. calculated on tariffs in effect prior to March 15th, 1918. Increases since allowed by the Board of Railway Commissioners to be disallowed.

(b) Commodity rates not included in the foregoing list shall be increased 25 per cent.

(c) In applying the increases prescribed in this section the increased class rates applicable to like commodity descriptions and minimum weights between the same points are not to be exceeded.

West of Fort William

Class rates: (a) All class rates shall be increased 25 per cent. calculated on the tariffs in force prior to March 15, 1917, the increases since allowed by the Board of Railway Commissioners to be disallowed.

Commodities.

Coal and Coke—Rates to be increased as rates on the commodities are increased hereunder in Western territory.

Ores, iron—Rates to be increased.

Eastern Territory

Ores, iron—Rates to be increased as rates on the commodities increased hereunder in Eastern territory.

Ores, other—On ores not exceeding in value $25 per net ton, one cent per hundred pounds; on ores valued over $25 to $50, two cents per net 100 pounds; on ores valued over $50 to $100, the tenth class rates of the merchandise distributing scale as increased hereunder shall apply; on ores over $100 in value, the tenth class rates of the merchandise standard scade as increased hereunder shall apply.

Stone (artificial and natural), building and monumental, except carved, lettered, polished or traced, by the addition of two cents per one hundred pounds to the tariff in force prior to March 15, 1918; the increases subsequently granted by the Board of Railway Commissioners to be disallowed.

Stone, broken, crushed and ground, also sand and gravel, by the addition of one cent. er one hundred pounds to tariffs in force prior to March 15, 1918; the increase since allowed by the Board of Railway Commissioners to be disallowed.

Brick, except enamelled or glazed, by the addition of two cents per 100 pounds to the tariffs in force prior to March 15, 1918, the increases since granted by the Board of Railway Commissioners to be disallowed.

Cement, two cents per hundred pounds.

Lime, one-half cent per hundred pounds on the tariffs in force prior to March 15, 1918, the increases since allowed by the Board of Railway Commissioners to be disallowed.

Lumber, 25 per cent., but not exceeding an increase of five cents per hundred pounds.

Grain and Grain Products

Grain and grain products to Fort William and Port Arthur by the addition of the increases granted under the McAdoo order for similar mileages in adjacent American territory to the rates in effect prior to March 15, 1918. Where more than one tariff of an American carrier in an adjacent state exists, the rate increase shall be that allowed on the lowest normal rate for the same or similar mileages in such contiguous territory under the McAdoo order; the increases since granted by the Board of Railway Commissioners to be disallowed. Provided that rates on same products shall not be greater from the City of Edmonton than from the City of Calgary.

Grain and grain products between local points and to the Pacific coast. By the addition of 25 per cent., but not exceeding an increase of seven cents per hundred pounds where rates are published per 100 pounds or $15 per standard 36-car where rates are published per car; increases to be based on tariff in effect prior to March 15th,

Continued on page 30

Sugar Situation Continues Serious

World's Supply Less Than Normal and Situation Growing More Serious—United States Put on a Ration of Two Pounds Per Month Per Person—Must Conserve Here if Similar Action is to be Avoided

AFTER a survey of the sugar situation the United States Food Administration has issued a call to the American public to restrict the consumption of sugar in the home to 2 pounds per person per month from August 1 to January 1. This replaces the present regulation of 3 pounds per person per month, and includes all sugar used on the table and in cooking.

A similar order is being issued to govern public eating places, limiting their use of sugar to 2 pounds for every 90 meals served.

In outlining the reason for this restriction, which is far more severe than any obtaining in Canada at the present time, the Food Board outlines the reasons as follows:

The situation which the United States faces in its efforts to maintain a fair distribution of sugar to the allied world is as follows: The sugar supplies throughout the country, in homes, stores, factories, and bakeries are at low ebb; the production from the American beet and Louisiana cane crops has been disappointing; the yield in Porto Rico has likewise been smaller than anticipated; and the inability of the United States and the Allies to secure sugar from Java and other distant sources on account of the imperative call for ships for the movement of troops and their supplies has materially reduced the supply from such quarters.

The industries using sugar have been reduced in their consumption of sugar, most of them having their supplies cut in half and some receiving none at all. The situation is so serious that every possible means of conservation should be observed.

Use in Canning

Household canning without sugar, the report continues, should be done wherever possible, and where sugar is used it should be only to the extent necessary to secure the maximum of preserving with the minimum use of sugar at this time. With prospects of increased supplies after November 1, and still more after January 1, sugar may be then added with more freedom.

In order to make sure that the distribution of sugar in the United States shall be equitable the Food Administration has worked out a scheme of allocation to the States, based on population, and taking into account the needs of sugar-using industries in the States. Within each State the details of distribution will be left to the Federal food administrators.

Canadian Situation Also Serious

While the American situation has no direct bearing on the Canadian owing to the allocation system, it is obvious that conditions that have made this allocation in the United States insufficient to meet the demands may very well become operative here, moreover, statements made by the Canada Food Board bear out this assumption. A recent item read as follows:

"There will be no sugar from Java available this year for British consumption, according to a recent statement of the chairman of the Sugar Committee. The Cuban crop is 300,000 tons less than estimated. Conservation of sugar for preserving time is imperative upon every householder."

The World Situation

The situation is simply this: The world production is some 400,000 tons short of former production, and at the same time much of this actual production is not available. There is an overplus of sugar in Java, which has a production of nearly two million tons. Scarcity of shipping, and the imperative need for available ships to move men and munitions make it impossible to move this crop to any extent. The Louisiana crop is materially short as is also Porto Rico and Hawaii, while even the Cuban crop is some 300,000 tons short of early estimates. With systematic conservation at the present it is more than possible that this country will come through without any great amount of inconvenience, but the fact remains that there is only a limited amount of sugar available, and if too much is used at the present time there will be a shortage later, and a shortage that will be real and beyond question. The grocer should do his part in bringing these facts to the attention of his customer and urging wherever

THE WORLD'S SUGAR RESOURCES

	Harvesting Period	1917-18 Tons	1916-17 Tons	1915-16 Tons
United States—Louisiana (1918-19 246,000)	Oct.-Jan.	217,499	271,339	122,768
Texas	Oct.-Jan.	2,000	6,250	1,000
Porto Rico	Jan.-June	430,000	448,567	431,335
Hawaiian Islands	Nov.-July	510,000	575,510	529,895
West Indies—St. Croix	Jan.-June	7,500	7,787	14,750
Cuba	Dec.-June	3,200,000	3,023,720	3,007,915
British West Indies—Trinidad	Jan.-June	70,000	70,891	64,231
Barbados, exports	Jan.-June	55,000	55,000	65,000
Jamaica, exports	Jan.-June	30,000	28,331	15,143
Other British West Indies	Jan.-June	35,000	30,000	35,371
French West Indies Martinique, exports	Jan.-July	35,000	34,443	38,925
Guadeloupe	Jan.-July	35,000	36,160	34,111
San Domingo	Jan.-June	115,000	130,171	126,058
Mexico	Dec.-June	35,000	50,000	65,000
Central America	Jan.-June	25,000	25,000	35,000
South America—Demerara, exports	Oct.-Dec. & May-June	120,000	101,650	116,224
Surinam	Oct.-Jan.	15,000	15,000	13,000
Venezuela, exports	Oct.-Dec.	15,000	18,428	8,409
Ecuador	Oct.-Feb	8,000	7,000	7,567
Peru	Oct.-Feb.	265,000	276,000	262,840
Argentine	June-Nov.	88,076	84,069	149,299
Brazil	Oct.-Feb.	375,000	300,000	194,000
Total in America		5,718,075	5,595,316	5,337,841
British India (consumed locally)	Dec.-May	3,229,000	2,728,000	2,634,000
Java (1918-19, 1,700,000)	May-Nov	1,791,064	1,596,174	1,198,567
Formosa and Japan	Nov.-June	100,000	436,026	405,227
Philippine Islands, exports	Nov.-June	273,250	202,655	332,158
Total in Asia		5,693,314	4,962,855	4,569,952
Australia	June-Nov.	340,887	192,831	159,681
Fiji Islands, exports	June-Nov	100,000	100,000	90,000
Total in Australia and Polynesia		440,887	292,831	249,681
Egypt (consumed locally)	Jan.-June	100,000	101,832	98,964
Mauritius	Aug.-Jan.	224,000	299,169	215,528
Reunion, exports	Aug.-Jan.	50,000	12,152	35,249
Natal (1918-19, 130,000)	May-Oct.	115,000	114,494	112,081
Mozambique	May-Oct.	50,000	55,000	50,000
Total in Africa		539,000	522,647	511,822
Europe Spain	Dec.-June	6,000	4,533	4,227
Total cane sugar crops		12,397,276	11,378,182	10,673,523
Europe Beet sugar crops	Sept.-Jan.	3,483,085	4,856,337	5,077,760
United States Beet (1918-19, 655,000)	July-Jan.	682,867	734,577	779,756
Canada Beet sugar crop	Oct.-Dec.	11,250	12,500	17,641
Grand total Cane and Beet sugar	Tons	16,574,478	16,981,596	16,548,680
Estimated decrease in the world's production	Tons	407,118	.....	.....

(Willett & Gray—Statistics on the world's sugar crop).

possible that orders of sugar should be limited, and so in this way help conserve an already short supply until next season's growth of raw material comes on the market.

The United States Food Board has forbidden the advertising of flour, bread and sugar. The Canada Food Board has recently taken action against a Nova Scotian firm who advertised sugar extensively, ordering them to sell no sugar for ten days. This is a real situation that the merchant must face and the sooner he faces it the better.

BACON RESTRICTIONS MAY BE REMOVED

Just as Canadian Grocer goes to press there comes the report that in the very near future the restrictions on the use of bacon may be removed. According to this report there are large supplies of these goods overseas, and owing to the difficulty of financing these operations it is not unlikely that this business will be curtailed. The natural consequence will be to throw large supplies on the Canadian market, with the result that in all probability the restrictions against the sale and consumption of bacon will have to be removed to take care of the excess stocks.

GENERAL FOOD COMMITTEE APPOINTED

It has been announced that the food controllers of Great Britain, France, Italy and the United States, who have been holding daily conferences in London, England, lately, have appointed a permanent committee called the Committee of Representatives. This committee will study various programmes of food supply and transport and co-ordinate programmes among the various commodities with shipping and supervise execution.

THOROLD STORE ROBBED

The general store of Leslie McMann, Thorold, Ont., was entered on Monday night and robbed of more than $200 worth of boots and shoes, trunks and suit cases. The till was also rifled of its contents. A jewelry store in the town was entered at the same time and a large quantity of goods taken.

Entrance was gained in both instances by cutting the locks with a sharp instrument. The thieves operated with two or more automobiles, and managed to make a complete getaway. The chase was so hot, however, that they had to abandon one of the cars, which was found to contain a large part of the goods stolen.

Lowly Prune Centre of Interest

Possible Embargo Stirs Up Trade—Government Big User—Canadian Supplies Depend on U.S. Growers—Dried Peaches Also on List—Outlook Not Encouraging

THE lowly prune is the centre of interest in the trade throughout Canada this week. All because of the action of the United States government in placing these on the conservation list, which means that a tight embargo now exists and orders placed are not likely to be filled.

As already outlined the 50-60s, 60-70s and 70-80s have all been taken by the government so the only ones available in any case would have been the few large ones and the very small ones. Prunes as an army ration are considered so valuable that the requirements of the army in the making have been estimated at from one-third to one-half the entire crop. Developments since these figures became known may be such that even greater calls will be made on available supplies. This is not thought the case, however, as dealers in the United States as far as can be learned, will secure their pro rata requirement. .

Canada has secured her prunes practically altogether from the United States, on about same terms as domestic buyers and on this basis representations have been made to the War Trade Board to enlist their co-operation in an effort to have United States authorities modify ruling. At the time of writing no results have been obtained from wires sent.

Complete interpretation of the order is somewhat vague and various opinions are expressed as to how the new ruling may work out. Some are of the opinion that the balance of the 1917 crop will be allowed to come through and that no new crop will be available. Others again figure that immediate requirements of government will absorb all prunes on hand, and that no shipment can be looked for prior to new 1918 crop, if then. What action may be taken with orders placed for these lines is unknown. Canada so far has fared remarkably well in her relations with the administration at Washington and it may be that the line is to be drawn a little tighter.

Dried peaches have also been placed on the conservation list but these do not represent such a big factor in sales of dried fruit. Other lines have not yet been affected and indications are that raisins and apricots will come through satisfactorily.

Food Regulations Should be Fairly Enforced

Merchant Finds That His Action in Living Up to the Strict Letter of the Law Has no Result Owing to Failure of His Competitor to do the Same—A Serious Problem

ON many occasions CANADIAN GROCER has been in receipt of communications pointing out that the merchant who has lived up to the strict letter of the law imposed by the various Food Board regulations has been a sufferer by his honesty. He has had to stand quietly by and see business that he has refused go to a possibly less scrupulous competitor. Here is a letter dealing with this matter. It is a question worthy of consideration.

Dear Sirs: "We read with pleasure your editorial in last week's CANADIAN GROCER re food regulations enforced, and are indeed glad that they are being enforced in some sections of the country. Personally, we have tried to live up to the Food Board regulations to the letter. We have not sold any flour without selling the full amount of substitute, prescribed by the Food Board, since this regulation came in force.

We have endeavored to obey the sugar regulation to the letter, and are only selling fifteen to sixty days' supply according to the distance customer is from the store.

When regulations were in force last year forbidding the sale of canned goods we put all our canned goods out of sight and did not dispose of a single can, while the regulation was in force. We believe this regulation was obeyed by every merchant in our town, but in some neighboring towns and villages it was entirely disregarded.

"On the 15th inst. a customer applied to us for a bag of flour, which we refused to supply without a substitute, but he had no trouble in getting it when he went to another dealer, and this is only one of many instances.

"Yesterday a customer wanted a bag of granulated sugar. When asked if she could use it in fifteen days, she replied, "Oh, not nearly all in that length of time;" we refused to sell and she went out and purchased elsewhere.

"We were informed by a commercial traveller yesterday that he saw a large sign in front of a store in a neighboring village quoting granulated sugar at nine dollars and seventy-five cents ($9.75) per hundred, and he said he had no doubt that this merchant was supplying it to all-comers.

"The same state of affairs exists regarding the stamping of 'patent medicines.' We frequently have bottles and packages brought to us for exchange without stamps. We have stamped everything that required stamps since this law came into force. Now, we are of the opinion that we are getting a raw deal. We think if the Food Board puts restraint on the sale of certain foods, they should supply some kind of machinery to enforce the law.

"As the matter now stands the honest man, who is living up to the law, is certainly having it put over him, and the dishonest man is openly disregarding and defying the law and is getting away with it."

"MIDSUMMER SERIES" HUDSON'S BAY HAMPERS

TO YOUR SOLDIER BOY OVERSEAS

—THINK WHAT IT MEANS to these gallant, war-weary lads when they come out of the front line trenches to find waiting for them a hamper from home—a real hamper containing the things they like best. Soldiers tell us our hampers are the best that arrive and that's the real test.

—You make your choice, we'll do the rest.

HAMPER NO. 1.

Sabadilla
Imperial Mixture
Pipe
Socks
Chocolatta
Gum
Cake
Complete with postage.
To England $2.56
To France $2.54

HAMPER NO. 2.

Cigarettes
Oxo Cubes
Cake
Toffee
Sabadilla
Complete with postage.
To England $2.21
To France $2.29

AN OVERSEAS FEATURE

HAMPER NO. 3.

Butter, Tea and Sugar to your Friends in the Old Country.

The "Home Series" Hamper

2 lbs. finest Nova Scotia "Blue Nose" butter in hermetically Shoe Laces
½ lb. Hudson's Bay finest tea,
1 lb. sugar and
1 overseas cake and maple sugar.
Complete with postage.
To England $3.65
To France $3.08

Or a Hamper to your Soldier Boy.

HAMPER NO. 4.

Butter in hermetically sealed tins
Beaf steak
Chocolatta
Canned peaches and
Cake.
Complete with postage.
To England $2.92
To France $2.52

HAMPER NO. 5.

Oxo cubes	Toffee
Chocolatta	Sabadilla
Biscuits	Candles
Raisins	Gum

Complete with postage.
To England $2.11
To France $1.95

HAMPER NO. 6.

Gum
Cigarettes
Pipes
Tobacco
Chocolates
Toffee
Complete with postage.
To England $1.84
To France $1.84
To Mediterranean $2.06

HAMPER NO 7.

Tobacco	Socks
Cigarettes	Cake
Shaving stick	Chocolatta
Tooth brush	Cake
Tooth paste	Gum
Candles	Toffee
Laces	Chocolate

To England $4.87
To France $4.47
Hamper Department, Drug Section.
Main Floor, Hudson's Bay

How the Hudson's Bay Company, Calgary, Alta., ecture the needs of the boys overseas in the summertime.

Standard For Baking Powder Set

New Regulation Published For the First Time—All Compound Baking Powder Companies Must Announce Their Components on the Container

A NUMBER of requests have been received relative to the necessity of printing the composition of baking powder on the can. We are able herewith to publish the new standard for baking powder that makes this commodity a definite composition, and provides that compounds not meeting the requirements of baking powder should so state on the label. This memorandum has not heretofore been made public, being still in the hands of the King's Printer at Ottawa.

The memorandum reads as follows:

MEMORANDUM

Department of Inland Revenue.
Ottawa, July 26, 1918

Under authority of an Order-in-Council dated the 16th July, 1918, the Standards of Quality for BAKING POWDERS, as established by Order in Council of the 8th March, 1918, are cancelled, and the following substituted in lieu thereof:

BAKING POWDERS

1. BAKING POWDER is essentially a mixture of bicarbonate of soda with an acid, either free, or in combination with an acid salt, together with starch or other neutral material; and is intended to be used as a leavener in baking; the leavening agent being the carbonic acid gas libratd by intraction of th acid gas liberated by interaction of the acid component with bi-carbonate of soda under the conditions of baking.

2. COMPOUNDS containing sulphate of alumina as a double salt with an alkali sulphate, shall be designated as alums; and shall be distinguished as potassium alum, sodium alum, or ammonium alum, as the case may be.

3. BAKING POWDER must be capable of yielding ten (10) per cent. of its weight of carbon dioxide, on treatment, as described, and recommended, in Bulletin No. 360 of the Department of Inland Revenue (Laboratory Series).

EXTINCT

I used to know a grocer
Who would not growl or snarl
When one would casually dip
Into his cracker bar'l.
I used to know a butcher
Who. with each slice of cow,
Would give a hunk of liver free—
Where are those tradesmen now?

Canada Must Finance the Wheat Crop

Serious Situation Entailing 250 Million is Being Faced—Britain Not a Probable Buyer—Probability of Changes in Price Standards

ON Tuesday of this week a meeting of millers, grain growers, transport men and the chairman of the Food Control Board was held in Toronto at the call of Dr. R. McGill of Winnipeg. The vital question at the moment is the financing of the present crop that is now known to be only a fraction of theh early estimates. Even so the financing of this crop will require approximately $250 000 000. It is this mammoth task of financing this crop that is being considered at the present time. Canada being in competition with the United States with its billion bushel crop has of necessity to do its own financing as the United States has advised the British government that they will do so. Moreover Canada has been advised that the food crisis in Great Britain has been so relieved that little if any of the Canadian crop will be required on the other side, and that the handling of such portion must be domestically financed. In other words, in view of the United States money as well as grain relief itself being in sight, Great Britain will find it not only politic but imperative to apply her money resources elsewhere and cannot finance Canadians in respect to their 1918 wheat product.

The banks are in no position to do so, and the super-problem for the growers, the millers and the transport men is, therefore, the urgent one of financing against ruin, to the minimum extent of $250,000,000.

There is no difficulty in disposing of the crop once it is financed, even should Britain not become a purchaser for Norway, Sweden, Denmark and Holland are in desperate need and would readily absorb all supplies available.

The matter of financing the crop is still unsettled; another meeting to be held in Winnipeg about the 20th of August will probably decide the matter. There are other matters that will probably come up at this meeting, among them the question of the price of flour. Since the regulations were imposed there have been two increases of freight rates, the last becoming operative Aug. 1. These increases have totaled 40 per cent. and mean an extra charge of approximately 12 cents a barrel on the milled product. The farmers have been assured that these increases will not affect their price as necessary allowances will be made. It is not likely either that there will be any change in the pre-

Continued on page 41.



Interior view of the Christie & Benson store, Nelson, B.C.

U. S. GOVERNMENT RESTRICTS EXPORT OF CAUSTIC SODA

The United States War Industries Board and the United States War Trade Board jointly announce the following rules and regulations with respect to the sale for export and the exportation of caustic soda:

On and after August 1, 1918, manufacturers of caustic soda in the United States will not enter into any contract for the sale of caustic soda with any person in the United States for the purpose of exporting the same, unless and until advised by the prospective purchaser that a United States export license covering such caustic soda has been duly obtained and the number thereof is furnished.

Manufacturers will not sell on and after the above-named date caustic soda for domestic consumption unless the purchaser agrees not to export same nor to sell same for export, and if it is resold in the domestic market, to exact or cause to be exacted a similar agreement from each and every subsequent purchaser.

On and after August 1, 1918, applicants for licenses to export caustic soda will also be required to state on their applications whether or not they have acquired any title or interest in the caustic soda which it is proposed to be exported, and if the caustic soda is in existence, the place of storage in the United States, and to agree that in the event an export license is granted not to ship or permit to be shipped under such license any other caustic soda than that specified in the application.

NOTICE TO ADVERTISERS

The Canada Food Board has ordered that the license number of all manufacturers, wholesalers, etc., etc., who are under license, should appear in each of their advertisements. The advertising department of CANADIAN GROCER will give their attention to this matter on receipt of license number from advertisers. The Food Board points out that every retailer has been asked by them to deal only with licensed manufacturers. The following wholesalers and manufacturers are under license: wholesale grocers, manufacturing bakers, manufacturers of breakfast foods and cereals, retail butchers, wholesale produce dealers, canners, packers, and manufacturing confectioners.

U. S. TO FIX PRICES ON RICE CROP

Rice Millers to Pay a Definite Price for Raw Rice and Sell at Set Figures —Expect to Stabilize Prices

Agreements are being completed between the United States rice millers and the Food Administration with regard to the handling of the rice crop of 1918.

The main provisions of these agreements are that the miller shall pay definite prices to the grower for rough rice and shall not sell the clean rice at more than prices named in the contract, ranging from 7⅜ cents per pound for choice Japan to 9½ cents for fancy Honduras. Establishment of these contracts has been requested by growers in all parts of the rice-growing section of the country, and it is believed to be very beneficial to both producer and consumer.

To Stabilize Trade and Prices

It is hoped that the result will be a complete stabilization of the rice industry and the distribution of rice to the consumer without speculation or manipulation at a reasonable margin of profit. Consumers will, in the opinion of the Food Administration, be able to purchase rice at a price of approximately 10 to 12 cents per pound, depending on remoteness from the milling centres.

Crop to Be Valuated

In order to accomplish a fair valuation of the grower's products a general committee will be appointed by the Food Administration, whose duty it will be to generally supervise the carrying out of the contract by grading and valuing samples of rice submitted by the growers. Valuation committees, operating under the general control of the central committee, will be appointed in each State where rice is grown to handle the details of the matter.

How Much Can a Clerk Sell?

What is Legitimate Turnover Per Individual in Various Characters of Stores?

By HENRY JOHNSON, JR.

A GROCER writes me from a sparsely settled district:

"Dear Sir,—Let me ask you about one of the details involved in the new system of a cash-and-carry store, or a cash store with charge for deliveries.

How large a turnover can be handled by each clerk under new conditions? Here in the past, with deliveries, credit and soliciting, we have found that in a business selling from $4,000 to $8,000 monthly, it would require from four to eight people connected with the store, or practically one to every thousand dollars of monthly sales.

"Reduced service must be accompanied by lessened profits. The problem is to cut overhead enough to justify the lowered prices the customer will expect.

Yours very truly,
M. M. R.

This inquiry is a trifle involved. In one portion it seems to apply to clerks or salespeople. In another, the reference is to all "connected with the store."

It seems absolutely impossible that any four people could render the detailed service involved in soliciting, taking, filling, delivering, charging and otherwise handling $4,000 of monthly sales, to say nothing of buying, receiving, displaying and, sometimes, selling them! One thousand dollars per employee seems out of the question in such a business; and my investigations and experience indicate that even $1,000 monthly per salesperson in such a store would be an extremely enviable showing.

What Is Being Done

The man who does the best of any I have ever known runs a minimum-service store. His customers pay cash for everything and then do their own worrying as to what they are to do with the goods. I put it this way, because I knew the store first some twelve years ago, when the thought that customers could do anything for themselves was an innovation; and it pleased, amused and astonished me to see how lightly business cares sat on that merchant. He just waited on anybody who came along, cheerfully and promptly, took the money and then assumed an "I should worry" attitude while the customer loaded up the goods. I asked him what happened when one bought a 49-pound sack of flour, and he said: "He must provide his own delivery."

The fact that this merchant has run along on the same plan for upwards of twelve years gives him a start now that short-service stores have become more general. Also he has perfected handling and short cuts. To-day he operates three stores, in the original of which he turns out some $2,200 per employee. In all the three he averages about $1,700 per employee.



Next in order comes the keeper of a single groceteria store who has operated for less than a year, so he is new and a good exponent of present conditions. He employs altogether seven people and retails $9,000 a month. That gets him about $1,286 per employee.

Location an Important Factor

The merchants indicated above are ideally located for the short-service style of store. They are on thoroughfares where traffic is brisk all day. The first has lots of transient traffic. The second is in a neighborhood where he is well known, having long operated a credit store there; and he enjoys considerable advantage from the fact that many settle in his vicinity during the summer, his town being to a considerable extent a summer resort.

Next I cite a merchant who also operates four stores and does about $250,000 a month business on the moderate service plan. He sells for cash but delivers on schedule. His employees average 400, so he sells $625 per employee.

Another, whose sales are about the same and who, by the way, I always have considered about the best exemplar of the all round, efficient, capable, hard-headed cash merchant, employs 425 people, so his average is $565.

Now we drop away down the scale to a high grade merchant who sells about $6,000 a month on the credit-telephone service plan. The only shortened service here is that he does no soliciting except by telephone. This merchant uses twelve people all told in his business, so the sales average $500 per month each.

Lastly, we get down to one of the finest, most profitable stores in the country, where all kinds of groceries are on tap, where sales run over $3,500,000 a year, or about $290,000 a month. Like all such businesses this one manufactures repacks, specially labels and otherwise lends an exclusive touch to many lines. Of course, he charges long prices. Altogether he employs nearly 600 people and his sales average close to $495 per employee per month.

Greatly Varying Conditions Count

I should like to go into intimate details about all these men; but I get inside information in confidence and must so regard it. I can say, however, that they do business in various sections of the country. Some operate where winters are severe so that much expense is entailed by deliveries being snow-hampered and men cannot put through the quantity of work they can in mild climates.

What always comes home to me is the fact that a grocer reaps about the kind of seed he sows. If he would side-step trouble and care by running a cash, no delivery store, he must pretty much leave out of account the element of personality. He cannot know his customers. The deal must be on the dry basis of money and merchandise without friendship, acquaintance or personal contact. His customers always must feel that they are free of any obligation to trade with him, except as he offers better values, and he must prove that anew each day.

If, on the other hand, he likes to take pains with his business and improve his service at every turn, meeting his customers as frequently and as intimately as possible, seeking how he can please them in new ways and all that, he is sure to get paid for many things besides goods and rental: Credit service—and it is a service—is recognized by all people worthy of credit; and, as such, it is paid for willingly and adequately if the merchant knows his business.

The proof of this contention seems to be manifested by the fact that if you go into any section of the country seeking the men who have survived the stress of years so that they have remained long in the grocery business and have piled up competences and fortunes, those men are the long-profit, full-service merchants. They are likely to be men who can relate how hundreds and even thousands of cut-price, short-cut, neighbors have fallen by the wayside while they have stayed steadily on in one place for a generation or more.

Full Service the Most Permanent

I am satisfied that the full-service merchant is the one who will survive, provided, of course, that he really gives full service, not merely charges for it. There is, per se, no virtue in charging long prices. But there is clearly demonstrated virtue in rendering a service better than your neighbors, and striving always to better your own, and then charging such prices as will pay for

Continued on page 29.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

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H. T. HUNTER - - - - - - Vice-president
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EDITORIAL BRIEFS

LIGHTLESS nights have fallen on Uncle Sam as they have on us. By a recent order of the fuel administration, Monday, Tuesday, Wednesday and Thursdays in all the Eastern States north of Washington, and Monday and Tuesday in the remainder of the country display lights are forbidden. We can't help viewing with approbation any move that will tend to keep friend mercury a notch higher in the thermometer this winter.

* * *

UNITED STATES Secretary of War Baker has decided that baseball playing is a non-essential occupation. Now watch the fans rally to the defence of the national pastime.

* * *

MR. HOOVER is authority for the statement that $1,400,000,000 worth of food stuffs have been shipped by the United States to the Allied nations. That is rather an interesting sidelight on those submarines that were going to settle the war.

TRAINING WOMEN CLERKS

THE Border Cities Retail Merchants' Association meeting in Windsor, Ont., lately petitioned the Board of Education to provide facilities to teach the principles of retail salesmanship, and also truck and delivery driving to women.

The association believes that the war will last another year, and foresees as a result a further combing out of the man power of the country to look after the more essential industries.

This would seem a wise suggestion on the part of this association. Already the United States has legislated that men of draft age may not be employed in non-essential occupations. The non-essential occupations are outlined as follows:

First, persons engaged in the serving of food and drink or either in public places, including hotels and social clubs.

Second, passenger elevator operators, attendants, doormen and footmen, carriage openers and other attendants in clubs, hotels, stores, opera houses, office buildings and bath-houses.

Third, persons, including ushers and other attendants, engaged and occupied in connection with games, sports and amusements, except actual performers in legitimate concerts, operas and theatrical performers.

Fourth, persons employed in domestic service.

Fifth, sales clerks and other clerks employed in stores and other mercantile establishments.

Moreover, this only shows the way the wind blows. Canadian magistrates have already ruled the same way. It is a possibility that the Government may decide that in Canada also men of military age must adopt some more essential occupation than clerking. It is wise, therefore, to be forehanded and to see to it that there is a trained class of women capable of taking up this work if it should become necessary.

MAKING HONESTY PROFITABLE

ON another page of this issue appears a letter from a retail merchant pointing out the sad fact that honesty is not always immediately profitable. This merchant has followed the spirit of the Food Board regulations, and has found sadly enough that other merchants are not always equally scrupulous.

There are two causes for this failure to observe the law. First of all ignorance on the part of the merchant, or he has only a confused idea as to what the multitude of regulations really mean, and second, there is the merchant who is taking a chance that he will not be caught, and is preening himself on his special astuteness in circumventing his competitors.

In either case, of course, it works a hardship to the honest merchant. On the other hand, however, all the blame for this condition cannot be laid at the door of the Canada Food Board. They are human, and cannot be omnipresent. Neither is it possible to develop a system of inspection that will embrace every community between the Atlantic and Pacific.

The merchant who disregards these regulations is a lawbreaker. No honest merchant would let anyone enter his store and rifle the till without himself raising the alarm. The dishonest merchant who wilfully disregards these regulations is doing exactly that, and it behooves the merchant to call this matter to the attention of the authorities. He must protect himself. A few such examples, and disregarding the law would become unpopular. It is for the merchant to act.

Current Events in Photograph—No. 30



THE GREY WALLS OF ENGLAND

In this world war the armies of Britain have played such a large part that people have begun to forget that Britain has always been a sea power rather than a land power. Every now and then some exploit like those at Zeebrugge and Ostend leaps out from the printed page and calls the attention once more to the "grey walls of England" that have kept the seas open for a world's trade, and have made the fabulous armies in France, gathered from the four quarters of the world, a possibility. The photo appearing on this page shows the patrolling squadron on their ceaseless mission of protection. Note the wireless antennae showing in the foreground.

ANOTHER METROPOLITAN DAILY GOES UNDER DEPARTMENT STORE CONTROL

It will be remembered that Stewart Lyon, editor of "The Globe," Toronto, and the editor of a Winnipeg daily, speaking at the annual meeting of the Canadian Press Association, lamented the fact that editors of the metropolitan daily newspapers had not a free hand. They were hampered by their big advertisers, the owners of departmental stores.

Rodman Wanamaker, of John Wanamaker & Co.'s big departmental store of Philadelphia and New York, who now controls the Philadelphia "Press Record and North American," has just been appointed by the will of the late James Gordon Bennett to the control of the "New York Herald" and the "New York Evening Telegram." Although in control he has not been, nor will he be active personally in newspaper work. It is interesting to observe another big daily newspaper pass under departmental store control.

HOW MUCH CAN A CLERK SELL?

Continued from page 27.

your goods, your expenses, and a fair return as net profit.

This question is still in flux, and I may not have aided my correspondent much. But I should emphatically say to him that if he has now a business running anywhere near $8,000 a month on the service basis, he had better hesitate and think long before he changes it. People grumble a lot these days; but that is not saying they would quit grumbling if you cut off all service and tried to make them pay cash. It sometimes is good to keep cool headed and pursue the even tenor of your way, doing the very best you can each day and trusting that thereby the future will work out to the good.

DETROIT MUST BE SATISFIED WITH BROWN SUGAR

Only brown sugar may be sold in Detroit after to-morrow until further notice.

County Food Administrator Heineman issued this order on Tuesday. The regulation includes retailers and wholesalers. The reasons for the order are that a large amount of brown sugar remains on hand despite the campaign to get rid of it before August, and the fact that the order will place all dealers on an equal footing

THE CLERKS' DEPARTMENT

THE FLASH AND FROWN OF DAVID LLOYD GEORGE

Chiefly Composed of Unquenchable Celtic Fire, Britain's Fighting Premier Knows no Gloom but the Lowering Front of Battle When Facing a Crisis

CELTIC fire and Celtic gloom are phrases taken for granted as applying equally to predominant characteristics of many leading Highland, Welsh, or Irish personalities in modern history. Gloom in the Celtic sense may be slightly misinterpreted as implying depression, and the observer of that pre-eminently Celtic leader of the hour, David Lloyd George, may search in vain for signs of that sort of gloom about the British Premier. There is no need to search for the fire. Of that Celtic quality Lloyd George has whole volcanoes available, and to spare.

To discover amidst the white heat of his being any shadow of ineffective gloom would be hard. But there is in the Celtic idiom a great use of the word "gloom" in the phrase: "He gloomed upon his foes." There is the only Celtic gloom of which David Lloyd George is in these tremendous days capable. Here is how Charles T. King has pictured that quality of gloom in the Premier, whom he describes in an article in "The London Express" as "A Man Who Thrives on Crises." The occasion described is when Lloyd George faced the most recent of his crises and defeated the machinators who would have overthrown his regime:

"Sometimes," says Mr. King, "he looked a rather frail, delicate-faced figure. Then, instead of the pleasing countenance, there would come the picture Mr. Augustus John gave us—the picture we thought such a grotesque, ugly, heavy-visaged Lloyd George. When he leaned across at Mr. Asquith's bench, and jammed his jaws together, there was the heavy Augustus John underjaw, the almost malignant expression, the indignant gaze from beneath knit eyebrows—the face of a hard fighter.

That is the most terrible kind of Celtic gloom for an enemy to face. It bodes ill for the opponent of less formidable calibre. Lloyd George may have experienced the Celtic gloom that means misery of soul, but he has changed it every time into that threatening darkness of countenance that means fight and makes for victory.

Sunshine and Storm

Charles T. King begins his account of Lloyd George in his latest crises with a glimpse of the sunshine of the man. There is fire behind all sunshine, and there is sunshine wherever you find Celtic fire. Lightly King describes Lloyd George as—

A man of medium height, silvery hair, eyes that in turn dart shafts of hot light and beam sunny happiness, a champion of peace, yet resolute for war, stood up yesterday in the House of Commons to his latest "crisis."

Mr. Lloyd George thrives on "crises." I have seen him open his despatch box morning after morning at 4 a.m., after twelve hours of hot controversy over a party measure, and toss his slain or tortured clauses into it with a gay smile. One day I gave him a little batch of cuttings full of abuse of himself, and he first chuckled with enjoyment and then lay back and laughed merrily.

A "Mastering Moment"

The psychology of David Lloyd George, Prime Minister, is such that almost any moment in his life is a "psychological" moment. He was so much in one of his mastering moments in his speech of an hour and a quarter on the Maurice letter crisis, he dealt with it in such a characteristic style, that seasoned parliamentary veterans like Mr. Balfour sat and drank it in with eyes a-glitter with joy.

His hair is grey, and there are long wisps of it over his ears, but he looked as trim as a new pin. He has had the heaviest load of work any statesman could bear, but his eyes were bright with the light of battle. His voice was as pleasant and clear as ever, and he took it down and up the whole gamut of human expression.

Held Them All

Ambassadors, peers, ex-viceroys, wounded soldiers, ex-Premiers, young cadets, colonels, generals, friendly M.P.s, and sniggering snipers packed the place from floor to top gallery, and he held them all, and played over them all with every note, from the raillery about a hostile press drenching him with "cocoa slop," down to low, solemn cathedral notes that vibrated with pent feeling and touched the chords of the heart.

"The Ranks of Snipery"

When he made a crowning point he swung round, and waved a quivering hand over the benches that would have been his chief supporters in party times. Even the ranks of snipery could scarce forbear to cheer. They were little ranks, with the Pronglets ever on the pounce, and always sorry they had interrupted.

Explanation, quiet, calm, clear; then a burst of vehemence at the Opposition bench, then guttural tones, deep down in his throat, as a man tearing the sounds from his bosom with pain. Then a skirl of declamation in high-pitched tones, now a pounding with two fists on the brass-bound box where Gladstone thumped and Disraeli lolled and Harcourt rumbled.

His Hundredth Crisis

The Prime Minister of Britain came to the great point—the world gravity of the war. He held out his hands in supplication. The pity of it! The sin of such pettiness amid a storm that was threatening the world! A tremor of pain came into his voice. The enemy, silently, in mystery, was preparing a great blow at our heroes in khaki over there. The House could see them. Not a head stirred. Not a throat gave a sound. "I beg and implore that there should be an end of this sniping."

David Lloyd George sank to his seat, a trifle pale, the victor of his hundredth crisis.

U. S. CORN AND WHEAT PROSPECTS

Prospective corn production this year in the United States is 3,160,000,000 bushels, the Department of Agriculture announced in its first forecast of that crop, basing its estimate on conditions existing July 1.

The total wheat crop, combining winter and spring varieties, was forecast at 891,000,000 bushels.

OTTAWA FAILS TO PROTECT BUSINESS

(Continued from page 22)

1918, and the increases since allowed by the Board of Railway Commissioners to be disallowed.

Packing house products and fresh meats, by the addition of 25 per cent. to the tariffs in effect prior to March 15, 1918, and increases since allowed by the Board of Railway Commissioners to be disallowed.

Bullion, base (copper or lead), pig or slag and other smelter products, rates from British Columbia Smelters to Toronto and Hamilton to take rates from the contiguous American smelting and shipping point, namely, Northport, Wash., to Buffalo, viz., 7½ cents per hundred pounds; Montreal to take the New York rate of 8½ cents per hundred pounds, rates to Canadian points in Eastern Canadian territory to be advanced 25 per cent. Rates on zinc for domestic consumption to be the same as on copper and lead.

FINANCIAL POST HELPS INVESTORS

Is THE FINANCIAL POST a weekly or monthly paper and does it give information where to invest money to the best advantage? Would they send me a cample copy upon request?

J. H. S., Toronto.

Answer—THE FINANCIAL POST is published weekly by the MacLean Publishing Company. Yes, it gives information on how to invest money to the best advantage. Each subscriber may write the editor of THE FINANCIAL POST for information of the standing of any company or companies before he invests his money in them. They will be glad to end you a sample copy at any time. THE FINANCIAL POST gives a great deal of information on business conditions in every part of the country, the trend of securities, and specialized business information of value to any one interested in business and industrial conditions.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

McIsaacs & Co. have opened a new grocery business in the Daud Building, New Glasgow, N. S.

Chas. E. Buckler has opened a grocery store on South Main St., Westville, N.S. The business will be conducted on a cash basis.

A number of men interested in the lobster business met recently under the auspices of the Halifax Board of Trade to discuss details in connection with the lobster packers.

Representatives from three provinces were invited to attend and the meeting was well represented.

It appears that the consensus of opinion among the lobster packers is that the industry must be protected by a stringent regulation governed by statutes whereby heavy penalties can be imposed on those packing illegally.

Louis Michaelson, one of the proprietors of Brown's Grocery, St. John, died suddenly this week after an attack of paralysis. He was sixty years of age.

L. V. Price, who is known to the grocery trade throughout the Maritime Provinces as traveller for Dearborn & Co., Ltd., wholesale grocers, St. John, has joined the travelling staff of the Consolidated Rubber Company.

Considerable damage was done by fire in the warehouse of C. H. Peters' Sons, Ltd., wholesale feed, etc., St. John, last week. The loss has been adjusted at $2,000 on the building and $10,000 on the stock.

Wheat substitutes required under the new flour order of the Food Board still are scarce in the Maritime Provinces. Only a few jobbers have been able to secure the goods they desire and not many of the retailers are stocked yet.

The Teamsters' and Chauffeurs' Union have petitioned the City Council of St. John to raise the minimum age limit for drivers from sixteen to eighteen years. Grocers complain that, under present conditions, this would work undue hardship.

F. S. Layton, proprietor of Layton's Grocery, Truro, N.S., having enlisted in the Flying Corps, and to take up his duties at Toronto in a few days, has sold out his grocery business to Mr. E. P. Hill. Mr. Hill had a grocery business in Halifax at the time of the explosion and like many others lost all his property.

A demand that wrapping of bread by the bakers be made compulsory, as permitted by the new food order, was presented to the St. John City Council this week. The bakers were heard at a later meeting, and, while they expressed willingness to comply, explained that present costs would make it necessary to add a cent to the price of each loaf. The council decided to take no action.

Edward A. Mason, manager of the Maritime branch of Christie, Brown & Company, and H. V. Hayes, also of St. John, have been granted patents on a new showcase for the display of confectionery and fine groceries. The case is designed to hold candy, cereals, shelled nuts, etc. It consists of two parts. double cylinder top and a wooden base. In the base is a drawer into which the goods drop when required, thus ensuring protection at all times from exposure to dust, while making the contents readily accessible. It is their intention to start manufacturing in St. John.

The legality of the sale of lemon and other extracts containing a large percentage of alcohol is being tested in St. John on a charge laid against the Brayley Drug Co., Ltd., of "selling lemon extract containing more than two per cent. alcohol." The case arose from men having been arrested for drunkenness after drinking extracts put up by the company and sold through local grocers. M. V. Paddock, provincial analyst, gave evidence that the samples tested contained more than fifty-two per cent. alcohol but testified that it was impossible to make he extracts without at least fifty per cent. alcohol. Judgment had been reserved.

Quebec

Armand Belisle, Montreal, has disposed of his assets.

J. P. Gosselin, general store, St. Ephrem de Tring, has sold out.

Leonard Fisheries, Ltd., Montreal, are holding their annual meeting this week.

F. T. Shearns, of the Montreal office of Salada Tea Co., spent his holidays in Toronto and other points.

Zeph. Hebert, president Hudon, Hebert and Co., is spending some time this week at St. Lawrence river points.

Harper R. Gray, joint manager for Gunn Langois and Co., Montreal, is spending his holidays in Ontario.

Thos. Ward of Joseph Ward and Co., wholesale grocers, Montreal is spending his holidays at Old Orchard Beach.

At St. Rose, Que., last week, a large Gaspe salmon was racled for and the proceeds donated to the Red Cross funds. This fish was donated by Mrs. J. A. Paulhus and the sum realized totalled over $10.

Mr. Twiggs of the A. Booth Fisheries Company, Chicago, passed through Montreal last week on his way East. Mr. Twiggs expected to take in the points in the Maritime Provinces before returning home.

J. A. Marshall, manager of the Western Canada Flour Mills Co., Montreal branch, is on his holidays, he will visit Western points, including Minneapolis, Vancouver and Victoria, and other places before he returns.

Ontario

Neil Jamieson, grocer, Orillia, has been succeeded by Capt. Hill.

The North End Merchants' Association of North Toronto held a picnic at Island Park.

Adams & Co., grocers and dry goods merchants of Georgetown, have sold their stock and fixtures.

W. G. Patrick of W. G. Patrick & Co., brokers and importers, Toronto, is spending a few days in New York City this week.

Bolus Bros have leased the Alex. Michaels store, Leamington, and have installed a stock of groceries, dry goods and boots and shoes. They are conducting business on a cash basis.

The deal whereby Frank Seager was to assume control of the grocery business of George Wenino, North Front St., Sarnia, has fallen through. Mr. Wenino will continue to conduct the business until such time as he can dispose of it.

The partnership business of Foote & Sanderson, Fergus, grocers and flour and feed merchants, is about to be dissolved, Mr. Sanderson retiring while Mr. Foote will continue the business.

At a meeting of the Cornwall Retail Merchants' Association held recently it was unanimously decided to hold a picnic at St. Lawrence Park on the civic holiday in August. A committee composed of Allan Irwin, Arthur Chevrier, Thomas Donihee, Arnold Smith, G. R. Phillips and H. Bauman, with power to form other committees, was appointed to make necessary arrangements for the picnic.

A. H. Schweitzer of 80-82 Cedar St. W., Kitchener, Ont., who has conducted a grocery business for the past eight years, has sold his entire block and business to Wm. G. Roth, formerly of Tavistock. The business men and travellers are sorry to lose Mr. Schweitzer from the business sphere, but hope that after a much needed rest to see him back again. He has been a subscriber to the CANADIAN GROCER ever since he started in business. He intends to keep in touch with the grocery trade and so wants his paper continued.

Recently a number of friends gathered at the home of Mr. and Mrs. Schweitzer and presented them with a mahogany pedestal and beautiful jardiniere,

Western

Walter Bros., Kuroki, Sask., has sold out.

George Begg, Shaunavon, Sask., has sold out.

Horner Bros., butchers, Calgary, have discontinued business.

C. Henderson, Saskatoon, Sask., has discontinued business.

C. DeGagne, general store, Marchand, Man., has sold to A. Congnon.

Gordon & Mills, general store, Shaunavon, Sask., are out of business.

F. T. Rolph, grocer and confectioner, Saskatoon, has sold his grocery business.

Haberlach & Schelturga Bros., general store, Sedley, Sask., have dissolved partnership.

BRANTFORD BUTCHERS AND GROCERS HOLD SUCCESSFUL PICNIC

The seventeenth annual picnic of the grocers and butchers of Brantford, held at Mohawk Park, Brantford, was signalized by one of the largest attendances on record. The excessive heat, far from proving a detriment to the picnic, was probably responsible for the presence of many drawn by the lure of the lake's cool breezes, who would not otherwise have made the trip. Nor did rain, which threatened during the latter part of the afternoon, hamper the festivities, for it hung off long enough to permit of a safe return in the evening by the majority of the picnickers.

For seventeen years past these picnics have been held at various places distant from the city. This year a stay-at-home policy was adopted by those in charge, and the result was yesterday's gathering. The usual programme of sports was augmented by many special features, both serious and amusing, and the prize list was one of unusual extent.

So large was the crowd that the street car service proved totally inadequate Every car bound to or from the park was crowded to the very doors, while many were forced to walk either one way or both, in the sweltering heat of a July afternoon. Even this drawback however, was taken in good part by the picnickers, and the seventeenth annual grocers' and butchers' picnic passed into history as among the most successful on record.

Among the interesting events on the programme were the following:

Grocers' and butchers' drivers' race, 100 yards—Russell Shay, C. Fowler, H. Croley.

Grocers' and butchers' wives' race—Helen Maskell, Muriel Thoman, Mrs. R. Gowman, Mrs. Meggett.

The prizes for the best decorated delivery rigs, open to all grocers and butchers in the county, were won by the Cash Bargain Grocery and F. S. Hartley. The prize for the best decorated automobile was awarded to Miss Mellen and A. Coulbeck.

The butchers defeated the grocers 21-14 in a baseball game which was one of the features of the afternoon.

OWEN SOUND ADOPTS EARLY CLOSING

By virtue of a municipal by-law just passed it is announced that on and after the 25th day of July, 1918, all shops within the town of Owen Sound selling dry goods, fancy goods, millinery, clothing, hats and caps, furs, men's furnishings, carpets, furniture, house furnishings, boots and shoes, hardware, watches, jewellery groceries or general merchandise, and all butcher shops, tailor shops and shops known as "5, 10 and 15 cents stores," and department stores within said town shall be closed and remain closed on each and every day of each week throughout the year, except on Saturday and the day immediately preceding a public holiday, and from the 15th to the 31st of December, both inclusive, from the hour of seven o'clock in the afternoon until five o'clock in the morning of the next following day.

All such shops shall be closed on every Saturday and day immediately preceding a public holiday and on every day from the 15th to the 31st December, both inclusive, in each year at 10.30 p.m. and shall remain closed until five o'clock in the morning of the next following day.

Any person contravening this by-law shall on conviction thereof be liable to a penalty not exceeding $50.00 and costs and every such penalty shall be recoverable as provided by section 497, subsection 2 of the Municipal Act.

GUELPH GROCERS' PICNIC POSTPONED

The Guelph grocers' picnic has been postponed and will under present arrangements be held on August 14 at Puslinch Lake. The date was changed owing to the fact that the original date conflicted with many travellers' holidays, and as the travellers are always largely represented at the picnic it was felt that the date should be changed.

HOLDING SALES CONVENTION

Fourteen salesmen of the sales staff of Harold F. Ritchie & Co., Toronto and branches, are in convention this week at the headquarters. The representatives are from Halifax, Montreal, Ottawa, Winnipeg, Calgary and Vancouver and will be here all week. Sales managers of the manufacturers whom the Ritchie company represents are in attendance to discuss their lines and are scheduled to address the afternoon meetings. The morning meetings will be confined to the salesmen, at which the question of sales and general business conditions will be taken up. Mr. Ritchie and Mr. Lane addressing the salesmen and opening up avenues for discussion.

U. S. GOVERNMENT SETS LIMIT OF PROFIT ON MILL PRODUCTS

Fair prices to govern the sale of flour and milling products at every milling point in the United States which have been worked out were introduced to-day by the food administration. The prices which generally will govern throughout the crop year of 1918-1919 were worked out on a basis price for seaboard points. Local prices represent the freight deductions from the seaboard prices. Jobbers' prices are required to be not more than 25 to 50 cents a barrel over the delivered cost, and retailers' prices not more than $1.20 a barrel over his cost price.

TRIBUTE TO THE RETAILER

Don Francisco, advertising manager of the California Fruit Growers' Exchange, had this to say about retail grocers and the part they are playing in the conduct of the war, at the Associated Advertising Clubs of the World convention:

"The patriotic zeal with which our grocers have conducted their sales is indeed a splendid commentary on their Americanism. Though suffering the loss of actual cash profits and facing increased overhead, these grocers, speaking figuratively, have kept step with our troops. We owe them a vote of thanks and confidence. The sublimely unselfish service of grocers in the great cause is vital to the final success of our arms. It is as important as the service of our dollar-a-year man, of our ship-builders, of our men at the front. For, as we have been told through advertising, 'Food will win the war.'"

$1,000 FOR WINDOW DISPLAY CONTEST

The Canadian Carnation Milk Products Co., Ltd., are putting on a window display contest for Carnation Milk Week —August 15 to August 21. They are dividing the contest into four parts with three prizes in each. For instance, towns up to 5,000 population will be in Division "A." Between 5 000 and up to 25,000 in Division "B." Between 25,000 and up to 100.000, in Division "C," and above 100,000 in Division "D." The prizes are $100 for first, $25 for second, and $5.00 each for the next 25. This applies to each division. This makes total prizes valued at $1,000. The contest closes on September 15, and photos must be submitted before Oct. 1.

New Goods Department



The Coca-Cola Company announce a change in the shape of their bottle. To take the place of the old style with straight lines, they conceived the idea of putting out a bottle which would fit the hand comfortably. The idea is to encourage drinking from the bottle through a straw.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

RE TEA TAX

Gentlemen,—I purchased ten chests Japan tea in March, five chests to be shipped at once and the balance in July. I received invoice for same yesterday. The wholesaler has billed me with war tax. Am I obliged to pay it?—R. S. M., Dalesville, Que.

Answer.—The answer to your enquiry depends on the nature of your contract with the wholesaler. If it was a purchase made at a set figure, and was merely a matter of the wholesaler warehousing it for you, then it would appear that the wholesaler should not have billed you with the extra ten cents a pound, but should have accepted his loss as one of the risks of business.

If, on the other hand, the deal was made on the basis of market conditions at time of delivery the addition was quite justifiable. In any case of course the wholesaler had to pay the tax, as it was imposed against all stocks in wholesalers' or jobbers' hands on April 28.

* * *

PLACING THE RESPONSIBILITY

An auto going past my store flipped a stone off the road and smashed my plate glass window. Who should stand the loss for this, the town or the auto driver? The auto driver was not going at a high speed.—D. A. Mackenzie, Souris, Man.

Answer.—This is a very difficult question and one that probably could only be settled in the courts. In our opinion, however, in order to fix any liability on the municipality it would be necessary to show that the road was in a state of disrepair, or that stones had been left on the road which did not rightly belong there, and that this condition had existed a sufficient length of time that the municipality would be presumed to have notice of it. The automobile driver would not be liable unless it could be shown that he was driving either carelessly, or at an excessive rate of speed, and the accident would not have happened if he had exercised due care in his driving.

FISH BRAND CLOTHING

Please advise me where I can buy Towers' Fish Brand waterproof clothing.—C. A. Elsley, Campbellville, Ont.

..Answer.—Address Tower Canadian Ltd., Toronto, Ont., Vancouver, B.C., and Halifax N.S.

* * *

WHAT SUBSTITUTES ARE PERMITTED?

If I sell one barrel flour what do I have to sell with this flour? Can I sell oats, rice, barley, and corn flakes? I carry a full line of groceries and would like to know what to sell with flour.—Ed Wood, Blue River Lumber Co. store, Riviere Bleue, Que.

Answer.—Order No. 50 issued by the Canada Food Board outlines the substitutes that may be sold with wheat flour as follows: Corn, oats, barley, rice, rye, buckwheat, tapioca or potato flour, bran, shorts, oatmeal, rolled oats, cornmeal, cornstarch, or any mixture of the same and potatoes. Four pounds of potatoes will be considered equal to one pound of other substitutes.

Regarding corn flakes and similar lines of breakfast foods, we cannot say whether they would be considered as substitutes or not. CANADIAN GROCER queried the Canada Food Board on this point some time ago, but has received no answer. Of course this substitute order in no way overrides the previous order giving the amounts of flour that may be sold. The householder living within two miles of retailer cannot stock more than 15 days' supply of flour or sugar, if five miles away 30 days' supply, if more than five and less than ten miles away 60 days' supply, if ten miles away, 120 days' supply.

* * *

SELLING OF EXTRACTS

Please give me information on the selling of extracts to householders, individuals, treaty Indians and non-treaty Indians; quantity allowed.—Hudson's Bay Company, Nipigon, Ont.

Answer.—Under the Ontario Temperance Act amendment no essences or flavoring extracts containing more than 2½ per cent. of proof spirits shall be sold except in bottles containing not more than 2½ ounces. In addition a record must be kept of all sales showing the date and name and address of purchaser, and quantity sold. Nothing in the law shall, however, prevent the sale of any essence or extract in larger quantity than 2½ ounces to any druggist, manufacturer or confectioner or to a person in any trade or business in which such article is commonly used for legitimate purposes or to any public institution or any wholesaler for resale.

There is nothing in the law differentiating between Indians, treaty Indians and other persons. The conditions above stated would apply to Indians as to others.

* * *

GROCERY PRICE CARDS

Can you give me the name of any party or firm who can supply grocery price cards for marking all groceries on shelves for "grocerteria style."—George E. Hunt, Swift Current, Sask.

Answer.—The Store Helps Manufacturing Co., Calgary. Alta.

* * *

3-POUND SOLDIERS' BOX

Will you kindly advise the manufacturers of 3-pound soldier boxes.—Smith & Chapple, Limited, Chapleau, Out.

Answer.—J. Tobin & Sons, Ottawa, manufacture a 3-lb. soldier box.

* * *

CASH CARRIER SYSTEM

Kindly give me the name of a concern manufacturing an old-time elastic or spring-propelled cash carrier system; the name of a concern or individual who would be likely to have such a system for sale second-hand, and oblige.—Thomas Grace, Gracefield, Que.

Answer.—Gipe Hazard Store Service Co., Ltd., 113 Sumach St., Toronto; the Lamson Company, Boston, Mass., are manufacturers of cash carriers. We do not know of any firm having such a system for sale.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following: .....

.....

.....

Name .....

Address .....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

LIKE a bolt from the blue to the trade was the advice that the United States Government placed prunes and dried peaches on the conservation list, thus prohibiting the export of these to Canada. Canada has been in the habit of receiving these on about the same basis as domestic buyers, and depending altogether on the United States market for supplies. From this it can readily be seen that the outlook for the future, when present stocks are absorbed, is not encouraging. Whether any modification of the order will be considered cannot be determined yet, though representations have been made to the Canada Food Board and War Trade Board in an effort to secure at least partial shipments.

MONTREAL—It is evident that the wholesalers are doing their best to supply the trade with their requirements. Supplies are sometimes temporarily short, and then new arrivals serve to relieve this trouble. Just now a good deal of activity is noticeable in canned goods. There also is a good movement of dried fruits, notwithstanding the fact of fruits being more plentiful. The prices of the latter rule so high that many will not buy in large quantities. The flour situation is steady, and some supplies are still available. Winter wheat flour is firm and has advanced all around 30c per barrel. The temporary embargo against shipments of flour to points east of Montreal has been lifted. Some special mill feeds have been advanced slightly in price. New jams, fruits and canned vegetables are beginning to arrive, and the prices are high. This applies also to jams just received. Self-raising flour is up 10c, and 5c on the 6-lb. and 3-lb. sizes, respectively. One of the most important features of the week is that of the United States War Board's order prohibiting export of prunes and peaches, and this may be extended to take in apricots, raisins, figs, etc. The sugar situation is steady and unchanged. All refiners are selling at $9.10, excepting the Canada Sugar Refineries, their price being $8.65 still.

TORONTO—Occupying the centre of interest this week is the announcement that prunes and peaches have been placed on the conservation list by the United States Government and export prohibited. This will seriously affect the trade here, and an effort to have the order modified will be made. Apricots have advanced 2c per pound in some sections over opening prices named.

The feeling exists that the use of substitutes for wheat and flour will continue, even after the new crop is available. At the Imperial conference of food dictators, being held in Great Britain, the question of building up reserves against all possible contingencies has been brought up, and action along these lines will very likely necessitate a continuation of restrictions to some extent at least.

The outlook in almonds is higher prices for the future. Latest reports estimate yield about 60 per cent. of last year's total, and with transportation difficulties multiplying, or at least showing little improvement, the situation as regards this market is not hard to determine. Some doubt exists in the minds of importers as to whether the embargo against the shipment of walnuts from France will be lifted. The crop there is light, and stocks on this side are dwindling. That wholesalers may have to pay $1 per pound for walnuts is now being hinted at.

Canned fruits will rule high for practically all lines, it is thought. Jam manufacturers and canners are paying very high prices for the fresh fruit, and with all other costs mounting, there is no prospect of a low scale of quotations. Some jam manufacturers have withdrawn prices recently issued. This is felt in some quarters to be because new pack is sold up rather than pointing to higher prices, though the latter contingency cannot be overlooked.

Sugar remains scarce and little opportunity for building up reserve stock exists. Refiners have again been asked by the Food Control Board to refrain from shipping straight cars to retailers. Owing to the restrictions placed on the use of sugar in the United States by householders, the feeling exists that similar action may be taken in Canada and supplies rationed.

WINNIPEG—Sugar supplies are reported very good and equal to all demands now being made, this in spite of the fact that one of the refineries has withdrawn from the market.

The trade are somewhat concerned over the very high opening prices on canned strawberries. Prices here are $1 per dozen higher than last year. The delivery will run about 25 per cent. At present all lines of fruits and vegetables are reported to be selling well and bringing good prices.

Speculation as to the interpretation to be placed on the United States Government restrictions on shipments of prunes and peaches is general. Some look for balance of 1917 crop to come through, while others think this will be absorbed by Government's demands at once, and that some new crop may later be released.

QUEBEC MARKETS

MONTREAL, July 31.—The state of trade here is reported as satisfactory. As a usual thing it is quiet this time of the year, and while this applies to some lines others are very active still. Prices have a general tendency to firm and there is much trouble to keep all lines in stock from week to week.

Peanut Butter Up ½c; Bulk Arrowroot In

Montreal.

PEANUT BUTTER, ETC.—An advance is recorded in the price of peanut butter. This applies to the bulk product, which is now selling at 26½c per pound. Among the lines that are again available is that of arrowroot in bulk, and this is selling, according to quality, at 20 to 25c per pound.

Careful Sugar Selling Will Help Situation

Montreal.

SUGAR.—The present method of distribution—that of requiring that certain percentage of soft or brown sugars be taken with refined, has served a useful purpose. It should also be remembered that the use of these brown sugars has greatly assisted in getting from the raw sugar a larger percentage of sugar extraction so that the residue left is small—and in some cases almost negligible. It is being repeatedly urged that the grocer can be a great help in making the supply of sugar go farther by selling as much soft sugar as possible. As far as the present week is concerned there are no changes of consequence excepting that the Dominion Sugar Co. has advanced its price to $9.10. This makes quotations uniform with the exception of that of the Canada Sugar Refinery, which still is selling at $8.65. The new freight schedules will have a direct bearing on the price of sugar, undoubtedly, and one of the large refiners stated to CANADIAN GROCER that the new rates applying to sugar were very considerable. The whole position is therefore firm, and revisions may have to be made soon.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	9 10
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50
Cut loaf (25-lb. boxes)	10 40-10 70

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

New Crop Fruit High; Canned Goods Moving

Montreal.

CANNED GOODS.—It is becoming more evident that all, or nearly all, lines of fruit put up in 1918 will be high in price. This will apply to strawberries and raspberries and also to peaches. Other lines may be affected too, and it is apparent that present prices will look favorable when new schedules are arrived at by the packers. New pack pineapple in both grated and sliced is in the market, and strawberries and rhubarb also are being offered. All around there has been a great deal of interest in the canned goods market and much trade passed in the last few weeks. Some jobbers are not only low on certain lines but are sold entirely out. The tendencies are that prices will rule firm and high in the coming weeks. Strawberry jam in 4-pound pails is selling at 98c per tin and at $1.62 in the 7-pound size. The new pack in glass 16-oz. size is quoted at $3.90 per doz.

Salmon Sockeye—		
"Clover Leaf," ½-lb flats	2 40	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	2 30	2 40
Cohoes, 1-lb talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Red Springs (new pack) doz.	....	3 75
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Tomatoes, 1s	....	1 25
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Strawberries, 1918 pack (2s)	....	4 00
Rhubarb, 2½s	....	2 60
Blueberries, 2s, doz.	....	1 85
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Potatoes, Can. Sweet, 2½-lb. tins	....	2 10
Potatoes, Cal. Sweet, 2-lb. tins	....	2 75
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Pineapples, 2s	....	3 10
Pineapples (grated), 2s	....	2 90
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Nutmegs Very Firm; Spice Outlook Uncertain

Montreal.

SPICES.—The outlook is not very settled with regard to the future of prices and supply. This is speaking in a broad sense, for the local markets are all right as yet and the stocks in hand, while not large in many cases, are such as to ensure trade needs being supplied without interruption. Business is not being sought to the extent it was by some, and still there is a good deal of activity. An interesting feature of the situation is that of an active request for nutmegs from across the line, United States buyers seeking supplies from here. The position on nutmegs is therefore very firm.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia	....	0 35
Cassia (pure)	0 35	0 37
Cayenne pepper	0 28	0 35
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Less Sugar and Syrup; And Honey Prices High

Montreal.

MAPLE PRODUCTS AND HONEY.—It is harder to secure supplies of maple syrup from day to day and the prices ruling are naturally very firm, but without definite changes as yet. Odd lots are held here and there, and there is no trouble in securing a good price for what is available. The outlook for honey is not too encouraging as the season has been a poor one, especially for clover grade. Realizing this, many are holding out for fancy prices, and one of the heaviest jobbers in this line stated to CANADIAN GROCER that his firm were not buying, the prices asked being prohibitive.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22
Honey—		
Comb (fancy)	....	0 25
Comb (No. 1)	....	0 23
In tins (60 lb.)	....	0 22

Big Sale For Syrup; Molasses Holds Steady

Montreal.

MOLASSES AND SYRUPS.—"Will there be enough molasses for the trade needs next winter?" This question was asked a large importing firm by CANADIAN GROCER, and the reply was encouraging in that this source expected such improvement in the position as would give the jobbers ample stock to take care of their trade. At present there is none coming forward in what could be considered large volume but small shipments are arriving all the

time. An improvement in delivery would greatly help matters and would be generally appreciated. As for syrups, these are in active demand and the amounts going out are larger than is usual in midsummer. Prices all around are firm and steady, but without change.

Corn Syrup—	
Barrels, about 700 lbs.	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.	
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, ½ doz. in case, case	4 95
20-lb. tins, ¼ doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38½-lb. pails, each	3 25
5-gal. 65-lb. pails, each	5 25
Cane Syrup (Crystal) Diamond)—	
2-lb. tins, 2 doz. in case, per case	5 50
Barrels, per 100 lbs	8 00
Half barrels, per 100 lbs	8 25

Barbadoes Molasses—	Prices for Island of	Montreal
Puncheons	0 97	1 00
Barrels	1 00	1 03
Half barrels	1 02	1 05

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Shelled Walnuts Up 3c; Very Active Trading

Montreal.

NUTS.—A further advance by the importers to the wholesale trade is this week's news feature. This will be followed by a firming of the jobbers' quotations to the trade and there may be a larger advance than this indicates. Markets are not only firm at this but it will not be surprising if next week there is another revision of two or three cents to higher levels. One big importer states that their business is more active than ever before at this time of the year, and it would seem that jobbers are taking their fall requirements early.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 21	0 22
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 48
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Prunes and Peaches Are Not To Be Imported

Montreal.

DRIED FRUITS.—Apparently the War Trade Board of the United States foresees trouble if they let any supplies of prunes and peaches out of the country. This is the interpretation many place on the new order just made effective, and which makes it impossible to bring either of these dried fruits into Canada. The surplus of these two fruits beyond the requirements of the government seems to be very small and importers are now fearing lest there be a still further interference in which raisins and apricots, and probably other lines may figure. Stocks here are not such as to relieve the situation very much, and it may be that figs will be later placed on the list. Altogether there is a good demand and ready sale for dried fruits, notwithstanding the fact that the season is one of considerable production of other small fresh fruits. It is very probable that figs in mats will advance probably 3 cents per pound within the next few days.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	....	0 20
(fancy)—		
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	6 84
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 19
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 13
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12¾

Tea Markets Quiet With Steady Tendency

Montreal.

TEA.—The midsummer season sees the usual return of a somewhat quiet period. Not a great deal of movement is reported in any of the grades, but it is interesting to note that nearly all the Japan teas of the new first crop that had come to hand until a week ago were well distributed and in the hands of the trade. Reports from abroad indicate still that there is every probability of higher prices being attained ere long. Trading at the moment, in a way, is not very active and it may be a little time before there is a great deal of change in this respect.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Outlook Good; Cocoa Not So Active

Montreal.

COFFEE AND COCOA.—Little change has developed in cocoa. As a matter of fact the severely hot weather made demand somewhat less for the time being but the return of cooler weather will see a change to the old order, doubtless. It is thought here, by one of the largest roasters in the country that indications are such as to promise well for the immediate and near future. Regulations have been pending as affecting the delivery here of supplies but hope is entertained that Canada will be permitted to receive her average requirements. As matters stand there is no reason for alarm and supplies here are ample for the demand existing.

Coffee, Roasted—		
Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)	....	....
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Tapioca Very Active; Rice Stocks Light

Montreal.

RICE AND TAPIOCA.—There is not a great movement in a retail way for rice, though the seasonable conditions prevail. Some jobbers report a curtailment of supplies and one states that he is pretty well sold up. Others have fair supply and prices, while quite firm, are without change. Certain regulations have been made which have served to throw the demand largely upon stocks held in the country, both here and in the United States. Rice flour has been milled to quite an extent so that the use of supplies in this way has been and is considerable. Tapioca is more in evidence than it has been for some time and prices are firm and unchanged.

Snow (Japanese)	....	10 25
Ice Drips	....	11 25
Carolina	12 50	16 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	10 25	11 00
Rangoon "B"	8 50	9 50
Rangoon "B," 200-lb. bpts	....	7 70
Rangoon CC	8 20	9 25
Mandarin	8 90	10 00
Pickling rice	7 70	8 40
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Good Promises For 1918 Bean Crop

Montreal.

BEANS.—The situation still is a quiet

one. This is the result of a seasonal development more than anything else. Stocks of good beans are not reported heavy and the trade that is passing is largely for the good grades. It is expected, from the reports obtainable, that there will be a good supply when the new crop is harvested. Quebec farmers have figured on harvesting a large crop and of late weather conditions have been quite favorable. Changes are not reported on any of the lines excepting Canadian hand picked which one jobber is offering at 14c per pound.

Beans—		
Candian, hand-picked, bush...	8 40	9 00
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 50	8 75
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Milling Season About Over; Feeds Are Firm

Montreal.

FLOUR AND FEEDS.—It is just the season when millers turn their attention to overhauling plants in preparation for handling the new crop, and many are now engaged in this. Some have very little flour to offer, while others have some supply, and sales are kept down as much as possible in order that the stocks of old flour may hold out to meet the new. This should be possible as mills will be in a position to make new flour somewhere about the end of August. The revision noted in last week's issue for winter wheat flour has been made general, the advance being 30c per barrel. Feeds are still active and prices have firmed somewhat on the special feeds.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	10 95
Car lots (delivered), Bakers..	....	11 05
Small lots (delivered)	....	11 15
Bran, per ton	....	35 00
Shorts	....	40 00
Crushed oats	61 00	70 00
Barley chop	61 00 64 00	72 00
Barley meal	61 00 64 00	72 00
Feed oats, per bushel		1 10

Pearl Hominy Now $8.25; Self-Raising Flour Up

Montreal.

CEREALS.—There is a good steady demand for rolled oats, corn meal and oatmeal. For the latter there seems to have been a little more demand in some quarters than supplies were ample to fill, although no actual distress was reported. The only change in the list is that for self-raising flour which is marked up 5c for the 3-lb. packages per dozen and the 6-lb. size 10c to $5.60. Rye flour is steady and holds without change. Oat flour will be available in larger quantities, it is expected, before a great while. The request for substitute flours is well defined and brisk. The only change aside from this is that requiring that 10 per cent. golden corn meal be used in making corn flour, white corn being scarcer than ever. Pearl hominy has advanced in one quarter to $8.25 per bag of 98 pounds.

Cornmeal, Pure Gold	....	7 00
Cornmeal (Gold Dust)	6 25	6 60
Barley, pearl	7 50	8 25
Barley, pot, 98 lbs.	6 00	6 25
Barley flour, 98 lbs.	....	6 25
Buckwheat flour, 98 lbs.	....	7 25
Corn flour, 98 lbs.	5 80	6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 25
Oatmeal (standard-granulated and fine)	5 60	6 30 6 60
Peas, Canadian, boilling, bush.	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags	5 20	5 30 5 50
Rolled oats (family pack.), case		5 70 5 80
Rolled oats (small size), case		2 05 2 10
Rolled wheat (100-lb. bbls.)	....	6 75
Rye flour, small lots, 98 lbs.	....	6 55
Rye flour (Can.), 98 lbs.	7 25	7 50 8 00
Do. (American), 98 lbs.	....	6 85
Self-raising flour—		
3-lb. pkgs., doz.	....	2 85
6-lb. pkgs., doz.	....	5 60

More Local Vegetables; Prices More Favorable

Montreal.

VEGETABLES.—Potatoes have been coming down considerably and this is because of the advance of the season. Both the new and the old crop are now on a more favorable price basis and there will be further reductions, it is expected. Beans are away down this week —selling at 75c per bag. New beets and carrots, celery, cucumbers and spinach are selling at very much lower prices. Vegetable marrows are being sold, too. The tomato crop is fast maturing and offerings of the locally grown variety will be larger within the next few weeks, and the prices now are lower than a week ago. Trade is well maintained.

Beans, new string (20-lb. bag)	....	0 75
Beets, new (doz. bunches)	0 30	0 40
Cauliflower (Montreal), doz.	....	1 25
Carrots (new), doz.	....	0 30
Carrot (new), doz.	....	0 30
Celery (Montreal), doz.	....	1 00
Cucumbers (Montreal), doz.	0 50	0 60
Lettuce, curly (doz.)	....	0 30
Lettuce (Montreal), head	....	0 50
Leeks	....	2 50
Mint	....	0 20
Mushrooms, lb.	....	0 90
Onions, spring, doz.	....	0 50
Onions (Texas), No. 1 yellow, cte	....	3 25
Do., No. 2 white wax (crate)	....	2 75
Do., Silver and Red (crate)	....	3 50
Onions, American (100 lbs.)	....	6 00
Parsnips, new (doz. bunches)	....	0 75
Parsley (Canadian)	....	0 30
Peas (Montreal), 20-lb. bag	....	1 00
Potatoes (sweet), per hamper, as to size	2 50	4 00
Potatoes, bag	2 00	2 50
Potatoes (New Brunswick), bag.	....	1 65
Potatoes, new, Virginia, bbl.—		
No. 1	....	6 00
No. 2	....	4 00
Romane	....	0 50
Radishes (doz.)	....	0 25
Rhubarb, doz.	0 25	0 35
Spinach, box	....	0 50
Turnips (Quebec)	....	3 00
Turnips, new (doz. bunches)	....	0 40
Tomatoes (hothouse), lb.	....	0 25
Tomatoes "bus." ctes, New eJrsey	....	2 50
Tomatoes, Montreal (box)	....	2 50
Vegetable Marrow (doz.)	....	1 50
Watercress (Can.)	....	0 40

Montreal Melons Here; California Lemons, $8.00

Montreal.

FRUITS.—Lemons are higher and California are quoted this week at $8 per box. There is a big demand for them and the absorption of all grades is readily effected. In fact there is a large demand for fruits of all kinds and the imported varieties, though high in price, have readily sold. Montreal melons have arrived and are selling at $12 per dozen. New apples in barrels are expected to arrive here shortly and the Duchess and Yellow Transparents will perhaps sell for about $5 per barrel. Late crop blueberries are due in the next week or ten days and of these it is expected there will be a good crop with prices more favorable. Cantaloupes are a little lower while both peaches and plums are quoted higher.

Apples—		
American (bask.) Duchess	....	3 25
Do., Yellow transparent	....	3 25
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch	5 00	5 50
Blueberries, quart	....	0 30
Canataloupes (45 size), crate	....	6 50
Do., (15 size), crate	....	3 00
Cherries (California), basket	....	1 50
Cocoanuts, sack	7 25	8 50
Currants (Red or Black), gallon	....	1 00
Gooseberries, gallon	....	0 75
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	5 00
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina)	8 50	9 00
Lemons (choice)	....	7 00
Melons, Montreal, Musk (basket of 12)	....	12 00
Lemons (California seedless)	....	8 00
Oranges, Valencia lates	....	7 50
Oranges, Porto Ricos	....	5 50
Oranges, California navels	....	7 50
Oranges, Jamaica	....	6 50
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	....	5 50
Oranges (Sorrentoes), 200 size	....	5 00
Plums (Cal.), box	....	3 00
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Pears, Cal., eating, small box	....	3 00
Peaches, bush, basket	....	4 50
Raspberries (imported), qt.	....	0 25
Watermelons (each)	....	0 75

ONTARIO MARKETS

TORONTO, July 31.—The action of the U.S. government in conjunction with the Dominion Government in prohibiting the export of dried prunes and peaches came as a bolt from the blue to the trade here. The prune trade is decidedly heavy in this country and the United States has practically supplied this market with its entire needs so that when present stocks are exhausted the future is none too encouraging. Sugar supplies are light though no hardship is yet reported. Ontario country travellers are holidaying this week and next so business is expected to be curtailed to some extent.

Sugar Situation Shows Little Improvement

Toronto.

SUGAR.—The situation locally shows no improvement during the week. Sup-

plies are inclined to be light, though no hardship as far as the consumer is concerned has been reported yet. Some refiners are getting through some shipments and the hope is expressed that enough will be forthcoming to take care of requirements for the preserving period. Refiners have again been asked to refrain from shipping straight carloads to retail merchants. Prices are firm and unchanged on the following basis:

Atlantic, extra granulated	9 27
St. Lawrence, extra granulated	9 27
Acadia Sugar Refinery, extra granulated	9 27
Can. Sugar Refinery, extra granulated	8 82
Dom. Sugar Refiinery, extra granulated	8 97

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Vinegar Higher; Sulphur Also Advances

Toronto.

VINEGAR, SULPHUR.— Revised prices on vinegar have been issued in some quarters and the new quotations now named are: Proof spirit, 47c; XX extra, 27c; blended cider, 30c per gallon; malt, 5 and 10-gallons, 45c gallon; packages, 5-gallon, $2.00.

Sulphur has advanced in price to $3.45 per 100 pounds.

Unchanged Conditions in Molasses and Syrups

Toronto.

MOLASSES, SYRUPS. — There is nothing new to report in conditions surrounding the molasses markets. Some lines are available in ample quantities while supplies depending on ocean transportation are as hard as ever to get. Prices have held firm and unchanged at figures shown below.

Syrups are steady in tone with new developments missing. Prices are unchanged.

Corn Syrups—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ¼ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 80
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Salmon to Be High; Jam Prices Withdrawn

Toronto.

CANNED GOODS.—The outlook on canned salmon is that prices will be very high and there are indications that the pack of sockeye will run light. An element to be considered this year is the item of labor which shows a preference for packing the ½-lb. flats as against 1-lb. talls. How this may affect the differential now existing in these two sizes is not yet known but the tendency would be to widen same.

Some jam manufacturers have withdrawn prices issued recently. Some assign this to a belief that manufacturers haven't any more goods to sell rather than to the probability of higher prices, though the latter is a contingency which cannot be overlooked.

New prices on California fruits issued reveal the following figures: Apricots, 2½s, $3.75 dozen; pears, 2½s, $3.95; special extra pears, $4.65. Canadian spinach, new pack, is selling at $1.90 for 2s.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 17½	3 20
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	...	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	....	2 25
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Black currants, 16 oz., doz.	3 00	3 40
Do., 4s, each	0 82	0 95
Red currants, 16 oz., doz.	...	3 45
Raspberries, 16 oz., doz.	3 00	3 40
Do., 4s, each	....	0 95
Strawberries, 16 oz., doz.	...	3 40
Do., 4s, each	0 87	0 98

Export Prunes, Peaches Prohibited From U.S.

Toronto.

DRIED FRUITS—Prunes and peaches both old and new crop have been placed on the conservation list by the United States Government and the export prohibited. This has been done with the approval of the Dominion Government, it is intimated. What action will be taken by the trade here has not been determined upon fully, but it is quite likely concerted action to modify the ruling will develop.

New crop apricots show an advance of 2c per pound by some interests over opening prices. A big crop of currants is reported in Greece but the difficulty in securing transportation remains a big factor to be overcome as far as this market is concerned.

Apples, evaporated, Ontario	....	0 19
Do., da., Nova Scotia	....	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	....
Orange	....	....
Citron	....	....
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25's, faced	....	0 18
40-50s, per lbb., 25's, faced	0 17	0 17¼
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12¾	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	0 14	....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

Little New or Interesting In Tea Situation

Toronto.

TEAS.—There is little new or particularly interesting in the tea situation during the week. Reports as to the scarcity of fine teas continue prevalent and better conditions are not expected in this respect for some little time yet. The demand for teas generally is somewhat light at the present time and quotations are unchanged.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Outlook for Coffee Remains Difficult

Toronto.

COFFEES.—The outlook for coffee grows increasingly difficult and the prospect of getting supplies through (even to the amount allotted by the Government) presents uncertainies. Shipping is much harder to figure on and whereas present stocks are fair, the future must depend largely on transportation.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Nutmegs Becoming Hard To Get; Supplies Fair

Toronto.

SPICES.—Indications are that nutmegs are becoming increasingly hard to get, supplies becoming scarce. This will be reflected here in time, though at the present orders are being taken care of satisfactorily. Celery seed at 75c and paprika at 65c have reached new high levels in some quarters.

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 48
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 55	0 75
Coriander, whole	0 25	0 28
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 95	1 05
American high test	....	....
2-oz. packages, doz.	....	1 50
4-oz. packages, doz.	....	3 25
8-oz. packages, doz.	....	5 45
8 oz. tins, doz.	5 75	6 00
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	...	1 75
Do., 16 oz., doz.	....	3 25

No New Developments As Regards Nuts

Toronto.

NUTS.—There have been no exciting developments as regards nuts. Supplies are ample for present needs, but to how great an extent these will provide against demands of the future cannot be gauged. That jobbers will be paying $1.00 per pound for walnuts is being freely hinted at. Shipments from France are not coming forward, and it seems questionable if the embargo against their export will be lifted. New crops of almonds are higher for future delivery, reports estimating crop at about 60 per cent. of last year's total.

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 25	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz.	....	0 18
Brazil nuts, lb.	0 68	0 75

Beans Remain Steady At Lower Levels

Toronto.

BEANS.—A steady tone is noticeable in the bean market at lower range of prices recently established. The demand continues light and stocks are heavy.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked	....	8 00
Can. White Kidney Beans, bush.	....	9 00
Rangoons, per bush.	....	6 50
Japanese Kotenashi, per bush.	....	8 00
Limas, per pound	0 19	0 20

Rice Increasingly Hard To Get; Prices Firm

Toronto.

RICES.—Shipments from Japan are increasingly hard to get, and whereas supplies received have maintained, stocks at a very good point, there is greater difficulty securing ocean tonnage which it is thought will be reflected in stocks locally before long. Prices have held firm and unchanged.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas, per 100 lbs.	11 75	12 50
Juras, fancy, per 100 lbs.	....	12 00
Siam, fancy, per 100 lbs.	....	9 75
Siam, second, per 100 lbs.	....	9 50
Japans, fancy, per 100 lbs.	10 75	11 75
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	9 00	10 00
Do., Simiu	....	11 50
Do., Mujin, No. 1	....	10 75
Do., Pakling	....	10 25
Tapioca, per lb.	0 14	0 14½
White Sago	0 15½	0 16

Conditions Surrounding Package Goods Same

Toronto.

PACKAGE GOODS.—Conditions surrounding the markets are unchanged. The demand continues along satisfactory lines and rolled oats are moving forward freely. Prices remain unchanged as follows:

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 75
Rolled oats, round, regular 18s, case	2 05	2 30
Rolled oats, square, 20s	5 60	5 85
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11½
No. 2, pound cartons	....	0 10½
Starch, in 1-lb. cartons	....	0 11½
Laundry starch, in 1-lb. cartons	0 10	0 11½
Do., in 6-lb. tins	....	0 13
Do., in 6-lb. boxes	....	0 13
Do., in 100-lb. kegs	....	0 11

Honey Outlook Fair; Maple Syrup Steady

Toronto.

HONEY, MAPLE SYRUP.—Although just a little early to determine accurately the production of honey, the feeling exists that this will be fair. Another week should see something more definite on outlook. Maple syrup remains steady with fair sales reported and prices maintained.

Honey		
Clover, 5 and 10-lb. tins	....	....
Do., 5ts, case	....	....
60-lb tins	....	....
Buckwheat, 60-lb. tins	....	....
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Jars, 7-oz., doz.	....	....
Do., 10-oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz., doz	....	....
Maple Syrup		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal	....	2 00

Pears, Plums Offering, Prices High; Other Lines

Toronto.

FRUITS.—California pears are now available in fairly liberal quantities, though prices are high and likely to remain so till this line is done. Washington have been offered at prices higher than last year and the possibility of even higher prices exists. The bulk of the supply of plums is now coming from California. These are very good quality and in big demand by United States canners. This will tend to maintain a high level of prices. A little easier tone is noticeable in bananas, prices having declined 1c per pound in some quarters. Light stocks of oranges now prevail and it is thought a gradually higher market can be expected.

Apples, transparent, per hamper	3 25	3 50
Do., Fancy Williams, box	....	3 75
Bananas, per lb.	0 06	0 07
Blueberries, per 11-qt. basket	1 50	2 00
Currants, black, 11-qt. basket	2 50	3 00
Do., red, basket	1 00	1 50
Cherries, 11-qt. basket	1 00	1 75
Do., 6-qt. basket	0 75	1 00
Do., B.C., Windsor, 35-lb. boxes	5 00	5 50
Gooseberries, 11-qt. basket	1 50	1 75
Do., 6-qt. basket	0 60	0 75
Grapefruit—		
California, case	5 50	6 00
Oranges		
Valencias		
80s	....	5 00
96s	5 50	7 50
100s	....	7 50
126s	7 00	8 00
150s, 176s	8 00	8 50
200s, 250s, 288s	....	8 50
Lemons, Cal., case	9 00	11 00
Do., Verdilla	8 00	10 50
Peaches, Georgia, 6 bask. crate	5 00	5 50
Do., Bert Johnson, Arkansas, bush.	....	7 00
Pears, Cal., Bartlett	4 25	4 75
Plums, Early, bask.	0 50	0 65
Raspberries, per box	0 25	0 30
California Fruit—		
Peaches, per box	1 75	2 00
Plums, according to quality and size, per box	2 50	3 75

Many Declines Registered: Tomatoes, Cucumbers Low

Toronto.

VEGETABLES.—Many declines have marked the market during the week, beans, beets, cabbage and vegetable marrow being affected, while lower prices have also been named on tomatoes and cucumbers. Imported potatoes

are about done, dealers cleaning up on No. 2, prices being decidedly in the buyers' favor. Arkansas and Arizona are principally the source of supply for canteloupes, with prices holding firm. Onions are coming along quite freely, Ohio offering with prices high.

Beans, wax, basket	0 30	0 40
Beets, Canadian, doz.	0 15	0 25
Cabbage, Canadian, 30-36s, crates	2 25	2 50
Cantaloupes, Arkansas, standards, 45s	....	6 50
Do., flats, 15s, case	2 75	3 25
Celery, doz.	0 45	0 50
Cucumbers, Canadian, basket	0 75	1 00
Egg Plant, basket	....	1 50
Lettuce, in boxes	1 00	1 25
Onions—		
California, 100-lb. bag	4 50	5 50
Peas, Canadian, 11-qt. basket	0 30	0 90
Peppers, green, basket	....	1 00
Potatoes—		
Virginia, No. 1	6 50	7 50
Do., Canadian, bag	2 50	3 00
Tomatoes—		
Leamington, No. 1, basket	0 75	0 90
Do., No. 2, basket	0 50	0 60
Turnips, baskets	0 40	0 50
Vegetable Marrow, bask., 10-12	0 35	0 50

Consideration of New Wheat Crop Under Way

Toronto.

FLOUR.—Considerable attention is being given the coming wheat crop, and as the announcement of the Imperial conference of food dictators comes to hand regarding building up a surplus of food supplies, indications are that substitutes for the civilian population on this side of the water will likely be continued for some time to come. There is no change in the situation otherwise locally.

Mill Feeds Remain Unchanged, Scarce

Toronto.

MILL FEEDS.—The situation is unchanged, supplies becoming rapidly depleted and little prospect of betterment before the new harvest is available.

Oats Continue In Good Demand; Other Lines, Too

Toronto.

CEREALS.—Rolled oats continue in good demand and a firmer tendency is noticeable in some quarters, quotations ranging as high as $5.75 per 90 pound sack. A wide range in rice flour is noticeable from $9.50 to $11.50 per 100 pounds being charged. This embraces a matter of two or three grades.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	7 00
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	7 00
Do., fancy yellow, 98s	....	5 00
Corn flour, white, 98s	5 80	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 25	5 75
Oatmeal, 98s	5 75	7 00
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	8 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, July 31.—The most important event of the past week was a strike of post office employees. It started with the mail carriers and spread to the clerks. The seriousness of the situation commenced to be felt on Monday, July 22. Serious loss was suffered by mail order houses especially. They received no mail during the whole of last week, completely tying up their business. The situation was not much better where travellers were employed, as houses were either called upon to pay heavy tolls for telegraph messages, or had to resort to the services of express companies.

Excitement was caused by the receipt of advices last week that the American government had placed an embargo on dried peaches and prunes. At the time of writing it was not certain whether orders which had been booked would be filled. There was a feeling in some quarters that the government would allow 1917 crop to come through, whereas others were of the opinion that the government would allow new crop to come through later on, and would seize all 1917 crop.

Higher Prices On Rice Looked For

Winnipeg.

RICE.—Jobbers express the opinion that prices are going to be even higher, as rice is costing them much higher prices than those they are quoting to the retail trade. As yet there is no decline in price of tapioca, although some time ago the market was slightly easier.

Sugar Supplies Ample For Requirements

Winnipeg.

SUGAR.—While press despatches from the East indicate that rations are to be cut down in the United States, the West seems to be pretty well off for sugar, and jobbers state they are able to fill orders in full. They are not experiencing any shortage, although one of the refineries has withdrawn from the market.

Some Lines Syrup Very Hard To Get

Winnipeg.

SYRUPS.—Jobbers state that Rogers syrup is hard to get. There is no change in the corn situation. The sale just now is very small on account of the demand being off at this period of the year.

Beans Holding In Unchanged Position

Winnipeg.

BEANS.—There does not seem any inclination on the part of the jobbers to drop their prices on white beans. This no doubt is because there is no demand just now, and because there is a possibility of the market picking up again later on. The jobbers also point out that no new beans will reach this market until November, and they are not sure that they will arrive then at a much lower figure.

Vegetables and Fruit Sell Well; New Pack High

Winnipeg.

CANNED GOODS.—All lines of vegetables and fruits are reported to be selling well, bringing good prices. Crop reports for new pack are good, but the trade point out that they were good at this time last year, and that vegetables are more uncertain than grain, being of a more perishable nature. The trade are somewhat concerned on account of the high opening prices for strawberries on which there is only a 25 per cent. delivery. Prices here are $1 per dozen higher than last year. The trade think they are almost too high to sell. However, it is expected that practically all lines of fruit will be higher this year.

Dried Peaches, Prunes Embargoed; Currants

Winnipeg.

DRIED FRUITS.—Consternation was caused in the trade last week on receipt of advices from California to the effect that the government had forbidden the export of any peaches or prunes from the United States. There was some speculation as to whether this applied to the orders which had already been booked, but nobody seemed to be able to answer this question definitely. Some members of the trade seemed to think that the government would be quite willing to allow shipment of 1917 crop, while others were of the opinion that the government would hold these prunes for their troops, but would later on permit shipment of a new crop. This news had the effect of compelling some jobbers to limit their orders on these two lines. In fact it amounted almost to their not booking orders at all.

APPLES.—There is no indication of jobbers putting down their prices. One house is quoting 17¾c-18¼c, and claim that this is a very low price, and that after they bought the market went up.

CURRANTS.—There will be plenty of currants on the market this year selling at 25c bulk and about 16½c-17c for 8 oz. pkgs. This is cheaper than Australians were quoted at, but this is about the same price as is being asked for Amalias.

Coffee Firm; Very Hard To Get

Winnipeg.

COFFEE.—The expression "very firm and hard to get" seems to sum up the coffee situation. Much difficulty seems to be experienced securing ocean space and permits from the American govern-

(Continued on page 47.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., July 30.—Sugar has made small advance of five cents a hundred. Creamery butter has advanced two cents a pound, dairy butter is rather scarce and thirty-eight to forty cents for number one. Klim is up two dollars a case. Blueberries two's advanced to three seventy a case. Compound lard down cent per pound. Jobbers generally limited sales of evaporated peaches and prunes on receipt of news of embargo, but prices remain the same. Fresh Ontario blueberries, British Columbia blueberries, huckleberries, and peaches are now arriving. The post office strike is causing great inconvenience.

CALGARY:

Beans, small, lb.	0 10	0 11
Flour, 98s, per bbl.	....	10 35
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	4 80
Rice, Siam, cwt.	8 50	9 50
Rice, Japan	10 50	12 50
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 15
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt.	....	10 60
Cheese, No. 1, Ontario, large	....	0 25½
Butter, creamery, lb.	0 45½	0 47
Do., dairy, lb.	0 35	0 38
Lard, pure, 3s, per case	....	19 50
Eggs, new-laid, case	12 00	12 50
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, standard case	5 25	5 50
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	2 80	3 00
Strawberries, 2s, Ontario, case	7 50	8 10
Raspberries, 2s, Ontario, case	....	....
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	0 21	0 29
Peaches, evaporated, lb.	0 15	0 17
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	16 25
Do., halves	17 00	18 25
Potatoes, per ton	....	40 00
Oranges, Valencias, case	7 50	8 00
Lemons, case	....	12 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, July 30.—Business on this market is badly congested as the result of postal employees' strike. Crop conditions have been improved by good rains, but some frosts did damage in the north. Molasses is quoted at 75c. Klim powdered milk has advanced to $1.50 and case sugar shows a slight increase of 5c and is now quoted at $10.70. Some lines of confectionery are higher by 2c a pound. Honey is expected to be scarce, and not more than fifty per cent delivery. Cheese has advanced to 26 and 27c. Rolled oats show an advance and are now quoted at $4.87 for bails. New salmon prices will be about $1 per case higher. Pork and beans are off market. Expect paper higher owing to increase in freight rates.

REGINA—

Beans, small white Japans, bu.	....	7 75
Beans, Lima, per lb.	....	....
Flour, standard, 98s	....	5 20
Molasses, New Orleans, gal.	....	0 75
Rolled oats, bails	....	4 85
Rice, Siam, cwt.	....	9 25
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	10 25
Cheese, No. 1 Ontario, large	0 26	0 27
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	19 10
Bacon, lb.	....	0 47½
Eggs, new-laid	0 30	0 32
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 35
Corn, 2s, standard case	....	5 05
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 60	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 85
Peaches, 2s, Ontario, case	....	4 65
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, N. B., July 30.—Some of the wheat substitutes offering are new to the markets here and are not in great demand. Prices being quoted on substitutes are as follows: White corn flour, 98-lb. bag $4; rye flour, 98-lb. bag $9; rye meal, 98-lb. bag $8; rice flour, pound 11c; potato flour, pound, 18c; Standard oatmeal, barrel, $12.75; Rolled oats are stiffer at $12. Yellow-eyed beans easier, $9.75 to $10. Cheese is slightly lower at 24½ to 25c. Eggs higher, selling at 49c to 50c. Butter easier, dairy 36c to 38c, tub 35c to 37c. Potatoes are getting scarcer now and are selling at $4.50 to $5.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	12 05
Cornmeal, gran., bags	....	7 00
Cornmeal, ordinary, bags	3 65	3 75
Corn flour, 98 lbs.	....	4 00
Rye meal, 98 lb. bag	....	8 00
Rye flour, 98 lbs.	....	9 00
Rice flour, per pound	....	0 11
Potato flour, per pound	....	0 18
Oatmeal standard, per bbl.	....	12 75
Molasses, extra fancy, gal.	0 90	0 92
Rolled oats, bbl.	....	12 00
Beans, yellow-eyed	9 75	10 00
Beans, Canadian, white	....	9 50
Rice, Siam, cwt.	10 25	10 35
Sago and tapioca, lb.	0 18	0 19
Sugar—		
Standard, granulated	9 35	9 40
No. 1, yellow	8 85	8 90
Cheese, N.B., twins	0 24½	0 25
Eggs, case	0 49	0 50
Breakfast bacon	0 37	0 38
Butter, creamery, per lb.	0 42	0 44
Butter, dairy, per lb.	0 36	0 38
Butter, tub	0 35	0 37
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	61 00	64 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont, case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 00
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	....	0 19
Potatoes—		
Native, barrel	4 50	5 00
Onions, Kentucky, 100-lb. bags	7 00	7 25
Lemons, Cal., Messina, case	....	....
Oranges, Cal., case	....	10 00
Grapefruit, case	....	7 50
Bananas, per lb.	0 07½	0 08
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	2 25	2 50

LAKE SUPERIOR CITIES ON FISH ROUTE

Last night two carloads of fresh fish arrived in the city from Lake Nepigon, containing 40,000 pounds. Two other shipments will be received from Lake Nepigon this week, as is the custom. However, the rapidity with which the Government scheme is growing is shown by the fact that Toronto's consumption of Ontario Government fish is now the equivalent of yesterday's shipment from Lake Nepigon, or 40,000 pounds a week.

As a result of a trip of inspection through the Sault Ste. Marie district last week by Mr. S. L. Squire of the sales branch, an increased quantity of fish will in future be forthcoming from that district. Lake Nipissing fishermen are making daily shipments to Toronto now; Owen Sound fishermen three shipments, and Lake Erie fishermen five shipments a week. The quantity of fish being secured by the Government from Lake Ontario fishermen is enough to meet the demands of eastern Ontario,

CANADA MUST FINANCE HER WHEAT CROP

Continued from page 25.

sent standard of price until the mills begin operations on the new crop. Then however some action will be necessary.

It would seem from the latest pronouncement, that baking powders must live up to a definite standard, and therefore need not state their composition, all compound baking powders require a definite statement of contents and failing this the inference is obvious that they would be classed as adulterated baking powder.



PRODUCE AND PROVISIONS



Handling a Summer Meat and Fish Trade



Stanfords, Montreal, the fine exterior of the store referred to in this article.

SELLING SERVICE WITH THE GOODS.

SERVICE is one of the things that adds to the cost of goods. While many stores have cut down on this item, there are others that have found it good policy to maintain a service of high efficiency, finding that their customers are willing to pay for it.

Stanford's Market, Montreal, has adopted this policy. It sells service with the goods and finds it a commodity readily marketed.

The store holds trade by keeping after it. It keeps track of its customers in the summer time, sending them fish packed in ice, fresh meats, and fruits and vegetables. A mailing card with list of goods assures this business against needless mistakes. Special automobile service to nearby resorts.

Telephones on the counter a convenience for the customer and a benefit to the store.

THERE is not a camper who fails to appreciate a meal of fresh fish when the time comes around. There may be many campers who do not have access to a fishing ground, and these have a longing for the appetising menu of a fish dinner when holidaying at remote points.

"How do you cater to the wishes of your customers when they have left town,—are you able to retain their trade for the lines that you handle when they leave for their holidays?" So asked CANADIAN GROCER of J. S. Stanford, of "Stanford's Service Store," 128 Mansfield street, Montreal.

Deliver in Crushed Ice

"Yes, we have been able to look after our trade and to follow them with our "service" many miles away. This is done by first taking care to secure their new address and to explain that we shall be glad to continue serving them with the fresh and appetising lines that we carry.

"We make use of small baskets for fresh fish. These are first lined with waxed paper and this provision prevents the usual muss of water from the melted ice as the fish are in transit. Then we take the crushed ice that has been prepared and ready beforehand, and place it in the basket, laying the fish on this and covering it over again with crushed ice. With the waxed paper over this again it is made quite safe from the air and the ice lasts longer. All orders are delivered by fast express.

"We get our fish from the producing centres such as Lakeport, Boston, Baltimore and other places, and these come to us by express. In this way there is the minimum of delay, and we are always able to supply fish that is fresh, palatable and wholesome. We consider it absolutely necessary to give our customers fish untainted and good—to do otherwise would would be almost unpardonable. And immediately our fish are received they are put into a special refrigerator compartment where all the freshness is retained until wanted."

How the Orders are Obtained

To facilitate the work of getting these orders the company uses a special form that makes matters very clear and easy for the customer and prevents unnecessary misunderstanding and mistakes.

"This little scheme has worked splen-

didly," stated Mr. Stanford. "The order blank as you may see provides for the listing of nearly any line of fresh fish, meat, butter and so on, that we have for sale. Plenty of room is left and one of the good features that we have provided in this blank is that of the clause at the bottom. Thus, if a customer wants a pound of meat, or in the case of chops, the explanation there makes it clear just how these are to be listed."

Everything Must be Fresh

The most striking feature of the Stanford stock is that of its freshness. The accompanying photographs will convey an idea of the arrangement.

Immediately back of the display cases for the accommodation of fresh meat the large meat refrigerator is located, where meat only is kept before being cut.

"I used to be rather restless in the days when my time was spent in the employ of my uncle years ago," continued Mr. Stanford. "At that time we used to cut meat only as it was asked for and much delay was necessary when the cuttomer called. I then made up my mind that this would never be my policy when I had a store of my own, and so we always have our meat cut and ready. This saves the time of our men, and in the odd hours when they are not serving customers this work is done.

"We have found it wise to do the filleting of fish before the customer comes in for it. This saves time again. From 15 to 50 per cent. must be added to the cost, to cover waste and weight taken away in thus dressing, but we have found this to be a very good plan, and the time of the men, of whom we engage a large number, is thus turned to profit," said Mr. Stanford.

1,500 More Telephone Orders

"We had 1,500 more telephone orders this year during the Lenten season than we had last year," said Mr. Stanford. "And while we do not know just what



Mail Order Department

STANFORD'S SERVICE STORE

Montreal

Date 191

Please send on your next delivery to M

The items as marked on this Order Form

Address

NOTICE: Please mark the weight or quantity opposite the items you require. For lack of space we have only enumerated the principal items in each department; what you does see listed, please enter on dotted lines at the bottom.

We carry full line of imported and domestic Cheese also Creamery Butter, Sweet Butter and New Laid Eggs

ROAST
Sirloin Beef
Rib Beef
Tenderloin Beef
Pot Roast
Leg Veal
Loin Veal
Leg Lamb
Loin Lamb
Leg Pork
Loin Pork

STEAKS
Sirloin
Tenderloin
Porter House

CHOPS
Veal

SALT MEATS
Corn Beef
" Tongue
Salt Pork

KIDNEYS
Beef
Lamb
Pork

LIVERS
Calves
Beef

STEWING MEATS
Beef
Lamb
Veal

SOUP MEATS
Brisket
Shank Beef
" Veal
Ox Tails

SMOKED MEATS
Ham
Bacon Bkft
" Wind
Smoked Tongue

SPECIALTIES
Sw Breads
Virg Ham
Calves Head
" Feet
Sausages
Lard

POULTRY
Broiler
Rst. Chicken
Fowl
Duckling
Goose
Turkey

SMOKED FISH
Bloaters
F. Haddies
Smk Fillets
Kippers
Cisco
Smk Salmon

FISH
Bass
Bluefish
Butterfish
Cod
Dore
Flounders
Frog's Legs
Haddock
Halibut
Herring
Mackerel
Salmon
Shad
Trout
Whitefish
Lobsters
Oysters
Scallops

FRUITS
Apples
Bananas
Berries
Canteloupes
Cherries
Currants
Dates
Grape Fruits
Lemons
Figs
Melons
Oranges
Peaches
Pears

VEGETABLES
Cauliflowers
Celery
Corn
Cucumbers
Egg Plants
Leeks
Mushrooms
Onions
Oyster Plants
Parsley
Parsnips
Peas
Peppers
Potatoes
Punkin
Radishes
Rhubarb
Lettuce
Water Cress
Spinach
Squash
Sweet Potatoes
Tomatoes
Turnips
Vegetable Marrow
Asparagus
Beans
Beets
Sprouts
Cabbage
Carrots

Please mark Pounds thus: | and Pieces thus ⓘ to avoid mistakes.

Order card in the form of a mailing envelope used by Stanfords, to keep hold of the summer trade.

the increase was for our "over-the-counter" trade, it was considerable, and perhaps showed as much percentage of increase as the telephone order business."

Other Ways of Reaching Trade

"We have in addition to our general service," continued Mr. Stanford, "a special delivery by automobile direct to some of our customers who have not gone too far out. In this way we reach them about three or four times a week. Of late it has been somewhat difficult to maintain a competent man on the route, because there is little advantage in sending a man out who has any but a practical knowledge of "cuts" as well as of the whole stock that we carry. He must really be a first-class salesman. We have been able to reach our summer campers out as far as 28 miles. Orders are secured on the outtrip and these are filled the next day and delivered the following, care being taken to fill them well, and thus avoid errors," said Mr. Stanford.

On the display cases of the Stanford Market there are conveniently-placed telephones, when customers can readily call their home regarding items they may have forgotten. The convenience of the arrangement must be of interest and value to the patrons of the Stanford Market.

A Word as to Prices

"Is there any difficulty in securing a price for fish these days, Mr. Stanford," was asked.

"No," he replied, "give the people good stuff and you can get your own price. My trade has learned to know that service cannot be given without a certain amount being added for it, but they know that to get the class of goods we handle in a fresh and wholeseme state is worth paying for. We have always been careful to sell only such fish and meats, provisions and other goods as would leave nothing to be desired. Of course, with the class of trade that we have the "cash and carry" principle has not been considered. Our trade have little objection to paying for delivery. They want the best."

How Freshness Is Maintained

"We maintain these two large refrigeration units, so that we shall never



A close-up view of the counter refrigerators, showing how well they display the goods at all times the glass-fronted main refrigerators are also seen in the rear.



A view in the fruit and vegetable section of the store. This department is a specialty with the Stanfords.

be caught with a breakdown that might tie up the plant. These are of very heavy made and we figured that, while the first cost was large, it was better to instal the best."

The basement has individual rooms, all of which are refrigerated so that varying temperatures may be maintained to meet the needs of various kinds of fish, meat, vegetables, fruit and dairy produce.

In the store, refrigeration has been arranged so that the surplus butter, cheese, eggs, poultry, etc., may be kept in prime condition and all separated. A glance at the photographs will reveal the fine arrangement and the small counter at the back of store, in the centre is for butter, cheese and eggs. The case nearest this to the right is for fish and poultry and near the front a fine arrangement of vegetables has been provided.

Thus, appetisingly arranged, and by keeping "everlastingly at it," the Stanford Service Store has been able to maintain and increase its scope.

How Much Fish Do You Sell?

Demand For Fish Rapidly Increasing—Popularizing Wider Range of Varieties Makes Business More Profitable and Reduces Cost

IN the opinion of one of the largest handler of certain lines of fish and from expressions made through others CANADIAN GROCER learned a few facts this week regarding the position of the fisherman and the "catches" he is making these days. This is interesting in looking at the matter from a comparative standpoint with what has obtained in other years.

"The fishermen at the coastal points where fish are being caught are doing better than they were a few years ago," this informant said. "For instance, they used to secure a fair catch of halibut, say. In the nets a considerable number of other fish would be caught and these would rarely have any market. The only thing to do was to return them to the water. If the catch of the desirable and marketable fish was limited, why the poor fisherman had a slim outlook for making much money."

The position now is different. This is brought about through greater publicity by the Canada Food Board and a generally better request for fish from the consumer. It used to be that people were mostly interested in one or two lines of fish that they demanded and failed to appreciate the value of many other lines that were equally as good and in some instances better. With such a difficult trade to satisfy there was naturally a big loss often to the man who caught the fish. But it did not end here. The failure of the public to take other kinds of fish threw the demand on a very few varieties. The prices soared. In some cases they brought the fish to such a price that many preferred to buy meat or some other lines.

In view of the fact that educative methods recently adopted served to make for a greater use of fish, prices have been kept down to a reasonable schedule. The greater the use of fish the lower will be the price, for there are many kinds of good fish to be had from time to time and it is a matter of education and of co-operation simply in putting the fish business on a sound basis, and maintaining a trade for fish that will be profitable and very interesting.

Is the Grocer Getting His?

It is an unquestionable fact that the grocers in many parts of the country are getting a nice share of the fish business that is being done these days. And whether grocers are to secure the profit that can be made depends largely upon the effort and thought brought to bear by those who would try it out.

There are probably many grocers who could sell fish to better purpose if the matter were given some study. The fact that fish is perishable and must be quickly handled should not deter those who are willing to try the matter out. Probably one of the employees already engaged will be able to take charge of the fish venture. He will need to have a certain amount of space allotted him somewhere in the store. It may be that there is a small store adjoining that can be secured at a small rental. This might be turned into a real live fish, poultry and vegetable department. The cost of fixtures would be less than the usual outlay necessary when opening the grocery department. The fixtures needed here, as a matter of fact, would probably consist of a reasonably-priced refrigerator and an ice-box. Rough shelving for the display of vegetables, fruits and poultry would not cost a great deal.

What Assistance Offered?

In attempting to open a department such as this the grocer will perhaps want to know what encouragement there is. In the first place the scheme of the Food Controller has served to awaken a wider interest in the purchase and use of fish. This is being continued and it is very probable that so long as there are results this work will not cease. Just at this time the handler of fish is not only able to make a profit for himself but he is in a position to thus aid in conserving such meats and other foods as the soldier overseas needs.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

AFTER a period of activity in which prices reached a high level, the market on live hogs seems to have slowed down somewhat, though at some points further advances have been reported. With a light run and a good demand for all offerings, it is a question if easier tendencies noticeable will develop into any appreciable decline.

Dressed meats are in good demand, the summer trade being maintained at very satisfactory levels. Price revisions were few and with those showing an upward trend.

The tone of the butter market is just a little easier, though this is not reflected to any extent in the matter of quotations. The extreme hot weather seems to put a damper on storing operations, and in this way a larger amount is released for immediate consumption. Production of creamery is good, but dairy butter is scarce, with little offering.

A smaller consumption of eggs has served to ease the egg situation somewhat. Supplies are now ample for the demand, and that a recession from present high prices may be made seems possible.

Broilers have again declined, and ducklings are on a lower buying scale. Offerings of broilers have been fair, though the demand absorbs the supply quickly. Other items on the list are not coming through in very liberal numbers.

Live Hogs Higher; Cured Meats Active

Montreal.

PROVISIONS.—A somewhat decided advance has been made in the price of live hogs this week again. The receipts were very fair but the demand has been fairly good too, so that supplies were taken up quite promptly. The prices paid here were from $20 to $20.50 for live hogs and quality is not complained of, receipts showing a good average product. In sympathy with this position the dressed hogs are high and as high as $29.50 is asked for choice. The steady demand from all points for cured meats and cooked has been ever on the increase and last week was one of the heaviest on record. The holiday season is responsible for this very largely.

Hogs, dressed—		
Abattoir, killed, small	28 50	29 50
Do., heavy, 225-275 lbs.	26 00	26 50
Hogs, live	20 00	20 50
Hams—		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
Backs—		
Plain	0 42½	0 43½
Boneless, per lb.	0 45½	0 46½
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 52
Hams, roast, per lb.	....	0 52
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$58 00
Clear fat backs (bbl.)	....	60 00
Short cut clear pork (bbl.)	....	58 00
Heavy mess pork (bbl.)	....	55 00
Bean pork (bbl.)	....	54 00

Improved Demand For Lard Now Manifest

Montreal.

LARD.—There is little to report. Sales are only moderate, for many are away and the restrictions are looked upon as a factor in preventing the wider use of all fats. Prices, while unchanged, have shown a tendency toward reductions. In view of the hog market position, however, it is a question whether prices will be changed.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 31½
Tubs, 60 lbs.	0 32
Pails	0 32¼
Bricks, 1 lb., per lb.	0 33½

Not Much Demand Here For Shortening

Montreal.

SHORTENING.—There is a fair request only for shortening. This is not expected to be very heavy for the next few weeks and in the meantime supplies are ample and the prices unchanged. It is not expected that any more than a normal or even less than normal demand will obtain, as matters stand, the Government control being a factor in curtailing use of all fats.

Shortening—	
Tierces, 400 lbs., per lb.	0 25¾
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 26½
Bricks, 1 lb., per lb.	0 27½

With High Butter No Margarine Stimulus

Montreal.

MARGARINE.—Even with butter so high, there is little likelihood of the demand for margarine changing greatly. The present sale is confined to immediate requirements for the retailer would rather have the produce dealer carry the stock as he has better facilities for storage and for keeping in prime condition. Prices hold without change.

Margarine—			
Prints, acording to quality, lb.	0 29½	0 31½	0 32
Bulk, according to quality, lb.	0 28½	0 30½	0 31

Butter Receipts Large; Prices Hold High

Montreal.

BUTTER.—In view of the fact that receipts of butter have totalled larger this season than last by more than 32,000 packages it is very remarkable that the price has soared to its present level. Offerings are still picked up here as promptly as they are received and there was even a slight advance made here in the purchasing price, although the wholesalers have made no change. The position is one of much interest, viewing the matter from the standpoint of the heavy receipts here and considering that the Dairy Produce Commission have not been factors, apparently, in the buying. A great deal of butter must be in store.

Butter—		
Creamery prints (fresh made)	....	0 47
Creamery solids (fresh made)	....	0 46
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	....	0 37

Cheese Unchanged But In Fair Demand

Montreal.

CHEESE.—There is not a great deal of interest in cheese, from the standpoint of regular trading. Prices hold without change of any kind being recorded and there is, if anything, a very good sale to the summer resort trade and others. Being a season of more quiet than that obtaining in the cooler weather, the outgo is not large, however. Not a great deal of cheese is held locally, as a great deal of the incoming receipts have gone forward against export account. Comparatively speaking, cheese receipts have been relatively the same as last year.

Cheese—		
Large, per lb.	....	0 23½
Twins, per lb.	....	0 24
Triplets, per lb.	....	0 24
Stilton, per lb.	....	0 27
Fancy, old cheese, per lb.	....	0 28

Steady Egg Demand; Number Two Are 45c

Montreal.

EGGS.—The hot weather is reported here to have injured shipments of eggs coming forward. Particularly is this the case where they have come a considerable distance. The opening of refrigerated cars to replenish the ice supply has not been considered beneficial and as a consequence of the usual difficulty experienced in hot weather, the quality of recently-bought supplies from a distance has been lowered. Consumption of eggs everywhere is steady and

heavy. Prices are consequently well maintained, and number 2 have advanced to 45c per dozen. In comparison with last year receipts have fallen some 22,000 cases, the totals to date since the beginning of the season being 151,387 cases.

Eggs—		
Selects	0 51	0 52
New-laid	0 47	0 48
No. 2	....	0 45

Big Poultry Demand; Supply Is Light

Montreal.

POULTRY.—Old fowl are less in evidence than they were and this would indicate that all hens are being held for production. Old ducks, thin, are practically off the market as are also milk-fed chickens and roasting chicken. Some fine ducklings have come to hand and even a greater number of these would sell, if available. Prices are firm but unchanged.

	Live	Dressed
Young ducks, lb.	....	0 45- 0 50
Old ducks (fat)	0 25	....
Broilers, ¾ lbs., pair	....	0 40- 0 45
Turkeys (old toms), lb.	0 28	0 38- 0 38
Turkeys (young)	....	.... 0 40
Geese	....	.... 0 30
Old fowls	0 27- 0 28	0 35- 0 36

Plenty Haddock and Cod Supplies Fair; Quieter

Montreal.

FISH.—Some noticeable change has come about from a trade standpoint and there is less activity. Sales of fresh fish are fair but it is evident that the exit from the city of many people has had an effect in curtailing retail sales. Gaspe salmon is still coming in but the supply is limited and prices well maintained. Fresh halibut is being received this week and on the other hand brook trout are scarce. Haddock are quoted lower. Altogether supplies are not over heavy here.

SMOKED FISH.		
Haddies (fresh cured)	0 12	0 13
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 22	0 24
Smoked cod	....	0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 40
SALTED AND PICKLED FISH.		
Haddock (per bbl.), 200 lbs.	....	12 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	....	6 75
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador) per bbl.	25 00	29 00
Do., tierces	....	35 00
Salmon (B.C. Red)	....	26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)	....	15 00
Green Cod (large bbl.)	....	16 00
Green Cod (small), bbl.	....	12 00
Mackerel, No. 1, per bbl.	....	26 00
Mackerel (½ bbls.)	....	13 50
Codfish (skinless), 100-lb. box	....	12 50
Codfish, 2-lb. blocks (24-lb. case)	....	0 17
Codfish (Skinless), blks. "Ivory" Brd.	lb.	0 15
Codfish, boneless, lb. (according to package	0 14	0 18
Codfish, Shredded, 12-lb. box	....	2 20
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 50	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 17
Cod, dry (bundles)	....	12 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	....	0 35
Prawns, lb.	....	0 30
Shrimps, lb.	....	0 30
Scallops, per gallon	....	4 00
Oysters—		
Ordinary, gal.	....	2 50
Cape Cod shell oysters, bbl.	....	14 00
5 gal. (wine) cans	....	12 50
1 gal. (wine) cans	....	2 25
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	10 00
FRESH FROZEN SEA FISH		
Herring, large sea, lb.	....	0 09
Herring, frozen lake, lb.	....	0 07
Halibut	0 19	0 20
Halibut (medium)	..	20
Haddock	0 07	0 09
Mackerel	0 12	0 13
Cod—Toms	3 00	..
Cod steak, fancy, lb.	09½	10
Salmon, Red	0 19	0 20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 09½	0 10½
Perch	0 12½	0 13
Whitefish, lb.	0 13	0 14
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	....	0 12
Doree	0 13	0 14
FRESH FISH		
Barbotte	0 14	0 15
Haddock	0 07	0 08
Steak cod	0 09	0 10
Market cod	0 06½	0 07
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	0 38	0 40
Pike	0 12	0 13
B.C. Salmon	0 25	0 26
Salmon (Gaspe)	0 24	0 25
Gaspereaux, lb.	....	0 06
Gaspereaux, each	....	0 04½
Gaspereaux herring (100)	....	4 00
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	....	0 23
Eastern Halibut (med.)	....	0 25
Flounders	0 09	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 19	0 20
Whitefish (small)	0 10	0 12
Eels	....	0 15
Mackerel, lb.	0 13	0 14
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	....	0 24
Shad	0 15	0 16

Live Hogs Steady; Meat is Firm

Toronto.

PROVISIONS.—Prices on live hogs show no change over levels reached last week, and the tendency seems a little steadier for the present week's business. The advance last week drove prices up to a basis of $19.00 per cwt. fed and watered, at which point they were holding early this week. Dressed meats show some slight revisions and the trend generally seems upward. Plain and boneless backs are a little stronger, while cooked meats are tending towards higher levels.

Hams—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 44	0 46
Trimmed, with rib in	....	0 47
Boneless, per lb.	0 48	0 50
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.	....	0 34
Wiltshire (smoked sides), lb.	0 37½	0 39
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.	....	0 28½
Fat backs	0 32	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 54
Hams, roast, without dressing, per lb.	0 51	0 53
Shoulders, roast, without dressing, per lb.	0 47	0 49
Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	57 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars	....	19 25
Live, fed and watered	....	19 00
Live, f.o.b.	....	18 25

Lard Supplies Ample And Market Easier

Toronto.

LARD.—A marked improvement in the demand for lard is in evidence which has provided a firm undertone to the market. The feeling generally is that higher prices will rule on this line though little change is expected during the balance of the period of comparatively light sales, the month of August. Quotations remain at the following figures:

Lard, pure, tierces, 400 lbs., lb. 0 30 0 030½
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Fair Movement of Shortening Reported

Toronto.

SHORTENING.—A very fair movement of shortening is reported with supplies equal to the demand. Prices have held firm and unchanged at figures shown herewith:

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Moving In Fair Quantities

Toronto.

MARGARINE.—Fair quantities of margarine are moving forward to the trade, but the orders generally are for small quantities. This is a natural hot weather condition. Prices remain firm and unchanged.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....
Solids, 1c per lb. less than prints.		

Little Easier Feeling In Butter; Dairy Firm

Toronto.

BUTTER.—The very hot weather generally is a light storing period, with the result that a somewhat easier feeling is noticeable through a larger supply being available. This is not reflected in prices and may not be, but the easier tendency exists. Dairy butter is in light supply while creamery is plentiful.

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 45	0 46
Dairy prints, choice, lb.	0 40	0 42
Dairy prints, lb.	0 38	0 40

Egg Supply Equals Demand; Tone Easier

Toronto.

EGGS.—High prices named on eggs have at last had the effect of curtailing consumption materially, with the result that supplies are ample for the demand.

An easier tone to the market is apparent but prices to the trade are unchanged.

Eggs—		
New-laids, in cartons	0 52	0 54
Do., No. 1, dozen	0 48	0 50

No Unusual Features In Cheese Situation

Toronto.

CHEESE.—There are no unusual features. Prices remain firm and supplies are coming along quite freely. Dealers report a very good demand with quotations unchanged as follows:

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Broilers Again Decline; Ducklings Lower

Toronto.

POULTRY.—Further declines in the price of broilers have been named, prices now being paid ranging from 30c to 32c per pound. Ducklings are also lower by 5c per pound. dealers now paying 25c for these. Supplies of these two are coming along quite freely but other lines are in light supply. Sales are fairly well maintained.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 15-$....	$....-$....
Duckling	0 25-	....- ....
Turkeys	0 25- 0 28	0 30- 0 35
Roosters	....- 0 16	....- ....
Hens, over 5 lbs.	0 25- 0 26	0 31- 0 32
Hens, under 5 lbs.	0 20- 0 23	0 27- 0 29
Chickens, Spring, 2 lbs. or over	0 30- 0 32	....- ....
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

Hens	0 28	0 32
Chickens, Spring	0 40	0 50
Ducklings	....	0 40
Turkeys	0 36	0 40

Fish Hold Firm Unchanged; Demand Light

Toronto.

FISH.—Prices on fish show little change for the week, with supplies arriving in sufficient volume to take care of the demand. Consumption seems to have suffered somewhat owing to the extreme hot weather but improvement is looked for as soon as the thermometer recedes somewhat. Prices follow:

FRESH SEA FISH

Brills, dressed, lb.	....	0 10
Cod, steak, lb.	0 07½	0 10
Do., market, headless, lb.	0 07½	0 08
Do., heads on	0 07	0 07½
Flounders, lb.	0 08	0 10
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.	0 06½	0 07
Plaice, dressed, lb.	....	0 10
Soles, dressed, lb.	....	0 10
Salmon, Red Spring, lb.	....	0 25
Do., Restigouche, lb.	....	0 22
Do., Saguenay, lb.	....	0 25

FRESH LAKE FISH

Herring, dressed, lb.	0 09	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 15
Frog's Legs, lb.	....	0 50

Hogs Advance; Eggs, Butter Firm

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market is much firmer this week, having jumped to 19c. This followed on a firmer market in the United States, and is attributed somewhat to the keen demand from Eastern brokers for export. The outlook here is for a much firmer market. No change has taken place in the price of provisions. The egg market is holding very firm, candled stock selling to the city trade at 45-46c. The butter market is about the same, dairy still selling at a low figure, with no reaction.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 33
Bacon—		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 30
20s	....	6 30
Cases, 5s	....	18 52
Cases, 3s	....	18 60
Compound—		
Tierces	....	0 25½
Tubs, 50s, net	....	12 87
Pails, 20s, net	....	5 40
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 46
Fresh made creamery, No. 2	....	0 43½
Margarine	0 31	0 32
Eggs, fresh, doz.	0 45	0 46

B. C. SALMON CANNING SEASON OPENS

Although there are very few sockeye salmon running in the river some of the canneries are beginning to operate. They are using springs and such few sockeye as they get, but even at that the fish are not plentiful enough to justify canning except as a matter of getting their machinery tuned up and the various processes adjusted in preparation for real work. The St. Mungo cannery canned yesterday for the first time this season, but others have already operated. One of the B. C. Packers' canneries at Steveston started two weeks ago and has canned several times. Some of the Sound canneries have also started work.

The Alaska Packers' Association packed 500 big spring salmon at their Semiahmoo cannery at Blaine on Wednesday, the first pack of the season. The fish were taken from the traps the night before along with 87 sockeyes.

LOBSTER PACK OF 1918 NOT SUBJECT TO NEW LAW

The naval department has issued a statement with regard to the application of the Meat and Canned Goods Act as amended in 1917, in order to clear up any misapprehension which may prevail as to the lobster pack for 1918. According to the statement the pack of 1918 is not subject to inspection and marking under the amended act. Also the sale or export of all fish canned before the 15th of next December, the date on which the amended act becomes effective, and bearing the old labels, must be permitted after that date.

The amended act prohibits the sale or export after December 15 of fish or shell fish, canned in the course of the 1918 season, unless the cans are labeled in accordance with the regulations laid down in it. The operation of the amended act was deferred until December 15, 1918, the opening date of the 1919 lobster packing season, to allow packers time to adjust themselves to its changes and to use up any stocks of labels they had on hand.

HAWAIIAN PINEAPPLE CROP

The pineapple crop of Hawaii this year will reach a grand total of 3,500,000 cases, valued at fourteen million dollars. Of this amount 500,000 cases have so far been contracted for by the U. S. Government for army and navy use.

WEEKLY MARKET REPORTS

(Continued from page 40.)

ment. Local jobbers have advanced their prices recently on both green and roasted, explaining that this has become necessary owing to increased cost.

Oats Show Firmer Tendency; Selling Well

Winnipeg.

FLOUR AND FEEDS.—Rolled oats is quoted this week at $4.60-$4.80 for 80's. Packages are still selling at the same figure, viz., $5.65. The quotation on bulk oats is a recent advance owing to the heavy demand for rolled oats as a substitute for flour. Price on oatmeal, 80's, is $5.75. Both oatmeal and rolled oats are being used as substitutes. Cornmeal is quoted this week at $5.50. Feed—One of the mills states this week that they are right out of feeds, and it is well known that there is a great scarcity here, and a scheme is on foot to bring coarse grains back from Fort William, and these will enjoy special rates. Barley is being brought back already, and oats will likely follow.

Govt. Standard Flour—		
Cash carload price	...	10 50
To bakers and flour and feed dealers	....	10 50
To storekeepers paying cash or 30 days, ton lots	....	10 60
Do., less than ton lots	....	10 70
Cereals—		
Rolled oats, 80s	4 00	4 30
Rolled oats, 80s	4 60	4 80
Cornmeal, 98s	....	5 50
Oatmeal, 98s	....	5 75
Feeds—		
Bran, per ton	....	30 80
Shorts, per ton	....	35 80
Barley—		
Pearl, 98-lb. bags, per bag	....	7 25
Pot, 98-lb. bags, per bag	....	5 15
Beans—		
Lima, Manchurian	....	0 17
Fancy white, bushel	....	6 50
Peas—		
Split, 98-lb. bags, per bag	....	10 55
Whole, yellow, soup, 2 bush. bags, bush.	4 50	5 00
Whole, green, lb.	....	0 11¾

You need a Eureka Refrigerator and we'll instal it NOW on terms to suit you.

This War-Time offer is available for a few more weeks.

We will gladly send you all particulars and an illustrated list of the various Eureka Models.

Made in all sizes for all purposes.

The Eureka solves the perishable food preservation problem scientifically and economically.

Write us to-day.



Eureka Refrigerator Company, Limited

11 Colborne Street, Toronto

Save Food Now—We Can Help You

Telephone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.

YOU WANT TO WIN THE WAR?

Then save the ice. Ice costs money. Look into

FREEMAN'S Dry Air REFRIGERATOR



Dry Air means better storage. Better storage better meats. Good Meats mean better trade. Better Trade means Bigger Business, Bigger Profits. This is what the merchant of today is looking for. We can help you in this line. ASK FOR A CALL. Buying a cheap refrigerator to save money is like stopping the clock to save time.

Write for a catalogue, which will contain a full line of different styles for BUTCHERS AND GROCERS.

Manufactured by

The W. A. Freeman Co., Limited

Hamilton, Ont.

TORONTO—114 York Street, near King.
MONTREAL—D. H. H. Neil, 16 Notre Dame St. Uptown 8547.

RELEG

Pronounce "REAL EGG"



The very best Egg Substitute

Eggs are an expensive ingredient in baking.

Show your customers how to get excellent results at a fraction of the cost by using RELEG.

A three-quarter teaspoonful of RELEG dissolved in a tablespoonful of hot water is equal to one egg in your baking, etc.

Stock RELEG now and suggest it to every housewife. Get her to use it once and she'll use it regularly.

RELEG COMPANY, Regd.

34 King Street, Quebec, Canada

DAVIES' JELLIED PORK TONGUE



In 6 lb. Open Tins

Tasty All-Meat Delicacies that make your counter tempting and keep your cash register on the go.

HAVE a "Cold Luncheon" Counter—and feature *Davies Cooked and Jellied Meats.*

These are just the "ready to serve" products the housewife is looking for. You *can't* offer a more appropriate line of summer season delicacies.

For the table—the summer cottage—the motor trip—the picnic party—*Davies Cooked and Jellied Meats* are just the thing for dainty dishes and tasty sandwiches.

Let us send you a trial order of these delicious cooked meats—just to prove to you what splendid sellers they are.

Light, nutritious, and *economical* because there's *no waste.* Every slice is saleable and good. Ask our Traveller, or send us your order by mail TO-DAY. *NOW'S the season!*

Davies Pork Tongue
Davies Cooked Pressed Pork
Davies Jellied Hocks
Davies Ox Tongue
Davies Roast Pork
Davies Pork and Tongue
Davies Jellied Pork
Davies Headcheese

(*All sold in 6 lb. open Tins.*)

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packer's License No. 13-50

If any advertisement interests you, tear it out now and place with letters to be answered.

Three Delicious Brunswick Brand Lines







BRUNSWICK Brand Sea Foods are the kind of high quality sea foods it pays to sell — delicious, wholesome, appetizing, sure customer pleasers and good money-makers.

There are three others besides those shown above, namely: ¼ **Oil Sardines, ¼ Mustard Sardines and Clams.**

Which lines are you short of?

Connors Bros., Ltd.
BLACK'S HARBOR, N.B.



INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle —the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces.

Why not order a trial supply to-day?

SHAW & ELLIS
POCOLOGAN, N.B.

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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.

"PURITY"

Canada's best liked Salt



There is no better salt made to-day than Purity.

For table or dairy use Purity Salt knows no superior, a fact good housewives everywhere recognize.

Every good grocer should feature Purity Salt. Its goodness will keep it moving briskly and there's a neat margin on every sale.

In sanitary cotton bags and handy free-running packages.

THE

Western Salt Co., Limited

COURTRIGHT, ONTARIO

We always have a few carloads of 2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

P. E. I. PRODUCE

We solicit your enquiries for

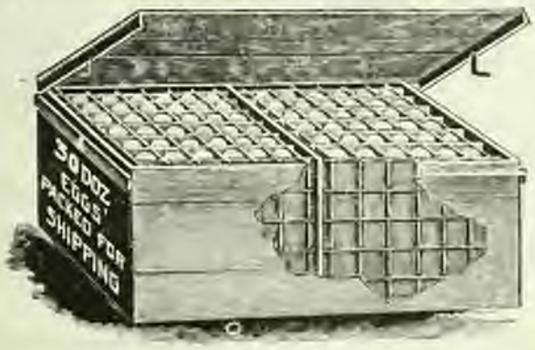
POTATOES, FULL COOKED DINNERS, P. E. I. CLAMS, SEED POTATOES

Carvell Bros.

Wholesale Grocers and Produce Merchants

CHARLOTTETOWN - - P. E. I.

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

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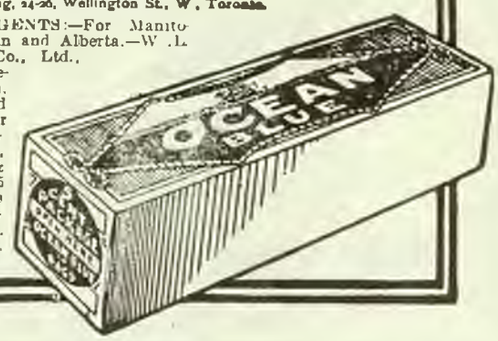
OCEAN BLUE

is not a problem. It is merely a question of getting your customers to try the first 5 cent packet. After that, repeat orders follow as a matter of course.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Gray Building, 24-26, Wellington St., W., Toronto.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta.—W. L. Mackenzie & Co., Ltd., Winnipeg. Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon, — Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

Hand her a jar of

OLIVE BUTTER



and note how its tasty wholesomeness will win her instant approval.

Olive Butter is an extra delicious table delicacy, made from the very purest ingredients — Selected Pure Spices, Olives, Pimento and Malt Vinegar.

The goodness of Olive Butter will make many extra sales for you and add materially to the prestige of your store.

Order a trial supply.

E. W. Jeffress, Limited

WALKERVILLE, ONT.

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

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Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want —if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

NEW CONDITIONS ARE ARISING IN ALL TRADES

MERCHANTS are Buying More Carefully Than Ever Before.

The words you have just read in the heading of this are taken direct from the current issue of THE FINANCIAL POST, issue of July 20th. You do not need to be told that the articles so headed on page 1 of THE POST is a business news article of the utmost importance to every business man, wholesale, retail, or manufacturing. It tells what new conditions are arising in the business life of Canada: it tells what effects they are producing on output and products: it gives trade figures of immense importance. You would have to look far to find a clearer, more enjoyably business-like statement of the situation in Canadian affairs to-day as they affect or may affect your own business. And this is **only one** of a great range of business news articles as valuable to you which are contained in THE POST of July 20th.

Western Crops and Business

There are, for instance, the special articles by experts on the spot dealing with Western Wheat crop situation, which, as you know, is causing real anxiety to-day, and already affecting business outlook. Alert earlier than other financial or business newspapers to the state of affairs, THE FINANCIAL POST has sent its editor, J. W. Tyson, right out to the centres of Western Wheat business and production, besides having direct wires regularly and specially from E. Cora Hind, of Winnipeg, and the expert editorial contributions on affairs agricultural by F. M. Chapman, editor of the "Farmers' Magazine." Such editorial strength makes THE POST'S business news on the Western situation unrivalled in accuracy and range. Mr. Tyson's articles commence in the July 20 issue. His first article is dated from Saskatoon. Get a copy of THE POST now, and read it, and follow this exceptionally informative service of first-hand news of Western conditions from the business point of view. Note also these other contents of the current issue of THE POST:—

Millers Meet Food Board—Situation as to Substitute Flours.
The Railway Situation — Increased Rates Won't Make Wages.
West's Latest Crop Report — Not Reassuring.
British Manufacturers Building Up Overseas Trade.
Holdings of U.S. Steel in Canada at Record Level.
Montreal Street Railway Defers 10 Per Cent. Dividend.
Canadian Car Meeting Was Quite Peaceful.
Are Food Cards Coming?—Food Controller's View.
Prepared Paint Advance Due to Linseed Oil Strength.
Brazil as Field of Export for Canadian Attention.
Bank Clearings Are 4 Per Cent. Ahead of Last Year.
Taking the Bank to the Farmer by the Auto Route.
Liability for Advice Given by Bank Managers.
Tax Rates Are on the Jump Over the Dominion.
June Fire Losses in Canada and U.S.A. Heavy.
Canada's Fire Waste May be Much Reduced.
Dominion Lands Act Amendments Advantageous.
Co-Operation to Meet Problems of Capital and Labor.

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153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year, or $1.00 for four months' trial subscription) on receipt of bill.

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Foreign and Domestic

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BUTTER AND EGGS

For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS



John Oakey & Sons, Limited
London, S.E. 1, England
AGENTS:
Geo. B. Jenkinson, 13 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

If any advertisement interests you, tear it out now and place with letters to be answered.

EVERY GROCER

should buy

COPELAND'S

Diamond C Brand

24 C lbs.

Corn Flour

Manufactured by

G. COPELAND & SONS

MIDLAND and PENETANG, ONT.

HEAD OFFICE, MIDLAND

CANADA FOOD BOARD

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SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

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ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

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DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and Pure Sugar Only.
Screw Vac top Glass Jars, 16 oz. glass 2 doz. case. Per doz.

Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delbi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delbi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

Now that the Warm Weather is Here

You will have a demand for a Good Relish to be eaten with cold lunches and for making sandwiches for that outing.

Order Taylor & Pringle Co.

		Per Doz.
Universal Fruit Sauce	8-oz.	$1.80
Chili Sauce	10-oz.	1.90
Tomato Chutney	10-oz.	1.90
East India Relish	10-oz.	1.90

Distributors :

MacLaren Imperial Cheese Co., Limited, Toronto
Fearman Bros., Limited, Hamilton
E. Cutmore, Brantford

Taylor & Pringle Co.

Limited

MANUFACTURERS OWEN SOUND

Canadian Food Board License No. 14-153



Answer with name. Don't say "Hello!"

When you answer the telephone by saying "Hello?" it causes delay in service, with a possibility of turning away customers.

How much easier it is to answer with your own name by saying, "Mr. Elliott speaking," or better still, "Scott & Co., Mr. Elliott speaking."

By answering at once with your own or firm name you save time and annonyance, and reduce "line's busy" to the minimum.

The Bell Telephone Co. of Canada

ECONOMY IS A WAR-TIME NECESSITY—PRACTISE IT!

The Purity Kid



FREE—

The Government says that we must use wheat substitutes.

There is no better substitute for wheat flour than

PURITY OATS

and to make it easy for women to use it successfully in their cooking we have printed "Free Wheat Saving Recipes." We will send these to all grocers and housewives who write for them. Send for them yourself and tell your customers about them—

And recommend PURITY OATS, because it consists of Alberta Oats—the finest grown in the world.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

Tobin's "Peerless" Soldiers' Comfort Boxes



FOR OVERSEAS MAILING
7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.

J. TOBIN & SONS (Sons on Active Service)
Ottawa, Canada

"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.



"McCASKEY" Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCaskey Systems
Limited
245 Carlaw Ave., - Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.



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The General All-Around Cleaner

Cleans

Scours

Polishes

ENOCH MORGAN'S SONS CO.
NEW YORK, U. S. A.

Agents for Canada—Harold F. Ritchie & Co., Ltd., Toronto, Ont.

For Toilet and Bath there is nothing more cleansing or refreshing than

HAND SAPOLIO

(Our Sapolio Toilet Soap)

Try it yourself and know why your trade repeatedly demand it.



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Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can ....
No. 16 Jar .....
No. 4 Jar .....
No. 10 Can .....

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2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can ...
No. 10 Can .....
Picnic Can .....

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Terms, net, 30 days.

Eagle Brand, each, 48 cans	$8 75
Reindeer Brand each 48 cans	8 45
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Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

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Reindeer Brand, Large, each 24 cans	5 75
Reindeer Brand, Small, each 48 cans	6 00
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All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

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Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.
Lunch Ham—1s, $6.45; 2s, $13.50.
Ready Lunch Beef—1s, $4.45; 2s $9.
English Brawn — ½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.
Geneva Sausage—1s, $4.95; 2s, $9.45
Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.45; 2s, $9.
Cooked Tripe—1s, $2.45; 2s, $4.45.
Stewed Ox Tail—1s, $2.45; 2s, $4.45.
Stewed Kidney—1s, $4.45; 2s, $8.95
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4; 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.
Beef Steak and Onion—½s, $2.90; 1s, $4.45; 2s, $8.45.
Jellied Hocks—2s, $9.95; 6s, $29.80.
Irish Stew—1s, $3.45 ;2s, $6.75.
Cambridge Sausage—1s, $4.45; 2s, $8.45.
Boneless Chicken—½s, $5.90; 1s, $8.95.
Boneless Turkey — ½s, $5.90; 1s, $8.95.
Ox Tongue—½s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.
Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85.
With Plain Sauce—Ind., $1; 1s, $1.65; 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consommé, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s, $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65; Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.65; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s (flat), $2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.35; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.85; 1s, $2.50; 3s, $4.80.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.25.
Smoked Vienna Style Sausage—½s, $2.45.
Pate DeFoie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $2.45.
Potted Beef Ham—¼s, 75s; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Vea—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $17.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.75; ½s, $2.85; 1s, $4.15.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.35.
Ham—¼s, $2.35.
Tongue—¼s, $2.35.
Venison—¼s, $2.35.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s 30c.

Leamington Tomatoes,
Georgia Elberta Peaches,
California Bartlett Pears,
Peaches and Plums,
California Canteloupes,
Oranges, Lemons,
Bananas, etc.

We are headquarters for any of the above lines.

If interested, wire your order. Same will receive prompt attention.

McBRIDE BROS.
35 Church St. TORONTO

California Lemons

Just the Right Weather, Now

Pears, Peaches, Plums, Cantaloupes

Also Full Supplies of

Local Fruits and Vegetables

in Daily Receipt

GOODS SHIPPED TO ALL ONTARIO POINTS

WHITE & CO., LTD.
TORONTO
WHOLESALERS OF FANCY FRUITS

Arrivals for Next Week

1 Car California Bartlett Pears
1 Car Delaware Apples, bushels
1 Car Elberta Peaches, bus. bas.
1 Car California Late Valencia Oranges
(Golden Orange Brand)
1 Car California Lemons
3 Cars Bananas
All Extra Fancy Quality.

Daily arrivals of all other kinds Domestic Fruits and Vegetables.

Send us your orders. Same will have special prompt attention.

The House of Quality.

HUGH WALKER & SON
Established 1861 Guelph, Ontario

California Fruit

Bartlett Pears, Peaches, Plums, Malaga Grapes. Fresh arrivals daily. Extra fancy quality.

LEMONS
California and Messinas

FRESH VEGETABLES
Tomatoes, Cucumbers, Celery, Cabbage. Beets, Carrots, etc.

Walla Walla Onions, 100-lb. Saxoline bags.

Everything in Fruit and Vegetables.

DUNCANS LIMITED
NORTH BAY, ONT.
Branches: SUDBURY COBALT TIMMINS

If any advertisement interests you, tear it out now and place with letters to be answered.



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans FOOD PRODUCTS Watford

189

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only $1.25 per insertion if used each issue in the year.

BARRELS
(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry: Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal.

LAST MINUTE BRIEFS

Dried apricots have advanced 2c per pound in some quarters over opening prices named. This has not been reflected on Canadian markets as yet.

The placing of prunes and dried peaches on the conservation list by the United States government, thus prohibiting export, will mean a serious blow to the trade in Canada. Supplies here have been drawn from United States points, and prunes represent a big volume of the dried fruit business. Representations are being made to see if order will be modified to any extent.

Refiners have been asked by the Canada Food Board to refrain from shipping straight carloads of sugar to retail merchants. Sugar supplies are none too heavy and efforts to equalize distribution must be put forth. A rationing system for Canada along similar lines to that in the United States is hinted at as a possibility, though no action as far as can be learned has been taken along these lines.

MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
½-INCH CUSHION FILLERS
CORRUGATED FLATS
THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

All these ads will have position on a live page each week containing reading matter.

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Every reader will see the ads in the Buyers' Market Guide.

SUGAR BAGS
With or Without Liners
E. Pullan, Toronto

Copy may be changed as often as desired.

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY.
SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Do not overlook the possibilities of this page.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

SITUATION WANTED

MARRIED MAN, AGE 35, FOURTEEN YEARS' retail grocery experience, 9 years manager of grocery department of store in Northern Ontario; desires position with wholesale or retail grocery firm, vicinity of Hamilton or Toronto. State salary. Box 418, Canadian Grocer.

EXPERIENCED SALESMAN COVERING Western Provinces would handle additional staple lines on commission. Address Box 305, Canadian Grocer.

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

FOR SALE

CASH CARRIER SYSTEM AIR LINE — seven stations; used four months; half price. Apply Box 420, Canadian Grocer.

FIRST-CLASS GROCERY BUSINESS—SATISfactory reasons given for selling. Full particulars apply Box 102, Merrickville, Ont.

ONE OF THE BEST GENERAL MERCHANdise businesses in County of Kent; stock about $5,000: only store in village; six miles from opposition. Must be sold, owner going West on account of health. Box 412, Canadian Grocer.

BUSINESS OPPORTUNITY.

COCHRANE, ONTARIO—THE CENTRE OF A rich agricultural country—a railway terminal and divisional point—the coming distributing point of the North country. Grocery and provision business, corner lot, brick veneer building, cellar full size; will sell stock with property; good reason for selling. For further particulars apply Box 173, Cochrane, Ontario.

FOR SALE IN WESTERN ONTARIO HAVING been twenty years in the general store business, finding help scarce and too much to look after, I wish to dispose of grocery. Two departments, archway between, can be closed or left open during business hours, if agreeable to both parties. Basement and elevator. Stock about $1,500. Rent, $25 per month. Apply Box 416, Canadian Grocer.

BUSINESS CHANCES.

GENERAL STORE BUSINESS OF THE LATE E. J. Planche, Cookshire, Quebec. Established over 35 years. Large business, wholesale and retail: groceries, hardware, boots and shoes; gentleman's furnishings; dry goods and furniture. Apply E. J. Planche & Co.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS SELLing Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.



PAPER BALERS

Turn Waste Into Profit

Made in 12 sizes.

Send for catalog.

Climax Baler Co.

Steel "Fireproof" Hamilton Ontario

Say the Word—

and we'll get your money for you

You are losing money every day on those bad accounts scattered through your books.

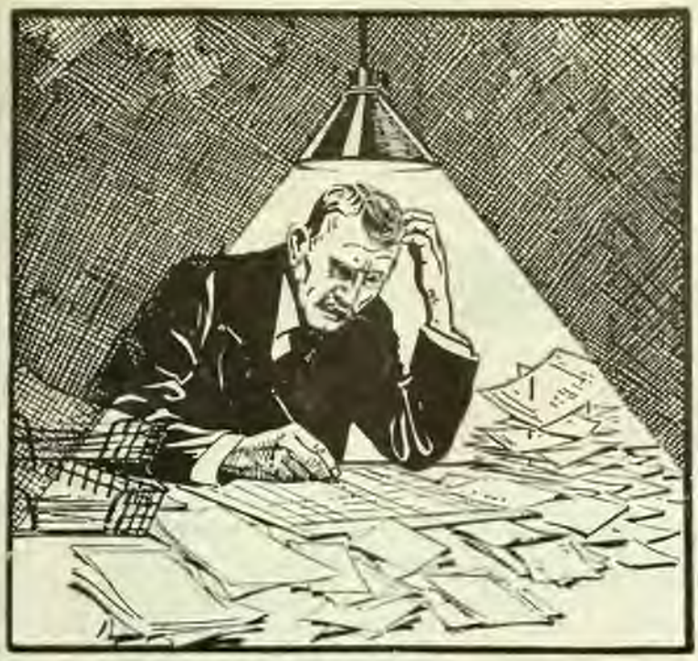
Let us get this money for you. We have the necessary qualifications that guarantee quick results. We collect everywhere.

Full particulars and sample of our special form on request.

NAGLE MERCANTILE AGENCY

Westmount (Montreal), Que.

Established 1909.



The old way



The new way

A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks. It pays for itself out of what it saves.

Merchants need National Cash Registers now more than ever before

Fill out this coupon and mail to-day

Dept. C6, The National Cash Register Company of Canada, Limited, Toronto, Ont.

Please give full particulars about the up-to-date N.C.R. System for my kind of business.

Name.....

Business.....

Address.....

Every grocer has a chance to win

108 Cash Prizes

Division "A"
Towns up to 5,000
1st Prize.....$100.00
2nd Prize..... 25.00
25 Prizes each of 5.00

Division "B"
Towns of 5,000 up to 25,000
1st Prize.....$100.00
2nd Prize..... 25.00
25 Prizes each of 5.00

Division "C"
Towns of 25,000 up to 100,000
1st Prize.....$100.00
2nd Prize..... 25.00
25 Prizes each of 5.00

Division "D"
Cities of 100,000 and Over
1st Prize.....$100.00
2nd Prize..... 25.00
25 Prizes each of 5.00

A Total Prize List of
$1,000

THESE cash prizes are to be allotted in such a way that every store has an equal chance.

The small town store competes with other small town stores. The big stores compete with other big stores.

You are likely planning a Carnation window for Carnation Week. Put a little extra thought into it. Our advertising during Carnation Week cannot help but bring you new business. We are using big spaces in big dailies and magazines. These cash prizes are an extra bonus you can easily add to your week's profit.

Read the rules carefully, and get your ENTRY Coupon in the mails without delay.

See that you have Carnation advertising displays to liven up your window. Write nearest representative listed below for a supply of advertising hangers, etc.-

Hamilton, Ont —John Bickel & Greening
London, Ont.—J Harley Brown.
Sherbrooke, Que.—Dastous & Co., Reg
Ottawa, Ont H D. Marshall
Toronto, Ont R. S. McIndoe.
Quebec, P.Q.—Mitchell & Turcotte
Halifax, N.S.—Pyke Bros.
Montreal, Que.—Rose & La Flamme, Ltd
Kingston, Ont.—D. Stewart Robertson & Sons
Winnipeg, Man Tees & Persse Ltd
Fort William, Ont —Tees & Persse, Ltd.
St John, N.B —J Hunter Whyte.
Edmonton, Alta —Dominion Brokerage Co.
Vancouver, B C —Oppenheimer Bros., Ltd.
Calgary Alta.—Tees & Persse, of Alta., Ltd.
Moose Jaw, Sask.—Tees & Persse, Limited
Regina, Sask —Tees & Persse, Limited.
Saskatoon Sask —Tees & Persse, Limited.
St John's, Nfld.—Job's Stores, Ltd

Window Trimming Contest in every village, town and city of Canada and the United States during CARNATION WEEK, Aug. 15th to 22nd

Rules—1. The window must be originated and dressed by a member of the firm, by a clerk, or by the regular window dresser.

2. The window must contain as its basis, Carnation Milk packages, and may have any home scene, pasture scene, or typical pure food display to add to human interest. The size of the display is not the deciding factor.

3. Window displays are to be judged on their probable ability to attract attention and sell Carnation Milk. Freak displays will not be entitled to consideration unless they have a strong value outside of their attractiveness.

4. The display is to appear during Carnation Milk Week—Aug. 15th to Aug. 22nd, and is to remain in the show windows not less than one week. Give dates of display. Contest closes September 15th.

5. Every contestant must procure a photograph. Photos must be submitted before October 1st.

6. Competent judges will be chosen outside our organization.

Your ENTRY COUPON should be mailed AT ONCE

ENTRY COUPON

Carnation Milk Products Co., Limited
Contest Office: 184 Bay St., Toronto

I agree to enter Window Trimming Contest according to the rules given.

.....

.....

C.G.

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, AUGUST 9, 1918 No. 32



An Established Favorite

can always be relied upon to produce quick sales when displayed, and repeats when recommended to your customers.

Your wholesaler supplies Griffin's. Ask him.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.

TWO SELF-SELLERS

Ioco Liquid Gloss and Household Lubricant are staples. Their well-known quality insures satisfied customers and profits that accrue from repeat orders. There is a daily use for one or both.

Stock these salable necessities now. They fill a general need. Their many and varied uses make and keep them always in demand—always easy to sell.

Ioco Liquid Gloss cleans and polishes finished surfaces of all kinds. Sold in half-pint to 4-gallon size cans, half barrels and barrels.

Household Lubricant prevents rust, is excellent for use in cleaning cut-glass, and keeps sewing machines, typewriters, electric fans, phonographs, etc., in smooth running order. Put up in convenient four-ounce tin oilers.

Put these Imperial products in your show window or on your display counter and see how readily they sell.

If you have not stocked with Ioco and Household Lubricant, write for our dealer proposition.



IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

Bordens



Bordens



The First Thought of the Prospective Camper

Picnickers, campers and holiday folk (as well as home folk) appreciate the advantages of Borden Products.

These four Borden Preparations, nourishing, appetizing, easy to carry, easy to prepare, are five big opportunities for you throughout the holiday season.

Borden's "Reindeer" Coffee and "Reindeer" Cocoa are two especially good lines for your "Vacation Hints" display.

Have you a good stock on hand?

Bordens



Borden Milk Co., Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

Bordens



If any advertisement interests you, tear it out now and place with letters to be answered.

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue

TORONTO, ONTARIO

CLARK'S
PREPARED FOODS



Assure
you
PRIME
QUALITY



CLARK'S
PORK AND BEANS

Beefsteak and Onions
Cambridge Sausage
Corned Beef
Roast Beef
English Brawn
Loaf Meats
Corned Beef Hash
Minced Collops
Soups (Full assortment)
Potted Meats
Sliced Smoked Beef
Spaghetti with Tomato Sauce and Cheese
Tongue, Ham and Veal
Fluid Beef Cordial
Peanut Butter
Etc., Etc., Etc.

Good Business is always the result of Quality

W. CLARK, LTD. Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

Wheat Flour Substitutes

THE Canada Food Board's order making compulsory the use of wheat substitutes has caused unprecedented demands upon our milling facilities. If your shipments of corn, barley and rye flours do not reach you as promptly as usual, please bear with us. With our special capacity for milling the substitute flour we are doing our best. In the meantime we suggest that you can assist speeding up deliveries by ordering not more than actual requirements until the rush is over.

Campbell's Corn, Barley and Rye Flours are sold in the following size packages:—

3½ lb. 7 lb. 24 lb. 49 lb. 98 lb.

Campbell's Corn Barley and Rye Flours

The Campbell Flour Mills Company, Limited

West Toronto, Ontario

KING GEORGE'S NAVY

CHEWING TOBACCO

Make it a leader in your tobacco department. You'll find it a ready seller, a good profit maker, and a certain customer-pleaser.

The wholesale trade handles King George's Navy. If you would stock a real "live" line order a supply to-day.



Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

Tea Import Prices

All import quotations for **Ceylon, Indian, Japan** and **China Teas** are from seven to twelve cents per pound higher than local prices on spot stocks.

We believe they will be even higher throughout the year.

The merchant who will purchase at present for requirements for the year, will have considerable advantage over his competitors.

What will you require? We have the stock.

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 ST. PETER ST. MONTREAL, QUE.

We repeat the above statement this week, because we feel confident of our judgment of conditions.

SCREW CAPS FOR CATSUP BOTTLES

We can supply your requirements in this line with a double seamed, two-piece screw cap lacquered inside and out, and suitable either for Cork or Combination Crown finished bottles.

Give us quantities and styles and we will be glad to quote you prices and delivery.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D., or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American travelling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,

Dept. C.G., 143-153 University Ave., Toronto.

Send me / us THE FINANCIAL POST for four months for One Dollar. Money enclosed / to be remitted

(Signed) .....

C.G. .....

WAGSTAFFE'S
1918 PACK JAM



THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA



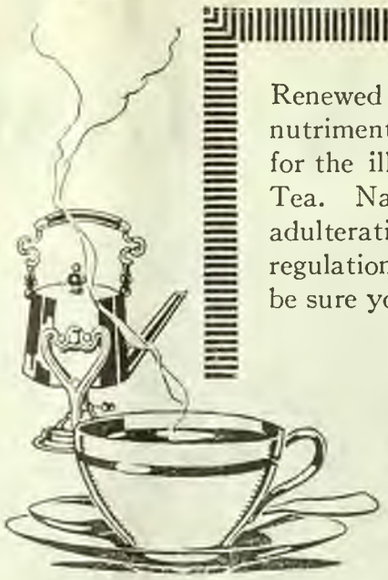
Strawberry
Raspberry
Black Currant
Plum
Peach
Apricot



All Ready for Delivery.

WAGSTAFFE, Limited
Hamilton, Canada

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

"Tea tempers the spirit, awakens thought and refreshes the body."

14

A big consumer demand is sure evidence of sterling quality—no amount of advertising, no matter how aggressive, can retain that demand if the quality is not dependable.

When superior quality and aggressive advertising are combined as in the case of JAPAN TEA it creates a demand that keeps the Grocer's cash register ringing.

New customers are attracted, first customers come back and old customers are retained when you sell them Japan Tea—the delightfully satisfying product of old Japan.

Keep a display where the housewife will see it.

EVERY GROCER

should buy

COPELAND'S

Diamond C Brand

24 C lbs.

Corn Flour

Manufactured by

G. COPELAND & SONS

MIDLAND and PENETANG, ONT.

HEAD OFFICE, MIDLAND

CANADA FOOD BOARD

Licenses 123,9-382,3-874

KLIM

IN POWDER FORM

A Milk Business Acquired With Little Effort

Once a woman has become acquainted with the convenience and economy of Klim she will buy it as regularly as she now buys fresh liquid milk. She soon realizes that Klim is not merely a form of milk to be used only when liquid milk is unavailable, but that it is for day-in-and-day-out use in baking and cooking where milk is required.

Establishment of a trade in Klim means to the grocer the acquisition of a new profit-producing business that with little effort will keep growing steadily.

CANADIAN MILK PRODUCTS LTD.

Toronto Montreal

Also stocked by: W. H. Escott Co., Ltd.
Winnipeg

Kirkland & Rose
Vancouver

Canada Food Board License No. 14-242

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.



Get your share of the demand for Mathieu's

Mathieu's Nervine Powders are a simple but efficacious remedy for Headache, Neuralgia, La Grippe, Sleeplessness, etc.

A little showing of Mathieu's on your sales counter will prove to you what an excellent seller it is.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE, QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

The Canada Nut Co., Limited

"Specializing in Shelled Peanuts"
Large stock always on hand

VANCOUVER, B.C.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

Let us connect you with the Western Markets



We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WHOLESALE

GROCERY BROKERS

Manufacturers' Agents
Commission Merchants

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. **Write us.**
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Winnipeg Warehousing Co., Winnipeg

Prompt and Efficient SERVICE

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

WAREHOUSING
DISTRIBUTING
STORAGE

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

On Spot
Tapioca and Sago
Both Singapore and Penang. Lowest price.
W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St., W. Toronto

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.



IT'S THE REAL MACKAY

MacKay's Pearl Barley Flour

Made - in - Canada. A "Barley Food" without a peer. A seller and a "repeater."

Just the thing for infants, invalids and old people. Gives a delightful flavor to soups and gravies.

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising.

Your wholesaler has it.

Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

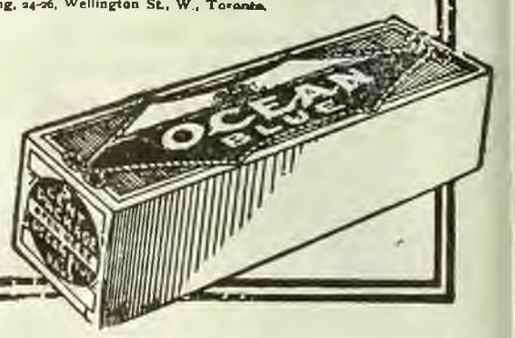
John MacKay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canada

OCEAN BLUE

stands for all that is implied in the word "QUALITY." And quality too at a popular price. No Grocer has regretted stocking OCEAN BLUE since his customers came to know the 5c. "OCEAN" quality.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Gray Building, 24-26, Wellington St., W., Toronto.



EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

QUEBEC

J. R. GENEST
Wholesale Grain, Flour and Feed
SPECIAL—Pastry Flour
GROCERS SPECIALTIES
BOARD OF TRADE BUILDING, MONTREAL

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal

MARSH'S GRAPE JUICE

satisfies the taste of critical people.

Wherever a quality, wholesome non-intoxicant is appreciated, you will find a big demand for Marsh's.

Are you supplied?

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.





Here
You Are!



Charbonneau's Imperial Sugar Cream Butter

A customer-pleaser, the unstinted goodness of which has made it a reliable repeater wherever shown.

Coupled with this quality is a price graded just right to keep a stock moving briskly.

Prompt shipments from

Charbonneau, Limited

Manufacturers of Biscuits, Confectionery, Syrup Refiners

330 Nicolet Street Montreal

For Your Critical Customer



When a woman uses first-class materials in baking it is easy to sell her first-class flavoring extract. By the undisputed authority of thirty years' success with the most critical women of Canada, you are safe in recommending

Shirriff's

True Vanilla

It is made with the most expert skill, aged for a whole year, and thus gets from the bean its last vestige of flavor.

Shirriff's is 50% Stronger than Government Requirements

Less of it is sufficient for delicious flavoring than other makes. Your most critical customers can be changed into constant users by introducing to them Shirriff's True Vanilla. Write us.

Imperial Extract Co.
Toronto

Don't Lose Tea Sales Because Women May Think That Tea is Dear

You can easily convince them that Red Rose Tea is not dear—even with the war duty added.

To-day Red Rose Tea costs only about 1-3 of a cent a cup—a teapotful holding five cups of rich, strong tea for about 1 2-3 cents.

If other things were anywhere nearly as cheap as Red Rose Tea there would be no "high cost of living problems" for anyone to worry about.

T. H. ESTABROOKS CO., LIMITED

ST. JOHN TORONTO WINNIPEG

WETHEY'S

Orange Marmalade

excels all others



Jars like this

are ideal for preserving and pickling

Prudent Mrs. Housewife will now be planning on beating next winter's high prices by putting away ample stocks of fruits and vegetables.

Show her how easily she can do this by using our Sanitary Stoneware Pottery—the best and most sanitary containers for this purpose.

Would you like to see our folder listing the complete line of crocks with prices? Send for it anyway. No obligation.

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.
King & Yonge Sts. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

THE NEW APPETISER

Delicious Flavour **SAVORA**



Delicate Aroma **SAVORA**

J. & J. Colman, Ltd., of London, Eng., make Savora

This fact alone is a guarantee to you that when you recommend Savora you are recommending an Appetizer of tip-top quality. Savora is packed in glass jars to retail (large size) at 35c and (small size) at 25c.

How about a case of each to try it out? Savora—the best Mixed Mustard to recommend.

MAGOR, SON and COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL Canadian Agents 30 CHURCH ST., TORONTO

It's a favorite everywhere

and no wonder, when you consider the peerless quality that has ever distinguished this delicious sweetener.

Royal Acadia Sugar is uniformly good—always.

In 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half barrels and barrels.

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA

CANADIAN GROCER

Vol. XXXII. TORONTO, AUGUST 9, 1918 No. 32

Food Board Suggests Sugar Ration

One and a Half Pounds Per Person Per Month the Standard—As Yet a Request, it May Become an Order—Serious Situation That Makes Such Action Necessary

THE United States some months ago set a standard of consumption for sugar at three pounds per person per month. This seemed very drastic regulation, till recently it was superseded by another regulation diminishing the apportionment to two pounds per person per month.

A request by the Canada Food Board now puts Canada one step ahead of the United States in this matter by suggesting a standard of one and one-half pounds of sugar per month.

Of course there is this distinction that the United States standard is a regulation that must be obeyed, while the Canadian standard is a request, as yet.

Need of Conservation

CANADIAN GROCER has for some time past been urging the seriousness of the sugar situation and has been emphasizing the fact that only by an immediate curtailment of consumption could the future be viewed with any degree of confidence. Canada has done something in this regard. While her imports for the year ending March 31 were 342,799 tons as compared with 327,797 tons for the same period in 1917 there was an increase in her exports from 25,833 to 61,164 which with the decline in beet sugar production from 12,500 to 11,250 tons totalled a decreased consumption of 21,579 tons or 7 per cent.

New Ration Less Than One-Quarter of Average Consumption

That is certainly an encouraging thought, but despite this saving the situation continues to grow more serious. The very suggestion of the Food Board is significant. That standard represents less than one-quarter of the Canadian consumption of last year even with its small margin of saving. The Canada Food Board would not have suggested these figures were they not firmly convinced that it was essential that very unusual methods of saving should be resorted to if the sugar supply were to be made to suffice. The Board urges upon manufacturers a conservation of sugar supplies that shall exceed even the present regulations. It urges upon the housekeeper the need of using yellow sugar wherever possible, pointing out that to manufacture sugar economically it is necessary to produce 30 per cent. of this grade.

Request May Become an Order

These sugestions are couched as an appeal, but the situation is urgent enough to warrant the assumption, that if this appeal falls on deaf ears, something more definite than an appeal may be forthcoming.

The request is based on the results of an enquiry by the International Sugar Commission into the raw sugar situation, and a study of the world requirements prior to the new crop. This review of the situation was far from satisfactory, and while Canada is under the allocation system it is hardly likely that this share will remain unchanged in view of present conditions. In the Island of Cuba already considerably more than two-thirds of the present estimated production has been cut and marketed.

The crop in Trinidad shows a serious deficit, a serious enough factor when it is remembered that Trinidad is the largest producer of the British West Indies group.

In Java there is a superabundance of sugar, in addition to the present crop of roughly 1,790,000 tons, the bulk of the former year's production is still unmarketed. Unfortunately the situation of Java makes it next to impossible for the countries that are in the greatest need of supplies to secure them from this source. Almost half the world away, it is impossible to release shipping for the carrying of this crop, when ships are so urgently needed for more definite war purposes.

Since the system of allocation was decided upon, conditions have arisen that have changed the whole face of the matter. According to Willett and Grey reports, the news from France is to the effect that the dry weather has caused a marked decrease in the acreage of sugar beets, which had already been depleted by the German advance of some time ago, and it is now doubted if 175,000 tons of sugar can be produced, certainly it cannot be unless unusually favorable weather sets in, and also unless France is able to release a large number of men for work in the fields. This fact means that France will require more sugar than was at first expected. Italy will have to obtain sugar to make up for the sugar beet fields overrun in the recent Austrian invasion, and the largely increased force of Americans in France will mean an apportionment that was not originally contemplated. Moreover the forwarding of supplies to these troops of necessity curtails the number of ships engaged in transporting sugar. Another item still is some 50 million pounds recently lost through submarine sinkings off the Atlantic coast. The present indications of the Louisiana crop which will be harvested early in October is satisfactory, but on the other hand the sugar beet crop is disappointing.

As one result of these conditions San Domingo sugars which had recently been allocated to Canada have been transferred to American Atlantic coast refineries. This will probably result in the cutting down of Canadian supplies until the British West Indian crop is available late in the Fall. This leaves the Canadian situation as regards sugar anything but rosy.

Sugar Shortage Real Fact

The meaning of these facts are not far to seek. They point to the possibility of a shortage of sugar, far more serious than any that we have yet seen. Despite this fact there are people who are still wasting this product, without any apparent understanding of the seriousness of what they do. In this regard the merchant may very well be of assistance to the Canada Food Board. The grocer is the man who is in the best position to know whether or no his customers are living up to the spirit of these regulations. He can draw their attention to the shortage of supplies, and thus make them [illegible]ally aware of the conditions that exist, and he may assist

in the matter of seeing that a fair percentage of yellow sugars is used This is an important factor and one where the merchant can probably be of more assistance than any other force. Refiners and wholesalers have at present heavier suplies of yellow sugar than they should have and the consumption of these stocks at a saving of white sugar would be of no small assistance.

Canadian Baking Products Free From Arsenic

A Report, Published for the First Time, Shows a Very Satisfactory State of Affairs Among Manufacturers of Baking Products

In last week's issue of CANADIAN GROCER there was published some hitherto unpublished regulations dealing with the standards and grading of baking powder. The following report on various baking materials is also matter that has not yet been published. This matter will appear in connection with one of the Inland Revenue Department's bulletins at an early date.

It is gratifying to note that this investigation gives an almost clean bill of health to manufacturers of baking powders, egg powders, self-raising flour and cream of tartar. These products may contain arsenic in quantities that make them injurious to health. In this investigation, out of 150 samples examined only one was found to be adulterated.

The report is as follows:

Arsenic in Baking Materials

I beg to hand you a report upon the following classes of food materials, likely to contain phosphate of lime in their composition:

Baking powders	71 samples.
Self-raising flour	30 samples.
Cream of tartar substitutes	12 samples.
So-called egg powders, etc..	39 samples.
Total	152 samples.

In a recent report (1916-17) of the Medical Officer of the Local Government Board, London, England, Dr. A. W. J. MacFadden draws attention to the fact that in some 50 cases, acid calcium phosphate, as used in cream of tartar substitutes, was found to contain excessive amounts of arsenic, reaching 400 parts per million, and in one instance, 643 parts. On investigation it was found that all the firms producing the contaminated article were already aware of its character, and many of them had in their possession stocks of contaminated acid phosphate which had been returned to them, in consequence of the activities of the food inspectors. Instead of destroying this material, or employing it in uses where it could do no harm, "it was found to be a common practice of manufacturers to dispose of acid phosphate which had turned out on their own analysis to be considerably contaminated by mixing it with another lot of the product which was free from, or only slightly contaminated with arsenic."

Acid calcium phosphate enters into the composition of most baking powders, and is largely employed in self-raising flours, pancake flours, cream of tartar substitutes, and other articles which are used as foods. Since sulphuric acid, which always contains arsenic, is employed in its manufacture, it is to be expected that traces of arsenic will be found in acid calcium phosphate; and a tolerance of five parts per million is allowed by order-in-Council of October, 1912 (G. 1048). The limit for baking powders is fixed at two parts per million, and although self-raising flours and egg powders are not specifically mentioned, it is reasonable to interpret this limit number as equally applying to them.

In my last report upon baking powders (see Bulletin No. 360 of January, 1917) the arsenic content was not given, and the present report may be regarded as complementary to Bulletin No. 360.

It is satisfactory to know, as the result of the work now reported, that very few samples of the classes of food materials which are usually made with acid phosphate of lime, have been found to contain more than traces of arsenic. Only six samples are reported as yielding more than 1 part per million, and only one (1) sample is found to contain above five parts per million. This particular sample is found to yield 25 parts per million and must be regarded as adulterated. Its occurrence suffices to show the necessity for occasional inspection of phosphate containing materials; and it is particularly at a time like the present, when chemical manufacturers are being pushed to the limit, that the use of raw material not properly purified, may be expected.

I beg to recommend publication of this report as Bulletin No. 411.

A. McGILL, Chief Analyst.

Canned Peas Lower, Fruits Up

Lower Levels Reached in Prices on 1918 Pack Peas—One Hundred Per Cent. Delivery Expected—Cherries and Gooseberries Higher

QUOTATIONS are now available on 1918 pack of peas and the trade generally will welcome a lower scale of prices on this line, along with the news that the pack has been very heavy and 100 per cent. delivery may be expected. Very fine weather prevailed as a whole during the entire season for peas with the result that the pack is said to be of an unusually high grade.

Canned fruit prices, as issued, continue to reveal a very high scale of figures and cherries, on which figures are now available, along with gooseberries, have followed the upward trend. Canning factories are packing every possible pound of fruit and this in a measure accounts for the continued high prices of fresh fruits with no more than a comparatively small percentage of production reaching the market at all.

The range of prices which are given herewith are strictly net f.o.b. canneries. Wholesalers prices will be higher to cover freight to f.o.b. points and any change of terms:

	Per doz.	
VEGETABLES		
Petit Pois Tres Fins, Sieve 1, 20 oz.	2 22½	2 25
Pois Moyens, Sieve 3, 20 oz...	1 57½	1 60
Peas, Extra Fine Sifted, Sieve 1 2s	2 32½	2 35
Peas, Sweet Wrinkle, Sieve 2, 2s	1 95	1 97½
Peas, Sweet Wrinkle, Sieve 2, 10s	9 30	9 32½
Peas, Early June, Sieve 3, 2s....	1 65	1 67½
Peas, Early June, Sieve 3, 10s...	7 90	7 92½
Peas, Standard, Sieve 4, 2s	1 52½	1 55
Peas, Standard, Sieve 4, 10s	7 60	7 62½
FRUITS		
Cherries, black, pitted, heavy syrup, 2s	3 00	3 02½
Cherries, black, not pitted, heavy syrup, 2s	2 70	2 72½
Cherries, red, pitted, heavy syrup, 2s	3 00	3 02½
Cherries, red, not pitted, heavy syrup, 2s	2 70	2 72½
Cherries, white, pitted, heavy syrup, 2s	3 00	3 02½
Cherries, white, not pitted, heavy syrup, 2s	2 70	2 72½
Cherries, standard, 10s	10 37½	10 40
Cherries, solid pack, 10s	14 37½	14 40
Gooseberries, heavy syrup, 2s	3 00	3 02½
Gooseberries, standard, 10s	10 37½	10 40
Goseberries, solid pack, heavy syrup, 10s	14 37½	11 40

1918 SALMON DELIVERIES

The B. C. packers, CANADIAN GROCER is informed, will deliver but 25 per cent. of booked salmon orders for Clover Leaf brand "talls." Of flats the delivery will be very small, practically none it is stated, and of half flats the delivery will perhaps be as much as 50 per cent. of bookings. New prices will soon be fixed for 1918, and these will, of course, he higher.

GRIST MILL DESTROYED

Fire recently destroyed the Fenelon Falls, Ont., grist mill that for some number of years past has been operated by J. H. Brandon. The mill with its contents was an almost total loss though a good supply of flour stored in an adjoining building was saved. The mill was the property of the town of Fenelon Falls. Some insurance was carried.

Canadian Fisheries Association Convention Promises Great Success

Prominent Speakers From All Over the Continent Will Discuss Questions of Vital Moment to the Trade

THE convention of the Canadian Fisheries Association, which opened in Halifax on Tuesday of this week, promises to be a great success. It is confidently expected that when all the delegates from outside points have arrived there will be upwards of 150 delegates representing the Quebec, Ontario and Western fishing interests.

Among those who have signified their intention of being present at the gathering are: H. B. Thomson, chairman Canada Food Board; Kenneth Fowler, Fish Division U. S. Food Administration; Hon. W. S. Fielding, M.P., chairman Standing Committee on Fisheries; J. G. Desbarats, Deputy Minister of Fisheries; W. A. Found, Superintendent of Fisheries; C. A. Hayes, general manager, Canadian Government Railways; Dr. A. B. McCallum, chairman Advisory Council Scientific Research; Dr. E. E. Prince, Dominion Commissioner of Fisheries; Allan Donnel, Commission of Conservation; Capt. F. W. Wallace and E. O. Sawyer, Fish Section, Canada Food Board; Professor R. F. Ruttan, member Advisory Board, Council Scientific Research.

Dr. A. P. Knight, professor of biology Kingston University; H. H. Melanson, general passenger agent, Canadian Government Railways; S. L. Squires, Ontario Government Fisheries, and a representative of the Newfoundland government will be present.

The Fisheries Committee of the Halifax Board of Trade have arranged a splendid programme of entertainment for the visitors and their ladies, and the convention promises to be instructive and enjoyable.

Owing to the fact that CANADIAN GROCER goes to press early in the week it is impossible to give any details of the convention in this week's issue. A representative of the paper is, however, in attendance at the convention, and a complete report will appear in next week's issue.

Among the important matters to be brought up are the following:

Tuesday.—Reports of treasurer and committees. The president's address. H. B. Thomson, chairman Canada Food Board, will speak on "Canadian Fish and the War." The main subject for discussion at this session will be "Canadian Fish Resources." Dr. A. G. Huntsman, Toronto University, will deal with the resources of the Atlantic; Dr. C. H. Gilbert, of Leland-Stanford University, San Francisco, California, will deal mainly with the resources of the Pacific; Dr. E. E. Prince, Dominion Commissioner of Fisheries, dealing with the fisheries of the inland waters; W. A. Found, Dominion Superintendent of Fisheries, dealing with "The International Aspect of the Fisheries and the Problems before the International Fisheries Commission."

Wednesday.—Reports of committees. At the second general session the subject to be discused will be the "Production and Preparation of Fish." Papers will be presented as follows: "'Steam Trawling," by H. F. Robinson, Canso, N.S.; "Refrigeration," by Gardner Poole, Boston, Mass.; "Preparation of Fish," by J. J. Cowie, Ottawa; "Lobster Propagation," by Dr. A. P. Knight, Queen's Unisersity, Kingston.

Thursday.—Election of officers, followed by a discussion on "Transportation and Marketing of Fish." Papers will be presented as follows: "Transportation," by A. H. Brittain, Maritime Fish Corporation, Ltd., Montreal; "Marketing," by D. J. Byrne, Leonard Fisheries, Ltd., Montreal; "Standards in Marketing," by T. W. C. Binns.

ERROR IN REPORTED BAKING POWDER STANDARDS

The Inland Revenue Department information used in last week's issue, issued by them in error, are taking steps to remedy the mistake.

As CANADIAN GROCER goes to press a wire has been received from the Inland Revenue Department, Ottawa, stating that the regulations supplied by them and published for the first time in last week's issue contained on error in statement. The regulations of March 8 contained five clauses, one of which dealt with the necessity of declaring the contents on the label. Further investigation convinced the Department that they had not the authority to impose such regulations. In the new regulation regarding standards, two clauses were therefore dropped. A mistake was made in omitting the second and third paragraph instead of the third and fourth. The correction received by wire makes the regulations read as follows:

BAKING POWDERS

1. BAKING POWDER is essentially a mixture of bicarbonate of soda with an acid, either free, or in combination with an acid salt, together with starch or other neutral material; and is intended to be used as a leavener in baking; the leavening agent being the carbonic acid gas liberated by interaction of the acid component with bi-carbonate of soda under the conditions of baking.

2. The acid materials employed in the manufacture of baking powder shall be in themselves harmless to health, and the compounds resultant from their interaction with bicarbonate of soda shall also be harmless to health.

3. BAKING POWDER must be capable of yielding ten (10) per cent. of its weight of carbon diovide, on treatment, as rescribed and recommended in Bulletin 360 of the Department of Inland Revenue.

Prices Named on New Pink Salmon

Substantial Gains Recorded in All Lines—Interesting Comparisons Past Two Years—Small Pack Best Grades

NEW prices have been named by the canners on the various grades of salmon and a fairly substantial increase is provided for in quotations on the new pack to the trade. The scale of prices which is likely to rule is given out as follows, prices being per dozen:

Sockeye, ½s	2 45
Do., 1s, talls	4 50
Red Spring, ½s	2 15
Do., 1 lb., talls	3 95
Cohoe, ½s	2 00
Do., 1 lb., talls	3 55
Pinks, ½s	1 60
Do., 1 lb., t alls	2 75
White Spring, ½s	1 50
Do., 1 lb., talls	2 75
Chums, ½s	1 25
Do., 1 lb., talls	2 25

Indications are that in the better grades, deliveries will be considerably less than had been hoped for, though right in line with predictions made in CANADIAN GROCER some time ago. The delivery of sockeyes, talls, will only run about 25 per cent., while ½s will show nearly a full outturn. Indications are that pinks and chums will show nearly a 100 per cent. delivery.

A comparison of opening prices during the past couple of years is interesting in showing how these have soared in such a short space of time. Last year sockeye, 1 lb. talls, advanced $3.00 per case over 1916 prices, and the prices named above are based on a jump of $2.50 per case. This year's opening on Red Spring, 1 lb. talls, is up $2.50 case over last year, while Cohoes in an increase of $2.00 last year and $3.00 this year, show a big percentage climb. The biggest percentage increases, however, are found in pinks and chums, the former advancing $3.10 last year and another $1.50 this year to reveal a 117 per cent. advance, while the latter in an advance of $3.00 last year and 50c this year runs slightly over 100 per cent. up in the two years.

Another item entering into the laid-down cost this year is the increase in freight rates, which figures out at an advance of about one-third and adds a certain quota to the already high prices.

London Grocers' Picnic a Great Success

Large Crowd Gather at Port Stanley and Enjoy a Day of Sports —Nothing to Mar the Pleasure of the Day—Representatives of Other Cities Present

THE thirteenth annual picnic of the London, Ont., retail grocers, was one that will stand out among the list of these picnics as a record event. To begin with the day was ideal, and the crowds that gathered at Port Stanley were able to enjoy themselves to the full.

The first picnickers left the city early in the morning, and from then on till late in the afternoon there was a constant stream of picnickers on their way to the lake shore. It was estimated that there were upwards of 5,000 picnickers from London alone, while St. Thomas sent a deputation of several hundred, and even from as far away as Windsor a deputation of about seventeen members of the Border Cities Retail Merchants Association, headed by Mayor Tuson journeyed to Port Stanley to be the guests of the London merchants on their holiday.

Visitors From Windsor

The visiting merchants from Windsor were royally treated. They were first shown the beauties of the Forest City and after being guests at a lunch tendered by their brother merchants, they went to Port Stanley by special car.

The deputation which represented business men from Windsor, Walkerville, Sandwich, Ford and Ojibway included Mayor Tuson, Messrs. Clarence H. Smith and T. C. Ray, president and secretary, respectively, of the Border Cities' Retail Merchants' Association, Harry Pratt, Harry J. Neal, O. R. Bensette, T. J. McConnell, Thomas W. Nairn, W. J. Jordan, B. A. Rose, Harry Crouchman, J. C. Scofield, W. J. Clark, J. L'Heureux, R. H. Marentette and two pipers from Detroit, Messrs. Ross and Campbell.

Under the direction of a capable committee the arrangements were carefully managed and no factor that would contribute to the pleasure of the day or heighten the fun was overlooked. The program of sports, dancing and novelty contests, together with music provided by the Hussars' Band, and an exciting and lively baseball game between representative grocers from the north and south sections of the city was unanimously acclaimed as unsurpassed in the annals of the regular annual outings held in the previous 12 years by the grocers of London.

The teams lined up as follows:

North End—Farr, 2b.; Grier, c.; Young, 3b.; Shaw, 1b.; Williamson, r.f.; Manning,c.f.; Rheaburg, l.f.; Boug, p.,; Pierce, s.s.

South Side—Farr, c.; Ross, p.; Tupholme, 1b.; Hoffman, s.s.; Craig, c.f.; May, 3b.; Walters, l.f.; Jolliffe, 2b.; Willis, r.f.

Umpire—Morley Adams.

Sport Events of Unusual Interest

Among the other events of peculiar interest were:—

Grocers' drivers' race. 100 yards—A. Hoffman, A. Neilson, G. Lewis.

Grocers' sons, 100 yards—Carl Hunter, Fred Young, Norman Carrothers.

Grocers' clerks, men, 100 yards — A. Hoffman, Jack Slater, Earl Hunter.

Grocers' clerks, ladies, 50 yards — O. Curnoe, Doris Rowntree, Ella Clarke.

Grocers' daughters, 50 yards — Rosie Depper, M. Blakley, Miss Rowntree.

Grocers' race, under 40 years—Harold Rowntree, Frank Pierce, C. A. Ross.

Grocers' race, over 40 years — Jack May, C. O'Brien, Tom Ranahan.

Grocers' wives, 50 yards— Mrs. Rowntree, Mrs. Jones, Mrs. Pierce.

Travelers' race—Mr. Park, J. Stevenson, Mr. Phelps.

Obstacle race—Gordon Dalgiesh, Ernest Plasteau, Veran Donahue.

Human wheelbarrow race, lady and gentleman — Mr. Hoffman and Miss Rowntree, Mr. Rowntree and Miss Langley, Mr. Thomas and Miss Pierce.

Sack race—Jack Slater, Charlie Stevens, Stanley Baldwin.

Boxing in barrels, boys under 16 years—Ernest Plastau, Lee Taylor.

Boxing in barrels, open — Lawrence Dunn, C. E. Walters, Roy Clinger.

Tilting the bucket—Roy Clinger and Lawrence Dunn, Harold Rowntree and Wm. Harding, Mr. Hoffman and E. Farr.

Barder city races, Windsor visitors—H. J. Neal, C. H. Smith, T. J. Connell.

The baby show, and dancing contest were, as usual, events of great interest.

The Committee in Charge

Much of the success of the day's outing was due to the energetic work of the officers of the association and the committees.

These officers and committees were as follows:

President—Jas. McLeod.

First vice-president — John Thomas May.

Second vice-president—P. H. Ranahan.

Secretary—Frank C. Pierce.

Treasurer—Adam Palmer.

Executive committee — Thos. Shaw, Harry Harley, Ed. Noel, Chas. Farr, Ald. Drake, J. W. Eedy, J. A. McFarlane.

Transportation committee—P. H. Ranahan, chairman.

Advertising committee—A. W. Palmer, chairman.

Reception committee — Thos. Shaw, chairman.

Sports committee—P. H. Ranahan, chairman.

Dancing committee—Kenzie McCormick, chairman.

Baby show committee — Ed. Noel, chairman.

Judges—Baby Show — Mrs. Charles White, Mrs. (Major) Bradley, Mrs. Geo. Clark.

Judges of dancing—Dr. Rutledge, of Lambeth, and Mr. Fred Brown, of London.



A large deputation of Windsor merchants came down to Port Stanley to join with the London merchants in enjoying the picnic. The photo shows a group of the Windsor contingent.



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ESTABLISHED 1886

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EDITORIAL BRIEFS

ONE of the most popular brands of pincers invented in some time is the Foch variety which is forcing the Hun armies to steadily withdraw all along the battle line on the Western front.

ONE WAY TO LOSE

TO ignore everything but the war will be one way to lose the war. Many who should know better, even high officials, suggest that the war is everything and trade unimportant in comparison. Not a few public men seem obsessed with this idea, failing to understand that the successful maintenance of trade is a most vital part of the war.

The necessity of earning wealth by which the war can be carried on does not appear to be so obvious to them as it is to the commercial community. Some of them have never had occasion to earn anything, or to add in any way to the resources of the country. Those who are acquainted with the commercial and industrial life of the country know that to ignore everything but the war is to take the surest way of losing the war. At the beginning of the struggle there was a great talk of "silver bullets;" but that was when Mr. Lloyd George was Chancellor of the Exchequer. "Silver bullets" are equally needed now, and any war measures which hinder the nation from producing them should be very carefully examined before they are adopted.

OTTAWA NEGLECTING OPPORTUNITIES

TO the wide awake business man, who is brought closely in touch with the opportunities that exist for trade development, the inaction at Ottawa is aggravating in the extreme. There appears to be no conception of the possibilities of co-operation. Apparently no one has any idea of how to work out an aggressive policy. The Minister of Labor and the Minister of Trade and Commerce seem to the average business man to have no understanding of the importance and far-reaching results that might follow a united effort. There are endless opportunities by which the splendid place which Canada has won in the eyes of the world can be turned to trade advantage. All that is needed is a "live wire" to direct matters and take the initiative. If the neglect at Ottawa were not so serious it would be amusing. While the Government officials are sleeping, the representatives of other countries are busy completing arrangements for securing their share of the business. In all justice to the Canadian business man it must be admitted that he is not waiting for the Government departments in many cases to keep him informed regarding trade opportunities. He has discovered that if he depended on this source for advance information that might be productive of big business he would get left. Many big firms, however, deplore the lack of "pep" at Ottawa and feel that they could be helped immensely if the departments realized their responsibilities.

THE RETURNED SOLDIER

ONE of the big problems that confronts the industrial and business community is the assimilation of the returned soldier. Already thousands of these men have been returned from the shell-pocked fields of Europe as unfit for further military service. There are between 20,000 and 25,000 Canadians still in English hospitals.

To train these men in schools in such a way as to fit them to take up some sort of vocation would necessitate large training centres. At most it is estimated not more than twenty or twenty-five courses could be provided for them. If these men were to get their training with employers some 175 occupations would be open to them.

It has been deemed advisable by the Government that these men should receive their training under the conditions they will earn their livelihood in. To this end the Government has taken steps to get the co-peration of employers in this matter.

Retail merchants, manufacturers and other employers of labor will not be tardy in accepting their fair responsibility in this matter. Kindness, consideration and tact, but not for charity, should be the impelling motive of all dealings with these worthy men.

Current Events in Photograph--31

Machine Gun Nests

Since the days of trench warfare have become more or less a thing of the past, we have been hearing more and more frequently of machine gun nests, one of the developments of the new form of fighting.

Our photo shows several of these machine gun nests somewhere in the Rheims-Soissons sector at the time of the late German advance. Note how lightly these defences are held, and how vastly different the surrounding country from the blackened horror of trench warfare days.



BREAD COMPANY ENLARGE PLANT

The Ideal Bread Company, Toronto, has been issued a permit for the erection of a factory at 183 Dovercourt road, at the north-east corner of Argyle street to cost $75,000.

REGARDING THE STAMPING OF MATCHES

There has been so much uncertainty regarding the method of using the Excise stamps on matches that we publish definite instruction on the matter. This information is provided by the E. B. Eddy Company, Ottawa:

When the revenue officer calls on any retailer, wholesaler or other dealer who has a stock of matches and on which the war excise tax has been paid and it has been proven to the satisfaction of the revenue officer that the tax has been paid, either by producing the wholesaler's invoice or referring him to the "Excise Tax Paid Labels" on the outside of the case, with an affidavit from the vendor stating that he sold the matches described by the invoice to the claimant, that he charged the war excise tax indicated thereon and that he was likewise charged with the tax on said matches when purchasing same, the revenue officer will deliver, without charge, the number of stamps of the proper denomination equivalent to the value of the war tax on the matches represented thereby. On any other matches which they may have in stock and on which the war excise tax has not been paid, the dealer will have to purchase the necessary revenue stamps from the revenue officer and they will have to be careful to see that all the individual boxes are stamped, for the Act distinctly states that all goods in stock of dealers must be stamped without regard to the date or time of sale."

WOODSTOCK, ONT., STORE FORCED BY THIEVES

For the third time in the last few weeks the general store of John Kelly, Woodstock, Ont., was entered by thieves some time after closing time Saturday night and a large quantity of goods stolen. No clue to the thieves was found.

LIMITED SUPPLIES OF PRUNES AND PEACHES FOR CANADA

Advice from Washington is to the effect that arrangements have been made to permit the export of prunes and peaches to Canada in limited quantities on allotment by the Canada Food Board. It is generally believed that all stocks now under contract will be allowed to come forward, and this, with the allotted amounts will assure Canada a fair stock of these commodities, though undoubtedly they will be much less plentiful than in former years.

Applications for export licenses from the United States must be accompanied by a Canadian license to import. This applies to all unshipped orders, whether from spot stocks or futures.

PEANUT BUTTER MAKERS

Would you please furnish us with list of peanut butter manufacturers in Canada?—O. L. K.

Answer.—W. Clark, Ltd., Montreal, Que.; Bowes Co., Front St. E., Toronto, Ont.; Heinz Co., Leamington, Ont.; MacLaren's Imperial Cheese Co., Front St. E., Toronto; C. & J. Jones, Cumberland Ave., Winnipeg, Man.; Ansley-Hallberg-Lewis Ltd., Winnipeg, Man.; Canada Nut Co., Vancouver, B.C. CANADIAN GROCER would be pleased to hear of any other firms manufacturing this line.

TRYING IT ON THE DOG

Mrs. Cox (handing her husband a saucerful of white powder): "John, taste that and tell me what you think it is."

Mr. Cox: "It tastes like soda."

Mrs. Cox: "That's what I told Bridget. She declares it is rat poison. Taste it again to make sure."

A LONG WALK

Professor Graves was a member of a college faculty who had the not uncommon scholastic failing of absent-mindedness. One day, it appears, his married sister favored him for a long time with loud praises of her first-born. When she paused for breath at the end of her recital the professor felt that it was incumbent upon him to say something.

"Can he walk?" he asked, with affected interest.

"Walk?" Why, he's been walking now for five months!"

"Is that so?" murmured the professor, lapsing into reflection. "What a long way he must have gone!"

Expense Details Carefully Kept

One Merchant Who Knows Where He Stands and Always Seeks to Know More —A Helpful Discussion of the Problems of Expenses

By Henry Johnson, Jr.

HERE is a snappy letter and plain statement of expenses:

April 21, 1918.

Dear Mr. Johnson,—I am sending you on separate sheet a statement of my expenses for each month of this year, also the amount of business done. Will you diagnose my case and tell me what is wrong, point out the weak places and suggest any changes that ought to be made from a study of these figures.

Last week I purchased a new delivery truck, paying $400. How should this be charged on the record of expenses? These things have troubled me and a satisfactory disposition will help me very much. Thanking you for any consideration you may show in this matter.

Statement

Expenses	January	February	March
Advertising . . .	$36.90	$27.00	$30.40
Heat, Light, Water	34.89	27.97	22.59
*Delivery	216.75	244.96	210.19
Freight, Drayage General Expense	81.71	102.63	143 26
Office	71.70	61.70	74.75
Rent	48.83	48.83	48.83
Salaries of Sales Force	356.38	284.25	411.00
Proprietor	150.00	150.00	150.00
Insurance	5.75	5.75	5.75
6 Per Cent. Interest on Capital . . .	69.17	69.17	69.17
Depreciation on Equipment . .	24.30	24.30	24.30
Total	$1096.38	$1046.56	$1190.24
	14%	13%	14%
Business Done	$7620.29	$7840.13	$8090.22

*This includes upkeep of two delivery trucks and salary of delivery boys.

Condition Seems Wholesome

Really, there seems to be nothing far wrong with that condition, though a few suggestions may be in order.

Undoubtedly Q.C.L. meant to give rough figures of percentages; but, without carrying the decimals very far, I find the expense percentages are 14.4 minus, 13.34 plus, and 14.7 plus. Even so, such expense ratio is very moderate as things are now, on the average. For New York reports 17 to 18 % to be right for grocers, while San Francisco gives 19 to 20, with occasional good conditions enabling some merchants to get it down to 18%. Of course, as I have stated before, each merchant must aim to get his expenses down as low as possible regardless of averages; but averages must serve as our guides, nevertheless. So it is up to my friend to study local conditions and make his business conform thereto. I can only say that any such moderate expense account in my own business would have made me pretty jubilant any time during the past ten or a dozen years.

That item of freight-drayage should not be included in any expense account. Freight, express, haulage from the station—all these items should be added to each invoice against which the charge lies and thus added directly into the cost of the merchandise. These are just as much a portion of direct cost as the prices paid jobber or manufacturer for the merchandise. So here is 1 per cent. to nearly 1¾ per cent. which can be lopped off the expense account.

The rest of it is fine—proprietor's salary, insurance and depreciation. I feel certain that depreciation is as carefully computed as the rest appears to be; that is, about 10 per cent. on inside equipment and 20 per cent. on outside fixings, like trucks, etc., per annum.

Absorbing the Truck Investment

There are various ways in which the truck can be absorbed, though in passing I should like to ask how my friend got a truck for $400? Of course, if he traded back an old one, that would account for part of it.

Is there any advertising value in the new truck—that is, did you have such value as a feature in mind when you bought it? If so, then part of the investment should go into advertising. That can be handled by charging a certain amount into advertising every month for a certain number of months and crediting furniture and fixtures with that amount.

If there was no such factor in the deal, then the thing to do is to charge the investment all to furniture and fixtures. Then let it be worked out through the charge for depreciation. Thus it will get into the expense account in due course.

I might say that in any case the direct charge now should be made to furniture and fixtures, because that is the only place in which it can be put as a primary step. But if there is anything my friend had in mind which I have not grasped and therefore have not answered, I hope he will write and ask further.



Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

QUESTIONS ON THE CONSUMERS' ASSOCIATION

Can you give us any information re "The Consumers' Association, Windsor?" They are trying to get an agent in our district.

W. GIEBIET,
Cambray, Ont.

I am sending you a copy of a circular of the Consumers' Association, Windsor, which is operating in Barrie through an agent. How can they offer goods at the prices quoted in this circular?

O. M. DOANE,
Dalston, Ont.

Enclosed find some papers from the Consumers' Association, Windsor. Are they still allowed to do business?

W. J. RICHARDS,
Middlemiss, Ont.

Ans.—The operations of this firm are within the law—but no more. They use leading lines to sell others of little value. They make a heavy cut on two or three lines, but make up the difference by selling inferior goods at high prices. You cannot buy the cheap goods without also buying the ones that show a profit to them. They also charge a membership fee that shows them a profit. That is how they make this offer. We would strongly advise every merchant to let his customers know the true inwardness of this Association. A complete discussion of the matter appeared in CANADIAN GROCER issue of Feb. 22 and further reference was made to it in the issue of March 26.

This company is still allowed to do business. They were refused the mails for some time recently, but mail privileges have been restored to them. The management is very careful to see that they do not overstep legal limits. They claim, as you may have noticed, "We are partners with the Canada Food Board." They are duly licensed.

* * *

STAMPS ON MATCHES

Will ordinary stamps do as tax on matches? If not, where should we apply for the regular revenue stamps?

GEO. TAYLOR,
Brancepeth, Sask.

Ans. Stamps for use for revenue purposes may be obtained from any Inland Revenue office. Write Inland Revenue Dept., Regina, Sask. It is our understanding of the ruling that ordinary stamps would be considered legal in emergency cases. Regular revenue stamps should, however, be obtained. See article dealing with the matter.

WEEVILS IN MEAL

Could you give us some information on how to deal with moths and worms that get into bins used for holding grain meals in a grocery store?

J. M. WILSON,
Elora, Ont.

Ans.—When weevils get into your grain and meal bins there is not much hope for the contents. One authority states that the odor of ordinary floor oil will serve as a protection against these pests. The best way is to thoroughly clean out the bins, seeing that no trace of the old flour remains. This once done and the bins thoroughly aired there remains only protective measures that should provide against any repetition. First of all stock as lightly as possible and keep the stock moving, actually moving in the bins. The important point, however, is to keep in a cool, dry place. Without heat and moisture the weevil cannot be hatched. If it is impossible to meet these conditions it would be better to buy goods in packages from some reliable firm and see that they are kept moving.

* * *

MANUFACTURERS OF PARIS GREEN

Will you kindly favor us with the addresses of manufacturers of Paris Green. Also with the manufacturers of Bug Death?

TOOMBS & SON,
Moncton, N.B.

Ans.—The Canada Paint Co., Montreal; Sherwin-Williams Paint Co., Montreal; McArthur-Irwin, Montreal, are manufacturers of Paris Green. The Alabastine Co., Paris, Ont., manufacture Bug Death.

* * *

STAMP TAX AGAIN

Can we affix one cent postage stamps to small boxes of matches and five cent postage stamps to the 500 box, and should they be cancelled when put on?

PHILIP A. BECK,
Cap d'Espoir, Que.

Ans.—Revenue stamps should be used for stamping matches. They may be obtained by writing any Inland Revenue Dept. office, at Quebec or Montreal, for instance, if there is not an office locally. Enclose payment for amount of stamps required. Inspectors are calling in many sections and selling stamps. A one cent stamp on small boxes and five cent stamps on the 500 boxes is correct. These stamps must be cancelled, a cross mark in ink will do. See item on match stamp tax elsewhere in this issue.

FLOUR SUBSTITUTE ORDER

Would it be legal for us to sell a customer one half barrel of flour if he had bought fifty pounds of rolled oats the week previous. Also, if we cannot obtain substitutes that the customer wants, can we send the flour until the arrival of the substitutes or do they have to take what we have in stock?

MURPHY & DeMONT,
Windsor, N.S.

Ans.—The flour substitute order provides that substitutes must be sold with every sale of flour. It is our opinion, however, that if the merchant is confident that the balance is maintained and that the substitutes have been purchased of recent date, in other words that there is no attempt to evade the order, we question the advisability of sending flour alone pending the arrival of other substitutes. It is not necessary for the merchant to stock every kind of substitute. Potatoes also are a substitute, four pounds equaling one pound of substitute. Under the amended regulation only one pound of substitute is required with every four pounds of flour.

* * *

LICENSE FOR BOARDING HOUSES

Please let me know if private boarding houses need a license under the Canada Food Board. If so, what does the license cost?

A. M. GRANDY,
Georgetown, Ont.

Ans.—Yes. Any place that regularly serves meals to others than members of the family must have a license. The license fee is $2.00 for any such business that does not exceed $25,000.

* * *

A MARKET FOR OLD IRON

Where can I find a market for old iron?

I. G. CUOLL,
New Carlisle West, Que.

Ans.—Frankel Bros., Eastern Avenue, Toronto.

* * *

BAKING POWDER

We have on hand a considerable quantity (65 cans) baking powder put up under our own label, but has not the formula on it. Is it legal to sell it or what steps should we take to make it legal?

B. A. BARKLEY,
Brinston, Ont.

Ans.—If the baking powder lives up to the Government standard it may be sold under the name Baking Powder. If it comes under the head of compound, it must carry the composition of the powder on the label. See article on the new baking powder standard in this issue.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following: .....

.....

.....

Name .....

Address .....

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

A company to be known as La Societe Industrielle Du Barachois Limitee has been incorporated in the Province of New Brunswick with a capitalization of $25,000, with head offices at Barachois. The purposes of the company are:

To engage in and carry on business as general wholesale and retail merchants and dealers in groceries, provisions, hardware, clothing, dry goods, fishing outfits and supplies, fish, coal, hay grains, lumber, shooks, wood, fuel and other commodities and merchandise; to operate and carry the business of cold storage and warehousing in all their several branches and a general fish business for all the purposes of the company.

Quebec

P. M. Hasty, Kazabazua, has sold out.

E. W. Farrell, grocer, Montreal, is dead.

J. A. Vaillancourt, Scotstown, has sold to T. B. Howard.

E. J. Planche & Co., general store, Cookshire, are offering their business for sale.

Demers & Dubois, jobbers in biscuits and confectionery, Sherbrooke, have dissolved partnership.

Bibaud & Fils, general store, Phillipsburg, has registered under the names Oliver L. Bibaud & Charles A. Bibaud.

R. E. Boyd & Co., wholesale grocers, Montreal, have been registered under the name Robert E. Boyd, James Alexander Boyd, & William A. Boyd.

W. H. Halford, manager of Meiji Trading Co., has been confined to his home through the effects of a severe cold.

Fire did about $1,000 damage to the premises of the Montreal Potato Exchange, St. James street on Saturday last.

C. Ritz, Eastern manager for Montreal office of Robin Hood Mills, is at present a visitor to the Western Canada mills of his company.

J. Rithschilds and Son have removed their liquor stock from 22 McGill College Ave. to 517 St. James street, but are selling groceries still at the former address.

The Canadian Fisheries' Association convention, which is being held this week in Halifax, has given promise of being a success. Among those in attendance from Montreal are the following: J. A. Paulhum of D. Hatton Co.; A. H. Brittain, Maritime Fish Corporation; W. R. Spooner, wholesale fish dealer; D. J. Byrne, Leonard Fisheries, and J. T. O'Connor.

Ontario

Florence J. Seeds, grocer, Toronto, has sold out.

Minnie Palmer, Ottawa, has been succeeded by C. N. Palmer.

N. Carmichael, Toronto, has been succeeded by A. J. Smith.

H. B. Clemes, Toronto, manager of the produce department of Gunns Limited, is at present in the West visiting the larger centres on business for the company.

A fire which resulted in $40,000 damage occurred at Cobalt on Sunday. Before it was under control it had destroyed four stores, among them the general store of Abraham & Abound. The fire started in the upper story of one of the destroyed stores.

The employees of the Matthews-Blackwell Company plant, Peterborough, were recently tendered a picnic by the company. About 500 people representing employees and their families went by boat to Wallace Point, and a very pleasant day was spent in all manner of athletic and other contests.

Two Cornwall, Ontario, firms have been prohibited by the Canada Food Board from purchasing or selling flour for a period of fifteen days from August 1. This action was taken because the parties named were not conserving in the distribution of flour, and did not take sufficient precaution to prevent illegal export of flour from Canada.

Western

A. H. Cook, general store, Rossduff, Sask., has been succeeded by G. T. Ross.

John Kwosnica, general store, Rosthern, Sask., has been succeeded by M. Caninetaky.

C. Allison has recently opened a grocery and fruit store in the Ozark building, Melford, Sask.

R. W. Ewing, manager of the import department; E. L. Phelan, manager of the coffee department, and N. B. Stark, Canadian manager, all of W. R. Grace & Co., New York, called on their representative in Winnipeg, C. H. Grant & Co., this week.

The B. B. Rye Flour Mills Ltd., Winnipeg, have placed a contract for additional plant which will give them increased storage and warehouse space and also increase their present milling capacity. Work has already begun, the machinery ordered, and they expect to be delivering flour from this new addition by about September 1. This firm is now making barley flour as a substitute for wheat flour. When the new rye crop comes in, they will be manufacturing rye flour particularly.

PROMINENT TARA, ONT., OFFICIAL PASSES AWAY

Jasper D. Tobey, one of the pioneer residents of the Tara district, Ontario, passed away recently at that place in his 73rd year. In 1882 he founded the general store business now carried on by his sons, and was one of the foremost busines men in this place for many years. As a public man he served this community well, having been clerk of this village since its incorporation in 1881 until the year 1908, and having been secretary of the School Board for twenty years. As deputy returning officer he held the Dominion and provincial elections during his entire term of office as clerk of the municipality. Besides his wife, he leaves three sons: William of Owen Sound, Charles and Victor of Tara, and one daughter, Mrs. George Neil, also of Tara.

WESTERN FIRM CHANGES NAME

WINNIPEG.—The A. Macdonald Company has changed its name to "Western Grocers, Limited," under which designation will come the three companies composing this firm. They are the A. Macdonald Company on the prairies, Leeson, Dickie, Gross & Co., in British Columbia, and Riley-Ramsey Co. in Ontario. The policies management, etc., of the company are unchanged. The head office is in Winnipeg.

MUST RETURN SUGAR

The Canada Food Board has ordered that the Mascot Confectionery Company, Bleury street, Montreal, is not entitled to an allotment of sugar for the manufacture of candy and must not manufacture candy or purchase sugar for that purpose. Any sugar on hand must be returned to the dealer from whom it was purchased and all orders for sugar must be cancelled as this company had not manufactured candy previous to May 1, 1918, and, therefore, was not under the sugar regulations entitled to sugar for this purpose.

LONDONER REPRESENTS FOOD BOARD IN WESTERN ONTARIO

John Bridge, manager of the Neal Baking Company, has been named special Western Ontario inspector of the Canada Food Board. Mr. Bridge, who will serve without pay, has been intrusted to supervise the proper enforcement of the Canada Food Board regulations as they apply to bakers, confectioners and to public eating places.

The territory to be covered by Mr. Bridge includes Brantford to Glencoe; Stratford to Wyoming; south to Aylmer and Tillsonburg.

TOBACCO EXCISE TAX AN IMPORTANT ITEM

Ottawa, July 29.—The growing importance, from a revenue standpoint, of the Inland Revenue stamp war tax collections is indicated in the revenue returns of the Inland Revenue Department for June. For that month the war taxes yielded $664,436. The biggest source of revenue, with prohibition in force practically throughout the Dominion, is tobacco, on which the excise collections for the month totalled $1,729,725. The total revenue of the department for the month was $2,993,630, as compared with $2,146,995 in June, 1917.

THIEF STEALS WAGON AND ALL

There has been a great deal of annoyance in Montreal of recent date over thefts from delivery wagons. So serious has the matter become that merchants have formed an association with the intention of obtaining united action in dealing with this matter. Recently this annoyance was emphasized when an unusually bold thief stole a horse and wagon belonging to the Canadian Northern Express Co., with $500 worth of shipments. It was stolen on Bleury street, within 50 feet of the traffic policeman at the corner of Craig and Bleury streets.

The driver in charge of the wagon was on his delivery round at the time. He had already delivered some shipments from his load, and was delivering another to a consignee on Bleury street leaving the wagon at the curb, when the theft took place in his temporary absence. He was away from his wagon for less than a minute, but in that time the thief or thieves had driven the wagon out of sight. No witnesses of the departure could be secured, although the street was busy.

MONTREAL BISCUIT COMPANY'S PLANT DESTROYED BY FIRE

Alien Enemies Suspected, Large Commercial Plant and Thirty Dwellings Destroyed in Midday Fire in Montreal

A fire that totalled well up to half a million dollars in damages occurred in the St. Henri district of Montreal at noon on Monday. The fire started in the waste paper machine in the cellar, and three men employed in that department are being held as witnesses in the investigation that is contemplated.

The fire was so fierce that the firemen had difficulty in combating it, as in one instanct a hundred feet of hose was consumed. The high wind fanned the flames, which spread on both sides of Brewster avenue, where the factory is located. Some thirty houses surrounding the blazing factory also fell victims to the blaze and some very narrow escapes are recorded, though no serious casualties resulted.

The factory was a large two-story building, and was completely gutted. It was insured for $295,000, and in it were employed some two hundred persons in normal times, but owing to the scarcity of sugar about 150 had been laid off. As the fire broke out at lunch time, there were, moreover, few employees in the building at the time, and these escaped.

ELEVEN MONTREAL RESTAURANTS CLOSED

Food Board Take Action Against Infringing of Various Food Board Regulations

For various offences against the food regulations, the Canada Food Board has ordered the closing of eleven Montreal public eating places for periods ranging from three to fifteen days. Following is the list:

Great Britain Lunch Room, 553 St. James street; Canadian Restaurant, 67 St. Catharine street E.; Capital Lunch, 234 St. Lawrence Main; Rieudieu Hotel, Jacques Cartier Square; Terapin Cafe, 25 Notre Dame street E.; Emil Cafe, 24 Lagauchetierre street; Montreal Cafe, 283 St. Paul street E.; Martinique Cafe, 294 St. Lawrence Main; Herb's Place, St. Lawrence Main and Craig streets; D. Lesage Restaurant, 195 St. Paul street E.; Champagne Restaurant, 33 Craig street.

The cause of complaint are various, serving doughnuts and for serving bread, veal, beef steak. pork, and sandwiches at prohibited times.

During the period that these eating places must remain closed, the proprietors have been forbidden to serve any meals or to produce any food or food products.

Dealers are warned that sale of any foodstuffs to persons whose license has been suspended or cancelled, or whose business has been closed by order of the Canada Food Board, would be in violation of the Food Board's regulations and would entail concellation of their licenses.

UNWRAPPED CANTALOUPES KEEP BEST

Wrapped cantaloupes deteriorate rapidly after they are removed from refrigerator cars. Unwrapped cantaloupes will keep better while in your hands and will better satisfy your customers.

When, on summer days, crates of cold cantaloupes are removed from refrigerator cars, moisture from the atmosphere condenses on the surface of the melons. This moisture soon evaporates from cantaloupes not wrapped, but from wrapped cantaloupes evaporation is hindered by the paper, and the moisture aids the development of decay and mould.

It is difficult for you to examine the crates of wrapped cantaloupes which you buy. The practice of wrapping cantaloupes enables unscrupulous persons to cover up and pack defective melons.

While wrapped melons may remain firm longer than those unwrapped, owing to the fact that evaporation of moisture is retarded by the paper, this benefit is not sufficient to compensate for the decay and mould which result from wrapping.

DURHAM, ONT., MERCHANTS CLOSE FRIDAY AFTERNOON

The business men of Durham have decided on taking Friday afternoon as a half-holiday each week during the month of August.

DELIVERYMEN'S CONVENTION

The fourth annual convention of the National Deliverymen's Association will be held on August 12 and 13 at South Bend, Ind. In view of the unusual conditions existing at the present time and the great impetus which has been given to the union delivery plan through the recognition by the Government of the economy made possible by this form of service the recommendation of the Government that union delivery be adopted generally, it is expected the convention will be a very important one. F. A. O'Donnell, a specialist in co-operative deliveries and member of the association, was in Ontario last week and extended a hearty invitation through CANADIAN GROCER to deliverymen and retailers to be present.

COMPLAINT ON TENDER REQUIREMENTS OF R. N. W. M. P.

Merchants Urge That Sending Sample of Standard Lines Like Sugar and Salt is an Unnecessary Burden

A western merchant, from the province of Saskatchewan, has called attention to the form of tender used for the supplies of the Royal North-West Mounted Police. This dealer calls attention to the fact that tenderers who are from all over the Western Provinces are required to send samples of the jobs on which they wish to submit tenders, which include sugar, salt, one pound tins of Magic Baking Powder, bars of Royal Ivorine and Golden West soap, paraffin candles. The point is made that sending samples of these foods is a waste of time, energy and money and results in no useful end as the goods referred to are of standard quality, from one end of the country to the other. Sugar, for instance, would probably be of the same quality, whether purchased in Halifax or Vancouver.

This criticism was submitted to the Comptroller of the Royal North-West Mounted Police. His reply is as follows:

"The Department requires that samples of articles mentioned in paragraph No. 10 of the form of tender should be submitted by the party or parties tendering, but it does not say, nor is it necessary, that 1-pound tin in the case of baking powder should be forwarded, a small quantity would suffice, and this applies to the other articles enumerated."

Even so, while this interpretation makes matters much clearer there seems no good reason why samples of articles of standard nature should be required.

THE CLERKS' DEPARTMENT

WORKING FOR THE WIZARD OF SCIENCE—BY HIS SON

Charles Edison Tells of His Experiences, His Advantages and the Drawbacks He Has Been Able to Avoid in the so Often Unsuccessful Position of "Working For Father"

THOMAS A. EDISON can work all day and most of the night on his inventions. How would you like to work with him? Is he a hard task-master? How much work does he expect of his own son who works with him? How about the son's point of view? Here is an interesting subject for all business men with sons of their own, or for the sons of business men interested in the principles of efficiency as applied to the most particular case of his own son by the "Wizard of Efficiency," Thomas Edison.

Young Edison's Idea of It

Charles Edison—"Charlie," as his intimate associates call him—has put himself on record as regards his impressions of having his exceedingly brainy dad as employer. Without prying, it is possible to take a peep into the working relations of these two, and in a very few words to disillusion oneself of the idea that Thomas A. Edison is either a hard task-master or an indulgent parent. Here is what "Charlie" Edison has to say about it in the *American Magazine*:—

One of the chief reasons why I work for my father is because he does not make any difference in his business treatment of me on that account. I know that if Thomas Edison were like some fathers, nothing would induce me to hold a job under him.

When I was graduated, and my father said something about my taking a job under him I told him I thought I'd like to work somewhere else for a while. Right there he showed his wisdom. Instead of arguing with me, he said, 'All right! Go ahead!' He didn't even insist on getting a job for me. He let me corral one for myself. It was with the Boston Electric Light Company, and my salary was fifteen dollars a week. I stayed there a little less than a year making an infernal nuisance of myself, poking around in various departments, but learning a lot about the work, and also learning to stand on my own feet in a business way.

Edison Didn't Interfere

My father didn't interfere. He just let me go ahead even when at the end of the year I started out with a friend to do a little traveling. We two boys headed for the West with only a few dollars in our pockets. We paid our way with odd jobs here and there, and finally landed in San Francisco with one dollar and a half between us. Still my father didn't interfere. Of course he knew I wasn't loafing. I wasn't really doing much work but I was learning a lot of things useful to me. The boy who goes straight from school or college into his father's office will never know from his own experience what average normal business relations are. From the very first he is 'the son of his dad,' and not only to his father but to everybody around the place. It is a bad plan. Even though he is going in with his father later, a boy ought to take his first job with someone else. Everybody including his father will have more respect for him if he has shown that he can make good by himself.

Usually two things are wrong with your father as an employer. One is that he is likely to let you have things pretty 'soft.' The other is that he will not treat your ideas and suggestions with the respect he shows for those of other men. You are still his little boy to him. Anyway he knows you haven't any experience. He didn't let you get away. So he treats you with patronising indulgence.

Had the Drop on Dad

That is where I had the drop on my father. I had knocked around in a few organizations before I went with his. I had picked up some ideas of my own. But even if I had not I know from observation that if he had been like many men, he would have ridiculed my notions just because they were mine. I want to say that there isn't any better way of making a boy hate working for his Dad, and also of making him of no account in the business. Luckily for me Thomas Edison has more sense than to do it.

I remember the first job he gave me when after five months in San Francisco, I came back to work for him. Of course I wanted to make a good showing; but when he asked me to figure the cost of some disc records my heart sank. I was an electrical engineer, and this seemed to me a job for an accountant. But when I told him so, he looked up sharply and said:

"All it takes is common sense. Just plain common sense."

Well. I didn't say anything more. I tackled the job, and found he was right.

Of course I could always go to my father for advice, and he would give it to me. But so far as my feeling that the relations between us affected my standing in the company, I might as well have been working for Charles M. Schwab, or anybody else. Father has no patience with inefficiency. If I hadn't made good after a fashion, he would have fired me, and if he hadn't, if he had let me stay just because I was his son, I should have had a sort of contempt for him.

The Best Employer—Just Dad

As it is, I would rather be Thomas Edison's employee than anybody else's. And I think that plenty of other young men would gladly work for their fathers if they, too, could be sure of being treated as an employee. Lying on my desk right now is a letter from a friend who has just been graduated and who is facing the same problem that is worrying other boys. He writes:

"Father has been after me the last couple of months to go into the business with him, into the factory as one of the employees. I've been worrying about this. I honestly don't know whether it would be the best thing for me. Father and I get along pretty well, better than most fellows and their dads, and yet I feel that I ought to go elsewhere for at least a few years. I see so many of the fellows in this city who work for their fathers, and they are either always loafing or scrapping around with them. It just doesn't seem possible for a fellow to work for his father and not take advantage of the fact that his old man is the boss and that, if he does lay down on the job, he won't be fired.

"To come down to tacks, Charlie, the real reason for writing this letter is to get your advice on the thing. You've been working with your father a few years now. How are things going? Are you glad or sorry that you decided to go with him. How about it? Do you think I ought to go with Father?"

I know just how he feels. He isn't looking for a soft snap—and he's afraid he will get it! He wants to be "on his own." And I'm going to tell him that he's dead right. That's where he ought to be, for a year or two at least.

Curse of the "Soft Snap"

The curse of the soft snap has ruined plenty of fine young fellows. I know one chap who really had lots of ability, but his father offered him a desk job that involved only nominal work and he took it because it meant a good time. Well, he woke up one day to find that the business was on the verge of bankruptcy. He was five years out of college and had to begin all over, a grown man competing with boys at a boy's wages.

Just now I am very much interested in the struggle of a certain organization to keep alive. The whole trouble with it is that "Son is working for Father." In this case, Father happened to be the president of the company.

The vice-president retired. Three men had been working like tigers in anticipation of this very thing, and of course they expected that one of them would get the position. Nothing of the kind! The president simply boosted his incompetent son into the place. One after another, the three valuable men resigned and went elsewhere. The result is that the president is trying to swing his own job and theirs, too; for of course he can't get competent men in their places if he is no more loyal to his subordinates that he has shown himself. The whole spirit of the organization has changed, and the business is going to pieces.

Mother May Do Mischief

Another danger of this father and son business is the part the mother sometimes plays. I heard of a case recently where a home was broken up because of this very thing. The mother nagged her husband into taking the boy into the business, even though he was absolutely incompetent.

The father tried to start him at the

(Continued on page 36.)

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE sugar situation is one of extreme interest at the present time, and indications are that supplies will be none too heavy from now until the end of the year. The trade should urge conservation along lines suggested by Canada Food Board, otherwise enforced action may be expected.

Prices on the 1918 pack canned salmon are out and reveal a substantial advance over last year's opening, though in some quarters the opinion was expressed that quotations are lower than had been expected.

Canned peas are also being quoted, and the lower scale of prices will be generally welcomed. Canned fruits are high, cherries and gooseberries being named at higher levels than last year for new pack goods.

MONTREAL—This is one of the quietest weeks of the season. With a great exit from the city of holiday seekers the population is temporarily less, and the summer resort trade is having its innings. Price changes are remarkably few, and while revisions will be made for new pack canned peas and also on B.C. salmon, these are not yet worked out by the jobbing trade.

Some new fruits are arriving. As a general thing the prices of all fruits are high, and the same might be stated of vegetables. Watermelons are off the market, and Montreal melons are high in price.

The coffee outlook is brighter, as far as future supply is concerned. Shelled walnuts are still going up, but wholesale prices have not recorded any change here. Molasses still is scarce. The sugar outlook is not very rosy, but with careful conservation and observance of the regulations there will probably be ample to meet the needs.

TORONTO—It is understood that arrangements are being made in Washington to permit export of prunes and peaches to Canada in limited quantities, as allotted by the Canada Food Board. Applications to the United States Government for export licenses must be accompanied by a Canadian license to import. This applies to all unshipped goods, whether from spot stocks or futures. This, in a nutshell, sums up the situation as it has developed in respect to these two lines, and the feeling generally among the trade is that orders already placed will, in a large measure, come through.

Prices named on China green teas show very substantial gains over opening prices of last year. In respect to Japans, prices on second crop teas, which usually cost from 4 to 5c per pound less than first crop, are actually costing slightly more than first crop.

Quotations available on canned salmon for the 1918 pack show a substantial increase over opening prices of last year, with prospects of a short pack in the better grades.

Canned peas are lower for new goods, with 100 per cent. delivery expected and general run of pack considered high quality. Cherries and gooseberries follow the trend of other fruits so far packed in that high prices have been named.

Prices on rice show some revisions over figures prevailing for some time, and the tendency on all lines is upward. Stocks are in very fair shape, but replacement is becoming increasingly hard.

WINNIPEG—Particular mention was made last week in this report of an embargo placed by the American Government on dried prunes and peaches. The situation has been considerably relieved since then, and it is believed that licenses will be obtained to export these lines into Canada.

The trade were all very much pleased to receive the news this week that canned peas had opened up much lower than they opened last year. The decline at the factory will amount to about 20c a dozen, but the real difference locally will be about 15c a dozen, owing to the fact that freight rates are somewhat higher this year. On the other hand, pitted cherries opened up very high, in fact all fruits are expected to be higher this year. Canned tomatoes are said to have opened up in British Columbia last week about 35c a dozen below last year.

The strike of postal employees ended on Wednesday, July 31, to the great relief of everybody in Western Canada. While the strike extended to other cities in the West, Winnipeg was the chief sufferer, as the strike here was continuous, and business was completely tied up. The wholesale houses who do business by catalogue suffered particularly, but no more than the mail order houses which sell direct to the consumer. The strike was no respector of persons, for it tied up all business from the biggest to the smallest. By Saturday last things had resumed a normal state again.

QUEBEC MARKETS

MONTREAL, August 7.—The mid-summer quiet is manifest here as in other parts, and trading is confined pretty closely to summer lines. Fruits and vegetables are very largely used, and as a consequence there is not so much trading in regular grocery lines. Price changes are very few.

Scare in Selling Will Help Sugar Situation

Montreal.

SUGAR.—There is not a great deal that can be added to what already has been said as to the conservation of sugar stocks and the distribution of quantities carefully by the trade will help materially in giving all some sugar. It seems to be the opinion of some refiners that the trade is not insisting on the consumer taking soft or brown sugars. The refiner insists on the jobber taking a proportionate share of these with every order, and the jobber the retailer. Why should the retailer expect to meet the wishes of his trade if they insist on having all refined? It is a question requiring the most earnest co-operation from all parties concerned. In a general way there is no improvement in the situation here. Markets are very firm and supplies light. The new freight schedules will probably have some effect on the price of sugar to the consumer, dependent upon where he resides. In the meantime the refiners are working for the best rates possible under the new arrangement to increase rates. No prices have changed here.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	9 10
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50
Cut loaf (25-lb. boxes)	10 40-10 70

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

New Pack Pea Prices Lower Than Last Year's

Montreal.

CANNED GOODS. — The canners' prices are out to the jobbing trade on canned peas of the new pack. These are favorable when compared with the quotations last year, and for some of the grades are nearly 15c per case less than the opening price for 1917. Jobbers are now figuring out their costs and will make new prices to the trade in the immediate future. Cherry prices are out and these are higher to the jobber, so that an advance may be looked for in the quotation on these. In the matter of old pack tomatoes some report they are sold out entirely. A considerable activity in the canned goods trade is reported.

Salmon Sockeye—		
"Clover Leaf," ½-lb flats	2 40	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	2 30	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Red Springs (new pack) doz.	....	3 75
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Tomatoes, 1s	....	1 25
Tomatoes, 3s	2 50	2 75
Tomatoes U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Strawberries, 1918 pack (2s)	....	4 00
Rhubarb, 2½s	....	2 60
Blueberries, 2s, doz.	....	1 85
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Potatoes, Can. Sweet, 2½-lb. tins	....	2 10
Potatoes, Cal. Sweet, 2-lb. tins	....	2 75
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Pineapples, 2s	....	3 10
Pineapples (grated), 2s	....	2 90
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Jobbers Not Seeking Large Spice Business

Montreal.

SPICES.—The situation is one marked by continued firmness. This will, think importers, continue to characterize the markets, for in view of the shipping situation and the short stocks in most import points there cannot well be much improvement. Locally there is no revision of prices and a fair amount of seasonable demand is reported.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia	....	0 35
Cassia (pure)	0 35	0 37
Cayenne pepper	0 28	0 35
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3¼ cents per lb. and for spices packed in tin containers add 10 cents per lb.

Advance Of Season Sees Less Maple Product

Montreal.

MAPLE PRODUCTS.—There is still some business doing in these lines, but the same is confined to a small compass. The supply of sugar has been very readily picked up, more buyers from outside being in the market this year than is usually the case in the average season. Syrup is scarce, and in view of the small supply of both lines prices rule strong, but with no changes made. In the matter of honey it seems evident as reported two weeks ago in CANADIAN GROCER, that there is little to be had, and that for what there is available a long price will be asked.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22
Honey—		
Comb (fancy)	....	0 25
Comb (No. 1)	....	0 23
In tins (60 lb.)	....	0 22

Cane Syrup Up 50c Case Little Molasses in Sight

Montreal.

MOLASSES AND SYRUPS.—There is not a great deal of molasses around here, and supplies are much shorter than they usually are at this season of the year. Notwithstanding this there is reason to anticipate that there will be enough stock of molasses for the next fall and winter demand. Some promise of supplies to be sent forward in the next few weeks has been expressed to CANADIAN GROCER by a large importer. In the meantime there is a firmness of undertone and prices are fully maintained as given below. Charges have been made in the price of corn syrup of Crystal Diamond make, showing 50c advance on the 2 dozen case lots, 75c on the barrel lots, and 75c on half barrels. There is a good demand from certain sections of the trade for syrups, while others report it somewhat quieter.

Corn Syrup—	
Barrels, about 700 lbs.	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.	
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, ½ doz. in case, case	4 95
20-lb. tins, ¼ doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38½-lb. pails, each	3 25
5-gal. 65-lb. pails, each	5 25
Cane Syrup (Crystal Diamond)—	
2-lb. tins, 2 doz. in case, per case	6 00
Barrels, per 100 lbs.	8 75
Half barrels, per 100 lbs.	9 00

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 00
Barrels	1 03
Half barrels	1 05

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Will Be Plenty Peanuts; Walnuts Scarce and High

Montreal.

NUTS.—There is some consolation in the fact that there will be enough peanuts for the coming season's demand.

One jobber stated that he had received 1,000,000 pounds for distribution. In the matter of walnuts the situation is different. It is expected that these will be extremely high later in the season, and they have already reached high figures here as well as elsewhere. New high prices are confidently forecast by those most closely in touch with actual conditions. Filberts, too, are high, and one report states "will advance appreciably." Markets here are firm and business has been good.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 21	0 22
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Some Hope Yet For Getting Prunes Through

Montreal.

DRIED FRUITS.—There is some activity in certain lines of dried fruit and those that have stocks still in hand are fortunately placed. The importers of prunes, apricots and peaches are hopeful of securing a modification of the recent drastic order placing a definite embargo on these from the States. It will be some time before it is known what may be expected. One jobber stated to CANADIAN GROCER that there was reason to expect a better and a larger demand from the trade for raisins, this, in view of the curtailed use of sugar. Figs are firm. In a general sense the markets are well held without any price changes.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	....	0 20
ncy)—		
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	6 84
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 19
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 13
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12¾

Expected Plenty Coffee Here, Prices Maintained

Montreal.

COFFEE AND COCOA.—There is enough coffee to meet Canada's demands at the present time and the outlook is such as to indicate that there will be a better supply than seemed possible a few weeks ago. It is now a matter of being able to maintain ample transportation, and there is a favorable outlook in this respect. Some damage was done recently to the stocks in the growing points of Brazil, but this was not so great as some reports indicated. The market here is steady and firm and quotations are not revised in any particular. Cocoa sales are somewhat lighter, due, undoubtedly to the warmer weather conditions.

Coffee, Roasted—		
Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)	....	....
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Second Crop Japan Tea is Higher; Trading Light

Montreal.

TEA.—Some of the second crop Japan teas are now finding their way to this market. For such as are received much higher prices are asked, and the same will apply to stocks arriving subsequently. Freights being so much higher than they were two years ago (nearly four times), this has been a large factor in increasing costs. The number of new buyers in the Japan market also has been a factor of much importance. At the present time there seems to be an inclination on the part of retailers to get stocks down to a small compass, to trade on what they have before they buy new. It would seem that there will be a considerable activity in the tea markets this fall. In the meantime all tendencies are of a firming nature.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Rice Quotations Hold And Tapioca Is Selling

Montreal.

RICE AND TAPIOCA.—The sales of tapioca continue on a steady and active basis. This is a line that finds favor in the warm weather with many as a dessert. Prices are fully maintained without change. Rices have been selling moderately well with some, while others report a quiet market. The price ranges on these, according to quality, are unchanged, but the same are firm. Stocks are none too large but these are ample to meet the requirements.

Snow (Japanese)	....	10 25
Ice Drips	....	11 25
Carolina	12 50	16 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	10 25	11 00
Rangoon "B"	8 50	9 50
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	8 20	9 25
Mandarin	8 90	10 00
Pickling rice	7 70	8 40
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Good Beans Scarcer; Not a Big Movement

Montreal.

BEANS.—The outlook for a crop of first-class beans in this part of Canada is excellent. It is a matter of favorable weather conditions from now forward. To date the weather has been good. Of the better grade of beans from last year, some of the jobbers report the supply to be limited. There are seemingly plenty of other grades. None are in active demand, the amount of business being done confining itself largely to a sorting trade for small lots. Prices hold without change.

Beans—		
Candian, hand-picked, bush.	8 40	9 00
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 50	8 75
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Not Much Wheat Flour; Brans and Shorts Scarce

Montreal.

FLOUR AND FEEDS.—The demand for flour is probably less than it was although there is a steady movement to dealers. In view of regulations being more drastic than ever before there is an apparent willingness to live within these consistently. Some state that they have had more demand than they had anticipated and attribute this to demand from new sources. The supply of shorts and bran is very small, for with milling at a standstill or practically so, supplies have been pretty well absorbed. Special feeds are therefore more in evidence and these are selling freely.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	10 95

Car lots (delivered), Bakers..	....		11 05
Small lots (delivered)	....		11 15
Bran, per ton	....		35 00
Shorts	....		40 00
Crushed oats	....	61 00	70 00
Barley chop	61 00	64 00	72 00
Barley meal	61 00	64 00	72 00
Feed oats, per bushel			1 10

Cornmeal Is Very Firm; Oat Flour Here Soon

Montreal.

CEREALS.—The market tendencies on cornmeal are firm, with corn crop outlook having an effect on prices of future corn. The prices remain without change here for the present, however, and a fair amount of business is passing. Oatmeal has been a little harder to get, for the mills have not been turning this out for a little while back. There is not any reported shortage, however. A little firmness is noticeable in rolled oats, the minimum prices being $5.30 per 90 pound bag. Rye flour is active though not to the extent it was a few weeks ago. A good demand exists for corn flour and also for rice flour. No changes have been made in price.

Cornmeal, Pure Gold	....		7 00
Cornmeal (Gold Dust) ..	6 25	6 60	7 00
Barley, pearl	7 50	8 25	8 75
Barley, pot, 98 lbs.	6 00	6 25	6 75
Barley flour, 98 lbs.	....		6 25
Buckwheat flour, 98 lbs.	....		7 25
Corn flour, 98 lbs.		5 80	6 00
Rice flour		8 75	9 00
Hominy grits, 98 lbs.		6 75	8 00
Hominy, pearl, 98 lbs.		7 50	8 25
Oatmeal (standard-granulated and fine)	5 60	6 30	6 60
Peas, Canadian, boilling, bush.		5 00	5 50
Split peas		9 50	11 25
Rolled oats, 90-lb. bags..	5 20	5 30	5 50
Rolled oats (family pack.), case		5 70	5 80
Rolled oats (small size), case		2 05	2 10
Rolled wheat (100-lb. bbls.)		....	6 75
Rye flour, small lots, 98 lbs.		....	6 55
Rye flour (Can.), 98 lbs..	7 25	7 50	8 00
Do. (American), 98 lbs.		....	6 85
Self-raising flour—			
3-lb. pkgs., doz.		....	2 85
6-lb. pkgs., doz.		....	5 60

Plenty of Vegetables at Lower Quotations

Montreal.

VEGETABLES.— While there are plenty of vegetables on the market now and prices are as a consequence lower, the costs are ranging higher than in other years. This is but natural, with all commodities on advanced lists. Potatoes are more abundant and cheaper, while carrots, beets, parsnips and turnips are offered by the bag at $1.50. Egg plant is also in the market at $1.50 per basket. Vegetable marrows are plentiful and cheaper this week. Cauliflower is more reasonable in price but the quality is inferior owing to the excessively hot weather prevailing here.

Beans, new string (20-lb. bag)	....	0 75
Beets, new, bag	....	1 50
Cauliflower (Montreal), doz.	0 75	1 00
Carrots, bag	....	1 50
Carrot (new), doz.	....	0 30
Celery (Montreal), Doz.	....	0 75
Cucumbers (Montreal), doz.	0 25	0 50
Egg Plant, basket	....	1 50
Lettuce, curly (doz.)	....	0 30
Lettuce (Montreal), head	....	0 50
Leeks	....	2 00
Mint	....	0 20
Mushrooms, lb.	....	0 90
Onions, spring, doz.	....	0 50
Do., Silver and Red (crate)	....	3 50
Onions, American (100 lbs.)	....	6 00
Parsnips, new, bag	....	1 50
Parsley (Canadian)	....	0 20
Peas (Montreal), 20-lb. bag	....	1 00
Potatoes (sweet), per hamper, as to size	2 50	4 00
Potatoes, bag	2 00	2 50
Potatoes (New Brunswick), bag.	....	1 65
Potatoes, new, Virginia, bbl.—		
No. 1	....	5 50
Romane	....	0 50
Radishes (doz.)	....	0 25
Rhubarb, doz.	0 25	0 35
Spinach, box	....	0 50
Turnips (Quebec)	....	3 00
Turnips, new, per bag	....	1 50
Tomatoes (hothouse), lb.	....	0 25
Tomatoes "bus." ctes, New Jersey	....	2 50
Tomatoes, Montreal (box)	....	2 00
Vegetable Marrow (doz.)	....	1 00
Watercress (Can.)	....	0 40

Cherries and Melons Up Most Fruit Scarce

Montreal.

FRUIT.—Advances were made for Montreal melons, which are now being sold here, the price being $2 per dozen higher at $14. Cherries are also higher and the wholesale price of $1.75 is quoted. Early apples are to be had in barrels and the opening price of $5.50 is named on Yellow Transparents and Duchess. It is understood that there will be a good yield of Saugenay blueberries this season, and that these will be available within the next week. It cannot be stated now what the prices are likely to be. Watermelons are scarce. The market on lemons, oranges and bananas is maintained and there is a good trade in these fruits.

Apples—		
American (bask.) Duchess or Yellow transparent	....	3 25
Do., (in bbls.)	....	5 50
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch..	5 00	5 50
Blueberries, quart	....	0 30
Canataloupes (45 size), crate	....	6 50
Do., (15 size), crate	....	3 00
Cherries (California), basket	....	1 75
Cocoanuts, sack	7 25	8 50
Currants (Red or Black), gallon..	....	1 00
Gooseberries, gallon	....	0 75
Grape fruit (fancy Jamaicas)..	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	5 00
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina)	8 50	9 00
Lemons (choice)	....	7 00
Melons, Montreal, Musk (basket of 12)	....	14 00
Lemons (California seedless)	....	8 00
Oranges, Valencia lates	....	7 50
Oranges, Porto Ricos	....	5 50
Oranges, California navels	....	7 50
Oranges, Jamaica	....	6 50
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	....	5 50
Oranges (Sorrentoes), 200 size	....	5 00
Plums (Cal.), box	....	3 00
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Pears, Cal., eating, small box	....	3 00
Peaches, bush, basket	....	4 50
Raspberries (imported), qt.	....	0 25
Watermelons (each)	....	0 75

ONTARIO MARKETS

TORONTO, August 7.—Prices have been named on 1918 pack canned salmon which reveals a scale of figures substantially higher than the opening prices of last year. Canned peas 1918 pack are now being quoted, and a decline is noticeable in figures named. Canned cherries and gooseberries in line with other fruits so far packed are higher. Rolled oats have advanced, while many changes in fruits and vegetables are recorded.

Trade Must Face Sugar Situation Outlook

Toronto.

SUGAR.—It is time facts surrounding the serious situation developing in sugar were brought before the trade, and dealers should be prepared to handle the situation as its condition warrants. The Canada Food Board in a message to the people of Canada has asked that the people limit themselves to 1½ pounds of granulated per month along with a heavy percentage of yellow. There is every reason to believe that an order-in-council will be passed making this law, or at least placing decided restrictions on the use of sugar, and dealers should make every effort to live up to the letter of the Food Board's request and in this way secure as great a distribution of available supplies to their customers as possible. Full details of Canada's position in regard to future supplies is outlined elsewhere in this issue. No change in price locally has been effected, but increased freight rates will result in a revision of prices upward after August 12.

Atlantic, extra granulated		9 27
St. Lawrence, extra granulated		9 27
Acadia Sugar Refinery, extra granulated		9 27
Can. Sugar Refinery, extra granulated..		8 82
Dom. Sugar Refiinery, extra granulated..		8 97

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Milk Stock Higher; Jelly Powders Again Up

Toronto.

MILK STOCK, JELLY POWDERS.—Higher prices have been named on milk stock during the week, the present basis of quotations for the 200-lb. barrels being 24c, and 50-lb. drums 26c per pound. Jelly powders are again on the upward trend and new prices adopted are $1.30 per dozen. Extracts have also advanced, the 2-oz. selling at $1.00 dozen. Small's maple butter, 24 1's is up to $1.90 in some quarters.

Cane Syrup Up 50c; Molasses Steady

Toronto.

MOLASSES, SYRUPS.—An advance

in cane syrup of 50c per case is provided for in prices just issued on the Crystal Diamond line which in 2's is now selling at $6.00 a case. Molasses remains unchanged, with indications that an improved demand may manifest itself owing to sugar scarcity developing. Prices are held steadily at figures shown herewith:

Corn Syrups—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb...	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	....	6 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

1918 *Canned Salmon Prices Higher; Peas Are Lower*

Toronto.

CANNED GOODS.—Prices on the 1918 pack of canned salmon have been determined upon, and as intimated in CANADIAN GROCER in previous issues show substantial increases. From costs in wholesalers' hands, the following prices have been worked out to the retail trade; Sockeye ½'s $2.45; 1 lb. talls $4.50; Red Spring ½'s $2.15; 1 lb. talls $3.95; Cohoe ½'s $2.00; 1 lb. talls $3.55; Pinks ½'s $1.60; 1 lb. talls $2.75; White Spring ½'s $1.50; 1 lb. talls $2.75; Chums ½'s $1.25; 1 lb. talls $2.25 per dozen. A 25 per cent. delivery of Sockeye 1 lb. talls is all that is expected, while ½'s will run close to 100 per cent. Pinks and Chums will run close to a 100 per cent. delivery, too, it is thought. Lower prices on canned peas are named for the new pack, Standards 2's being quoted at $1.55, and early fine 2's at $1.67½ per dozen, net f.o.b. canneries. Higher prices on canned cherries and gooseberries are out, full details being given elsewhere in this issue.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 17½	3 20
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	....	2 25
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams		
Black currants, 16 oz., doz.	3 10	3 90
Do., 4s, each	0 95	0 98
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 35	3 40
Do., 4s, each	0 95	0 98
Strawberries, 16 oz., doz.	....	3 40
Do., 4s, each	....	0 98

High Prices on Peels; Prunes, Peaches May Come

Toronto.

DRIED FRUITS.—Very high levels have been reached in prices now effective on American peels, lemon being quoted at 43½c, orange at 45½c, and citron at 53c per pound. Following representations made to Ottawa and Washington the trade has been advised that Washington is making arrangements to permit the export of prunes and peaches to Canada in limited quantities as allotted by the Canada Food Board. Applications for export licenses from the United States must be accompanied by Canadian license to import. That means Canadian permits or licenses must be secured before any export from the United States will be permitted. These conditions apply to all unshipped orders, whether from spot stocks or futures. The feeling among the trade is that orders already placed will be allowed to come through, though how big an allotment of the crop this will represent is unknown as yet.

Apples, evaporated, Ontario	....	0 19
Do., da., Nova Scotia	....	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	0 43
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25's, faced	....	0 18
40-50s, per lbb., 25's, faced	0 17	0 17¼
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12¾	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes.	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	0 14	....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	..	....
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

China Greens Slow; Very Heavy Advance

Toronto.

TEAS.—China greens, on which quotations are now available, show very heavy advances over opening prices of last year. These will cost, laid down anywhere from 43 to 76c it is estimated. Second crop Japans which usually cost from 4c to 5c per pound less than first crop are costing slightly over first crop, namely 38 to 40c, plus 10c war tax. To both quotations shown must be added fair profit for dealer. Locally there are no new developments in the tea situation. The demand is only fair while the price tendency, on the better grades particularly, is upward.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Unchanged As Regards Local Conditions

Toronto.

COFFEES.—There are no new developments of particular interest in the situation locally. Stocks are still ample for present demands, and prices hold unchanged.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Spices Hold Firm, Unchanged; Demand Steady

Toronto.

SPICES.—Spices have held firm and unchanged during the week, a very firm undertone being noticeable, however, in all lines. The demand shows some slight improvement and is expected to reach even better proportions from this time forward.

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40

Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 48
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 55	0 75
Coriander, whole	0 25	0 28
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 95	1 05
American high test	....	....
2-oz. packages, doz.	....	1 50
4-oz. packages, doz.	....	3 25
8-oz. packages, doz.	....	5 45
8 oz. tins, doz.	5 75	6 00
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

No More Shipments Tuna; Walnuts Scarce

Toronto.

NUTS.—Applications for licenses to import tuna have been refused by the War Trade Board at Washington. In fact one importer had a shipment for which the Canada Food Board had granted a license held up by United States Government, and despite representations made by the Canada Food Board since, this shipment has not yet been released and is not likely to be. Spot stocks of walnuts are very light in New York, it is said, and the feeling among importers there is that no further supplies will be forthcoming from France. Present stocks are taking care of the demand, and the feeling generally is that the trade will get through the Christmas season satisfactorily. Almonds hold firm for spot stocks and abroad.

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz.	....	0 18
Brazil nuts, lb.	0 68	0 75

No Change in Situation in Beans

Toronto.

BEANS.—There is no change in the situation as regards beans during the week. Prices have held firm, and the demand is being easily taken care of from ample stocks.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked	....	8 00
Can. White Kidney Beans, bush.	....	9 00
Rangoons, per bush.	....	6 50
Japanese Kotenashi, per bush.	....	8 00
Limas, per pound	0 19	0 20

Rices Show Firmer Tendency; Prices Higher

Toronto.

RICES.—A firmer situation has developed in rices in that prices show an upward tendency. Quotations below have undergone some revision and in each case an advance is provided for. The question of supplies is still difficult and replacement of present stocks is not looked upon as easy.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	....	13 00
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 00
Do., Simiu	....	13 00
Do., Mujin, No. 1	....	12 00
Do., Pakling	....	11 50
Tapioca, per lb.	0 14	0 14¼
White Sago	0 14¾	0 16

Package Goods Hold Firm and Unchanged

Toronto.

PACKAGE GOODS.—There has been no change in package goods during the week. Prices have held firm and unchanged, with the demand along usual channels.

Honey Prices To Be High; Maple Syrup

Toronto.

HONEY.—Prices to the trade have not yet been named on honey, and it is difficult to get a line on what they may be, more than that they will be high. Estimates of the crop vary from very poor to very fair, and it will probably be another couple of weeks before extraction proves up much. Maple syrup is void of any interesting features during the week.

Honey—		
Clover, 5 and 10-lb. tins	....	....
Do., 5½s, case	....	....
60-lb tins	....	....
Buckwheat, 60-lb. tins	....	....
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Jars, 7-oz., doz.	....	....
Do., 10-oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz., doz	....	....
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal	....	2 00

Oranges Very High; More Apples Coming

Toronto.

FRUITS.—Advances in oranges have been made during the week and present prices range at very high levels, from $8.00 to $10.00 per box. Supplies are none too plentiful and are not expected to be heavy until new crop is harvested. Local apples are becoming more plentiful and a car of California Gravensteins is looked for this week. Blueberries, currants and cherries hold very firmly at high levels, though peaches show a slightly easier tendency.

Apples—		
Early, 6 qt. basket	0 40	0 60
Do., 11 qt. basket	0 50	0 75
Do., Fancy Williams, hamper	....	3 50
Bananas, per lb.	0 06	0 07
Blueberies, per 11-qt. basket	1 75	2 00
Currants, black, 11-qt. basket	2 75	3 00
Do., red, basket	....	2 00
Do., box	....	0 17
Cherries, 11 qt. basket	1 775	2 00
Do., 6 qt. basket	1 00	1 25
Grapefruit—		
California, ½ case	3 75	4 00
Oranges—		
Valencias—		
96s	....	8 00
100s	....	8 00
126s	....	8 00
150s, 176s	8 50	9 50
200s, 250s, 288s	9 75	10 00
Lemons, Cal., case	9 00	9 50
Do., Verdilla	....	10 50
Peaches, basket	0 75	0 85
Do., Bert Johnson, Arkansas, bush.	....	6 75
Do., Cal., Elbertas, box	1 90	2 00
Pears, Cal., Bartlett	4 50	4 75
Plums, early Canadian, bask.	0 50	0 65
Raspberries, per box	0 28	0 30
California Fruit -		
Peaches, per box	1 90	2 00
Plums, according to quality and size, per box	3 00	3 50

Cabbage Lower; Potatoes Unsettled; Tomatoes Easy

Toronto.

VEGETABLES.—A substantial decline is reported in cabbage, heavier receipts from local sources bringing this about. Cases are being quoted at from $1.50 to $2.50, with figures generally not much over $2.00. Potatoes are unsettled, and following declines towards the end of last week, the market has stiffened again. Tomatoes are easier and splendid sales from good receipts reported. Cucumbers are much lower and corn is being offered at from 25c to 30c per dozen.

Beets, Can., doz	....	0 30
Cabbage, Can., 30-36s, crates	1 50	2 50
Cantaloupes, Ark., standards, 45s	....	6 50
45s	....	6 50
Do., flats, 15s, case	2 75	3 00
Celery, doz.	0 40	0 50
Corn, doz.	0 25	0 30
Cucumbers, Can., basket	0 40	0 50
Egg Plant, basket	1 00	1 25
Lettuce, in boxes	0 50	0 60
Onions—		
California, 100-lb. bags	4 50	5 50
Peas, Canadian, 11-qt. basket	0 35	0 60
Peppers, green, bascket	0 75	1 00
Potatoes—		
Virginia, No. 1	....	5 50
Do., Canadian, bag	2 00	3 00
Tomatoes—		
Leamington, No. 1, basket	0 75	0 80
Do., No. 2, basket	0 50	0 60
Turnips, baskets	....	0 30
Vegetable Marrow, bask., 10-12	0 35	0 40

Some Wheat Flour Selling; Winter Grade Scarce

Toronto.

FLOUR.—Some demand is being experienced for wheat flour, and whereas stocks are not heavy the opinion has been expressed that supplies would likely be ample till next crop is available. The possible exception to this, it is thought, is winter grade.

Ontario Govt. Standard Feeds Now Selling

Toronto.

FEEDS.—Any stocks of mill feeds that may be available are light, and the attention of the trade is in some instances turned towards the Ontario government standard feeds. A demand is springing up and millers turning these out report a very fair sale in progress. Prices being quoted are as follows:

Standard Dairy Cattle Feed, per ton, carload lots	....	56 50
Standard Hog Feed, per ton, carload lots	....	57 00

Rolled Oats, Oatmeal Register Advances

Toronto.

CEREALS.—Rolled oats and oatmeal have stiffened during the week, quotations now ranging from $5.50 to $5.75 for the former in 90's and from $6.00 to $7.00 for the latter in 98's. The demand continues along very satisfactory lines, and other substitutes for wheat are enjoying a good sale as well.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	7 00
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	7 00
Do., fancy yellow, 98s	....	5 00
Corn flour, white, 98s	5 80	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 50	5 75
Oatmeal, 98s	6 00	7 00
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	8 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, August 7.—The strike of postal employees ended on Wednesday last, July 31, to the great relief of everybody in Western Canada. While the strike extended to other cities in the West, Winnipeg was the chief sufferer, as the strike here was continuous, and business was completely tied up. The wholeale houses who do business by catalogue suffered particularly, but no more than the mail order houses which sell direct to the consumer. The strike was no respector of persons, for it tied up all business, from the biggest to the smallest. By Saturday last things had resumed a normal state again.

Particular mention was made last week in this report of an embargo placed by the American Government on dried prunes and peaches. The situation has been considerably relieved since then, and it is believed that licenses will be easily obtained to export these lines into Canada.

Tendency for Sugar is Upward

Winnipeg.

SUGAR.—There is a firm tendency to this market although supplies are coming in very plentifully. Redpath was selling at a very low figure, and naturally there was a heavy demand for their sugar. However, they are not making deliveries freely now. One of the refiners raised their price 10c per cwt. last week and it would not be surprising to see a further advance.

Tomatoes and Peas Open at Low Figures

Winnipeg.

CANNED GOODS.—The trade were all very much pleased to receive the news this week that canned peas had opened up much lower than they had opened last year. The decline will amount to about 20c dozen, but this amount will be reduced to 15c a dozen owing to the fact that freight rates are somewhat higher this year. On the other hand pitted cherries opened up very high, in fact all fruits are expected to be higher this year. Canned tomatoes are said to have opened up in British Columbia last week about 35c a dozen below last year.

Big Demand for Fruit Jars

Winnipeg.

FRUIT JARS.—Merchants all over the West report large sales of fruit jars. The educational campaign conducted by the Canada Food Board is having excellent results. Fruit and vegetables, both home grown and imported, are being canned in hitherto unheard of quantities. It is expected that fruit jars will shortly be scarce, and this, with the biggest preserving season yet to come. One manufacturer states that they have completely sold out and will make no more this season.

Big Demand for Pork and Beans

Winnipeg.

PORK AND BEANS.—Since the statement that restrictions were being placed on the canning of pork and beans, there has been a tremendous demand for this line; however, so far there has been no advance in price.

Beans Remain Weak; No Price Changes

Winnipeg.

BEANS.—The market is still very weak, and is staying where it dropped to. The excitement has passed off and the trade are content to wait until there is a demand again for this commodity.

Soya Beans, 200-lb. sacks, bush.	....	4 00
Japanese Kotenashi, per bushel	....	9 10
Limas, per pound	....	0 16

Prunes and Peaches to be Allowed in

Winnipeg.

DRIED FRUITS.—A better situation exists regarding prunes and peaches. It was reported last week that an embargo had been placed by the American Government on these two lines. On receipt of this news the jobbers and importers of Winnipeg met, and messages were sent to the War Trade Board, and to the Ottawa Government asking for explanation. It was learned that this embargo had been imposed without consulting Ottawa at all, but it was also discovered that the action was taken by the American Government simply to control the industry, and that it was not an absolute embargo. It is expected that exporters who apply for a license will be granted one. Jobbers express the opinion that all dried fruits are going to be high in price owing to the action of the American Government and scarcity. While apricots opened up comparatively low, it will not be long before they are high.

Sockeyes and Springs Will Open High

Winnipeg.

CANNED SALMON.—Opening prices have not arrived yet but reports coming in indicate that sockeyes and springs will open up very high this year and that the run will not be a large one.

Shipping Coffee Via Canadian Port

COFFEE.—Big sales of coffee took place this week in Rios, Santos, Bourbons. The reason for these sales is that supplies are now being brought in c. i. f. St. John's, N.B. instead of through New York.

Green Coffee—	
Rio, New York Grading No. 5, per lb.	0 20
Do., do., No. 7	0 [illegible]
Santos, fine old crop	0 23½
Bourbon	0 25
Mexican	0
	0 30
Costa Rica	0 34

West Sold Out of Bran and Shorts

Winnipeg.

FLOUR AND FEEDS.—There is very little one can say about the flour situation except that flour stocks are getting rather low in the West.

Rolled Oats.—Rolled oats are selling at the same figure as last week, $4.60-$4 80 for 80's, and there is a big demand.

Feeds—The situation continues very bad in fact, there is no feed for sale in the West, mills having sold out all bran and shorts.

Fruit Quoted High Affecting Sales

Winnipeg.

FRUITS AND VEGETABLES.—Business is very good on account of the holidays, but sales are kept back considerably on account of the high prices prevailing for fruit. It is expected that all lines will be much lower this week. Plums last week were bringing $2.25-$3 00, but should be down to $2 this week. Ontario tomatoes are selling at $1.25 per basket. Canteloupes are down to $3 per crate of fifteen. There are no more watermelons offering. Apricots are done. Cherries were expected this week to sell around $2.25 for four-basket crate. Peaches are bringing $2.25 but should be lower this week. Blueberries are quoted at $2.25-$2.50, but should be lower by this time. British Columbia apples are selling at $3.25-$4.00 box. Bartlett pears are coming in at $4, but this price is too high for big sales.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, August 6.—There is only a weak demand reported for package cereals. People seem to be going in more for bulk goods. Siam rice is more plentiful but prices are firm, and demand seems to indicate that householders are having success with wheat flour substitutes. New potatoes are plentiful and quality is improving. Hams and bacon are very firm and have advanced slightly though the taking off of the ban has had little effect on demand. Butter is firm at 52c. There are about enough fresh eggs to fill orders at 60c a dozen.

VANCOUVER, B.C.:		
Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	....
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 89
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	....	45 00
Do., new, per lb.	....	0 02½
Lard, pure, in 400-lb. tierces, lb.	....	0 32½
Lard, compound	....	0 29½
Butter, fresh made creamery, lb.	....	0 52
Cheese, Canadian	....	0 26
Margarine	....	0 33
Eggs, new-laid, in cartons, doz.	....	0 62
Oranges, box	....	3 25
Lemons	....	10 00
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., August 7.—New seasons jams, 4's sold on arrival at $8 dozen. Wagstaff strawberry, raspberry and black currant jams 4's advanced 2c. Tomatoes in 2½ tins to arrive are quoted at $4.50 a case. Prunes are about 1c pound higher all round. June cheese, large Ontario, is selling at 26c. New pack standard peas 2's are now here and are offering at $3.60 a case. Apples in large cans are quoted at $2.65 to $2.85 a case. Sockeye salmon 1's talls, new pack, are quoted $16.75, ½'s at $18.50 to arrive. Some nice vostizza currants in bulk are selling at 28½c a pound. Evaporated apricots are quoted at 26c to 29c, peaches 16c to 19c.

CALGARY:		
Beans, small, lb.	0 10	0 11
Flour 98s, per bbl.	....	10 35
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	4 80
Rice, Siam, cwt.	8 50	9 50
Rice, Japan	10 50	12 50
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 15
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt.	....	10 60
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	0 45½	0 47
Do., dairy, lb.	0 35	0 38
Lard, pure, 3s, per case	....	19 50
Eggs, new-laid, case	12 00	12 50
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, standard case	....	4 50
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	....	3 60
Apples, gals., Ontario, case	2 65	2 85
Strawberries, 2s, Ontario, case	7 50	8 10
Raspberries, 2s, Ontario, case	....	....
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 16	0 19
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tal, case	....	16 75
Do., halves	....	18 50
Potatoes, per ton	....	40 00
Oranges, Valencias, case	7 50	8 00
Lemons, case	....	12 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, August 6.—It has been a very quiet week in the St. John market, the only changes noted here are the arrival of new pack peas on the market at $3.30, and a sharp advance in Kentucky onions, which are now selling at $7.75 to $8.00.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Man.	....	12 05
Cornmeal, gran., bags	....	7 00
Cornmeal, ordinary, bags	3 65	3 75
Corn flour, 98 lbs.	....	4 00
Rye meal, 98 lb. bag	....	8 00
Rye flour, 98 lbs.	....	9 00
Rice flour, per pound	....	0 11
Potato flour, per pound	....	0 18
Oatmeal standard, per bbl.	....	12 75
Molasses, extra fancy, gal.	0 90	0 92
Rolled oats, bbl.	....	12 00
Beans, yellow-eyed	9 75	10 00
Beans, Canadian, white	....	9 50
Rice, Siam, cwt.	10 25	10 35
Sago and tapioca, lb.	0 18	0 19
Sugar—		
Standard, granulated	9 35	9 40
No. 1, yellow	8 85	8 90
Cheese, N.B., twins	0 24½	0 25
Eggs, case	0 49	0 50
Breakfast bacon	0 37	0 38
Butter, creamery, per lb.	0 42	0 44
Butter, dairy, per lb.	0 36	0 38
Butter, tub	0 35	0 37
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	61 00	64 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont, case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	....	0 19
Potatoes—		
Native, barrel	4 50	5 00
Onions, Kentucky, 100-lb. bags	7 75	8 00
Lemons, Cal., Messina, case	....	....
Oranges, Cal., case	....	10 00
Grapefruit, case	....	7 50
Bananas, per lb.	0 07½	0 08
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	2 25	2 50

WORKING FOR THE WIZARD OF SCIENCE—BY HIS SON

(Cont'nued from page 23.)

bottom and train him up, but the mother fussed and insisted on his pushing the boy ahead. The man had sense enough to know he would wreck the business if he did. They quarreled and quarreled, until finally the father fired both his wife and his son! He told a friend that he would have gone either bankrupt or crazy if he hadn't.

Just on principle, I think it's not a good plan to mix family and business. I know my father doesn't care to have his relations working for him. And it is up to those that do try harder than the other employees to make good. Instead of being jealous of me when I went into our business, I think the other men in the company pitied me. They knew I wouldn't have it "soft" from my father—and I haven't. But he has been mighty square to me.

Edison's Honor Code

Of course I think he is the finest boss in the world. For one thing, I have never known him to do a dishonarble thing. I have even known him to do things that seemed foolish to me, at the time, in living up to his word or to a contract. For instance, a year or two ago we contracted to sell some materials to a firm at a certain price. Before we could deliver the goods prices rose enormously. So much so, in fact, that the buyers themselves realized that we would lose money, and offered to pay a higher figure. I was all for accepting their offer. But was my father willing? I should say not! He said to us:

"A contract is a contract and must be lived up to. Even from the point of view of straight business, it pays in the end."

My father was right, as usual. Some time after we had fulfilled our contract about that one sale, the same thing happened again. But this time we were purchasing the materials of the same firm to which we had been selling goods before. We offered, as they had, to release them from the terms of the contract, and they, in turn, declined to take advantage of the offer. This happened three times. So that, quite apart from the ethics of the thing, it was good business, just as Father had said.

Father hates deception or cheating, anyway. He was trying to buy a certain piece of real estate one time, working through an agent, of course. One night when we were at dinner the agent came in, quite excited, to tell Father he had discovered that the land belonged to a widow who was sick and who had no idea of its value. He said he thought he could get it for a song. When he had finished my father said angrily:

"You pay that woman every cent the land is worth! And if I ever catch you trying to cheat anybody out of his rights, I'm through with you for life!"



PRODUCE AND PROVISIONS



Pork and Bacon Embargo Lifted

May Now Give Free Rein to Passion for Pork—England and Allies Well Supplied at Moment—Heavy Demand Now and Light Production—No Decline in Prices in Sight

THE embargo that has lasted for a goodly number of months now, that made pork and bacon a thing not to be thought of on several days of the week, is once more a thing of the past. It is possible now, whenever the heart yearns for a dish of ham and eggs to go into any restaurant and order it without the hang-dog feeling of the malefactor. The Canada Food Board has definitely let down the bars, and nothing pertaining to the pig is at present forbidden.

The reason for this definite change of policy is that the supplies that have been piling up in England and the allied countries have reached such a safe margin that there is no further demand at the moment.

The measures of conservation and increased production that were inaugurated some time ago have proved more than successful, so much so that Canada's export of pork products alone have exceeded by a margin of 25,000,000 over a five-year pre-war average. The simple fact of the matter is therefore that there is no further need for saving this particular product at the moment, and therefore the people at home may now give free rein to their appetites for pork.

A Period of Heavy Consumption

At present Canada is facing a period of heavy consumption in this line. This is always the case at this time of the year. The warm weather induces a demand for pork products at this time much in excess of the demand at other times of the year. It is a fortunate chance therefore that permitted the withdrawal of the embargo just at this time.

Production Unusually Light

While this is a time of heavy consumption, it is unfortunately true also that at the present time there is a very low production, in both Canada and the United States. Hogs are very scarce, and probably will be until the late Fall. What little is offering is bringing high prices, advances having been registered even within the course of the past few days, even while Allied buying has been cut to very narrow limits.

There has been a suspicion that this change in conditions might have been occasioned by the difficulty of financing this industry. This is not the case, however. The Allied Governments have been in the market for everything offering, until the surplus piled up and had reached such proportions that further buying became unnecessary for the moment.

With the light production, however, and the heavy demand, there is little likelihood of it being possible to pile up any surplus of production at this time and it is probable that by the time when hog production is back to normal again that the Allied Governments will once again be in the market.

This would seem to preclude the possibility of any great decline in pork produce even though the largest buyer is for the moment off the market.

The Art of Grading Beef

Interesting and Useful Information Concerning the Nature and Grades of Various Cuts

From "The Packer" Published by the Wm. Davies Company.

In order for the retail butcher to buy meat intelligently and to the best possible advantage both to himself and to that of the customers he is in business to serve, it is essential that he be familiar with the nature and grades of the various cuts he sells—especially with regard to the relative proportions of lean meat, fat and bone which each cut contains.

The majority of experienced butchers are, no doubt, acquainted with this information, but for the benefit of those who have not had so favorable an opportunity of familiarizing themselves with the different grades of meat they are called upon to handle, we append a few interesting pointers which we trust may prove helpful.

Facts to Be Considered

In grading any wholesale cut of meat there are three factors which must be taken into careful consideration. These are—thickness, covering, quality and weight.

The thickness of lean meat is one of the first factors in judging the merit of any cut. The majority of your customers demand lean meat, particularly when buying steaks or roasts, and as a result of this demand it necessarily follows that meat which shows a good thickness of lean flesh commands a better price in the market than any other. The depth of lean flesh generally indicates the particular class from which a cut is made—especially in distinguishing steers from cows. The shape and general appearance of a cut are also very largely determined by its thickness or depth of lean flesh meat. Thick-meated loin and ribs, and full compact rounds and chucks are very desirable. Only by cutting can this thickness be revealed. An uncut side will often mislead even an expert with regard to the actual thickness of the flesh.

The next factor is covering or depth of fat. This—particularly in connection with the prime cuts, such as ribs and loins—is very important if you are catering to a class of trade that demands quality. It is, in fact, only possible to secure the finest quality of lean meat in the prime cuts of the carcass when the outer covering of fat is fairly liberal. Lower grades of beef are, as a rule, but indifferently covered in fat, and in some of the very cheap grades it is not by any means uncommon to see ribs and loins almost destitute of fat. Perfect finish is distinguished by a smooth covering of firm white fat over the entire carcases, the greatest depth being along the back, but not excessive in any one part.

Quality is that determining factor in grading beef which includes form, thickness and finish. It comprises the grain and firmness of the lean flesh, the "marbling"—that is to say, the distribution of fat throughout the lean—and the proportion of bone or other waste in the cut.

Fine Fibre Grain the Best

The grain of the best meat is fine in fibre and texture and the surface of the cut has a smooth, "velvety" appearance and touch, while a cut from

poor grade of beef is stringy and coarse.

The distribution of fat and lean throughout a cut—more especially in ribs and loins—makes a great deal of difference in its tenderness, the presence of a fairly liberal proportion of fat throughout the lean affording an added tenderness, flavor and juiciness to the meat when roasted. While all good beef has a certain softness and elasticity of texture it must never be "flabby." There should be that firmness of substance which is an indication of tenderness and maturity.

The quality of bone denotes to some extent the age and quality of the flesh of a carcase. The harder and more brittle the bones the older the animal.

Weight is one of the principal factors in grading beef. It is generally agreed that the heavier carcases are, as a rule, superior in form, thickness, finish and all-round quality than are those of lighter weight. While, in the retail market, the better grades of beef are chiefly composed of heavy cuts, a light cut may grade No. 1 provided it conforms with all other requirements of that particular grade. So, also, a heavy cut which shows a deficiency in quality, may sometimes be put into No. 2, or even No. 3 grade.

While all these factors are important in the grading of beef, in the higher grades finish is particularly essential. Thickness, quality and form (the shape or "build" of a carcase or side), are of about equal importance one with another. In the medium or lower grades the question of finish is not so necessary a factor as thickness of lean flesh and form. Weight and soundness are more important in the higher grades than in the lower.

MICHIGAN'S GREAT BEAN PROMISE

Michigan's bean crop this year is expected to reach 6,000,000 bushels—just double last year's crop, states Kenneth Phillips Kimball, of Detroit, a member of the United States food administration, and director of the nation's bean crop, who has just completed a survey of crop conditions, and all other phases of the bean industry in the state. He visited all the principal bean growing districts and elevator points throughout Michigan.

OVER A MILLION ACRES IN RICE

For the first time in the history of the United States rice is growing on more than one million acres, according to the preliminary acreage estimate for 1918, completed by the Southern Rice Growers' Association. The acreage is distributed as follows:

Louisiana, 573,108; Texas, 244,103; Arkansas, 167,911; Carolina, Georgia, Florida, Alabama, and Mississippi, 8,000; California, 120,000. This indicates an indicates an increase of 15.8 per cent. when compared with the acreage for 1917, which was 961,075. This year the acreage for Louisiana, Arkansas and Texas is 985,122, or 24,047 greater than for the United States in 1917.

The general condition of the crop is excellent, the estimate reports. Some of the Texas crop is threatened by salt water, but the situation is not nearly as trying on that account as it was at this time last year.

The United States acreage is divided as follows: Honduras, 141,704; Blue Rose, 516,043; Japan, 163,102; Louisiana Pearl, 103,636; Early Prolific, 117,846; Carolina, 54,282; Edith, 15,963. Total, 1,113,122 acres.

CORN AND TOBACCO DISTRICT SUFFERS FROM LACK OF RAIN

Rain is urgently needed in Kent and Essex Counties, as both the corn and tobacco crop is beginning to show serious signs of suffering from the prolonged drouth.

For nearly six weeks not a drop of moisture has fallen, and farmers are being obliged to haul water to keep their plants from burning up. The tobacco had a fine start, but is beginning to wilt under the burning sun and hot winds.

HE KNEW HIS LINE

"Now," said the colonel, looking along the line of recruits, "I want a good smart bugler." At that, out stepped a dilapidated fellow who had a thick stubble of black beard. "What!" said the colonel, eyeing him up and down. "Are you a bugler?" "Oh bugler," said he; "I thought you said burglar."



A Produce Window that might be used to advan tage now that the restriction in the use of bacon has been withdrawn.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

HIGHER prices reached towards the end of last week were maintained early this week on live hogs of $20 per cwt., fed and watered. The run is light, and buyers are picking offerings quickly.

Indications are that the removal of restrictions on the use of pork and bacon has exercised an influence for good on the demand for those lines. Cooked meats reveal a firmer tendency, and backs are very strongly held.

Butter shows an easier buying tendency, though this is not reflected in prices to the trade. The supply is falling off slightly, while the demand continues good. A very good demand for margarine is reported, due, it is thought, to high prices ruling on butter.

Eggs are in very good demand, and supplies reaching the market are quickly absorbed. Prices are 1c lower in the country, but the heavy shrinkage now, due to extreme hot weather, will serve to keep prices to the trade firm.

Hogs Higher Again Cured Meat Firm

Montreal.

PROVISIONS.—The usual amount of trade obtains for cured and cooked meats. It is better, as a matter of fact, than some past seasons have shewn and a large output to the camping resort element has been maintained. Prices have made no change during the week but there has been a continued maintenance of these and it would not come as a great surprise if some changes were made. Receipts of hogs by the abattoirs have been very good and the prices have again advanced. According to quality the range for live hogs was from $20.50 to $21, while dressed hogs are also advanced and range from $30 to $30.50 per hundredweight.

Hogs, dressed—		
Abattoir, killed, small	30 00	30 50
Do., heavy, 225-275 lbs.	27 50	28 00
Hogs, live	20 50	21 00
Hams—		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
Backs—		
Plain	0 42½	0 43½
Boneless, per lb.	0 45½	0 46½
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 52
Hams, roast, per lb.	....	0 52
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$58 00
Clear fat backs (bbl.)	....	60 00
Short cut clear pork (bbl.)	....	58 00
Heavy mess pork (bbl.)	....	55 00
Bean pork (bbl.)	....	54 00

Lard Very Firmly Held; Sales are Fair

Montreal.

LARD.—There is some trading in lard, but this is not larger than usually obtains in midsummer. Dealers are naturally not stocking up heavily and buy frequently, rather than carry large stocks. The tone of the market is one of much firmness, although quotations have held without change of any kind.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 31½
Tubs, 60 lbs.	0 32
Pails	0 32¼
Bricks, 1 lb., per lb.	0 33½

Shortening Prices Hold But Trading Limited

Montreal.

SHORTENING.—Nothing more than a limited interest is manifest for shortening. This is the usual condition in August. Prices are held on an unchanged basis with the tendencies quite firm, but more activity is desired in the matter of trading.

Shortening—	
Tierces, 400 lbs., per lb.	0 25¾
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 26½
Bricks, 1 lb., per lb.	0 27½

Manufacturers Deliver Margarine More Often

Montreal.

MARGARINE.—Jobbers have a frequent demand for margarine, but their orders from the retail trade are usually of smaller proportions than in the cool weather. The manufacturer, carrying stocks under the best of storage conditions, is able to make frequent delivery to the produce man and he, in turn, supplies the retail trade oftener. The market is without change of any kind.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 32
Bulk, according to quality, lb.	0 28½	0 30½	0 31

Slightly Easier Tone in Creamery Butter

Montreal.

BUTTER.—It would seem that the accumulation of large butter stocks here is having a noticeable effect in the quotations. For while it is still a fact that supplies are picked up quite promptly an easier feeling is developing and creamery is down one cent. on prints and also for solids There is a great lot of butter in store, the returns shewing that no less than 127,497 packages were held in Montreal on August 1st as compared with 99,275 on August 1st, 1917. Outside buyers were in the market last week and this resulted in a better maintenance of prices, some think, than would otherwise have obtained. As an indication of the large amount of butter coming to Montreal this year, 41,748 packages more were received from May 1st to August 1st than in the same period of 1917. With some country boards shewing a lower range of prices last week it is probable that there may still be a further reduction, if the production is maintained.

Butter—		
Creamery prints (fresh made)	....	0 46
Creamery solids (fresh made)	....	0 45
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	....	0 37

Receipts of Cheese Have Kept Up Well

Montreal.

CHEESE.—While the amount of cheese coming into Montreal does not shew an increase of great proportions over those of last year, there is a maintenance of delivery to keep pace with that of last year. The figures for 1917 have been surpassed by 5,727 boxes. up to August 3rd. 867,724 boxes of cheese being recorded as received here. As far as trade goes this is fair, and the prices are steady but without change.

Cheese—		
Large, per lb.	....	0 23½
Twins, per lb.	....	0 24
Triplets, per lb.	....	0 24
Stilton, per lb.	....	0 27
Fancy, old cheese, per lb.	....	0 2[illegible]

Egg Production Falls But Consumption Large

Montreal.

EGGS.—The demand for eggs this season has been very heavy all through. As a consequence supplies have been more generally absorbed than usual and storage stocks are not considered heavy. A great many western eggs found their way to this market, but the recent heat has had a deteriorating effect upon them as delivery could not be made quickly enough to offset the effect of such weather conditions. It is stated that export will not be permitted by regular dealers but that a commission will probably be appointed to undertake shipment of any stocks that may be available for export overseas. Comparing receipts with those of 1917 from May 1st to date the receipts for 1918 are 21,560 cases less. With such an active local and outside demand it is not to

be wondered at that the market is steady and firm.

Eggs—		
Selects	0 51	0 52
New-laid	0 47	0 48
No. 2	....	0 45

Broiler Prices Lower; Heavy Poultry Demand

Montreal.

POULTRY.—The steadiness of demand for poultry is still manifest. As a matter of fact there continues to be a heavier demand than the produce men can supply. In view of the fact that regulations do not permit storage before September, prices on broilers are weaker, 43c being the top range, instead of 45c. A large produce dealer informed CANADIAN GROCER that there was now no shipment of poultry by the carload, as in previous years, particularly in young chickens. The local demand is even greater than can be supplied, without considering outside needs at all. Most prices are firmly maintained.

	Live	Dressed
Young ducks, lb.	....	0 45- 0 50
Old ducks (fat)	0 25	....
Broilers, ¾ lbs., pair	....	0 40- 0 43
Turkeys (old toms), lb.	0 28	0 38- 0 38
Turkeys (young)	....	.... 0 40
Geese	....	.... 0 30
Old fowls	0 27- 0 28	0 35- 0 36

Swordfish on Market; Fish Markets Quieter

Montreal.

FISH.—This is probably the very quietest season for the fish business, although this year is somewhat different from past ones. It is largely a matter now of maintaining stock to meet the requirements of the consumer. Swordfish have arrived and are high in price, selling at 22 and 23 cents per pound. These are quite popular and the same are said to be superior to halibut in the opinion of users. Their season is a short one. Fresh haddock supply is limited. Cod are in fairly good supply, while lake fish and brook trout are scarce. Many of the local fish men are taking interest this week in the big annual convention being held in Halifax.

SMOKED FISH.		
Haddies (fresh cured)	0 12	0 13
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 22	0 24
Smoked cod	....	0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 40
SALTED AND PICKLED FISH.		
Haddock (per bbl.), 200 lbs.	....	12 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	....	6 75
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador) per bbl.	25 00	29 00
Do., tierces	....	35 00
Salmon (B.C. Red)	....	26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)	....	15 00
Green Cod (large bbl.)	....	16 00
Green Cod (small), bbl.	....	12 00
Mackerel, No. 1, per bbl.	....	26 00
Mackerel (½ bbls.)	....	13 50
Codfish (skinless), 100-lb. box	....	12 50
Codfish, 2-lb. blocks (24-lb. case)	....	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish boneless, lb. (according to package	0 14	0 18
Codfish, Shredded, 12-lb. box	....	2 20
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 50	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 17
Cod, dry (bundles)	....	12 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	....	0 35
Prawns, lb.	....	0 30
Shrimps, lb.	....	0 30
Scallops, per gallon	....	4 00
Oysters—		
Ordinary, gal.	....	2 50
Cape Cod shell oysters, bbl.	....	14 00
5 gal. (wine) cans	....	12 50
1 gal. (wine) cans	....	2 25
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	10 00
FRESH FROZEN SEA FISH		
Herring, large sea, lb.	....	0 09
Herring, frozen lake, lb.	....	0 07
Halibut	0 19	0 20
Halibut (medium)	..	20
Haddock	0 07	0 09
Mackerel	0 12	0 13
Cod—Toms	3 00	..
Cod steak, fancy, lb.	09½	10
Salmon, Red	0 19	0 20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
Swordfish	0 22	0 23
FRESH FROZEN LAKE FISH		
Pike, lb.	0 09½	0 10½
Perch	0 12½	0 13
Whitefish, lb.	0 13	0 14
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Fels, lb.	..	0 12
Doree	0 13	0 14
FRESH FISH		
Barbotte	0 14	0 15
Haddock	0 07	0 08
Steak cod	0 09	0 10
Market cod	0 06½	0 07
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	0 38	0 40
Pike	0 12	0 13
B.C. Salmon	0 25	0 26
Salmon (Gaspe)	0 24	0 25
Gaspereaux, lb.	....	0 06
Gaspereaux, each	....	0 04½
Gaspereaux herring (100)	..	4 00
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	....	0 23
Eastern Halibut (med.)	....	0 25
Flounders	0 09	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 19	0 20
Whitefish (small)	0 10	0 12
Eels	....	0 15
Mackerel, lb.	0 13	0 14
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	....	0 24
Shad	0 15	0 16

Cooked Hams Up; Demand Improving

Toronto.

PROVISIONS.—The price early last week of $19 for live hogs, fed and watered, was shattered towards the end of the week and a $20 level reached in a series of sharp advances. The price of $20 started off strong this week and the very firm undertone to the market may mean further advances though the feeling prevails that present basis will be maintained.

Cooked hams are again on the upward trend, boiled selling up to 53c-55c per pound, while roast are quoted as high as 54½c. Back bacon is very firm and that higher levels may be reached is freely hinted at.

The removal of restrictions on the use of pork and bacon has already made itself felt in an improved demand. It is expected trade will show a brisker tone right along.

Hams—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 44	0 46
Trimmed, with rib in	....	0 47
Boneless, per lb.	0 48	0 50
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.	....	0 34
Wiltshire (smoked sides), lb.	0 37½	0 39
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.	....	0 28½
Fat backs	0 32	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 52½	0 51½
Shoulders, roast, without dressing, per lb.	0 47	0 49
Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	57 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars	....	20 25
Live, fed and watered	....	20 00
Live, f.o.b.	....	19 25

Firm Undertone to Lard; Fair Demand

Toronto.

LARD.—A very firm undertone to the market is noticeable and prices are being steadily maintained. A steadily improved demand is looked for with the passing of the month of August and no lower scale of quotations expected. Supplies are equal to present demands. Today's prices follow:

Lard, pure, tierces, 400 lbs., lb. 0 30 0 030½
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Holds Firm and Unchanged

Toronto.

SHORTENING.—The market holds firm and unchanged. An improved demand is manifest and it is expected sales will continue to come along in greater volume. Prices hold at figures given herewith:

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb prints, 1½-1¾c higher than tierces.

Sales Satisfactory For Margarine

Toronto.

MARGARINE.—The high price of butter is given as a reason for the present brisk demand for margarine. Dealers generally report sales as very satisfactory and prices are holding at unchanged figures.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Butter Supply Falling Off; Easier Buying

Toronto.

BUTTER.—The extreme hot weather has resulted in a falling off of butter supplies though a very satisfactory demand for creamery continues to manifest

itself. Buying prices are down one cent per pound in some quarters, but this has not had any effect on selling prices to the trade as yet. Indications are that there is little doing in dairy butter at present. To-day's quotations follow:

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 45	0 46
Dairy prints, choice, lb.	0 40	0 42
Dairy prints, lb.	0 38	0 40

Demand and Supply About on Par; Lower Buying

Toronto.

EGGS.—Very good supplies are available, at least sufficient to take care of the demand which is reported fair. Prices in the country have declined one cent per dozen but owing to the heavy shrinkage due to very hot weather this is not likely to have any bearing on selling prices to the trade. Quotations remain unchanged as follows:

Eggs—		
New-laids, in cartons	0 52	0 54
Do., No. 1, dozen	0 48	0 50

Position of Cheese Remains Unchanged

Toronto.

CHEESE.—The position of cheese is an unchanged one. A very good sale is reported and supplies are arriving in liberal quantities. Prices remain steady as follows:

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Fowl and Ducks Show Firming Tendency

Toronto.

POULTRY.—An advance in both buying and selling prices on fowl and ducks is reported in some quarters. A heavy demand has been manifest with supplies falling short of requirements. The movement of other lines is rather dull with only a fair volume of trading being done. Prices are given as follows:

Prices paid by commission men at Toronto:	Live	Dressed
Ducks	$0 16-$....	$....-$....
Duckling	0 25-	....- ....
Turkeys	0 25- 0 28	0 30- 0 35
Roosters	....- 0 16	....- ....
Hens, over 5 lbs.	0 25- 0 27	0 31- 0 32
Hens, under 5 lbs.	0 20- 0 24	0 27- 0 29
Chickens, Spring, 2 lbs. or over	0 30- 0 32	....- ....
Squabs, dozen	....- 4 50	....- ....
Prices quoted to retail trade:		
Hens	0 28	0 33
Chickens, Spring	0 40	0 50
Ducklings	....	0 40
Turkeys	0 36	0 40

Haddock Go Higher Demand is Good

Toronto.

FISH.—An advance of one cent per pound in price on haddock is reported bringing price up to eight cents per pound. Sales on all lines have been very well maintained and the usual hot weather decline in the demand has not been as apparent as in former years. Supplies of sea fish so far have been ample but some doubt as to what the next week or two may bring forth is expressed owing to the activity of the sub along Canadian shores.

FRESH SEA FISH		
Brills, dressed, lb.	....	0 10
Cod, steak, lb.	0 09½	0 10
Do., market, headless, lb.	0 07½	0 08
Do., heads on	0 07	0 07½
Flounders, lb.	0 08	0 10
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.	....	0 08
Plaice, dressed, lb.	....	0 10
Soles, dressed, lb.	....	0 10
Salmon, Red Spring, lb.	....	0 25
Do., Restigouche, lb.	....	0 22
Do., Saguenay, lb.	....	0 25
FRESH LAKE FISH		
Herring, dressed, lb.	0 09	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 15
Frog's Legs, lb.	....	0 50

FISH FOR QUEBEC

The Canadian Government Railways state that they would be willing to run a special refrigerator car from Mulgrave and Halifax to Quebec every week providing 10,000 pounds gross weight, or more, were loaded. Experience with these refrigerator cars shows that by using this service regularly fish can be brought to Quebec in first-class condition. Refrigerator cars of fresh fish to Montreal and Toronto move every week; the cars are iced to full capacity at shipping points, and there have been no complaints on the condition of the fish up to the present.

This ruling is a special favor to Quebec consumers for the allocation of a car for only 10,000 pound weight of fish and should result in a regular supply reaching Quebec from the Maritime shore.

OLIVE CROP IN WESTERN GREECE

"Reports indicate that throughout the olive-producing districts the trees have flowered heavily and that the young fruit has set well," states the American consul at Patras, Greece. "It is too early to make any definite estimate of the coming crop; but if the weather is even fairly favorable through the summer it is estimated that the olive crop will be considerably heavier than in 1917. There is a great scarcity of olive oil on the domestic market, despite the fair olive crop of 1917, with consequent high prices. The ordinary grade of olive oil, which sold on the wholesale market in 1916 for 15 cents a pound and in 1917 for 24 cents a pound, is now 31 cents a pound wholesale, and practically none offering."

HEN WILL COME INTO HER OWN

According to Edward Brown, F.L.S., the noted English poultry authority, the war will give a great impetus to the poultry industry. During his recent visit to Missouri he expressed the firm conviction that the future holds great possibilities for the poultry keepers of the Central West. In Belgium, Germany, Russia, Northern Italy, Holland and Denmark poultry has almost entirely disappeared as a result of war conditions. When peace is declared the hen will be one of the most important animals in restoring the devastated countries, and there is certain to be a great demand for poultry and eggs.

MONTREAL TO SELL EGGS BY WEIGHT

If the intentions of a Montreal alderman are carried out, Montreal grocers and other produce retailers will have to sell eggs by weight. Such is the purport of a by-law introduced last week for consideration of the council.

The council, however, is not likely to get this through without opposition, if they get it through at all. For there are many in the trade who will oppose the measure from various angles and CANADIAN GROCER is informed that representations will be made to show why the prospective legislation will not be workable.

Said one produce man:—"The proposal would not be so bad if it were made to apply all over Canada. Buying eggs, as we do, in the Western provinces often, it would be difficult to purchase them by the case and sell them by weight. Then again, eggs put into storage shrink some, no matter how choice they are and it would mean that, if the wholesale jobber was required to sell by weight he would undoubtedly stand to lose. Especially would this be the case with stock that was bought the past season."

Another large produce man expressed his opinion that before any such measure was introduced the trade should be asked to present their case. He is sure that the best of argument could be brought forward to show that this action would be ill-advised.

The matter is yet in its initial stage and the development will be watched with interest. It is very probable that the measure will be made to include various vegetables.

MERCHANTS OF BORDER CITIES OF WINDSOR, WALKERVILLE AND SANDWICH PULL FLAX

More than two hundred members of the Retail Merchants' Association and the Border Manufacturers' Association spent the greater part of last evening pulling flax on the farm of the latter organization. Immediately following the meeting of the merchants, a large number drove out to the farm where the manufacturers were already at work.

Many who went out on this occasion did so with the object of seeing what the manufacturers were doing. They went to watch, but remained to work, as they were persuaded that it was time to get busy. President Geo. Peacock, of the farming association, provided ice cream for the workers.



Your customers will appreciate a sensible and delicious meat substitute like

"INDIAN CHIEF" BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

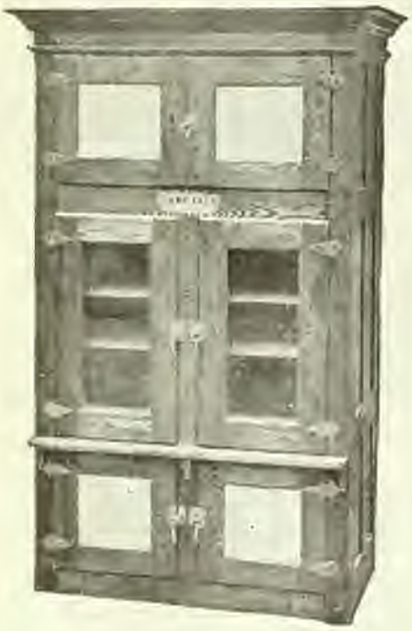
Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big Summer fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, - Pocologan, N. B.

Perishables are always saleable when displayed in the "Arctic"



Saleable because they are always fresh and sweet and tempting looking and because the "Arctic" displays them in a way that prompts the housewife to buy quickly and to buy often.

And, withal, the ice consumption is the lowest consistent with absolute security.

The Arctic catalog pictures and describes the different models in detail. May we send you a copy?

JOHN HILLOCK & CO., LTD.
TORONTO

HELP WIN THE WAR
with
Freeman's Green Bone Cutter



By raising chickens and feeding them GREEN CUT BONE to make them lay eggs. The sale of GREEN CUT BONE is a paying proposition to thrifty merchants. The demand is large for these goods in city and country places.

BONE CUTTER ATTACHMENT fixed to a FREEMAN No. 40 CHOPPER A USEFUL store FIXTURE.

Write for Catalogue and Price List

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HAMILTON, ONT.

Representatives :

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DAVIES JELLIED PORK TONGUE



In 6 lb. Open Tins

Tasty All-Meat Delicacies that make your counter tempting and keep your cash register on the go.

HAVE a "Cold Luncheon" Counter—and feature *Davies Cooked and Jellied Meats.*

These are just the "ready to serve" products the housewife is looking for. You *can't* offer a more appropriate line of summer season delicacies.

For the table—the summer cottage—the motor trip—the picnic party—*Davies Cooked and Jellied Meats* are just the thing for dainty dishes and tasty sandwiches.

Let us send you a trial order of these delicious cooked meats—just to prove to you what splendid sellers they are.

Light, nutritious, and *economical* because there's *no waste.* Every slice is saleable and good. Ask our Traveller, or send us your order by mail TO-DAY. *NOW'S the season!*

Davies Pork Tongue
Davies Cooked Pressed Pork
Davies Jellied Hocks
Davies Ox Tongue
Davies Roast Pork
Davies Pork and Tongue
Davies Jellied Pork
Davies Headcheese

(All sold in 6 lb. open Tins.)

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packer's License No. 13-50

Quality did it

The big sales that everywhere result from a display of

Brunswick Brand Sea Foods

is a sure indication that the public appreciate our high standard of quality.

By carefully selecting, packing and hermetically sealing only the choicest of the season's catch, we positively eliminate any risk of dissatisfaction. This is a big advantage to the dealer, as it guarantees customer satisfaction, and a satisfied customer means bigger business and growing profits.

Tell your wholesaler to make that next order "Brunswick Brand."



One of the Six Brunswick Brand Sellers

Connors Bros., Ltd.
BLACK'S HARBOR, N.B.

RELEG

Pronounce "REAL EGG"

Every Housewife wants it

RELEG is an inexpensive baking ingredient that gives results equal in every respect to high-priced fresh eggs.



Show RELEG in your displays. Help the housewife cut the cost of living by suggesting this dependable Egg substitute.

Order a trial supply and show it in your displays.

RELEG COMPANY, Regd.
34 King Street, Quebec, Canada

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Lethbridge	The A. Macdonald Co.
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Stoneware Buyers of Canada! We solicit your patronage and acquaintance, knowing we can supply your needs more satisfactorily, at the same time affording a bigger saving to your customer and bigger profits to you.

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FOR OVERSEAS MAILING
7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.

J. TOBIN & SONS (Sons on Active Service)
Ottawa, Canada
"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

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We always have a few carloads of 2's and 2½'s

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Write or wire for prices.

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Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

If any advertisement interests you, tear it out now and place with letters to be answered.

"You Will Yet Be Glad"

PRIVATE PEAT, who has sprung into fame through his books and extensive platform work, contributes an article to the August issue of MACLEAN'S MAGAZINE under the above heading. It is a cheery, optimistic message, contrasting conditions in 1914 with things as they are to-day. Private Peat, always a "headliner," is at his best in this article. But



Private Peat is only One of Many Features

In August MACLEAN'S there are half a dozen other writers with just as much "pull." Glance at this list:

"The Strange Adventure of the Man from Medicine Hat," a striking mystery story. By *Arthur Stringer*

"The Three Sapphires," a splendid serial story. By *W. A. Fraser*

"Keeping Borden in London," a fearless summary. By *Lt.-Col. John Bayne Maclean.*

"The Enemy Under the Earth," an article on the most terrifying phase of modern warfare—sapping warfare under the earth. By *Lt. C. W. Tilbrook.*

"Uplifting the Press," a satire on certain activities of the Dominion Government. By *One of the Uplifted.*

MACLEAN'S presents the vital and interesting things dealing with Canada—the most fearless criticism, the most entertaining comment, the biggest exclusive stories. Contributors to MACLEAN'S are the best writers and the most interesting personalities that the Dominion has produced. It is brimful of "features."

AUGUST MACLEAN'S

"Canada's National Magazine"

At All News Stands - - 20 Cents

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

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Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

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BUTTER
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Get in touch with us to-day

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FINE LEAF GELATINE

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GELATINE

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Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland, Watford, England.

Freemans FOOD PRODUCTS Watford

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QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only. Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.

	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 20
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 4 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb. 0 22

In cases 12—12 lb. boxes to case 0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
COCOA

COCOA—	
Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 40
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	34
Supreme Chocolate, 10c size, 2 doz. box, per doz.	90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	90

SWEET CHOCOLATE—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 1[illegible]
Diamond, 6-lb. boxes	30
Diamond, ⅛s, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS—	Per doz.
Milk medallions, 5-lb. boxes	0 [illegible]
Nonpareil wafers, 5-lb. boxes	0 25
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 30
Lunch bars, 5-lb. boxes	0 [illegible]
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 50
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

BRISTOL, SOMERVILLE & CO.

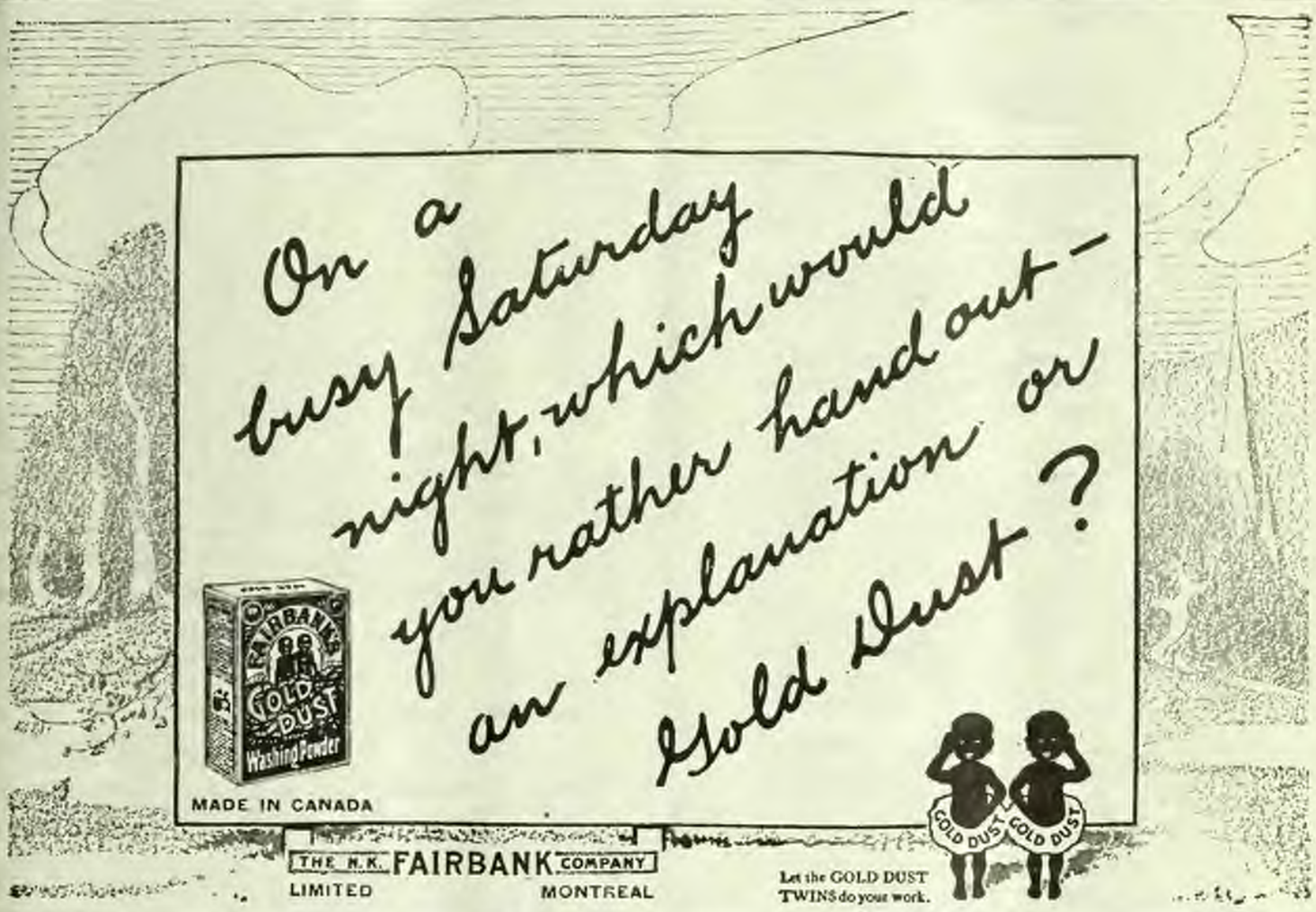
(Formerly Geo. E. Bristol & Co.) HAMILTON

Shipment, new pack, Choice Red Spring Salmon, 48 1-lb. tall tins, due in ten to fifteen days.

This is part of a limited early pack. Get your orders in for your summer trade before it is cleaned up. One-lb Red Salmon is almost unobtainable.

BRISTOL, SOMERVILLE & CO.

Canadian Food Control License No. 6-058 WHOLESALE GROCERS



Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

The New Season's Pack

A stock of the New Season's Jams with the Furnivall label is your best means of increasing your jam sales as well as your profits.

Furnivall Jam sales are always repeats and the margin is good.

Prove it for yourself.

FURNIVALL-NEW, Limited

Hamilton, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can ....
No. 16 Jar .....
No. 4 Jar .....
No. 10 Can .....

YUBA BRAND

2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can ...
No. 10 Can .....
Picnic Can .....

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$8 75
Reindeer Brand each 48 cans.	8 45
Silver Cow, each 48 cans.....	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, Large, each 24 cans	5 75
Reindeer Brand, Small, each 48 cans	6 00
Regal Brand, each 24 cans...	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

	Per Case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.
Lunch Ham—1s, $6.45; 2s, $13.50.
Ready Lunch Beef—1s, $4.45; 2s $9.
English Brawn — ½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.
Geneva Sausage—1s. $4.95; 2s, $9.45
Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.45; 2s, $9.
Cooked Tripe—1s, $2.45; 2s, $4.45.
Stewed Ox Tail—1s, $2.45; 2s, $4.45.
Stewed Kidney—1s, $4.45; 2s, $8.95
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4; 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.
Beef Steak and Onion—½s, $2.90; 1s, $4.45; 2s, $8.45.
Jellied Hocks—2s, $9.95; 6s, $29.80.
Irish Stew—1s, $3.45 ;2s, $6.75.
Cambridge Sausage—1s, $4.45; 2s, $8.45.
Boneless Chicken—½s, $5.90; 1s, $8.95.
Boneless Turkey — ½s, $5.90; 1s, $8.95.
Ox Tongue—½s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.
Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85.
With Plain Sauce—Ind., $1; 1s, $1.65; 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consommé, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s, $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65; Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.65; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s (flat), $2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.35; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.85; 1s, $2.50; 2s, $4.80.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.25.
Smoked Vienna Style Sausage—½s. $2.45.
Pate DeFoie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $2.45.
Potted Beef Ham—¼s, 75s; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s. 75c; ½s, $1.40. Vea—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $17.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.75; ½s, $2.85; 1s, $4.15.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.35.
Ham—¼s, $2.35.
Tongue—¼s, $2.35.
Venison—¼s, $2.35.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s. $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s 30c.

Heavy arrivals this week of

California Bartlett Pears

California Elberta Peaches, Plums, etc.

LOCAL FRUITS

Tomatoes and Canteloupes

Bananas, Oranges and Lemons

WHITE & CO., LTD.

TORONTO

WHOLESALERS OF GREEN FRUITS

Leamington Tomatoes,

Georgia Elberta Peaches,

California Bartlett Pears,

Peaches and Plums,

California Canteloupes,

Oranges, Lemons,

Bananas, etc.

We are headquarters for any of the above lines.

If interested, wire your order. Same will receive prompt attention.

McBRIDE BROS.

35 Church St. TORONTO

Arrivals for This Week

1 Car California Bartlett Pears

1 Car Elberta Peaches, bus. bas.

1 Car California Late Valencia Oranges

(Golden Orange Brand)

1 Car California Lemons

3 Cars Bananas

All Extra Fancy Quality.

Daily arrivals of all other kinds Domestic Fruits and Vegetables.

Send us your orders. Same will have special prompt attention.

The House of Quality.

HUGH WALKER & SON

Established 1861 Guelph, Ontario

California Fruit

Bartlett Pears, Peaches, Plums, Malaga Grapes. Fresh arrivals daily. Extra fancy quality.

LEMONS

California and Messinas

FRESH VEGETABLES

Tomatoes, Cucumbers, Celery, Cabbage, Beets, Carrots, etc.

Walla Walla Onions. 100-lb. Saxoline bags.

Everything in Fruit and Vegetables.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS

War Conditions

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only $1.25 per insertion if used each issue in the year.

BARRELS
(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal.

All these ads will have position on a live page each week containing reading matter.

HONEY CROP IS LIGHT

In speaking this week with one of the largest jobbers handling honey in Montreal, CANADIAN GROCER was informed that from a great many reports received from widely-separated sections of the country, the 1918 crop of clover honey would very probably be a light one. In one instance a large apiarist stated that he would have none to offer. Usually this man has from $5,000 to $7,000 worth to market each season.

This is likely from the fact that weather conditions were unfavorable when the blossoming season was on. In any case the average report indicated that the offerings of the owners would be much smaller in 1918 than for many years—some having none to sell at all. It is obvious that prices will rule high.

It is interesting to note that the production of butter for 1918 is much larger than that of 1917 to date, insofar as receipts at Montreal are concerned. From May 1st, 1917, to August 4th, 1917, the number of packages reaching Montreal were 174,694. For the same period in the present year these were 216,442, shewing that 41,748 more packages came here in 1918 than in 1917, over this period.

In the matter of cheese the difference is much smaller, the figures for the above period of 1917 being 861,997 boxes and for this year 867,724 boxes—a difference of only 5,727.

MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1-INCH CUSHION FILLERS
CORRUGATED FLATS
THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Every reader will see the ads in the Buyers' Market Guide.

SUGAR BAGS
With or Without Liners
E. Pullan, Toronto

Pork Curing Plant for Sale
A handy Pork Curing Plant for sale, whose customers are all comprised of first-class grocers and butchers. Apply Box 422, Canadian Grocer, Toronto.

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Do not overlook the possibilities of this page.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

FOR SALE

CASH CARRIER SYSTEM — AIR LINE — seven stations; used four months; half price. Apply Box 420, Canadian Grocer.

BUSINESS CHANCES.

GENERAL STORE—BUSINESS OF THE LATE E. J. Planche, Cookshire, Quebec. Established over 35 years. Large business, wholesale and retail; groceries, hardware, boots and shoes; gentleman's furnishings; dry goods and furniture. Apply E. J. Planche & Co.

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.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS SELLing Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories; Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?



Vinegar is Not "Just Vinegar"

"AVICO"

QUALITY FIRST VINEGARS

in bottles and barrels, filled and sealed in our modern vinegar plant, bear our guarantee of purity and quality, and possess an exquisite delicacy of flavor and aroma that imparts a distinctive savoriness to even the plainest foods.





"AVICO"

PICKLING VINEGAR

GUARANTEE

When seal is unbroken we guarantee the contents to be absolutely Pure Spirit Vinegar, manufactured from grain alcohol in Bond under Government supervision; filtered to crystal brightness, and mellowed by long and careful ageing until it has acquired that full, rich, aromatic flavor which is essential in Pickling Vinegar. We guarantee the strength of "AVICO" Pickling Vinegar to be 90 Acetic Grains.



Acme Vinegar Co., Limited

MAKERS OF VINEGARS IN BOND

Winnipeg - - Canada

IT'S easy to carry a good big stock of Coca-Cola.

Everybody wants it because it's DELICIOUS AND REFRESHING.

Everybody buys Coca-Cola. They buy it by the bottle and by the case.

And the demand is growing.

You don't have to create it.

It's already there—right at your sales counter—waiting for you with a good profit.

"WILL YOU HAVE IT—WHEN THEY CALL?"



The Coca-Cola Company.

WINNIPEG

MANUFACTURERS AGENTS AND BROKERS ISSUE

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE': TORONTO, AUGUST 16, 1918 No. 33



CANADIANS AT THE FRONT

Thousands of Parcels

of their well known candies are being sent direct from London to the boys in the trenches by the manufacturers, James Pascall, Ltd., London, England.

Each parcel contains good value in Candies, Chocolate, Acid Drops, Bullseyes, etc., and returns a nice profit to the store that books the order.

Write to the local representative at once for full particulars and advertising matter.

NO OUTLAY—NO TROUBLE

Pascall's Representatives:

Angevine & McLauchlin, P.O. Box 5, St. John, N.B. W. H. Escott Co., Ltd., 181-3 Bannatyne Avenue East, Winnipeg. The Harry Horne Co., 309-311 King Street West, Toronto. Davies Irwin, Ltd., 501 Read Building, Montreal. P. E. Outerbridge, 180 Water Street, St John's, N.F.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

What the O-Cedar Polish Trade Mark Means



O-Cedar Polish Mops are well made—the mop itself being of the finest wearing texture—carefully treated. The fact that this product bears our trade-mark is the greatest assurance you can give your customer that this mop is the best that can be bought for the money.

O-Cedar Polish is skilfully tested. Before we place our trade-mark on a bottle of O-Cedar Polish we first make certain that this bottle of O-Cedar Polish is up to our standard —that it is just as good as any bottle of O-Cedar Polish we have ever manufactured. There is only one O-Cedar quality.



THEY SELL THEMSELVES---IF PROPERLY DISPLAYED

In order to create sales (other than those created by our advertising) you will find it very profitable to make frequent window displays of O-Cedar Products. Selling just as well in Summer as in Winter, these lines make an excellent profit for you. (Beautiful window cards and window hangers furnished upon request.)

Write your jobber to-day about the O-Cedar special assortment and O-Cedar Profit Deals.

CHANNEL CHEMICAL CO., LTD.
TORONTO, ONTARIO

BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is $11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value $26.86.

Usual Selling Price	Quantity of Boxes		Brand	Price Per 1000		Wholesale Discount	Net
2 for 25c	2	50	NOBLEMEN *	$100.00	$5.00	Less 10%	$4.50
10c	2	100	PERFECTION	72.00	7.20	"	6.48
3 for 25c	2	100	GRAND MASTER	64.00	6.40	"	5.76
30c	20	100	MIDGETS (5 in a box)	48.00	4.80	"	4.32
5c	1	100	LORD TENNYSONS	41.00	4.10	Less 5%	3.90
5c	1	50	Cables	40.00	2.00	"	1.90
							$26.86

Business name .....Address .....

Send by ..... Express

*If you send cash with order, deduct 2% cash discount and remit $26.32 only.

SEND IN YOUR ORDER PROMPTLY

500



Delicious—
Convenient—
Economical—

Borden's

ST. CHARLES BRAND

Evaporated Milk

Always have a generous supply of this seller on hand.

The demand is good. In these days of high prices the housewife appreciates "THE MILK THAT CUTS THE COST OF COOKING."

The percentage of Butter Fat in Borden's "St. Charles Brand" exceeds the requirements of the Government regulations.

Borden Milk Company, Limited

Leaders of Quality
MONTREAL

Branch Office, No. 2 Arcade Bldg.
VANCOUVER, B.C.



KRAUT IS DUTCH—NOT GERMAN!

If any of your customers have scruples about eating Kraut for patriotic reasons, just refer them to the following dispatch from Washington:—

"Washington, May 30th.—Sauer Kraut may be eaten without disloyalty. The Food Administration to-day explained that the dish is of Dutch, rather than German origin and that those who make free use of it will be performing a patriotic service by stimulating a greater use of cabbage and thus saving staple foods needed abroad."

"Simcoe" and "Dominion" Brand KRAUT

is of the highest quality. Its delicious flavor appeals to every taste. Order a supply, but order quick—the supply is limited. Telegraph your order to-day at our expense.

Dominion Canners Limited

Hamilton, Canada

License No. 14-12

DOMINION CANNERS LIMITED
HAMILTON, CANADA

"The Seal of Quality"

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S



THE
REAL
THING
IN

PORK and BEANS

THE BRAND
YOUR
CUSTOMER
WANTS



CLARK'S

W. CLARK, LTD. MONTREAL

Clark's

CANADA FOOD BOARD LICENSE No. 14-216

BOWSER

Self Measuring Oil System
—THE ONLY RIGHT WAY

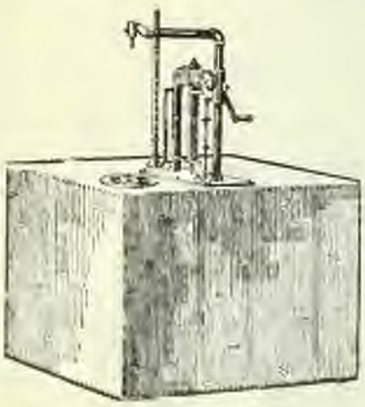


Figure 19

No guessing, no waste. No undercharge or overcharge.

No smell of oil on hands or clothing, and none in the store. No evaporation loss (a big item). Reduces your fire hazard (a bigger item). Saves lots of time.

Impresses your customers. A money maker all 'round.

Tank on first floor or in basement, or underground away from fire risk, evaporation and oil odors. Pump on your store floor—attractive—odorless.

Hang can on spout; give handle a few turns and the machine tells you at every turn just how many gallons and fractions you have pumped, and the price to charge.
Why, it's the cleanest, easiest, quickest sale you can make and you get every cent of profit that you are entitled to.
Write for full particulars. **It will not obligate you to buy.**

S. F. BOWSER & CO., Inc.
Established 1885
68 Fraser Ave. Toronto, Ont.



BABBITT'S LYE

A refined, concentrated lye — the highest quality in Purity and Strength.

Because of its strength and purity **BABBITT'S LYE** combined with house greases and fats makes a really excellent soap—either hard or soft. And the cost of soap so made is trifling—and in these war-time days, when all good housewives are practicing economy, this saving is a real consideration. Directions for soap-making are on each can of **BABBITT'S LYE.**

Your profits on this high quality line are good.

Order through your jobber.

WM. H. DUNN, LIMITED
Sales Specialists
MONTREAL
Dunn-Hortop, Ltd. Toronto

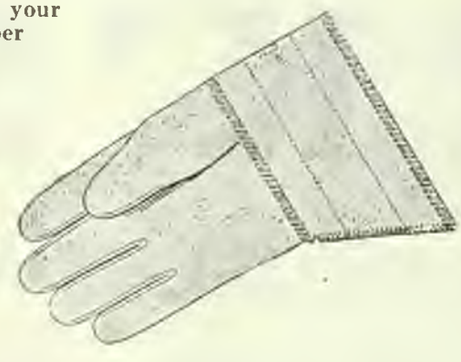
TAPATCO
REGISTERED BRAND TRADE MARK

You Can Sell Tapatco Gloves to the Men of Your Town

The Tapatco Glove is a well made, comfortable, long-wearing working glove that will give every man unlimited satisfaction.

Get this profitable extra business. Show the Tapatco line in your windows where the men will notice it. There's a Tapatco style and weight for every purpose

Ask your Jobber



The American Pad and Textile Co.
Chatham, Ontario



WHEN you sell COW BRAND BAKING SODA you are helping the housewife economize as it does not require as much COW BRAND as cheap bulk soda—and the results are better.

Church & Dwight, Limited
Manufacturers - - MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFE'S
1918 PACK JAM



THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA



Strawberry
Raspberry
Black Currant
Plum
Peach
Apricot



All Ready for Delivery.

WAGSTAFFE, Limited
Hamilton, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Reach the Western Market through this house





The buying power of the West is worth connecting with.

We've got the Experience and the Aggressive Representation to connect you with it properly.

Constantly in touch with the Western Wholesale and Retail Trade, we are in a splendid position to introduce and popularize your product in this important field.

Our efforts are backed by an established reputation of 15 years' successful selling in the West.

Our Staff of keen, live-wire salesmen will push your product to both Retail and Wholesale Trade.

Hear how our proposition sounds before placing your product in any other hands. A postcard will bring you particulars.

We sell CHRISTIE'S BISCUITS and ROBERTSON'S CONFECTIONERY direct to the Retail Trade.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Mfrs. Agents

149 NOTRE DAME AVE. E. WINNIPEG

Canadian and American Markets

Will be open for Representation of English Manufacturers after the war to a greater extent than ever before.

Your attention is drawn to our Organization and Equipment for handling and marketing first-class lines.

We carry stocks and distribute from

TORONTO, ONT.
MONTREAL, QUE.
ST. JOHN, N.B.
WINNIPEG, MAN.
VANCOUVER, B.C.
NEW YORK, N.Y.
HOUSTON, TEXAS.
SAN FRANCISCO, CAL.
CHICAGO, ILL.

We are open to represent three or four first-class manufacturers who have a High-Class Food Product to offer. We can handle any advertising campaign and have been most successful with English goods. Correspondence solicited.

W. G. Patrick & Co., Limited

IMPORTERS & DISTRIBUTORS

Canadian Head Office
TORONTO, CANADA

American Head Office
NEW YORK, U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

STUART WATSON

WE COVER MANITOBA, SASKATCHEWAN AND ALBERTA

A. TRUESDALE

TRACK WAREHOUSE DISTRIBUTING

FOWARDING AND STORAGE

TELEPHONES MAIN 1850 5366

WATSON & TRUESDALE

WHOLESALE

COMMISSION BROKERS & MANUFACTURERS AGENTS

120 LOMBARD ST

CABLE ADDRESS "STUWAT"

CODES WESTERN UNION UNIVERSAL EDITION A.B.C. 4TH & 5TH EDITION BENTLEY'S FIRST EDITION J. K. ARMSBY'S LATEST CROSS

WINNIPEG,
May 24/18

TO MANUFACTURERS AND PACKERS:

GENTLEMEN:

Years of experience coupled with an efficient sales organization calling constantly on both the Wholesale and Retail trades in Western Canada are the reasons why we suggest if you want your business intelligently handled and your products sold, that you write us.

If we are entrusted with your account you will be assured of efficient representation that brings results.

Yours very truly,
WATSON & TRUESDALE.

Cable Address: "MACK" *Codes Used: A.B.C. 4th and 5th, Armsby—Private*

W. L. Mackenzie & Co.

Limited

Manufacturers' Agents and Commission Merchants

Head Office:
141 *Bannatyne Avenue East*

Winnipeg

Branch Offices at Regina, Calgary, Edmonton and Saskatoon

ESTABLISHED 1880

Western Canada's Oldest Firm of Grocery Brokers.

The Leaders in 1880—The Leaders To-day



This is the House

to ship your Western consignments through

If prompt and efficient service appeals to you we suggest your putting it up to us.

Our facilities for handling your business promptly and satisfactorily are entirely adequate. Ample track accommodation, a commodious warehouse with a storage and distributing system efficient in the extreme enable us to give you quick distribution in Winnipeg or rapid re-shipment to points west.

Steam heated throughout. Bonded or free storage.

We have recently purchased the warehousing business of C. S. Turner & Co., Winnipeg, and will operate it under the Williams Warehousing Co.

Write for full particulars now to

Winnipeg Warehousing Co.

W. R. WILLIAMS, Manager WINNIPEG ***(Unincorporated)***

If any advertisement interests you, tear it out now and place with letters to be answered.

B. M. HENDERSON BROKERAGE LTD.

——Brokers Exclusively——

106-7 Adams Building **Edmonton, Alberta**

ESTABLISHED AUGUST 16TH, 1917. ONE YEAR OLD TO-DAY

Groceries, Dried Fruits, Canned Goods, Nuts, Beans, and Cereals, Fruit and Vegetables, Apples, Potatoes, Onions, Etc.

That our policy inaugurated at the time of our incorporation, "Brokers Exclusively," is appreciated by our clients is evidenced by the splendid support received by us, and the immense volume of business entrusted to us.

REPRESENTING

Rosenberg Bros. & Co., San Francisco	—Dried Fruits, Raisins, Nuts and Honey.
Hedley Shaw Milling Co., Medicine Hat	—Flour and Cereals.
Crosby Molasses Co., St. John, N.B.	—Molasses.
Balfour Guthrie & Co., Vancouver, B.C.	—Canned Salmon, Canned and Salt Herring, etc.
Vancouver Pickle Co., Vancouver, B.C.	—Pickles, Catsup, etc.
Campbell Flour Mills Co., Toronto, Ont.	—Corn Flour.
Continental Salt & Chemical Co., San Francisco	—Salt.
Marinario Macaroni Co., Lethbridge, Alta.	—Macaroni, Spaghetti, Vermicello.
Washburn Crosby Co., Minneapolis, Minn.	—Corn Meal, Rye Flour, etc.
H. W. Ackerman, Belleville, Ont.	—Evaporated Apples.
Wm. McNair, Armstrong, B.C.	—Ashcroft Beans.
Vantoria Canning Co., Vancouver, B.C.	—Canned Fruits, Vegetables and Jams.

Agencies solicited for non-conflicting lines. Write or wire us.

"BUSINESS MOTTO"
Prompt and Improved Service

B. M. HENDERSON BROKERAGE LTD.

Canada Food Control License Nos. 3-385, 3-386, 6-529, 6-530

If any advertisement interests you, tear it out now and place with letters to be answered.

Mason & Hickey

MANUFACTURERS' AGENTS

Head office at Winnipeg, Man.; branches at Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon and Vancouver. We are open to represent lines that do not compete with the following:

Arbuckle Bros., New York.
Green Coffees.

The Borden Milk Co., Ltd., Montreal.
Evaporated and Condensed Milk.

California Fruit Canners' Association, San Francisco, Cal.
Del Monte Canned Goods.

Canada Nut Co., Ltd., Vancouver.
Peanut Butter.

Canada Starch Co., Ltd., Montreal and Brantford.
Starch, Syrup and Glucose.

Creamette Co., Minneapolis.
Macaroni, Vermicelli, Spaghetti, Creamettes, etc.

Crescent Mfg. Co., Seattle.
Mapleine.

Crown Broom Works, Ltd., Vancouver.
Brooms, Woodenware.

The Dominion Sugar Co., Ltd., Wallaceburg, Chatham, Kitchener.
Sugar.

Essex Canning & Preserving Company, Ltd., Essex, Ont.
Canned goods.

Foster & Holtermann, Ltd., Brantford.
Honey.

Gorman, Eckert & Co., Ltd., London, Ont.
Olives, Spices and Extracts.

California Packing Corporation, San Francisco.
Griffin & Skelley Co., Division.
Canned and Dried Fruits.

Harper-Presnail Cigar Co., Ltd., Hamilton
Cigars.

Ingersoll Packing Co., Ltd., Ingersoll, Ont.
Cheese and Smoked Meats.

W. K. Kellogg Cereal Co., Toronto and Battle Creek.
Dominion Corn Flakes, Krumbles, Rice Flakes, etc.

Kelly Confection Co., Ltd., Vancouver.
Molasses.

King Beach Mfg. Co., Ltd., Mission City, B.C.
Jams and Jellies.

W. S. Loggie Co., Ltd., Chatham, N.B.
Lobsters, Codfish and Blueberries.

Manford Schier, Dunnville.
Evaporated Apples.

National Licorice Co., Montreal.
Licorice.

Nicholson & Brock, Toronto.
Bird Seed and Bird Gravel.

Proctor & Gamble Distributing Co. of Canada, Ltd., Hamilton, Ont.
Crisco, Soaps, Soap Powders, Oils and Flakewhite.

William Rogers & Co., Denia, Spain.
Valencia Raisins.

W. A. Taylor, Winnipeg.
Horse Radish and Relishes.

Thornton & Co., Malaga, Spain.
Malaga Raisins.

D. Urquhart, Hensall, Ont.
White Beans.

J. H. Wethey, Ltd., St. Catharines.
Mincemeat, Jams and Jellies.

Mason & Hickey

287 STANLEY STREET **WINNIPEG, CANADA**

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada Food Board License No. 6-450

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents

A SALES force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results, get in touch with us.

Note the strategic location of our Offices—

WINNIPEG
MANITOBA

CALGARY
ALBERTA

REGINA
SASKATCHEWAN

EDMONTON
ALBERTA

SASKATOON
SASKATCHEWAN

VANCOUVER
BRITISH COLUMBIA

Canadian Food Control License No. 6-357-8-9

ESTABLISHED 1907

CABLE ADDRESS
"ESCOTT"
All the latest codes
STORAGE
AND FORWARDING

W. H. ESCOTT CO. LIMITED

WHOLESALE GROCERY BROKERS AND MANUFACTURERS' AGENTS

Head Office. 181-183 Bannatyne Ave., Winnipeg

BRANCHES:
REGINA, Sask.
SASKATOON, Sask.
CALGARY, Alta
EDMONTON, Alta.
FORT WILLIAM, Ont.

WINNIPEG, Aug. 7, 1918.
CANADA

Mr. Manufacturer,

Dear Sir:

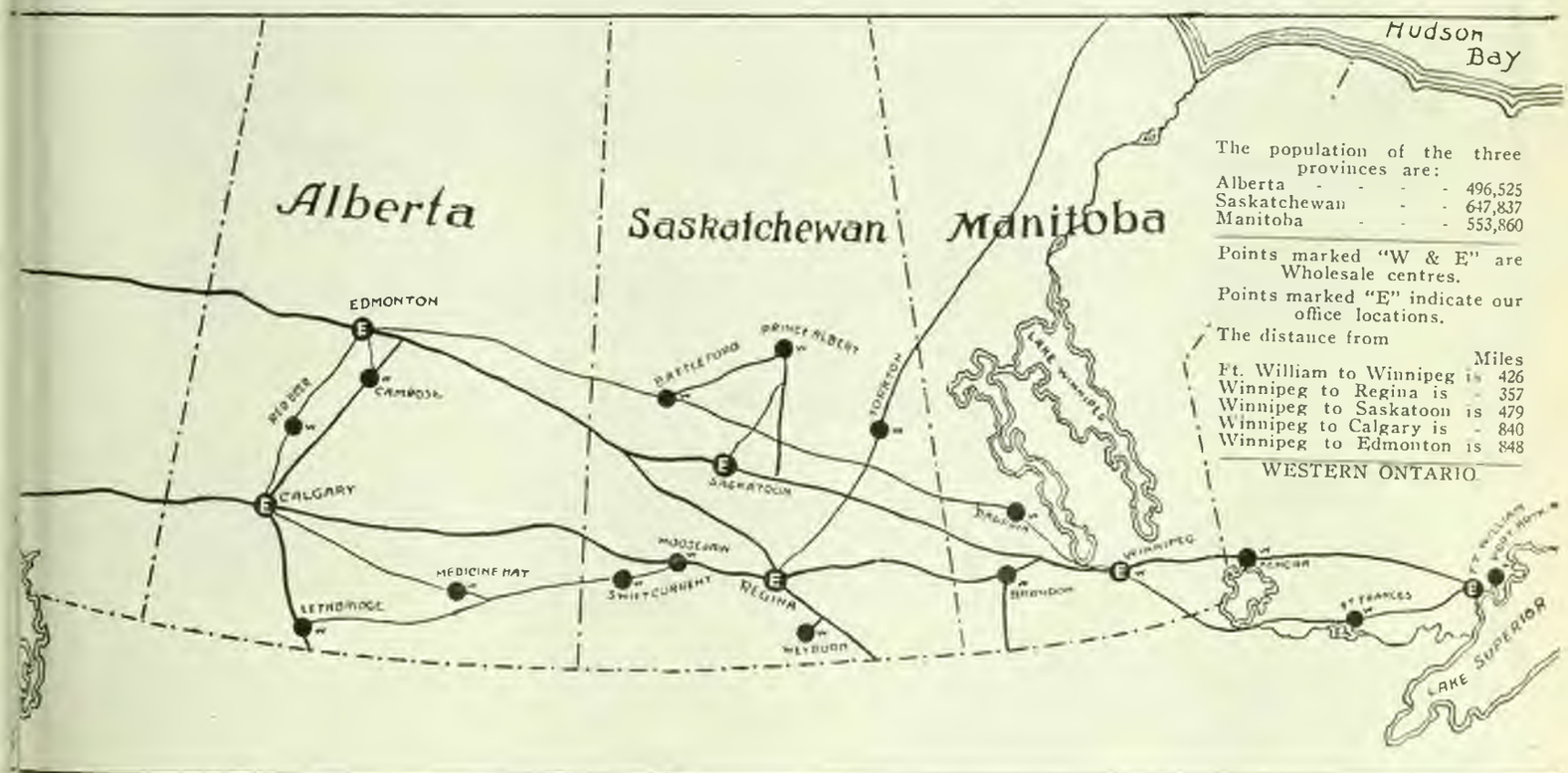
Is the Western Canadian territory worthy of your consideration. Our magnificent yearly crops are equal to a perpetual gold mine, and create a big demand for all manufactured products. We make a specialty of introducing new lines to the trade, from the head of the Great Lakes, to the Rocky Mountains, with offices at Fort William, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. We sell only wholesale merchants and manufacturers of undoubted credit.

Let us introduce your line. We can furnish detail salesmen-demonstrators, also handle your advertising copy if necessary. We work strictly on a commission basis.

We have five branches, twelve salesmen, and excellent storage accommodation. We select your consignments. We get results.

Drop us a line. References the regular commercial agencies.

Yours very truly,
W. H. ESCOTT CO., LIMITED



P. S. Our new map calendar will soon be ready. It is interesting, May we mail you one at our expense?

THE C. H. GRANT COMPANY

The aggressive Western Manufacturers' Agents, who represent in Canada such well known American and Canadian firms as

Mei Ji Trading Co., Ltd., Montreal
Japan Tea, etc.

Guggenhime & Co., San Francisco
Dried Fruits, Nuts, etc.

Grace & Co., Ltd., Montreal
Importers

Martin & Robertson, Ltd., Vancouver
Rice, etc.

Defiance Packing Co., Vancouver
Canned Salmon, etc.

Lummis & Co., Suffolk, Va.
Peanuts

Lange Canning Co., Eau Claire, Wis.
Canned Goods

W. R. Grace & Co., New York
Importers

What we have done for these firms we can do for you.

C. H. GRANT CO. *Manufacturers' Agents* WINNIPEG

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. & J. JONES
WINNIPEG - VANCOUVER
Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service

205 CURRY BUILDING
WINNIPEG

The Gibson, Paterson Co.
Limited
Grocery Brokers and Importers
Winnipeg, Man. Calgary, Alta.

WE REPRESENT:

Consumers Glass Co.,	Montreal
Dalton Spice Co., Ltd.,	Toronto
Salada Tea Co.,	Toronto
Langmuir's Floor Wax	
Seamless Rubber Co.,	New Haven, Conn.

If you, Mr. Manufacturer, are looking for representation in the Western field, we would like to hear from you. We are confident of our ability to give you the results that mean big business.

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

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.

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.

ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St., W. Toronto

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws of all the States; are readily sold, giving a quick turnover of stock.

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

On Spot
Tapioca and Sago
Both Singapore and Penang. Lowest price.
W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

Mention That You Saw It In
CANADIAN GROCER

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

QUEBEC

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING. MONTREAL

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Get stocked now with MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's write to-day to



Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canaka



For every customer

Recommend this Pure Concord Grape Juice to every customer.

One taste of its sweet, delicious goodness means regular repeats for dealers stocking it.

Display Marsh's. Recommend it. It pays.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.

THE H. L. PERRY COMPANY LTD.
COMMISSION BROKERS
STORAGE, DISTRIBUTING AND FORWARDING
214-216 PRINCESS STREET
WINNIPEG
CANADA

Put your product in good company by letting us push it in the Western Field

We represent some of the best Canadian, American and British products and the service we give is second to none.

Quite recently we added another important line to our family—the well known DRUMMER DYES, Dolly Cream and Dolly Tints. We are going to push this line into the front rank of Western "Best Sellers"—we can do the same for your product.

Further proof of the service we give and character of the lines we represent may be judged from the following list of clients:

Pugsley, Dingman & Co., Ltd., Toronto, Ont.
Comfort Soap, Dingman's Electric Soap, Dingman's Ideal Blue, Comfort Blue, Comfort Lye and Tip Top Soap Chips.

John Taylor & Co., Ltd., Toronto, Ont.
Taylor's Borax Soap, Borax Soap Powder, Infants' Delight Soap, Toilet Soaps, and Perfumes.

Shurly & Derrett, Ltd., Toronto, Ont.
Twines, Clothes Lines, Tennis Nets, Cotton and Jute Rope.

Torbitt & Castleman Co., Louisville, Ky.
Molasses.

Quaker Candy Co., Toronto.
Quaker Molasses Kisses.

Kerr Bros., Toronto, Ont.
Kerr's Butterscotch.

Bradshaws, Ltd., Toronto.
Wax Paper.

Jireh Food Co., Maitland, Ont.
Jireh Food and Gluten Flour.

Peter McNutt & Son, Malpeque, P.E.I.
Gold Medal Brand Lobsters and Canned Boneless Chicken.

Jas. Epps & Co., Ltd., London, Eng.
Cocoa and Chocolates.

Wm. Symington & Co., Ltd., Market Harboro, Eng.
Pea Flour, Custard Powder and Dry Soups.

Wm. Edge & Sons, Ltd., Bolton, Eng.
Dolly Cream, Dolly Tints and Drummer Dyes.

The New Imperial, Quebec.
Egg Powder.

We would like to hear from you. Send us a few particulars about your product. Ask us to tell you all about our organization—its reputation, financial standing, and its facilities that guarantee success.

F. D. COCKBURN COMPANY

Grocery Brokers and Manufacturers Agents

149 NOTRE DAME AVE., E. TORONTO



GOODWILL

the foundation of all good business---is the confidence of your customers. And that confidence is only secured by supplying reliable goods.



KKOVAH CUSTARD AND KKOVAH Health SALT

Because of their quality, will help to secure that confidence. *They give satisfaction always.*

Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG :: TORONTO :: MONTREAL

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from slivers and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

Man-Man-Man!!

Where is that man you need so badly? Here Conscription has taken off your best man—or near best—and has left you short-handed.

Well, no use grouching, is there? Best thing to do is to advertise for the man you want. Use CANADIAN GROCER as the best and cheapest medium. Use dailies if you think they're better. It's up to you.

ALL we know is that you get to a sifted class when you use CANADIAN GROCER. The replies you will get will be from men *now in jobs*—not slackers nor idlers, not job-chasers. It will cost you two cents a word first insertion, one cent each subsequent insertion to use CANADIAN GROCER, and you may have to use several issues before the right man puts himself on your hook. Nobody knows in advance just how much you'll have to advertise. But we all know good men are scarce, and don't have to look for jobs. You'll have to do some inducing, perhaps, to tempt the man you want to leave his present employer.

So send along your advertisement. Better order it to run "until forbid." It will be cheap enough if you find the right man; and anyhow, there's no other cheaper or better way of finding your man. (Five cents extra per insertion if replies are to be sent to Box Number in our care.)

Address:

CANADIAN GROCER WANT ADS.

143-153 University Ave. - - TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Two lines that are easy to sell

E. D. SMITH'S
Black Currant Jam
and
Raspberry Jam

New 1918 Pack now ready

Place your order now and arrange these two "E.D.S." lines in your next jam displays.

"Repeat" sales are assured you —because the quality is there.

E. D. Smith and Son
Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

CENTURY SALT



---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

THE DOMINION SALT C° LIMITED
SARNIA, ONT.

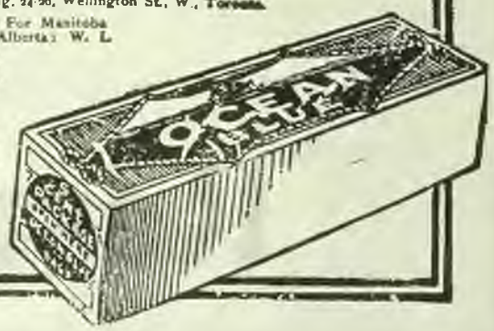
Very many Canadian Grocers sell Ocean Blue because they are glad to do so. They know that it does credit to their judgment and enhances their reputation. They know that every sale leaves a living profit, that every packet which goes across the counter will give entire satisfaction, and that every recommendation of OCEAN BLUE adds to the goodwill of their business.

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Gray Building, 24-26, Wellington St., W., Toronto.

Western Agents: For Manitoba Saskatchewan & Alberta: W. L. Mackenzie & Co. Ltd., Winnipeg, Regina, Saskatoon, Calgary & Edmonton. For British Col. and Yukon: Creeden & Avery Rooms 5 and 6, Jones Block 401, Hastings Street, West, Vancouver.



TRADE MARK KEYSTONE BRAND REGISTERED

Here's MONEY for YOU

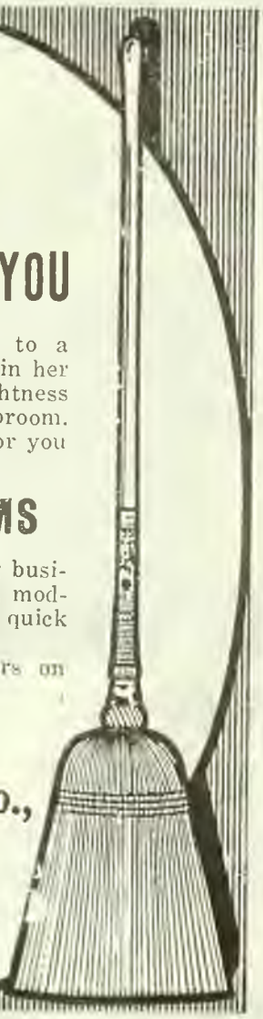
A Nugget Broom will appeal to a woman the minute she takes it in her hand. She appreciates that lightness so rare in a good quality broom. There's a genuine opportunity for you to make money on

"NUGGET" BROOMS

"Nugget" Brooms will bring big business to you, satisfied customers, moderate prices, good profits and quick turnovers

Write for prices and particulars on Nugget Brooms to

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.
Also Makers of the famous Keystone line.



War Conditions

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S
DOG CAKES
Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

If any advertisement interests you, tear it out now and place with letters to be answered.



Here's the proportion—

A level teaspoonful of Egg-O Baking Powder to a cup of well sifted flour

That's another big selling point about Egg-O—it's **economical.** The housewife uses less of it and gets better results, whether she uses it with sweet milk, sour milk, buttermilk or water.

Egg-O is a baking powder that you can confidently suggest and strongly recommend. It satisfies always.

Besides—Egg-O profits are worth going after.

Egg-O Baking Powder Co., Limited

HAMILTON, CANADA

Wheat Flour Substitutes

THE Canada Food Board's order making compulsory the use of wheat substitutes has caused unprecedented demands upon our milling facilities. If your shipments of corn, barley and rye flours do not reach you as promptly as usual, please bear with us. With our special capacity for milling the substitute flour we are doing our best. In the meantime we suggest that you can assist speeding up deliveries by ordering not more than actual requirements until the rush is over.

Campbell's Corn, Barley and Rye Flours are sold in the following size packages:—

3½ lb. 7 lb. 24 lb. 49 lb. 98 lb.

Campbell's Corn Barley and Rye Flours

The Campbell Flour Mills Company, Limited

West Toronto, Ontario

FRED COWARD

402 Spadina Ave., Toronto

Importer and Packer of Grocers' Sundries, etc.

	Dozen
"Lightning" Coffee Essence, 8-oz. square bottles (3 doz. in carton)	$2.80
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton)	1.40
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton)	.90
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton)	.90
Potato Flour, 10-oz. packages (3 doz. in carton)	1.20
Potato Flour, 3½-lb. bags	6.00
Ground Rice, "Special Grain," 10-oz. packages (3 doz. in carton)	1.10
Ground Rice, "Special Grain," 3½-lb. bags	5.28
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton)	1.45
Marrowfat Peas, bulk, prices on application.	

Freight paid up to 35c per 100 lbs., or

Better still—ask your wholesale grocer for the above lines.

Hot Weather is here and now is the time to buy

WANDER'S

CHLORINATED LIME

Destroys Odors

Kills Germs

Bleaches

Used in Cantonments and Hospitals



Endorsed by Health Authorities and Always a good seller wherever pushed

Sell WANDERS

Chlorinated Lime and Pure Lye; most profitable brand on the market. A sure repeater, and is well advertised, which will prevent the goods from becoming stale and worthless.

Order a supply of WANDERS *from your jobber*

S. Wander & Sons Chemical Co., Inc.

Main Office and Factory

ALBANY New York

Hand her a jar of

OLIVE BUTTER



and note how its tasty wholesomeness will win her instant approval.

Olive Butter is an extra delicious table delicacy, made from the very purest ingredients — Selected Pure Spices, Olives, Pimento and Malt Vinegar.

The goodness of Olive Butter will make many extra sales for you and add materially to the prestige of your store.

Order a trial supply.

E. W. Jeffress, Limited

WALKERVILLE, ONT.

Now that the Warm Weather is Here

You will have a demand for a Good Relish to be eaten with cold lunches and for making sandwiches for that outing.

Order Taylor & Pringle Co.

		Per Doz.
Universal Fruit Sauce	8-oz.	$1.80
Chili Sauce	10-oz.	1.90
Tomato Chutney	10-oz.	1.90
East India Relish	10-oz.	1.90

Distributors:

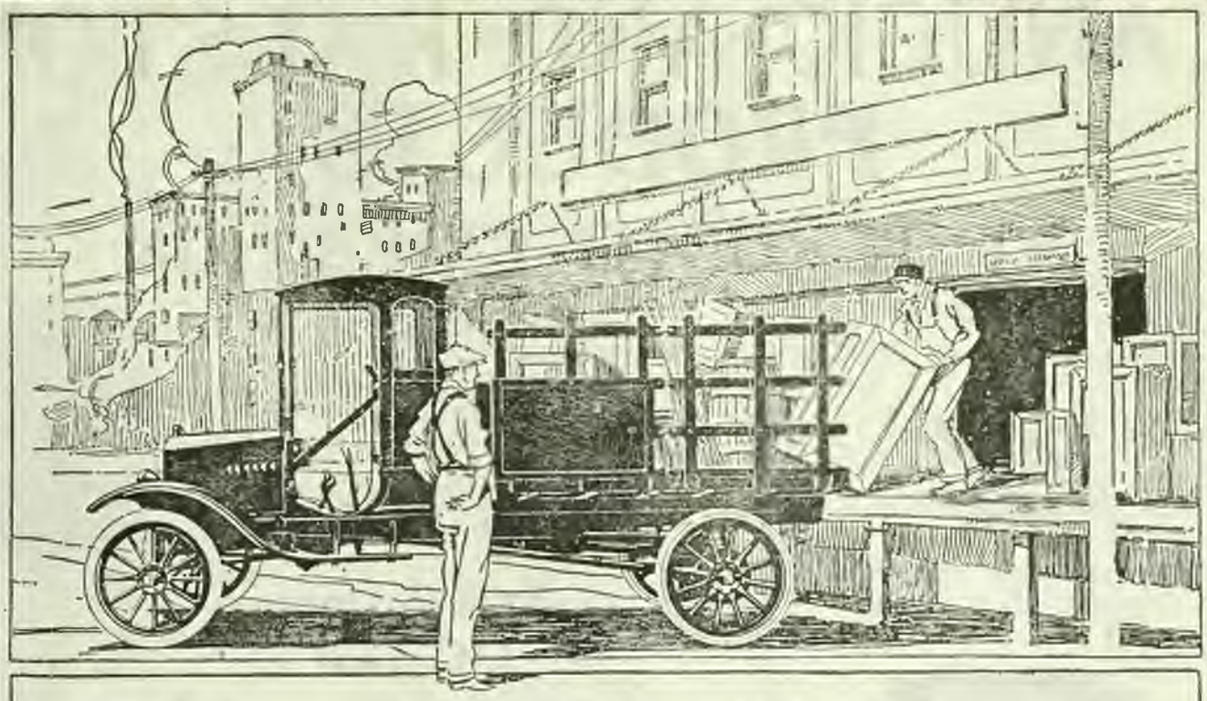
MacLaren Imperial Cheese Co., Limited, Toronto
Fearman Bros., Limited, Hamilton
E. Cutmore, Brantford

Taylor & Pringle Co.

Limited

MANUFACTURERS OWEN SOUND

Canadian Food Board License No. 14-153



"When Can You Deliver?"

THAT'S the customer's first question, usually. How do you answer him?

Your goods may be superior, your clerks may be courteous, your store attractive, but, after all, unless your deliveries are prompt and dependable, your customers will be disappointed and trade elsewhere next time. Do you realize how many people judge a store by its deliveries?

Is your delivery system on a par with the rest of your business? Does it draw new trade or lose customers for you? Are your horses as suitable for you as they were at one time? If not, why do you persist in being a little behind the times, when a Ford One Ton Truck would be more in line with your other business standards?

Perhaps your deliveries cost you too much. If you are using motor trucks, they may be too heavy for your line of business and therefore too expensive. The Ford Truck uses less fuel when handling a full load than some trucks use running empty.

The Ford One Ton Truck is a money saver, so why not modernize this department of your business at once?

Ford

THE UNIVERSAL CAR

One-Ton Truck	**$750**
Runabout - -	575
Touring - - -	595
Coupe - - -	770
Sedan - - - -	970
Chassis - - -	535

F. O. B. Ford, Ont.

All prices subject to war tax charges, except trucks and chassis

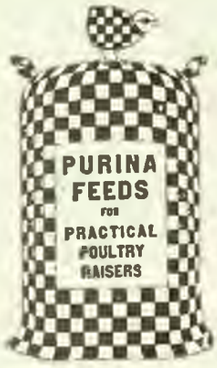
Ford Motor Company of Canada,
Limited
Ford - - Ontario

CANUCK AND RALSTON PRODUCTS

AT TORONTO EXHIBITION







CANUCK

Rolled Oats
Oatmeal
Gold Dust Cornmeal
White Corn Flour
Fancy Yellow Corn Flour

Ralston Purina

Whole Wheat Flour
Ralston Wheat Food
Purina Chick Feed
Purina Scratch Feed
Purina Chicken Chowder

YOU ARE CORDIALLY INVITED TO VISIT OUR BOOTH IN THE GOVERNMENT PATRIOTIC FOOD SHOW (OLD EDUCATION BUILDING) AND ALSO IN THE POULTRY BUILDING.

The Chisholm Milling Co., Limited

Toronto - - Ontario





Make these All-Canadian Milk Products your leaders



Sell the Milk Products that you know are O.K.—the Milk Products that are Made-in-Canada.

Malcolm Milk Products are made up to a standard beyond which there is no better.

The strictest surveillance is always exercised in every part of their manufacture from the selecting of the best needs down to the sealing of the cans.

That's why you can recommend the Malcolm lines. They're good and they always satisfy.

Freight prepaid up to 50c per 100 lbs. in Ontario, Quebec and the Maritimes. 5-case lots or more delivered to any point in these sections.

THE
MALCOLM CONDENSING CO., LTD.
St. George, Ontario
The All-Canadian Condensed Milk Company

WETHEY'S
Orange Marmalade
excels all others



Jars like this
are ideal for preserving and pickling

Prudent Mrs. Housewife will now be planning on beating next winter's high prices by putting away ample stocks of fruits and vegetables.

Show her how easily she can do this by using our Sanitary Stoneware Pottery—the best and most sanitary containers for this purpose.

Would you like to see our folder listing the complete line of crocks with prices? **Send for it anyway. No obligation.**

The Toronto Pottery Co., Ltd.
617-618 Dominion Bank Bldg.
King & Yonge Sts. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Keen's Oxford Blue

The profit margin on KEEN sales is big enough to make a daily display worth while.

KEEN'S Blue represents the utmost in quality to housewives in every community. They know it and a little suggestion from you when making up orders will keep your KEEN stock moving rapidly.

Never let her forget the fact that you sell and recommend KEEN'S **—the Blue of Blues.**



MAGOR SON & CO.
LIMITED

191 St Paul St. W., Montreal
30 Church St., Toronto



Have you got it in your displays?

Convince yourself of the quick selling money making qualities of CHARBONNEAU'S IMPERIAL SUGAR CREAM BUTTER.

Make up a trial display to-day. Suggest it to every lover of a real good quality line. Every sale will mean a satisfied customer for you.

And the repeats are certain.



Charbonneau, Limited
Manufacturers of Biscuits, Confectionery, Syrup Refiners

330 Nicolet Street Montreal

CANADIAN GROCER

Vol. XXXII. TORONTO, AUGUST 16, 1918 No. 33

Light on Export and Import Problems

Many Regulations Dealing With Exports and Imports Make the Way of the Importer Hard—What Goods Are Restricted and What Are Licensed a Matter of Some Uncertainty—A Resume of Facts of Case as They Apply to Grocery Trade

THE many changes of recent date in the customs regulations have been a cause of much difficulty. Not only have there been changes, but there has come into effect a series of regulations requiring the obtaining of licenses for many articles that are not actually restricted.

Just where to draw the lines between the goods that are actually restricted, that are under the terms of the restriction, yet that are by a special order released from the provisions of that restricting order, and the goods that require a license for import, are matters that it is not easy for the importer always to decide.

With a view to making this matter as simple as may be, the following excerpts from the different regulations that deal with the goods of especial interest to the trade are given herewith.

On June 3 the order-in-council providing a restrictive embargo, with the purpose of relieving the adverse balance of trade as much as possible. This regulation known as Schedule 1, save as elsewhere provided, or through license granted by the War Trade Board, imposes restrictions against the import of the following lines:

SCHEDULE NO 1- RESTRICTED IMPORTS.

Ale, porter, lager and other beer, in bottles and casks. Ginger ale.

Nuts, shelled (edible), almonds, peanuts. All other shelled nuts (not including cocoanuts or acorn nuts)

Nuts, not shelled (edible), almonds, Brazil nuts, peanuts, pecans, walnuts. All other nuts not shelled (but not including cocoanuts or acorn nuts).

Fruits, green: Blackberries, gooseberries, raspberries and strawberries, including wild edible berrries, cherries, cranberries, currants, grapes, peaches, plums, quinces, apricots, pears and nectarines, green; Guavas, mangoes, plantains and green fruits except green apples, bananas, or [illegible] shaddocks, lemons or limes.

Lime juice and fruit juices, containing more than 25 per cent. of proof spirits; lime juice, fruit syrup, and fruit juices, non-alcoholic (except lime juice raw and concentrated not refined).

Cheese.

Sugar candy and confectionery of all kinds, including sweetened gums, candied peel, pop corn, fruit and nuts; flavoring, custard and jelly powders; sweetmeats; sweetened breads, cakes, pies, puddings and all other confections containing sugar (but not including cocoa paste, chocolate paste, prepartions of cocoa or chocolate, or confectionery coated with or containing chocolate).

Vegetables.: Sugar beets, melons, tomatoes, fresh. Vegetables (not including potatoes, sweet potatoes, yams or canned vegetables).

By a further order dated July 18 a further list of goods was placed under embargo save as relieved by licenses from the War Trade Board. The new order is known as Schedule K. According to instructions sent out by the Commissioner of Customs however, the following modifications are ecective.

"By order of the War Trade Board all articles specified in schedule K appended hereto are approved for importation into Canada from the United States until otherwise ordered.

"Customs collectors may therefore accept entries of goods specified in schedule K as licensed for importation from the United States into Canada."

SCHEDULE "K"

All bread stuffs except wheat and wheat flour.
Broom corn.
Candle pitch, palm and other vegetable stearin.
Chicory root, raw or roasted.
Cocoa and chocolate, prepared or manufactured.
Eggs of poultry.
Gelatine and manufactures thereof.
Honey.
Hops.
Matches, friction and lucifer.
Fresh meats.
Rennets.
Soap.
Aerated and mineral waters, except ginger ale.
Vinegar.
Shellfish (not including crab meat from Japan).
Tobacco leaf.
Fish, fresh, cured and preserved.
Animal oils.
Borax.
Dairy products, except cheese.
Meat products and preserved meat.
Paraffin.
Starch.
Argols, or wine lees.
Eggs, dried, frozen, prepared or preserved, and yolks of eggs.
Glue and glue size; glue stock and raw hide cuttings.
Licorice-root.
Paper and manufactures thereof; paper stock, crude.
Tea waste, siftings and sweepings.
Vanilla beans.
Vegetables, all, except the following green vegetables: Cucumbers, watermelons, artichokes, shallots, green peas, romane, parsnips, salsify, egg plant, green peppers, Brussels sprouts, asparagus, mushrooms, parsley, endive, beets, turnips.
Fruits, all, except the following: Blackberries, gooseberries, currants, pomegranates, quinces, nectarines, mangoes.

There are certain goods that, while requiring licenses for import, are in no way restricted providing that the transaction is bona fide one.

The regulation is imposed at the instance of the United States government. The United States government, to eliminate less essential imports imposed restrictions on a number of articles imported from abroad. There was no restriction imposed however against the same goods being imported from Canada. The United States government found that some importers were taking unjustifiable advantage of this fact to import goods by way of Canada, thus making the United States regulation of no avail. On the representation of the United States government to this effect an order was passed making it unlawful to ship these goods to the United States without first obtaining a license that would show that the transaction was a bona fide transaction between the United States and Canada, and Canada was not merely being used as a blind.

SCHEDULE—LIST NO. 1.

All breadstuffs except wheat and wheat flour.
Broom corn.
Candlepitch, palm, and other vegetable stearin.
Chicory root, raw or roasted.
Cocoa and chocolate prepared or manufactured.
Eggs of poultry.
All fruits except pineapples and bananas
All nuts, except cocoanuts and products thereof.
Gelatine, and manufactures thereof.
Fresh meats.
Oil cake.
Lemon oil. All expressed vegetable oils from Europe only.
Rennets.
Soap.
Malt liquors.
Wines. Other beverages.
Candy and confectionery.
Beans and lentils, from Europe only. Dried peas from Europe only.
All vegetables, except beans and lentils, and peas, either in their natural state, or prepared or preserved.
Vinegar.

SCHEDULE LIST NO. 2.

Shellfish (does not include crabmeat from Japan).
Tobacco leaf.
Animal oils. Fish, cured or preserved.
Borax.
Dairy products.
Meat products and preserved meats.
Paraffin.

Starch.
Argols or wine lees.
Edible substances, not specifically provided for in the United States Customs tariff schedules.
Eggs, dried, frozen, prepared or preserved and yolks of eggs.
Licorice root.
Paper and manufactures thereof (does not include books and other printed matter).
Paper stock, crude (does not inclure wood-pulp).
Tea waste, siftings or sweepings.
Vanilla beans.

British Producers and Canada

A Canvass of British Manufacturers Indicates That Many Have Their Eyes Fixed on Canada and Will be on This Market at the Earliest Possible Moment—A Few Uncertain as to Conditions Beirg Such as to Permit Export Trade

MANY manufacturers have been approached by us for information as to their attitude and plans regarding Canadian trade after the war. Many of them are reluctant to make definite statements as the position regarding tonnage—which will naturally affect raw material supplies—and the problems of rebuilding their home connections are facts which will, they think, keep them busy for some considerable time after peace arrives.

It is pleasing to note, however, that quite a number of the most important houses will be making a bid to re-establish and extend their Canadian connections immediately conditions permit. Some of the statements of these firms are condensed in the following report:

Confectionery Trade Will be Interested

A north country house writes: "We are afraid the confectionery trade will be short of raw material for some long while to come, but should we have anything like freedom in this respect we shall take a very great deal of interest in the Canadian trade."

From Scotland an important house says: "We quite understand the Canadian market will be a good one for the sale of these confections; in fact we have already done considerable business in this line in Canada, but owing to the government restricting our supply of sugar to 25 per cent. we are not meantime in a position to take up the matter."

A Midland confectionery firm says: "It is unlikely that we shall do any export trade after the war."

One of the big chocolate and cocoa firms states: "While realizing fully the great possibilities of the market we are unable to give you any definite information."

A London firm which, prior to the war did a good Canadian business states: "We regret there is not a very great deal of general interest that we can tell you with regard to our Canadian plans, but you may rest assured that we intend to do our best to recapture the trade which at the present moment has ceased, and to extend into new fields."

From a big chocolate and cocoa house: "'We think that makers of our class of goods will be forced out of the Canadian market after the war if the Canadian government continues its policy of assessing duties on 'Home production prices.' Goods such as ours, which are made from raw materials bearing heavy duties owing to war taxation are severely handicapped if assessed at present home prices. This is specially noticeable when it is remembered that in the chief competing countries such as Holland, Switzerland and U.S.A. duties on raw cocoa and sugar are, if any, very light."

A West of England house who had goods on the Canadian market in peace time, state: "We have been compelled to shut down the whole of our export department, and we can see no hope of being able to revive it, at any rate for long after peace conditions are established."

A London confectionery manufacturer writes: "We are doubtful whether we shall be interested in Canadian trade for some considerable time after the war."

A very progressive London firm gives the following interesting information: "As far as confectionery and chocolates are concerned, we certainly, in concert with other manufacturers of these lines, intend to push our trade in Canada the first opportunity on the conclusion of peace, but as to the exact line that this will take we are not quite certain at the moment, and we are afraid we cannot give you any information which will likely be useful to you at this stage. The whole matter is bound up so much with the tonnage difficulty and we are not now referring to exporting goods from this side to Canada so much as getting raw materials into the country necessary for our manufacture. We might say, speaking generally, that the cocoa and chocolate manufacturers and sugar confectionery manufacturers some time ago formed an export union, which was organized for dealing with questions of overseas trade, and for acquiring all useful information concerning individual markets."

Biscuit Firms Will Re-establish Business

A firm whose goods were well established on the Canadian market write us: "Although we have our plans mapped out for operation when the moment arrives, it is impossible, with that happy time at such an indefinite distance, for us to be able to say what we shall be able to do. The question of ingredients promises to be as difficult as that of freight, but with our chain of agents from East to West we shall be able to enter into intimate and immediate communication with our customers. Our trade with Canada formed such an important proportion of the total trade in English biscuits that you can rely upon us doing everything that may be possible on the removal of the prohibition to supply those specialties which have become so popular in the Dominion."

A Scottish biscuit house reports: "Owing to the fast development of our home trade we have reluctantly to relax the bulk of our business in Canada. It is possible, however, in our reconstruction scheme that Canadian trade will be revived by us, but at the present juncture we are not in a position to say anything further."

A third house says: "We naturally look forward to resuming our trade with Canadian markets after the war is over."

Coffee Essence Firms Foresee Difficulties

A Northern house reports: "We are not in a position meantime to say what we may do after peace has been declared as there are so many different things to be taken into consideration that it is impossible for us to decide at the present time."

A Scottish house states: "Coffee essence will be very much handicapped unless some arrangement can be made to have the duties on coffee and chicory refunded when exported; in fact 6d per pound duty will give little chance of us doing anything out of the country."

A London house says: "We do hope to pick up our trade again there, also to extend our clientele there."

Manufacturers of Mustard, Rice Sugar, Cordial and Custards Will at Once Re-enter Canadian Market

A Midland manufacturer states: "Undoubtedly push the export trade with the utmost vigor. National considerations, apart from private gain, will make such a course imperative."

A merchant house handling rice, spices, etc., states: "We shall, in all probability send a representative to Canada after the war to again work up our trade in rice, spices, cereals and other products."

From a sugar refining firm who did a fine Canadian trade in syrup: "'We are hoping as soon as the war conditions pass that we shall be able to renew our business with our Canadian friends, and trust we shall do as large a volume of business there as ever."

The proprietors of a very fine line of cordials, lemon squash, etc., report: "We can assure you that as soon as things become more normal we shall be very desirous of creating a great demand in Canada for our goods."

A South Country firm making custards and specialties well known in Can-

ada state: "We are of course keeping our eyes open on that promising field and shall naturally do all possible to develop our business there, but we think it will be a considerable while after the termination of hostilities before we can hope to be in a position to enter that market as we are of the opinion that the price of commodities generally will continue high, and also freight rates will be at a figure that the goods are likely to arrive at a prohibitive price."

Tea Firms Will De Their Best to Regain Business Lost

A Scottish tea firm writes: "We do not know when or under what conditions the export of tea from this country may be resumed, but you may take it that we shall do our best to regain the business we have temporarily lost and extend it by every other means in our power. We have our agents of course in Canada with whom we are regularly in touch."

Condiment Firms Hold Various Opinions

Lincolnshire firms of pea packers report as under:

"We cannot see that there is any prospect of opening out with our specialties in Canada for some considerable time after the war."

"Dare any man say that food will be so plentiful in this country for some years that we can afford to export it? I have grave doubts about it. In fact peas before the war were thought to be a high price at £5 per quarter, to-day they are worth £20 per quarter. Personally I do not think we shall be exporting peas abroad for many years, we shall want all we can grow for our own consumption, in fact it may be just the other way about, we may have to import them in large quantities into the British Isles."

An important house making preserved provisions, condiments, etc., asks: "Will the enormous mass of home trade orders which are accumulating in our hands still hold good when we can deliver, keeping us so busy that Canadian or any other export work will be an impossibility? Or shall we have to painfully nurse up a ruined home trade and, whilst so doing, be glad of a Canadian outlet for our manufactures? If you can provide us with an answer to above we can then reply to your query as to what we propose doing concerning Canadian trade."

A London house states: "We shall in all probability have a full time representative in Toronto or Montreal with a complete distributing organization. We know there is a considerable demand in the Dominion for the condiments blended by us."

A London pickle house reports: "We already have in hand our arrangements affecting representation for Canada after the war."

Another firm writes: "The situation at the present time is that we have many dozen cases on order for army and navy canteens but one of the ingredients, which is absolutely essential to the making of our tomato sauce, chutneys, etc., must come from abroad, and while one government department is clamoring over the delivery of the goods, the other government department is doing its best to prevent the import into this country of the ingredient in question. This state of affairs has been going on now for six to eight months, and it is quite impossible for us or any other firm placed in a similar position to forecast what we shall or shall not be able to do after the war. We are not pessimists by any means, but until we can get our government departments co-ordinated in some way or other so as to work somewhat together it seems hopeless to make any plans for the future. As you know, we have other lines besides this suitable for the grocery trade, and the same conditions apply to these as we have mentioned with reference to the tomato sauce, so that this is no exception."

BREAKFAST FOODS NOT SUBSTITUTES

A large number of enquiries have been received at this office as to whether this or that brand of breakfast food may be considered a substitute for wheat flour as required by the recent Canada Food Board order. S. R. Weaver, Chief of the Educational Division of the Canada Food Board, has supplied the answer to these enquiries as follows:

Canada Food Board Order No. 50 of June 25th, as amended by Order No. 55 of July 13th, is specific in defining substitutes as "pure and wholesome corn, oat, barley, rice, rye, buckwheat, tapioca or potato flour; bran, shorts, oatmeal, rolled oats, cornmeal, cornstarch, hominy, corn grits, rye meal, rice, tapioca or any mixture of same and potatoes." The inclusion of potatoes is qualified by the provision that in using potatoes 'four pounds of same will be equivalent to one pound of other substitutes."

The word "substitutes," as thus defined, includes only those products mentioned and no others, consequently corn flakes and prepared breakfast foods are not properly counted as substitutes under the Food Board's order requiring licensed dealers to sell not less than one pound of substitutes to four pounds of white or standard flour.

U. S. GOVERNMENT OPTIONS COMPLICATE TRADE.

The effect that the United States Government's requisitioning of food products is having on the trade is little understood in some quarters, yet these options impose very serious restrictions. To avoid any misunderstanding a large Pacific Coast packing house sent out a letter to jobbers outlining the reasons for their inability to meet the demand in many lines and sizes of their product. The information therein contained may well be of great interest to the trade as a whole.

The communication reads in part as follows:—

"In order that you may understand just why it is impossible for us to take on additional business at this time, we wish to inform you that the United States Food Administration has advised us to reserve the following canned fruits of the 1918 pack:

The entire pack of No. 2½ extra, extra standard and standard R. A. cherries.

The entire pack of No. 2½ extra, extra standard and standard black cherries.

The entire pack of No. 2½ extra, extra standard white cherries.

The entire pack of No. 2½ extra standard and standard apricots.

In addition to the above, we were advised on August 1st that by order of the United States Food Administration all peach packers must reserve 30 per cent. of their entire tonnage of Y. C. peaches, and 30 per cent. of their entire tonnage of Y. F. peaches, to be furnished to the Government in No. 2½ extra standard grade, and that the pack of 30 per cent. of our entire tonnage in the No. 2½ size of extra standard grade of all varieties of peaches, mentioned above, must be our first consideration, regardless of any other condition.

The order further specified that we must not pack extra standard grade of Y. F. and Y. C. peaches in any but the No. 2½ size can, until after the 30 per cent. of our entire tonnage has been provided in the No. 2½ size, for Government use, of the extra standard grade.

This undoubtedly means that there will be practically no extra standard clings or free peaches for distribution to the trade.

You can readily see that it will be necessary to make pro-rata deliveries on many items of canned fruits this year, and it is quite possible that on some grades there will be nothing left for the trade after the Government's reservation has been taken care of."

INDIVIDUAL IMPORT LICENSES FOR SUGAR AND WHEAT REQUIRED

The United States War Trade Board issues the following:

For the purposes of facilitating the enforcement, in the States along the Canadian border, of the regulations of the Food Administration, with respect to sales of sugar, wheat, and wheat products, the War Trade Board has issued the following ruling:

On and after August 1, 1918, sugar, wheat, and wheat products may not be imported into the United States, except under an individual import license issued by the War Trade Board; and, accordingly, the general license heretofore issued, authorizing the importation withoutout individual licenses of small quantities of these commodities, has been revoked as of August 1, 1918.

The Canadian authorities have taken similar action by prohibiting the exportation from Canada into the United States of sugar, wheat, and wheat products except under an individual Canadian export license.

A. D. Dupont, grocer, Montreal, has sold his assets.

Licenses! Embargoes! Transportation!

What the Importer Now Has to Contend Against—Some of the Forbidden Lines—The Manufacturer, His Outlook—After-the-War Possibilities

LICENSES! Embargoes! Transportation! How welcome will be the day when these factors are not so prominent in the business life of the country as they are to-day. Brokers, jobbers, wholesalers are experiencing the greatest difficulty in handling business and why? Because food stuffs of practically all kinds are affected by these same licenses, by embargoes or by lack of transportation. Regulations affecting the sales and distribution of many items must also be considered as part of the day's difficulties. It is no the easiest business in the world to-day, this grocery trade in its various phases.

Imported Lines Most Difficult

Undoubtedly all goods which must be imported present the greatest difficulties to-day. Were the people satisfied with food stuffs produced in Canada—and it may come to the point where they will have to be—the situation might not be so bad for the trade as a whole. Years of access to the delicacies only grown on foreign soil make separation from these seem hard. However, the powers that be, as represented by the government, are utilizing an increasing tonnage for the transportation of men and materials necessary to the winning of the war—this has meant a curtailment of importations and is likely to mean even greater restrictions on the goods available for import. The situation hinges largely on transportation—the need of ships and railroads to carry war materials and food stuffs to the fighting men and to the Allied countries must be met to the exclusion of the wants and even needs of the civilian population of this country and the United States.

Olive Oil Is No More.

In reality this is the situation to-day. There may be small amounts which could be bought, but these are few and far between.Embargoes have been placed on export of olive oil by Spain, France and Italy, where supplies for Canada come from—the result is obvious. It has been a case of all going out and none coming in as far as the wholesalers and importers are concerned, with the result that stocks are nil from a commercial standpoint.

From an after-war standpoint the views held by Mr. Lane of Harold F. Ritchie & Co., Toronto, are general. Mr. Lane says: "Sales should be easily affected once the goods arrive, but the transportation question will not be solved when peace is signed. It may so happen that some shipments will get through at an early date following the cessation of hostilities—then again it may be months. Dealing in futures is a most decidedly uncertain business as relating to post-war movement of merchandise."

LICENSES!
EMBARGOES!
TRANSPORTATION!

The broker sat in his office watching the electric fan blow the curl out of his cigar smoke. Apparently not a care in the world, prosperity written all over his face, he leaned back and a beautiful procession of thoughts ranged themselves in order for his delight.

A timid rap was heard and the office boy announced Mr. , buyer for one of Winnipeg's largest wholesale grocers. "I just brought over an order for a couple of cars of dried fruit didn't want to trust it to a boy—get your principals to rush same never mind the thanks—good bye" and the buyer was gone. The broker smiled, things were certainly coming his way.

Again the timid knock, again the office boy, another buyer, another order. All afternoon, the procession continued—orders were piled high—contemplation of brokerage was pleasant work.

One of the first things he must do is get a car—he had planned on having that high powered machine for months he would get it at once, phone his wife to get ready for a trip, see about getting a license and a **license! a license!!**—where and why a license? where was he? he sat up in his chair stared around at the furniture and then he remembered.

Such a picture as he had drawn—what pleasant recollections of business relations unconsciously he reached out his hand to where all the orders had been piled on his desk. Reading from the first paper he picked up he found that it was a list of **embargoed** goods—a shiver ran through his frame, he got up, put on his hat and started for the street car to take him home away from it all. At least his wife would not remind him of his office worries and the kids had none.

He waited for his car. "Extra! Extra!" yelled the newsy and out came a shining nickel, changed hands, and away went the boy with his wares. Opening the paper, the headline smote him terribly it was the last straw—**"Transportation** Tied Up Street Car Men Strike!"

License! Embargoes!! Transportation!!! the bogey of the broker to-day—why were such words ever coined? Will business ever again be conducted without reference to them and will the broker welcome the time?—ask him.

Sardines From Norway

Take the case of sardines from Norway, of which importations prior to the war were very heavy and what does one find? The market practically bare of supplies. Provide transportation for these and sales could very likely be effected, but to-day's prices are considered prohibitive. That prices will decline is the opinion expressed by W. G. Patrick, president W. G. Patrick & Co., Toronto, though this may not be an immediate result when war ceases. Mr. Patrick feels that a gradual recession from to-day's valuations will be more in line—prices reaching a pre-war basis or nearly so, in probably a two-year peace period.

The Leonard Fisheries, Montreal, express the view that whereas many lines of fish were imported prior to the war it is likely they will not be offered for some years after the war. However, should these be available they express the view that a good demand will quickly absorb importations.

The Manufacturers' Problem

What steps manufacturers will take in the development of their business after the war is very hard to define, according to Thos. G. Hodge, of Geo. Hodge & Son, Montreal. Mr. Hodge indicated that many manufacturers had had to divert their attention from their regular lines of trade. In many cases they have taken on new lines, perhaps altogether foreign to their previous activities, and met with such success that a return to the former range of goods might not be undertaken. Mr. Hodge feels that there will be a great deal of revision necessary in policies of manufacture and selling.

A point which must be considered with regard to imported manufactured lines is the extent to which Canadian industry has branched out to take in goods shut off by present conditions. The feeling prevails that the trade having sought other sources of supply and found them developing in Canada, will not immediately drop buying the goods from the Canadian manufacturer who has endeavored to meet the demands for lines formerly imported. This is likely to result in a continuation of manufacturing activities along very satisfactory lines.

Some Lines to Come Back

That many superior lines formerly imported may be expected to reach this market again is the opinion expressed by S. W. Ewing of S. H. Ewing & Sons, Montreal. Others, not so good, are an uncertain element. There are undoubtedly many lines of goods for which a demand has been established that will sell after the war

SUGAR SITUATION ACUTE IN NEWFOUNDLAND

Newfoundland is threatened with a sugar famine for an indefinite period, owing to the action of the International Sugar Committee at New York in cancelling all shipments of sugar for Newfoundland, although the island has been on half rations of sugar for the last six months. The colonial food authorities cannot understand why this has been done and are moving for a revision of ther uling, but in the meantime the situation is acute.

Canadian Fisheries Assn. Convention

Gathering at Halifax Urges the Need of a Wider Publicity For the Fishing Industry—Transportation One of the Vital Problems of the Industry — Strong Presentations of the Need For a Better System of Distribution

THE great opportunity that faces the fishing industry at the present time of enlarging the demand for fish, and so taking full advantage of the almost untouched food resources that are available in the waters of the coastal and inland fisheries, this and the need for facilities for handling and transporting this great natural asset, these were foremost among the ideas that were given prominence at the convention of the Canadian Fisheries Association that met in Halifax last week.

At the present time it is felt that no food resource should be left untouched, and the need for a proper exploitation of Canada's great wealth in this direction was felt to be a patriotic measure, as well as one of financial moment to the representatives of the industry gathered in convention.

While not quite aslarge as was expected owing to the fact that the submarine activity in the Bay of Fundy had led many of the south shore delegates to hurry home to see what could be done to meet this danger, the gathering, however, was fully representative and full of enthusiasm.

At the opening session of the convention S. Y. Wilson, Halifax, the president of the association, spoke of the increase in overseas export and home consumption. To make this permanent three things were necessary—greater production, better transportation, and a well-planned publicity campaign to educate the nation in the value of fish as a food. Mr. Wilson also spoke of the introduction of steam trawlers in Canadian waters and said that the fleets of shore boats had been affected by the enlistment of the younger men.

Mr. Thomson's Remarks

The second speaker was H. B. Thomson, chairman of the Canada Food Board. The Food Board, he said, is a firm friend of the fisheries. Its efforts have tremendously increased the consumption of Canadian fish in Upper Canada. The licensing system, while apparently distasteful at first, had been readily accepted by the industry.

The fisheries should be the great national business of Canada. Of recent years they have fallen off per capita, and were far from what they should be. At present increased production was not necessary as a war measure alone, but to form a permanent trade. This can only be achieved by co-operation between dealer and producer.

People, after all, are little more than creatures of habit. The people of pre-war France refused to eat bacon; to-day a huge French market for pork products has been opened up by the necessities of war. It is just as easy to change Canadian habits of eating.



ALFRED H. BRITTAIN
Vice-president and general manager of the Maritime Fish Corporation, Ltd., Montreal, who was elected President of the Canadian Fisheries Association, at their convention held at Halifax last week.

The increased fish consumption in Canada, with the consequent economy in meat, has resulted in great advantage to the allied armies. Prior to the war Canada had barely enough beef to satisfy her home needs. To-day, because of increased fish consumption and other factors, she is able to export enough to feed an army of 500,000 soldiers at the front.

War conditions offer a tremendous opportunity for expanding the export trade. The U-boat campaign has crippled the North Sea fisheries. In the Old Country there is an appalling deficiency in smoked and kippered herring, which it is possible for Canada to replace.

Still Ground for Anxiety

All the allies are looking to Canada for aid. The food situation is materially improved, but there is still ground for anxiety. Increased consumption of perishable foods, such as the fish of the Atlantic waters, will immeasurably relieve the situation.

Dr. A. G. Huntsman, professor of biology, Toronto University, in dealing with the resources of the Atlantic and Hudson Bay, stated that, in spite of the high hopes of explorers of generations past, the fisheries of Hudson Bay have been cruelly disappointing. Although its coastal and inland fisheries are of no slight importance there is but small hope that the Hudson Bay industry will ever achieve any great commercial value.

Atlantic a Practically Untouched Field

Dr. Huntsman, in dealing with the fisheries of the Atlantic coast, stated that the Atlantic fisheries had tremendous possibilities because of natural endowments. In addition to the extensive coast line there are more than 1,000,000 square miles of banks formed by the submergence of the continent; this area does not include the Banks of Newfoundland, yet these resources are practically untouched. More, a great deal more can be taken without imperilling the supply. The temperate water is advantageous. There are 16,000,000 acres of fishing fields within the hundred fathom line, excluding the rich areas of the Newfoundland Banks. The number of pounds landed annually is six or seven million, which means only about one third of a pound per acre. Yet this represents 60 per cent. of the catch of the entire Dominion. In 1904 the intensive fisheries of the North Sea yielded 15 pounds per acre. Even though conditions vary in different waters, and some are poorly stocked, if not completely barren, the Atlantic production should," he thought, "be increased by 300,000,000 pounds each year."

The development, he believed, should be along the lines of popularizing the lesser known varieties of fish and shell fish by an adequate advertising campaign.

International Fishery Problems

The evening programme was opened by a speech by W. A. Found, Dominion Superintendent of Fisheries. Mr. Found dealt with the international aspect of the fisheries and the problems confronting the International Fisheries Commission. Mr. Found described the various arguments and agreements, and stated that the International Fisheries Commission had at last reached a suitable decision of the matter only a few weeks ago. The report has not yet been made public.

Settled Difficulties

The North Sea a generation ago was an international problem. There came ships of all types with crews of different languages, who were constantly preying upon one another. To add to this, many trawlers made a fortune out of the illicit sale of liquor to the fishermen.

He urged the necessity of international co-operation. "At present," he stated, "our main object is to protect the fisheries themselves, a matter comparatively unconsidered in Europe. Just now there are two serious problems, the preservation of the vanishing halibut and sockeyed salmon on the Pacific coast. Both of these valuable fish are in danger of being commercially exterminated, which will mean a loss of many millions of dollars annually to both the United States and Canada.

A. H. Brittain, of the Maritime Fish

Corporation, Ltd., Montreal, spoke on the vital question of transportation. "I am strongly convinced that the success of the development of the industry and increased consumption of fish is coupled with the transportation service," he stated. "It cannot be disputed that we have both on the Atlantic and Pacific coasts fish foods equal to any produced in the world's fishing area. The fishing companies have invested much money in the industry and have in many cases installed large cold storage plants, and are large employers of labor. These companies are ready and willing to invest more, but to keep in step with the industry it is up to the transportation companies to furnish the service and equipment."

Turning to freight rates, he criticized severely the railways for curtailing the rebate rates so that they were effective but three days a week. This was slowly killing the fishing industry in the east. Under present conditions it was practically impossible to ship fish into the districts where the Sea-Food Limited to Montreal and Toronto was not available. Fishermen were not complaining as much about the rates as they were about the service. He presented statistics on rates from the Atlantic and Pacific fishing ports. Fisheries in the Pacific region were getting a lead on their eastern competitors, he stated and the railways were co-operating with them, too. Under the present Pacific coast fish rates it was possible to ship fish to Winnipeg and sell there at 10 cents per pound, when the prices for flatfish at the Pacific were fully 1 cent per pound higher than those paid to fishermen on the Atlantic coast.

During the course of the convention resolutions were presented from those engaged in the lobster industry. These resolutions were framed at a meeting held some time previously in Charlottetown, P.E.I., when the following were elected to attend the meeting of the Fisheries Association: John S. Cousins, W. Tidmarsh, John E. Sinclair, M.P.. Prince County: Senator Murphy, Captain Joseph Read, M.P., Shelton Sharp. King's County: Senator McLean, J. J. Hughes, A. P. Prowse, M.P.P.

The resolutions were as follows:

Suggest a Restricted Canning Term

"Whereas, the bays and estuaries in our province are the natural breeding places for the lobster.

"Resolved, that these be closed and set apart as permanent sanctuaries for the propagation of the lobster.

"Whereas, it is as feasible to stop the catching of lobsters for fresh use as it is for canning, and whereas, the catching of the large lobsters is destroying the lobsters necessary for reproduction.

"Therefore, resolved that if it is decided to close the fishing for a period, that all fishermen, whether fishing for use fresh or for canning purposes, be treated alike.

"Resolved, that canning during 1919 be restricted to a term from the 1st of May to the 30th June, instead of the month of June as suggested in the Department's circular letter of June 5. The Department's suggestion is directly opposite to the views of the experts employed to investigate the lobster industry.

"Whereas, according to the records of the Marine and Fisheries Department, the lobster fishery in Prince Edward Island shows no evidence of depletion, the catch in 1916-17 exceeding the catch of 1897 by 201,878 one pound cans, this meeting considers that with the protection suggested, the lobster industry in this province can be maintained in perpetuity.

"Further resolved that the canners and fishermen here assembled pledge themselves to support the department in its efforts to enforce the protective regulations, and suggests that an efficient force be organized to enforce the said regulations.

"That this meeting endorses the action of the Marine and Fisheries Department in its initial step to introduce an educational campaign by appointing men of scientific knowledge to nvestigate the lobster industry, and would suggest that the educational process be extended so as to reach the fishermen direct, and that it will be enlarged to apply to other branches of the fisheries as well."

A resolution was also presented to the convention by the lobster fishermen represented by Edgar Scott, Chebogue River section; Charles Churchill, Short Beach; James R. Leblanc and Zacharie Cottreau, Wedgeport; Leandre Amiro, Pubnico.

Urge no Regard to Size

"That this meeting strongly protests against any legislation of a discriminating character, and that fishing without regard to size limit be permitted as formerly.

"That the present season be continued, as formerly, catching all sizes of lobsters, and if such cannot be granted, an effort to be made to obtain a season from March 1 until June 15.

"That the delegates be authorized to use their own discretion and best judgment in securing a suitable season providing those stipulated cannot be obtained."

The Lesson of Comparative Prices

An Interesting Comparison of the Price Spread of the Last Four Years—What Lesson Does it Suggest For the Merchant?

COMPARATIVE prices are always interesting, and especially so when the changes have been influenced by such momentous conditions as have prevailed since August four years ago.

Looking at the prices that prevailed four years ago, it seems hard to believe that they could possibly have climbed so high, or that having done so there should yet remain a market for them. It is unquestionably a fact that with some of these lines the market has dwindled to a fraction of its former size, because for everything there exists a more or less fixed line that represents a limit of sale. That does not mean that it will cease to sell altogether. The higher priced an article is the more some few people will desire it, but these people are few, and not they but the great mass of the people make a market, and when that great mass ceases to buy, then the limit has been reached. That has happened in some lines to a marked extent. Possibly it has not happened, however, as much as might have been expected, because the very conditions that produced these high prices also produced conditions that changed the face of the labor market, and introduced a new prosperity to a certain class of the community.

Conditions Made Possible the Advance

This new condition which has made the phenomenal advances of one hundred and two hundred and even three hundred per cent., not only a possibility but a fact has bee instrumental in bridging over what might otherwise have been a very serious time. It has in it, however, the possibility of danger. It is a condition, based on other conditions that are the result of an unprecedented dislocation of social fabric. It is the result of millions of men beating their plows into swords, and their pruning hooks into spears. When the day dawns on a world at peace once more the question naturally arises as to what effect it will have on the industries fostered by war, and upon the workingman, grown affluent under unusual conditions, and the merchant perhaps grown careless through months and years of high prices, high wages and ready money.

The result is dependent altogether on the merchant himself. What will be the result of the declaration of peace on prices is anyone's guess. You can guess it either way. A world on the verge of starvation, with a multitude of peoples bidding against one another for the supplies of food; or a world disorganized on the point of bankruptcy with no money to support these high prices. As a matter of fact probably neither guess will be right. The general opinion favors the assumption that prices will decline. Whether that decline is gradual or sudden will decide the question as to whether or no the trade will actually suffer. No one can tell and therefore

the one wise policy is to take no more chances than necessary, to keep stocks low enough that they may be liquidated during the period of immediate change. A lowering of prices there must be. The days of almost fabulous labor prices will be a thing of the past. Prices must always meet the purchasing power of the market which they invade. It isn't possible to sell gold bricks to beggars. Nor will it be profitable to carry on business on the high plane of to-day on the possible labor market conditions of a few months or a few years hence. Prices will come down. Not probably to the level of four years ago, not probably with the rapidity with which they rose but nevertheless a decline is to be expected, and to be discounted. Fortunately perhaps for everyone concerned conditions at the present make it impossible to overstock because stock is not available for the purpose.

There are those who expect a continuance of these conditions for years to come. They argue that it has taken more than a year and a good part of the world's shipping to transport a million or more men and their equipment overseas. It will, they urge, take as long to bring them back. There will be no free shipping to load the markets with foodstuffs. Raw materials will still be scarce and prices must of necessity remain fairly normal.

There are a hundred ways of looking at the problem, and all of them have a certain breath of plausibility. There is no one who can say the final word on the matter. That the problem is a real one that must some day be solved, is evidenced by the wide spread in the prices appearing on this page.

The table of prices published herewith is based on prices at Montreal as noted in CANADIAN GROCER on the dates quoted.

	July 31, 1914	Aug. 2, 1918
Sugar, granulated, 100-pound bags	-$ 4.45	-$ 9.10
Yellow, No. 3	- 4.40	$ 8.50- 8.60
Flour, Manitoba first patents, bbl.	- 5.60	War grade- 11.15
Rice, Rangoon B	- 3.00	8.50- 9.50
Fancy snow	- 5.30	- 10.25
Ice drips	- 5.45	- 11.25
Tapioca seed, pearl, per pound	0.05- 0.05½	0.15- 0.16
Beans, hand picked, bush.	2.40- 2.50	8.40- 9.00
Yellow eye	- 3.25	8.00- 8.50
Lima	- 0.08½	0.19- 0.20
Peas, per bush.	2.25- 2.40	9.50- 10.50
Barley, pot, per bag	- 2.80	- 6.50
Pearl	- 4.00	7.50- 8.25
	Fancy Choice	Fancy Choice
Molasses, Barbados, puncheons	0.30- 0.28	0.97- 1.00
Corn syrup, barrels	- 0.03½	- 0.07
Maple syrup, 8½-pound tins	- 0.75	1.35- 1.45
Dried Fruits—Apples, evaporated	0.11- 0.11½	- 0.20
Apricots	0.16- 0.20	- 0.28
Peaches	0.09- 0.09½	- 0.19
Prunes, 40-50	0.12½- 0.13	- 0.19
Raisins, muscatels, 3 crown	- 0.08½	-0.11½
Valencias	0.06- 0.06½	- 0.11
Currants	- 0.07	0.24- 0.32
Tea Ceylon and India Pekoe	0.20- 0.22	0.49- 0.52
Pekoe Souchong	0.20- 0.22	0.47- 0.49
Orange Pekoe	0.30- 0.40	0.53- 0.55
Coffee—Bogota	0.27- 0.30	0.28½- 0.32
Guatamala	0.26- 0.28	0.29- 0.31
Jamaica	0.24- 0.25	0.24- 0.28
Java	0.32- 0.35	0.38- 0.41
Maracaibo	0.25- 0.26	0.27½- 0.30
Mexican	0.27- 0.28	0.24- 0.28
Santos	0.22- 0.23	0.26- 0.29
Mocha	0.30- 0.32	0.33- 0.37
Rio	0.20- 0.22	0.22- 0.26
Chicory	0.08- 0.10	- 0.25
Spices—Alspice	0.14- 0.17	0.20- 0.22
Cayenne	0.25- 0.30	0.28- 0.35
Cassia	0.22- 0.27	- 0.35
Cloves	0.30- 0.35	0.75- 0.77
Mace	0.75- 1.00	0.80- 1.00
Nutmeg	0.25- 0.30	0.45- 0.50
Penner, black	0.18- 0.20	0.42- 0.45
White	0.28- 0.29	0.48- 0.50
Mustard seed, lh.	0.15- 0.18	- 0.25
Nuts in Shell—		
Almonds, Tarragona	0.18- 0.20	0.24- 0.30
Brazils, new	0.13½- 0.15	0.20- 0.25
Filberts, Sicily	0.12- 0.13	0.21- 0.22
Peanuts, Jumbo	0.12½- 0.13½	0.25- 0.26
Fancy	0.09½- 0.10	0.24- 0.25
Pecan	0.17- 0.18	0.28- 0.32
Walnuts, Grenoble	0.16- 0.17	0.20- 0.23
Marbot	0.14- 0.15	0.25- 0.28
Shelled Almonds	0.45- 0.48	0.50- 0.55
Filberts	- 0.27	-
Peanuts	0.11- 0.12	0.19½-0.20½
Pecans	0.56- 0.60	- 0.80
Walnuts, new	0.40- 0.42	0.76- 0.82
Cereals Rolled Oats, 98 lbs.	2.50- 2.65	5.30- 5.50
Hominy	2.50- 2.60	6 75- 8.00
Cornmeal	2.30- 2.45	6.60- 7.00
Rye Flour	2.90- 3.10	- 6.55
Feeds—Bran, per ton	- 23.00	- 35.00
Shorts	- 25.00	- 40.00
Middlings	- 28.00	-
Fruit and Vegetables—		
Bananas	2.00- 2.50	5.00- 5.50
Grape Fruit	5.00- 5.50	- 5.00
Lemons, Italy	4.50- 5.00	8.50- 9.00
Oranges, Valencia	- 4.00	- 7.50
Peaches, California	1.50- 1.75	-
Plums	2.50- 2.75	- 3.00
Vegetables—		
Onions, Texas	- 3.50	- 3.25
Potatoes, per bag	2.00- 2.25	2.00- 2.50
Carrots, doz.	- 0.25	- 0.30
Beets, doz. bunches	- 0.15	0.30- 0.40
Produce—		
Hogs, dressed, abattoir killed	12.75- 13.00	28.50- 29.00
Hams, medium	0.18- 0.19	0.37- 0.38
Bacon—Breakfast	0.18- 0.19	0.43½- 0.44
Roll	- 0.17	0.33½-0.34½
Barrel Pork -short cut	- 27.50	- 58.00
Cooked Meats boiled hams	- 0.27	0.51- 0.52
Lard, tierces	- 0.12	-0.31¼
Compound Lard, tierces	- 0.10¼	-0.25¾
Butter—Creamery	0.26- 0.26½	- 0.47
Dairy	0.20- 0.21	0.38- 0.40
Cheese New	0.14½- 0.15	-0.23¼
Old	0.16- 0.17	- 0.28
Stilton	- 0.17	- 0.27
Eggs—New-laid	- 0.29	0.47- 0.48
Selects	- 0.26	0.51- 0.52
Poultry—Broilers, dressed	- 0.23	0.40- 0.45
Fowl	0.15- 0.16	0.35- 0.36
Geese	- 0.23	- 0.30
Ducks	0.18- 0.19	-
Turkeys, spring	- 0.23	- 0.40

U. S. SAVES 200,000,000 POUNDS WHEAT.

It is estimated that the ban put on the use of wheat by hotels, restaurants, clubs and dining cars, which has been lifted, has saved from October 1, 1917, to date, between 175,000,000 and 200,000,000 pounds of wheat and its products.

In addition to this saving in wheat figures show that 150,000,000 pounds of meat and 50,000,000 pounds of sugar have been saved during this period. The wheatless pledges were signed broadcast by those affected. The dining cars have taken the open sugar bowl from the table and substituted two lumps or one teaspoonful of sugar for each meal.

THE ONLY LIMIT

There was a man in Tennessee who was locally famous for his eating capacity. His name was Tom Raines, and he was under discussion at the village store one night.

"How many raw oysters do you reckon Tom Raines kin eat?" asked one of the sitters.

"I dunno," replied another, "how many is they?"

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - - Vice-president
H. V. TYRRELL - - - - General Manager

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

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EDITORIAL NOTES

IT strengthens one's belief in the inherent goodness of human nature to learn from Professor Malcolm Kier's analysis of the causes which led to business failures that only six per cent. can be traced to any form of dishonesty. Human nature is pretty decent after all.

* * *

EFFICIENCY consists in doing the right thing at the right time in the right way. It means the exclusion of waste motion, the elimination of unnecessary effort, and the concentration of all one's attention upon the task in hand. It precludes fussiness and worry. Physical and mental fitness are maintained by it at their best.

PACK RETURNED GOODS PROPERLY

THE sending back to the manufacturer of goods which for some reason are not accepted by the retailer is occasioning a great deal of loss through improper packing.

Every retailer should make it a point to see that his clerk, delivery man or shipper, packs the goods so that they may be returned without damage through breakages or other losses

It sometimes happens that customers of the merchant have to send back to the store goods which they bought and which were unsuitable for some reason or other. The retailer naturally expects these goods to be returned in as good condition as he sends them out. The majority of retailers, no doubt, see that similar care is taken in returning goods to the manufacturer or wholesaler, but some are not as particular as they should be. They may figure as the loss is not theirs they have not a great deal of interest in the manner in which the goods are returned but in these times of shortages of so many lines it is the patriotic duty of every merchant to take every care of every bit of merchandise he handles whether in his store or whether they are returned. There should be no waste that can possibly be avoided. Each and all of us owe it to our country to do everything possible to conserve supplies of all kinds.

RATIONING AND PRICE CONTROL

THE Regina *Leader* in a recent editorial entitled, "No Rationing Asked," without definitely naming CANADIAN GROCER attacks an article on the cost of rationing to Canada that recently appeared in these columns.

The editorial speaks in general terms of "the organ of the food manufacturer and merchant." CANADIAN GROCER, of course, in no way represents anyone but the retail grocery trade. We pass that misstatement without animus, feeling that the innocent enthusiasms that makes that journal see in price control a panacea for all evils makes it also fall an easy victim to other misconceptions.

CANADIAN GROCER is opposed to price fixing, not because it would tread on the financial toes of the mercantile interests, but because it would be a costly and ineffectual experiment. The *Leader* states that "price control can be conducted without food rationing." Possibly, but it has not yet been done. England and Germany were under a rationing system before the prices were controlled. True we have set a price for wheat and cheese and some other products, but these set prices have to change with changing conditions. They are merely set while conditions remain the same. In other words not set at all.

The *Leader* points out that in the United States a system of local food boards has published a list of "fair prices." This information was first published in these columns, and the *Leader* probably is not aware that these fair prices were in practically every case higher than the figures at which the large bulk of the merchants were selling.

The newspapers are almost a unit in favor of controlled prices, unfortunately, however, their enthusiasm is the enthusiasm of the editorial office and not of the streets, the vapory enthusiasms of the man who is not hampered by facts.

When trained business men talk fixed prices we will be ready to listen with patience but not until then. We are not fearful of any intelligent and understanding action, for we are not obsessed with that silly notion that everyone who handles food must of necessity be a profiteer.

Current Events in Photograph--32

THE BAND COMES BACK.

The photo presented herewith is typical of the changed condition of affairs in France. The band, which has been sent to the rear, is marching back through the quiet French villages to once more find its quarters near the front. It is a circumstance that marks the passing of the period of retreat and marks the days of the advance.



HAROLD F. RITCHIE CO. CONVENTION A GREAT SUCCESS

Representatives of the Firm From All Sections of the Country Meet to Discuss Business Matters and Hear Addresses from Outside Experts

As announced in last week's issue, during the week July 29 to August 3, Harold F. Ritchie & Co., Ltd., 10-12-14 McCaul street, Toronto, held their annual salesmen's convention. Those present represented the entire Dominion from coast to coast. Harold F. Ritchie, presidet, W. J. Millsap, manager drug department, S. G. Amsden, manager grocery department, W. H. L. Usher from the Maritime Provinces, C. G. Armstrong, and R. A. Sonne, Montreal, Quebec City and Quebec Province, E. J. Knight, Ottawa and Eastern Townships, Joseph E. Johnston representing Western and Northern Ontario, including Hamilto and London, S. D. Steinberg, Eastern Ontario, Harvey Davis from Manitoba and Saskatchewan, Percy Hill from Alberta and British Columbia.

A programme of entertainment and sales talks was arranged by the president, Mr. Ritchie. It included a noonday luncheon daily at the St. Charles Hotel, and adresses from sales managers of the different lines represented by Ritchie & Co.

One meeting was addressed by Mr. Strassburger, sales manager for S. Sternan & Co., New York, on Sterno canned heat. This is a recent line taken on by Harold F. Ritchie & Co., Ltd.; Mr. Ketchen, president of the Sunset Soap Dye Co., gave an instructive lesson on the manufacture of dyes; W. A. McDermid, sales manager for the G. Mennen Chemical Co., Newark, N.J., gave a review of the manufacture and preparation of the Mennen products, drawing attention to the new powder, Kora Konia, prepared for use as a dusting powder for irritations of the skin; J. W. Palmer, president of the Hooton Chocolate Co., of Toronto, gave the boys an interesting talk on the manufacture of chocolate from the cocoa bean to the 5c bar.

Frank Sheriff, president, Will Sheriff, vice-president, and Mr. Waterhouse, all of the Imperial Extract Co., Toronto, gave a talk on the preparation of extracts and marmalade. The meeting was said by all to be the best session ever held by the Ritchie Co. All expressed pleasure and gratification as to the manner in which they were entertained, but voted the meeting to be the most instructive they ever attended.

RESTRICTION ON PARCELS FOR SOLDIERS AND CIVILIANS IN THE OLD COUNTRY

Enquiries are being constantly received regarding the restrictions imposed on goods to be sent to friends in the Old Country. G. M. Morgan, head of the Export and Import Section of the Canada Food Board, who has charge of this matter, advises as follows:

TO CIVILIANS may be sent consignments of foodstuffs not to exceed $50.00 in value. These shipments must not contain farm or garden seeds, flour, bran, shorts or middlings from grain or more than one pound of sugar.

TO SOLDIERS—The restrictions for soldiers are similar to those recorded above except that sugar, refined and unrefined, may be exported by parcel post up to the regulation weight, when consigned and intended for military or naval forces overseas. The limit of weight to the United Kingdom is 11 pounds.

NOVA SCOTIA R. M. A. TO HOLD CONVENTION SEPT. 10-11.

The second annual convention of the Nova Scotia branch of the Retail Merchants' Association of Canada will be held in Halifax on Tuesday and Wednesday, September 10th and 11th, in the Y. M. C. A. Building. On the first evening of the convention a lecture with moving pictures will be given, showing the various troubles with which the retail merchant is faced and on the second evening a banquet will be given the visiting members at the Queen's Hotel. During the days of the convention the business of the association will be attended to and it is expected that the Dominion Secretary and other representatives of the Dominion Board will be present. An entertaining program is being arranged for the two days, and it is expected that a profitable and pleasant time will be put in by all those who attend.

THE FLY IN THE AMBER

"For heaven's sake, brace up. You ought to be proud that you're going to have a medal pinned on you by the French general."

"I know, Bill, but I feel it in my bones that he's goin' to kiss me."

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Ira B. Kierstead, St. John, N.B., has sold out to J. S. Cosman.

Donald Loggie, proprietor of the general store at Burnt Church, N.B., is dead.

Quebec

F. Robert, Montreal, has sold his stock.

Mrs. A. Payette, grocer, Montreal, has sold her assets.

Esdras Belisle, grocer, Montreal, has sold his assets.

Gregoire and Chicoine, Montreal, have dissolved partnership.

J. A. Bedard, grocer and feed merchant, Granby, suffered fire loss.

Beaudry and Fils, Pointe Aux Trembles, have dissolved partnership.

F. E. Lasalle and Freres' general store of Tancredia have registered a partnership.

Fred McBride, of John T. McBride, importers, Montreal, was a visitor to the New York market this week.

W. H. Ransom, secretary of Brodie and Harvie, Ltd., Montreal, is spending his holidays at Portland, Me.

Lucien W. Beaudry and Henri Charbonneau, Pointe Aux Trembles, have registered as Beaudry and Charbonneau.

Ontario

August Gentz, Elmira, has suffered loss by fire.

John B. Grant, Toronto, has sold out to Clark and Towler.

Paul Samways, proprieto rof the general store of that name, Bluevale, died recently.

M. M. Sichel, sales manager for Smalls Ltd., Montreal, was in Winnipeg last week calling on their representatives, D. H. Bain Co.

Geo. L. Palmer, manager of the Winnipeg branch of T. H. Estabrooks & Co., was in Toronto early in the week on his way through to the headquarters of the company at St. John, N.B.

Western

H. Webber, Archdal, Sask., has been burnt out.

Peter Atkinson, Roe, Sask., is discontinuing business.

Leon Gauvin, St. Boniface, Man., has removed to Letellier, Man.

G. Finkelmann, general store, Selkirk, Man., has suffered by fire.

L. A. Freedman, Meyronne, Sask., is discontinuing business.

G. W. Turner of Peat and Co., grocers, Winnipeg, died recently.

C. E. Craddock, Wood Mountain, Sask., has suffered loss by fire.

Stephens and Lucking, Woodrow, Sask., are discontinuing business.

The Medora Trading Company, Medora, Man., have been incorporated.

McBrides Ltd., Regina, Sask., are discontinuing their grocery department.

The Crescentwood Meat Market and Grocery have registered a partnership.

Castell and Phillips, general store, Belmont, Man., have registered a partnership.

W. A. Caswell and Co., general store, Qu'Appelle, Sask., has sold to Joseph Finkelman.

James Chambers, representing Reckitts Ltd., has been on a business trip to Regina and Moose Jaw.

The estate of F. Boppe, Prelate, Sask., have sold the grocery business conducted under that name to J. A. Robertson.

The estate of C. G. Carter, Winnipeg, has sold the stock of the grocery store operated under that name to the Ruby Confectionery, Winnipeg.

E. C. Kempton of the Fredman Milling & Mfg. Co., Minneapolis, has been doing detail work in Winnipeg during the past week, making his headquarters with the W. H. Escott Co., Ltd., their representatives. They are manufacturers of Fremo.

FLEISCHMANN YEAST CO. HAVE SECOND FIRE

Six men were killed in a fire which destroyed a warehouse of the Fleischmann Yeast Co., at Peekskill, N.Y., Aug. 1. Five firemen and a workman were caught under a falling wall, and all are believed to be dead.

This is the second fire within a week at the plant. Officials expressed a suspicion that incendiaries may have been at work on the premises.

The loss is about $60,000.

E. WAFER LaCHANCE DROWNED

A very sad accident occurred on Sunday last which cost E. Wafer LaChance, sales manager for Wm. H. Dunn, Ltd., his life.

Mr. LaChance had gone to Lake L'Achigan for his holidays, in company with Mrs. LaChance. Shortly after arriving there he went in bathing and when out in a considerable depth of water, helping two other men into a boat which was being used, the boat overturned. He seemed to become exhausted quickly and drowned within sight of his wife, who was on the shore.

Mr. LaChance, widely known among the grocery trade as "Wafer," was a very popular figure. Of a quiet and unassuming manner he made many friends and was closely applied to his business in Montreal. A son of A. E. LaChance, of Kingston, who some years ago conducted a grocery business, first in Kingston and then in Montreal, Wafer LaChance was for some years employed by Walter Paul, retail grocer here. Later he joined the staff of Wm. H. Dunn and was here for 14 years. For the past three years he has been sales manager for this firm.

BUFFALO SPECIALTY CO. HOLDS STAFF CONFERENCE

A staff conference of the salesmen representing the Buffalo Specialty Company was held in Buffalo from July 22 to 27. The salesmen gathered from all parts of the country, and during the week spent together the sales plans for the coming year were discussed and elaborated.

One of the pleasant features of the week was the gathering of the Liquid Veneer sales force at the magnificent country home of Oliver Cabana Jr., president of the company, where the salesmen were royally entertained.

The conference, which is an annual event held in Buffalo at the company's offices, 375 Ellicott street, was generally conceded to be one of the most successful gatherings that has ever been held.

WADDELL PRESERVING CO. SUFFERS HEAVY FIRE LOSS

Fire, believed to have been of incendiary origin, caused damage to the amount of $10,000 in the new Waddell Preserving Company's plant on Clarence street, Brantford, Ont., recently. The fire was discovered at 8 o'clock in the centre of the main building, and before the firemen arrived the whole building, containing much lumber, was enveloped. The blaze was confined to the centre of the building, where considerable stock was destroyed.

NEW WHOLESALE GROCERY JOBBER

W. F. Morley, for many years associated with the Canada Brokerage Co., Toronto, has opened a wholesale grocery jobbing business under the firm name of W. F. Morley & Co., at 65 Front street E., Toronto. Mr. Morley states that all lines of staple groceries will be carried and that he is already receiving his stock.

THE LONG AND THE SHORT

Customer to Grocer—"I wish you would not give me such short weight for my money."

Grocer—"I wish you would not give me such a long wait for mine."

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

CLAIMS AGAINST EXPRESS COMPANY

How can I press my claims for missing goods against the Express Company for missing goods. They have acknowledged the claim but have evaded remitting. It has been standing now for over a year.—H. C. Facey, Russeldale, Ont.

Answer.— We would advise you to write a letter to the claims department pointing out that the claim has been outstanding more than a year, and specifying a date by which time the claim must be settled, otherwise advising that recourse will have to be made to other means of collection.

* * *

TAX ON PLAYING CARDS

Do we have to put stamps on when we make the sale, or does all the stock have to be stamped at once.—Leonard M. Bates, Heaslip, Ont.

Answer.—According to the regulations this tax is payable in full July 1. That is to say that after that date all packages of cards on hand are required to bear the necessary tax stamps.

* * *

STORING PRUNES

What is the best place for storing prunes at present, a cool damp place, a place of medium heat and dry, or a warm dry place?—J. I., Kazubazua, Que.

Answer.—Dried fruit to be in good condition must contain considerable moisture. If it is exposed to the air this moisture soon evaporates, and the natural sugar found on the juices crystallizes and the product turns color, becomes hard and loses both in weight and flavor.

Dried fruit should be kept in a cool place, and it is advisable to use cold storage during the summer if the goods are to be kept for any length of time. Cool storage, the cooler the better, is essential for the best results.

* * *

RECKITT'S BLUE

Will you please tell me who are agents in Canada for Reckitt's Blue.

Answer.—Reckitt's Over Sea Ltd., 122 Wellington St. W., Toronto, W. Aston, manager.

* * *

RURAL POSTMEN DELIVERING BREAD

Can a mail carrier through the country sell bread without a license? If so, how can he be stopped?—Geo. Asselstine, Wallaceburg, Ont.

Answer.—The letter carrier is probably selling bread manufactured by some licensed baker, and consequently does not require a license. If he were the producer of the bread a license would be required. If practice is troublesome better inform the local postmaster, and if that is not sufficient advise the Post Office Department at Ottawa. A postal employee is under salary from the government and has no right to do business of this nature.

* * *

IS A LICENSE NECESSARY

I am selling groceries and dry goods, buy and ship. Do I need a wholesaler's license?—A. Forbes.

Answer.—The data supplied is too indefinite. If you are dealing as a middleman between manufacturer and wholesaler, you will require either a wholesaler's or jobber's license. If more data is supplied will be glad to answer more definitely.

* * *

WHO IS RESPONSIBLE FOR SELLING OF SUBSTITUTES?

I would like to ask your opinion on the selling of flour substitutes. You have stated in your journal that we must sell substitutes 1 to 4 when we sell the flour. Other papers have made the same statement. I have not read any of the Food Control orders that way. They say we **must** carry a sufficient supply and the consumer **must** use it 1 to 9 in all forms of baking or pastry. We would like to observe the regulations fairly, but are very uncertain as to what they require of us.— F., Russeldale, Ont.

Answer.—The obligation is upon the merchant to stock substitute flours certainly, but he **must** also sell a certain proportion of substitute flours with every sale of wheat flour. This is not our interpretation, but the actual reading of the Canada Food Board Order No. 50. We quote the clauses in question.

"(c) No licensed dealer shall have in his possession for sale any white or standard flour unles he also has at all times a sufficient stock of substitutes to meet the demand of his customers at reasonable prices."

"(d) No licensed dealer shall sell to any person for private consumption, east of but not including Port Arthur, any white or standard flour, who does not purchase from him substitutes in the proportion of not less than one pound of substitutes to two pounds of white or standard flour, or to any person west of and including Port Arthur any white or standard flour who does not purchase from him substitutes in the proportion of not less than one pound of substitutes to four pounds of white or standard flour."

Order No. 55 amends this section (d) by substituting the figure 4 for the figure 2 in the former part, but makes no other change in this clause. This makes it very manifest that the obligation to see that substitutes are purchased lies upon the merchant rather than the purchaser, which was evidently the point questioned by our correspondent.

* * *

GLASS FUNNELS

Please let me know what firms handle glass funnels and glass Imperial measures for vinegar.--W. L. Querengesser, Brodhagen, Ont.

Answer.—Manufacturers of glass funnels are the Beaver Flint Glass Company, Toronto; Lyman Ltd., Montreal. Imperial measurers: Dominion Glass Co., Montreal; Diamond Flint Glass Co., Montreal; Sydenham Glass Co., Wallaceburg; Schram Automatic Sealer Co., Waterloo, Ont.

* * *

HAY BALERS

Will you kindly give me the names of firms manufacturing hay balers.—A. Graeb, Preston, Ont.

Answer.— Woodstock Wind Motor Co., Woodstock, Ont.; Dain Manufacturing Co., Welland, Ont.; P. E. Shantz, Preston, Ont.; J. and S. Bessette & Co., Iberville, Que.; J. B. Dore & Fils, Laprairie, Que.; O. Chalifoux & Fils, St. Hyacinthe, Que.

* * *

INFORMATION ON WINDOW DRESSING

Where may I secure a magazine or paper which deals directly with grocery window dressing? Please answer direct. A. D. Parsons, Midland, Ont.

Answer.—There is no periodical that we know of devoted to this subject. There is a book, however, which deals very satisfactorily with the subject. It is "The Grocers' Window Book," by Ed. H. Philippe, published by the author, care of the "Modern Grocer," Chicago, Ill.

THEY DEALT THERE TOO

Johnny had been very excited all morning, and finally burst out with: "We have a baby girl at our house, teacher; Dr. Moore brought her."

Immediately another small hand was frantically waved in the air, and a little voice piped: "We take off of him, too, Miss Brown."

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following: .....

.....

.....

Name .....

Address .....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

REPORTS of a heavy pack of salmon published late last week cannot be confirmed, and there is no reason to believe statements published in CANADIAN GROCER will be far from actual facts in this connection. The amount available for domestic use may be curtailed to comparatively small amounts should the Dominion Government commandeer a proportionate amount to that taken by the United States Government.

Licenses for the import of prunes and peaches are being granted by the authorities at Ottawa, though it is indicated that orders are being cut down to some extent where purchases appear to be too heavy. Distribution on an equitable basis is being aimed at by the Food Board, and supplies for Canada may be expected to work out on this condition.

MONTREAL—Markets are firm for the most part. Some lines of canned goods are still selling on the old basis, and in view of the outlook for fruits, some favorable quotations on old pack goods are available.

Molasses promises to hold with a steady price basis, and some think higher prices will be named as time goes on.

The new salmon prices just out have shown considerable advance. At the new prices it is expected there will be a good sale for peas. Corn will be scarce, while the promise is that tomatoes will be a good yield.

Tea markets still are strong, with trading quiet from a retail standpoint, but with jobbers now buying more freely. Few changes are registered for the week, devilled crabs, lobster paste and raw sugar crystals, with a 10c advance for Canada Sugar Refineries' sugars being the only revisions.

TORONTO—Cereals as applied to corn products show an advance during the week. Cornmeal is up from 15 to 40c per 98-lb. bag, and white corn flour is higher by 20c for a similar quantity. Corn is reported very scarce, very hard to get, and of very poor quality.

High prices continue to rule on fresh fruits and vegetables. Blueberries and black currants are higher, while deciduous fruits from California show no declines as yet. Tomatoes took a sharp advance, and supplies during the week are comparatively light. Potatoes rule fairly high, but freer offerings in another week or two will tend to lower prices.

A distinct improvement in the demand for tea is reported. Indications are that stocks are pretty well cleaned up in jobbers' hands, and replacements are now in order. Good supplies are available, though fine teas will show a scarcity until new crop arrivals.

Opening prices on jams as a whole have been withdrawn, and new quotations available in some sources point to further sharp advances in both strawberry and raspberry. That Government requirements may absorb a large percentage of this season's pack seems possible.

Sugar shows no easier feeling. Supplies are scarce, and it is thought will become more so. An advance of 10c in Redpath sugars has been recorded, while the freight differentials now being worked out will mean higher laid-down costs to the retailer.

WINNIPEG—The trade here all expect that licenses will be issued to importers of prunes and peaches—at least they are advised to that effect by the War Board at Ottawa. The report that no prunes or peaches would be allowed into this market caused a temporary flurry which had the effect of upsetting calculations materially. However, in spite of the turn in events, it is thought there will be a shortage of prunes, as there is only 65 per cent. of last year's crop, and seventy million pounds have been commandeered by the Government. The apricot market jumped two cents following the report that the Government had commandeered prunes and peaches. New evaporated apple prices have been named and are about on a level with present prices.

It is pretty well understood by everybody in the trade that the tea market is very firm, and that some of the well-known lines of package teas are likely to advance before very long. Brokers state that it is merely a question of time when this will take place. They seem to agree that tea is a good buy at to-day's price.

Brokers state that there is not likely to be much change in the rice situation until the new crop reaches Vancouver early next year. Jobbers in Winnipeg are pretty well stocked up on tapioca, and as there is no change in the primary market there is not likely to be much change in the price to the retailer.

One of the large sugar refiners is off the market in Manitoba. The tendency for sugar seems to be upwards, and that seems to be the feeling among the trade. Sugar in Winnipeg is going out as fast as it can be got in.

QUEBEC MARKETS

MONTREAL, Aug. 14.—A considerable amount of business is being done in staple goods of a seasonable character. Those who have good stocks are doing a considerable amount of business, but it is naturally somewhat slower than it was, in a trade sense. New goods are coming to hand of various canned goods, etc.

Lobster Paste Higher; Devilled Crabs Up 75c

Montreal.

LOBSTER PASTE, CRABS.—Advances are made in two lines handled as specialties by a large portion of the trade. Lobster paste is up $1.50 per case with prices now as follows: Eight doz., ¼ lb. size $12.65 per case and cases containing 4 doz. half pounds, $11 per case. Devilled crabs, previously selling at $6.00 per doz. are now $6.75.

Raw Crystal Sugar Registers a Decline

Montreal.

RAW SUGAR CRYSTALS.—A decline in this line has been made, the former price of 8½ cents being reduced to 8 cents. This is made to stimulate the demand, as the sale has been somewhat small for a while past.

Sugar Distribution On Unchanged Basis

Montreal.

SUGAR.—Very little change is evident in the general situation. With a closer watch on supplies, the government evidently intends that its regulations shall be lived up to and the new requirements will give them a very close knowledge of all the stocks that are carried by every dealer, tabulations to be made so frequently as to get matters on a definite basis very soon. In the meantime jobbers are securing frequent though small supplies from the refiners, and with the greater use of soft sugars matters are not in an unreasonable position. Due to the new high freight rates readjustments are being made to take care of the increases, although lists will not be affected by this. The only change of the week is that of an advance of 10c per cwt. by the Canada Sugar Refineries, to meet the difference in the discount rate.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 10
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50
Cut loaf (25-lb. boxes)	10 40-10 70

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Canned Peaches Still $2; Tomato Pack Promising

Montreal.

CANNED GOODS.—The position on canned goods is a matter of price maintenance and with tendencies pointing upward on many lines. At the same time very favorable prices are still available on various lines. Peaches still are offered at $2 per case and this price, in view of the outlook for the present season's pack, would seem very moderate. A fairly large amount of business has been done, and it looks as though the stocks on hand and those to come will not make an excessive supply. The packers' prices on salmon are announced and the shortage of some grades is now evident definitely pointed out by CANADIAN GROCER last week. New prices on salmon to the trade will be found hereunder.

Salmon Sockeye—		
Clover Leaf," ½-lb. flats		2 45
1 lb. flats		4 62½
1 lb. talls, cases 4 doz., per doz.		4 50
½ flats, cases 8 doz., per doz.	1 50	
Chums, 1-lb. talls		2 10
Pinks, 1-lb. talls		2 60
Cohoes, 1-lb. talls		3 40
Red Springs, 1-lb. talls		
Red Springs, ½ lb.		2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼"		20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.		4 00
Tomatoes, 1s		1 25
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards		1 75
Peas, early June		1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s		3 00
Do., (U.S.), gallons		10 00
Corn (on cob, gal. cans), doz.		8 50
Red raspberries, 2s		2 90
Simcoes		2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s		3 00
Strawberries, 1918 pack (2s)		4 00
Rhubarb, 2½s		2 60
Blueberries, 2s, doz.		1 85
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		6 00
Potatoes, Can. Sweet, 2½-lb. tins		2 10
Potatoes, Cal. Sweet, 2-lb. tins		2 75
Carrots, sliced, 2s		1 45
Apples (gallons)		5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)		2 45
Pineapples, 1½s		2 25
Pineapples, 2s		3 10
Pineapples (grated), 2s		2 90
Greengage plums (light syrup)		1 90
Lombard plums (heavy syrup), 2s		1 70

Molasses May Cost More; Syrups Active

Montreal.

MOLASSES AND SYRUPS.—There is no difficulty in disposing of molasses supplies when the same are available. So soon as these are received from the outside there are orders on hand to absorb the stock and at full prices. One large jobber stated to CANADIAN GROCER that in his opinion molasses would reach a higher level within the next year—that At any rate prices are very firm. Corn and cane syrups are very active for the midsummer season, with prices held steady all around and supplies ample but not too great.

Corn Syrup—	
Barrels, about 700 lbs.	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.	
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, ½ doz. in case, case	4 95
20-lb. tins, ¼ doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38½-lb. pails, each	3 25
5-gal. 65-lb. pails, each	5 25
Cane Syrup (Crystal) Diamond)—	
2-lb. tins, 2 doz. in case, per case	6 00
Barrels, per 100 lbs.	8 75
Half barrels, per 100 lbs.	9 00

Barbadoes Molasses—	Prices for Island of Montreal
Puncheons	1 00
Barrels	1 03
Half barrels	1 05

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Possibilty Getting Dried Fruits Big Relief

Montreal.

DRIED FRUITS.—The importer, now being able to secure licenses to cover his booked orders, in part at least, is feeling much relieved and he is making the necessary applications to bring purchases forward. Canada it is thought is going to have more prunes and peaches than seemed possible awhile ago. Raisins are in good demand, many using these now as a food. Supplies of these are quite ample for the present and prices, while steady, are without change. When the season is taken into consideration there is considerable activity.

Apricots—		
Choice		0 28
Fancy		0 30
Apples (evaporated)		0 20
(Fancy)—		
Faced		0 19
Choice		0 17
12 oz., per pkge.		0 16
Pears		0 16
Drained Peels (old)—		
Citron		
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.		0 11½
Muscatels, 4-crown, lb.		0 12
Cal. seedless, 16 oz.		0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.		0 13
Choice seeded, 16 oz. pkgs.		0 12
Valencias, selected		0 11
Valencias, 4-crown layers		0 11½
Currants, old		0 24
Do., new		0 32
Dates, Excelsior, per case		6 84
Do., Dromedary		7 92
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)		0 12
Figs, Portuguese (mats)		0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)		1 75
Pkgs. 10 oz. 12 pkgs.)		1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 75	5 00
Prunes—		
30-40		0 [illegible]
California, 40-50s		0 18

25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 13
Oregon, 30-40s	....	0 16½
40-50s	....	0 15½
50-60s	....	0 12¾

Position of Rice One of Much Strength

Montreal.

RICE AND TAPIOCA.—There is a steady and a firm condition surrounding the market and stocks are held firmly by jobbers. In a general sense there is not a great deal of activity, but trade is seasonable. Some have sold out their stocks to a close margin. A great deal of the supply has been milled into flour and for the same there has been a large demand of recent weeks. Tapioca is steady and even quite firm, with a very fair amount of business being transacted.

Rice, fancy	9 75	10 25
Ice Drips	....	11 25
Carolina	12 50	15 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	10 25	11 00
Rangoon "B"	9 50	9 70
Rangoon CC	9 25	9 40
Mandarin	8 90	10 00
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15'	0 16

Present Interest in Bean Markets Small

Montreal.

BEANS.—The interest of the trade in beans is confined to a very small compass. This is not the season when they are wanted by the consumer in large amounts and as a consequence there is but a limited interest taken in the markets. These rule strong, notwithstanding, and good quality beans are high. The interest now centres largely around the new crop. This promises well in many points and if it comes off well there will be less anxiety than there was last year. Much depends upon the weather from now till harvest.

Beans—		
Candian, hand-picked, bush...	8 40	9 00
Ontario, new crop, 3 to 4 lbs..	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 50	8 75
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel....	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs....	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Heavy Sales of Nuts At High Prices

Montreal.

NUTS.—There is more activity in the nut business than was perhaps ever known at this season of the year. Enhanced prices have not scared buyers away for the imports are still heavy and a great deal of enquiry has come forward from those requiring stock. The jobber, realizing the position, is evidently making sure of his needs for the coming season and the imports to Canada have been and still are very heavy. Quotations are without change for the week but higher prices may be looked for.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Lilberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb...	0 28	0 32
Pecans, New Orleans, No. 2 ...	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Supply Wheat Flour Inadequate For Needs

Montreal.

FLOUR AND FEED.—The fact seems to be established by the present situation that there will not be any more than enough wheat flour to meet the requirements of the trade until new wheat can be milled. Some are now supplied with all the orders they can take care of out of the stocks on hand. It is well that there is promise of an early milling of wheat, although the date when this can be commenced is very uncertain. The position on feed is a steady one. Some of the special feeds are being sold at higher prices, while supply, in the light of present demand continues to be less than requirements call for.

War Standard, Graham and Whole Wheat Flours—			
Car lots (on track)	....		10 95
Car lots (delivered), Bakers..	....		11 05
Small lots (delivered)	....		11 15
Bran, per ton	....		35 00
Shorts	....		40 00
Crushed oats	.....	61 00	70 00
Barley chop	61 00	64 00	72 00
Barley meal	61 00	64 00	72 00
Feed oats, per bushel			1 10

Heavy Rolled Oat Sale Has Made Prices Firm

Montreal.

CEREALS.—There is a great deal of demand for rolled oats—supplies considered—and this has had the effect of firming prices, though actual changes are not made. Some think that oat flour will be a big seller while others incline to feel that there is so much demand now for rolled oats that there cannot be a large milling of oats into flour. In any case a great deal of importance is attached to the sale for oats in various forms, and a large consumption will continue to manifest itself. Cornmeal is steady, but not very active. The various substitute flours are moving well still.

Cornmeal, Pure Gold	....		7 00
Cornmeal (Gold Dust) ..	6 25	6 60	7 00
Barley, pearl	7 50	8 25	8 75
Barley, pot, 98 lbs.	6 00	6 25	6 75
Barley flour, 98 lbs.		6 25	6 75
Buckwheat flour, 98 lbs.	....		7 25
Corn flour, 98 lbs.		5 80	6 00
Corn flour (standard)	....		5 45
Rice flour		8 75	9 00
Hominy grits, 98 lbs.		6 75	8 00
Hominy, pearl, 98 lbs.		7 50	8 25
Oatmeal (standard-granulated and fine)		6 40	6 60
Peas, Canadian, boilling, bush...		5 00	5 50
Split peas		9 50	11 25
Rolled oats, 90-lb. bags..	5 20	5 40	5 50
Rolled oats (family pack.), case		5 70	5 80
Rolled oats (small size), case...		2 05	2 10
Rolled wheat (100-lb. bbls.)....		....	6 75
Rye flour (Can.), 98 lbs..	7 25	7 50	8 00
Do. (American), 98 lbs.		....	6 85
Self-raising flour—			
3-lb. pkgs., doz.		....	2 85
6-lb. pkgs., doz.		....	5 60

Honey Reported Scarce; Maple Products Short

Montreal.

MONEY AND MAPLE PRODUCTS.—There is not much likelihood that the honey supply will be large this year. Some expect, indeed, that there will be a serious shortage. The present quotations are high. The same conditions surround maple products, for the market is rather bare of both sugar and syrup at the present time. Quotations are as follows:

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal...	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22
Honey—		
Comb (fancy)	....	0 25
Comb (No. 1)	....	0 23
In tins (60 lb.)	....	0 22

Coffee Price Holds; Supplies Alright

Montreal.

COFFEE.—There is an added cost to the coffee importer for his requirements of coffee by reason of the new freight rates. This means well on to one cent per pound. It is not indicated as yet whether the retail buyer will have to pay additional for his requirements, but the market is quite firm and steady with a seasonable amount of trade passing. Indications point to a maintenance of ample supplies for the Canadian trade. Cocoa is somewhat quieter and supplies are sufficiently large to meet the needs of the trade.

Coffee, Roasted—		
Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)	....	....
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Jobber's Tea Buying Improved; High Prices

Montreal.

TEA.—There is quite a little activity on the part of jobbers. They are securing their needs of various grades and this is one of the first indications that a return to normal trading is manifesting itself. Prices on all teas coming forward are higher and when costs are figured out and taxes added the new quotations are much in advance of all former prices. Labor is almost at a premium in places and the scarcity has

forced wages up. As a consequence second crop Japans are higher than first pickings—the reverse being the usual case.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Little Spice Movement; Markets are Firm

Montreal.

SPICES.—There is a limited amount of interest in spices, for the midsummer season is always a quiet one. As a consequence no new developments have been made and until September it is quite probable that there will not be much change in the general situation. When the usual activity manifests itself it is not improbable that there will be a shortage of some lines that have not been any too plentiful for some weeks. For the present, supplies here are quite ample.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia		0 35
Cassia (pure)	0 35	0 37
Cayenne pepper	0 28	0 35
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk		2 00
Carraway, Dutch, nominal		0 75
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk		0 25
Celery seed, bulk		0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

New California Grapes; Oranges Reach $10 Box

Montreal.

FRUITS.—Those wanting oranges these days have to pay for them. This week they are worth $10 per case and one jobber told CANADIAN GROCER that he paid as high as $9.75 for them. Lemons are high and firm. So are the new apples, now arriving in barrels. New fancy grapes have come on the market and are selling at $4 per box of four baskets. Among the items getting very scarce are watermelons, black currants, and oranges. The latter are hard to procure at any price. There is a good active market for all lines that are offered.

Apples—		
American (bask.) Duchess or Yellow transparent		
Do. (in bbls.)		6 00
Apricots (Cal.) ,box		3 00
Bananas (fancy large), bunch	5 00	5 50
Blueberries, Saguenay (box of 18 quarts)		3 00
Canataloupes (45 size), crate		6 50
Do., (15 size), crate		3 00
Cherries (California), basket		1 75
Cocoanuts, sack	7 25	8 50
Currants (Red or Black), gallon		1 00
Gooseberries, gallon		0 75
Grapes (California fancy) 4 bask.		4 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112		5 00
Grape fruit (fancy Porto Ricos) 54, 46		4 75
Lemons (fancy new Messina)	8 00	9 00
Lemons (choice)		7 00
Melons, Montreal, Musk (basket of 12)		14 00
Lemons (California seedless)		8 00
Oranges, Valencia lates		10 00
Oranges, California navels		10 00
Oranges (bitter)	4 00	5 00
Plums (Cal.), box	3 00	3 25
Pineapples, Cuban (crate)		6 00
Pineapples, Florida		6 00
Pears, Cal., eating, small box		4 00
Peaches, bush. box	1 75	2 00
Raspberries (imported), qt.		0 25
Watermelons (each)		0 75

New Potatoes $2 Bag; Native Tomatoes Scarce

Montreal.

VEGETABLES.—There is a good demand for all kinds of vegetables. It would almost seem that there has not been a general interest in gardening by the city folk, but this is not the case. Great quantities of vegetables are absorbed every week and prices are consequently pretty high. New potatoes are now down to $2 per bag. Local grown tomatoes are scarce and high in price. $3 per gin box being asked. Hothouse tomatoes are lower, prices on these having ruled high for some time.

Beans, new string (20-lb. bag)		0 75
Beets, new, bag		1 50
Cauliflower (Montreal), doz.	0 75	1 00
Carrots, bag		1 50
Carrot (new), doz.		0 30
Celery (Montreal), Doz.		0 75
Cucumbers (Montreal), doz.	0 25	0 40
Egg Plant, basket		1 50
Lettuce, curly (doz.)		0 30
Lettuce (Montreal), head		0 50
Leeks		2 00
Mint		0 20
Mushrooms, lb.		0 90
Onions, spring, doz.		0 50
Onions, American (100 lbs.)		6 00
Parsnips, new, bag		1 50
Parsley (Canadian)		0 20
Peas (Montreal), 20-lb. bag		1 00
Potatoes (sweet), per hamper, as to size	2 50	4 00
Potatoes, Montreal new (80-lb. bag)		2 00
Potatoes (New Brunswick), bag.		1 65
Romane		0 50
Radishes (doz.)		0 25
Rhubarb, doz.	0 25	0 35
Spinach, box		0 50
Turnips (Quebec)		3 00
Turnips, new, per bag		1 50
Tomatoes (hothouse), lb.		0 15
Tomatoes, Montreal (box)		3 00
Vegetable Marrow (doz.)		1 00
Watercress (Can.)		0 40

ONTARIO MARKETS

TORONTO, August 14.—The markets as a whole are free from any sensational developments during the week. Sugar differentials are being revised, the change being the result of the revision upward in freight rates effective Monday of this week. Fruits and vegetables offer the greatest variety as far as price changes are concerned with local supplies predominating. Business is expected to show improvement with the return of the travellers to their respective territories.

Sugar Differentials Being Worked Out; Sacrce

Toronto.

SUGAR.—The greatest item of interest in the market this week is the revising of the freight differentials, though whether the sugar handled for the next couple of months will add materially to the transportation companies' receipts looks doubtful. The one word, "scarce" describes the sugar situation and conservation along the lines suggested by the Food Control Board should be urged upon all consumers. Retailers should make it a point, too, to see that their customers take one pound in three of the soft sugars, thus relieving the drain on granulated. Canada Sugar announce a 10c advance in all their sugars, effective immediately.

Atlantic, extra granulated	9 39
St. Lawrence, extra granulated	9 39
Acadia Sugar Refinery, extra granuated	9 39
Can. Sugar Refinery, extra granulated	9 04
Dom. Sugar Refinery, extra granulated	9 09

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb gunnies, 25c advance; 10-lb. gunnies, 40c advance: 5-lb cartons, 50c advance: 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Butter Plates Go Higher; Olive Oil

Toronto.

BUTTER PLATES, OLIVE OIL.—An advance in Riteshape butter plates has been recorded during the week, and quotations now prevailing follow: ½ lb. $3.45 M; 1 lb. $3.75; 2 lb. $4.30; 3 lb. $5.05; 5 lb. $7.00; 10 lb. $12.00, all 500 in case. Some supplies of olive oil in small bottles is being offered, prices having advanced for the 2 oz. to $2.00 dozen; RU Italian No. 2 is also higher at $1.90 dozen.

Molasses in Fair Supply; Syrups Firm

Toronto.

MOLASSES, SYRUPS.—Supplies of molasses are reported very fair. A shipment of Barbadoes is reported in and domestic is also a little freer as regards offerings. Prices remain firm and unchanged. Syrups are very firm and quotations hold at figures shown herewith.

Corn Syrups—		
Barrels, per lb.		0 07
Cases, 2-lb. tins, 2 doz. in case		4 65
Cases, 5-lb. tins, 1 doz. in case		5 20
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		

Cane Syrups—		
Barrels and half barrels, lb...	0 08¾	0 09
Cases, 2-lb. tins, 2 doz. in case	....	6 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	6 80

Jams Reaching to Higher Levels

Toronto.

CANNED GOODS.—Jams are reaching to much higher levels than those indicated in opening prices. Strawberry and raspberry are being quoted at $4.25 dozen for the 16 oz., and 4's are up to $1.10 in some quarters. It is estimated that not more than 25 per cent of a pack was effected in strawberries, and raspberires are still somewhat uncertain, with prospects for a very good outturn. That government requirements may absorb a large amount of the pack seems possible. The trade was rather excited over a report appearing in the daily papers that the present would be the "biggest salmon season in twenty years." This was so different from all reports previously issued that a flurry resulted and even the stock exchange responded in sales of canners stocks. Confirmation of theh report published in CANADIAN GROCER last week was sought and found correct—that was that Sockeye talls would not run over 25 per cent. of a pack, while cheaper lines would come near the 100 per cent. mark.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 17½	3 20
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	....	2 25
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams		
Black currants, 16 oz., doz.	3 [illegible]	3 90
Do., 4s, each	0 [illegible]	0 98
Red currants, 16 oz., doz.	[illegible]	3 45
Raspberries, 16 oz., doz.	3 [illegible]	4 25
Do., 4s, each	0 95	1 10
Strawberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10

Licences Being Sought and Granted; Market Quiet

Toronto.

DRIED FRUITS.—Applications for licenses to import dried fruits are being granted by the authorities at Ottawa, though the tendency is to scan all orders pretty carefully and cut down quantities somewhat. It is possible that an allotment has been made to Canada, and this tonnage will undoubtedly be distributed on as equitable a basis as possible. The authorities at Washington still have the final say, however, as they have the granting of export licenses on all orders and these must be accompanied by Canada Food Board license to import before being given any consideration.

Apples, evaporated, Ontario	....	0 19
Do., da., Nova Scotia	....	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	0 43
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25's, faced	....	0 18
40-50s, per lbb., 25's, faced	0 17	0 17¼
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12¾	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	0 14	....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

Tea Trade Shows Improvement

Toronto.

TEAS.—A decided improvement in tea trading is reported, one importer stating that Monday's enquiries exceeded the previous week's, and the previous week had exceeded the previous month. Fine teas continue very scarce, and all indications from primary points are that prices continue to soar. Little interest in new crop teas is yet apparent as far as importations are concerned. However, the feeling exists that by the time orders are placed, transportation may be such that far greater difficulty in securing supplies than is anticipated may be encountered. Prices are uncharged locally.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values They are good medium grades, and are meant to give some indication of price movement.

Supplies Coffee Considered Fair

Toronto.

COFFEE.—Supplies are considered very fair and there is no indication of a shortage developing for some time to come. Prices hold very firm though unchanged at levels shown herewith:

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Demand Continues Good; Prices Holding

Toronto.

SPICES.—The demand is reported very good in fact the movement has been maintained at very satisfactory levels even during the past month. Prices are holding very firm and unchanged for the week as follows:

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 48
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 55	0 75
Coriander, whole	0 25	0 28
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 95	1 05
American high test	....	..
2-oz. packages, doz.	....	1 50
4-oz. packages, doz.	....	3 25
8-oz. packages, doz.	..	5 45
8 oz. tins, doz.	5 75	6 00
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Possibility Almonds May Come Through; Firm

Toronto.

NUTS.—There seems to be a chance that shipments of almonds may be allow-

ed to come through. One importer reports applying for a license to import a certain quantity and this was granted. Almonds at primary points are very high in price, and the outlook is that walnuts will continue very strong.

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz.	....	0 18
Brazil nuts, lb.	....	0 75

Beans Holding Firm; Unchanged

Toronto.

BEANS.—The market holds without change during the week. The demand continues light and little interest manifest. Quotations range as follows:

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked	....	8 00
Can. White Kidney Beans, bush.	....	9 00
Japanese Kotenashi, per bush.	....	8 00
Rangoons, per bush.	....	6 50
Limas, per pound	0 19	0 20

Rices Hold At High Levels; Some Movement

Toronto.

RICES.—Rices hold at high levels reached recently and there is no indication of any drop. Supplies continue fairly good with a very good movement to the trade in progress. Quotations being made are as follows:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu	....	13 00
Do., Mujin, No. 1	....	12 00
Do., Pakling	....	11 50
Tapioca, per lb.	0 14	0 14¼
White Sago	0 14¾	0 16

Post Toasties Up; Fair Sales in Evidence

Toronto.

PACKAGE GOODS.—An advance in Post Toasties to $4.15 per case is reported in some quarters. The demand for all package goods is considered very satisfactory. Prices range as follows:

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 75
Rolled oats, round, regular 18s, case	2 05	2 30
Rolled oats, square, 20s	5 60	5 85
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11½
No. 2, pound cartons	....	0 10½
Starch, in 1-lb. cartons	....	0 11½
Laundry starch, in 1-lb. cartons	0 10	0 11½
Do., in 6-lb. tins	....	0 13
Do., in 6-lb. boxes	....	0 13
Do., in 100-lb. kegs	....	0 11

Outlook For 23-25c Honey; May be Higher

Toronto.

HONEY, MAPLE SYRUP.—The present outlook is that prices to the trade on honey will range around 23c to 25c per pound, though even higher levels may be reached. Supplies, it is thought, will be none too plentiful though a fair margin to work on is looked for. Maple syrup holds at unchanged levels with a fair demand being taken care of from ample supplies.

Honey—		
Clover, 5 and 10-lb. tins	....	....
Do., 54s, case	....	....
60-lb tins	....	....
Buckwheat, 60-lb. tins	....	....
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Jars, 7-oz., doz.	....	....
Do., 10-oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz., doz	....	....
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal	....	2 00

Grapes Make Appearance; Fruits Holding Up

Toronto.

FRUITS.—Grapes made their appearance on the market this week from California, being quoted at $4.50 per 4-basket crate of fancy seedlings. Deciduous fruits from California are the main offerings from that state, other points not yet being ready. Prices continue high on all imported lines and local supplies are quoted at very high levels. Blueberries have advanced to $2.25 and black currants to $3.25 per 11-qt. basket. Oranges are firmly held at $10.00 for the smaller sizes and supplies are comparatively light.

Apples—		
Early, 6-qt. basket	0 35	0 40
Do., 11 qt. basket	0 50	0 75
Do., Cal. Gravensteins, case	3 75	4 00
Bananas, per lb.	0 06	0 07
Blueberries, per 11-qt. basket	1 75	2 25
Currants, black, 11-qt. basket	3 00	3 25
Do., red, basket	....	2 00
Do., box	....	0 17
Cherries, 11-qt. basket	1 75	2 25
Do., 6 qt. basket	1 00	1 25
Grapefruit—		
California, ½ case	3 75	4 00
Grapes, Cal., 4-back, crate		4 50
Oranges		
Valencias		
96s	....	8 00
100s	....	8 00
126s	8 75	9 00
150s, 176s	9 00	9 75
200s, 250s, 288s	....	10 00
Lemons, Cal., case	9 00	9 50
Do., Verdilla	....	10 50
Peaches, 6-qt. basket	0 60	0 85
Do., Bert Johnson, Arkansas, bush.	....	6 75
Lawton Berries, box	0 28	0 30
Do., Cal., Elbertas, box	2 00	2 25
Pears, Cal., Bartlett	4 50	4 75
Plums, early Can., 6-qt. bask.	0 50	0 75
Do., do., 11-qt. back.	....	1 25
Raspberries, per box	0 28	0 30
California Fruit—		
Peaches, per box	2 10	2 25
Plums, according to quality and size, per box	....	3 50

Tomatoes Are Higher; Onions Show Decline

Toronto.

VEGETABLES.—A sharp advance in tomatoes occurred towards the end of last week, and held at about the same levels early this week. Supplies are very scarce. A decline in California onions is noted, the tendency being to clean up stocks prior to the arrival of local stocks, which should arrive in a couple of weeks; the quality of the local onions is reported good and very good supplies likely. Canteloupes are lower with the market in the buyers' favor this week, an over-supply reported as accounting for this change.

Beets, Can., doz.	0 20	0 30
Cabbage, Can., 30-36s, crates	2 00	2 50
Do., do., doz.	....	0 60
Cantaloupes, standards, 45s	5 50	6 00
Do., flats, 15s, case	2 75	3 00
Celery, doz.	0 40	0 50
Corn, doz.	0 25	0 40
Cucumbers, Can., basket	0 40	0 50
Egg Plant, basket	1 00	1 25
Lettuce, in boxes	0 50	0 60
Onions—		
California, 100-lb. bags	4 00	5 00
Peas, Can., 11-qt. basket	0 50	0 60
Peppers, green, basket	0 50	1 00
Potatoes—		
Virginia, No. 1	....	5 50
Do., Canadian, bag	2 25	2 40
Tomatoes—		
Leamington, No. 1, basket	1 15	1 25
Do., No. 2, basket	0 90	0 95
Turnips, baskets	....	0 30
Vegetable Marrow, bask., 10-12	0 35	0 40

No New Developments In Flour Situation

Toronto.

FLOUR.—There have been no new developments during the week. A very fair demand is in evidence and nothing new to report in the matter of price.

Demand For Feed Good; Poultry Feed Active

Toronto.

FEEDS.—Cattle and hog feeds continue to move forward very fairly, in fact manufacturers state they are having difficulty in keeping up with the demand. Poultry feed is also selling freely and 24-hour production fails to enable manufacturers to overtake the accumulation of orders.

Standard Dairy Cattle Feed, per ton, carload lots	....	56 50
Standard Hog Feed, per ton, carload lots	....	57 00

Corn Products Higher; Grain Scarce, Poor Quality

Toronto.

CEREALS.—An advance in cornmeal and corn flour is reported, golden cornmeal going to $6.15, fancy yellow to $5.40, and white corn flour to $6.00 per 98 lb. bag. Corn is reported very scarce, hard to get and of very poor quality. The demand in all lines continues remarkably good.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	7 00
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 15	7 00
Do., fancy yellow, 98s	....	5 10
Corn flour, white, 98s	6 00	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 50	5 75
Oatmeal, 98s	6 00	7 00
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	8 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, August 14. — The trade here all expect that licenses will be issued to California shippers of prunes and peaches—at least they are advised to that effect by the War Board at Ottawa. The report that no prunes or peaches would be allowed into this market caused a temporary flurry and had the effect of stopping sales of California products and switching them to Oregon. However, in spite of the turn in events there will be a shortage of prunes as there is only 65 per cent. of last year's crop, and seventy million pounds have been commandeered by the government, as well as large supplies from Oregon. The apricot market jumped two cents following the report that the government had commandeered prunes and peaches. New evaporated apple prices have been named and are about on a level with present prices.

One Refinery Off Manitoba Market

Winnipeg.

SUGAR.—One of the large refiners is off the market in Manitoba. The tendency for sugar seems to be upwards, and that seems to be the feeling among the trade. Sugar in Winnipeg is going out as fast as it can be got in.

Peanut Market Down a Cent

Winnipeg.

NUTS.—New prices on peanuts show a decline of about one cent for immediate delivery. This is probably due to the action of the American government.

Coffee Up 35 Points In Brazil

Winnipeg.

COFFEE.—The primary market is still very firm, but difficulty is experienced getting space to bring it in. The price in Brazil is reported to be up 35 points.

Green Coffee—	
Rio, New York Grading No. 5, per lb.	0 20
Do., do., No. 7	0 19
Santos, fine old crop	0 23½
Bourbon	0 25
Mexican	0 30
Bogota A	0 30
Costa Rica	0 34

Salmon Prices High; Expect Fair Run

Winnipeg.

CANNED SALMON.—A member of the trade stated this week that there would be a short delivery of Sockeye talls. Pinks and Chums are just beginning to run, while Cohoes are running, and the prospects are fair. There is a feeling in some quarters that there may be a heavy run of salmon towards the finish, nevertheless prices continue to open very high.

Expect Cheaper Tomatoes This Year

Winnipeg.

CANNED GOODS.—While British Columbia tomatoes have opened up considerably below last year's Eastern prices, the trade point out that the freight rate from British Columbia is much higher than from Eastern Canada. They admit however that tomatoes will likely be cheaper this year.

Tea Market Firm; Packages Good Buy

Winnipeg.

TEA.—It is pretty well understood by everybody in the trade that the tea market is very firm, and that some of the well-known lines of package teas are likely to advance before very long. Brokers state that it is merely a question of time when this will take place. They seem to agree that tea is a good buy at to-day's price.

Good Tapioca Stocks Held in Winnipeg

Winnipeg.

RICE.—Brokers state that there is not likely to be much change in the rice situation until the new crop reaches Vancouver early next year. Jobbers in Winnipeg are pretty well stocked up on tapioca, and as there is no change in the primary market there is not likely to be much change in the price to the retailer.

B.C. Celery In; Ontario Tomatoes $2

Winnipeg.

FRUIT AND VEGETABLES.—The only new vegetable to arrive on this market this week was B. C. celery, which is selling at 13c per pound. Washington plums are still bringing $2.25, but there are others at $3. Ontario tomatoes arrived on this market this week at $2 basket. Blueberries are selling at $2.50 and are not likely to get much cheaper than that.



The bright interior of the grocery department of the T. Critelli store, Thorold, Ont.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Aug. 13.—The removal of the embargo against the use of ham and bacon has as yet resulted in no increase in demand as housekeepers seem to be adopting a tacit boycott owing to high prices. Butter is somewhat easier this week owing to reports of increased production on the prairies. Cheese is selling well, but market is also easier. Fresh eggs are very scarce and are selling at 63 cents a dozen. Supplies of Siamese rice have been received, but the market is still firm. Potatoes are also holding firm owing to orders from the neighboring state of Washington.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	....
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 89
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	....	45 00
Do., new, per lb.	....	0 02½
Lard, pure, in 400-lb. tierces, lb.	....	0 32½
Lard, compound	....	0 29½
Butter, fresh made creamery, lb.	....	0 52
Cheese, Canadian	....	0 26
Margarine	....	0 33
Eggs, new-laid, in cartons, doz.	....	0 63
Oranges, box	....	8 25
Lemons	....	10 00
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Aug. 13.—Sugar advanced twenty-five cents to-day. Lard 3's are being offered at $18. Case eggs are firmer, $12.50 to $13 being the prices quoted. Shelled walnuts, Bordeaux halves, are selling at 25c a pound. Keen's mustard has advanced about 7c a pound. No. 1 Japan rice is quoted at from $11.50 to $12.10, Siam $9.50 to $11. Kootenashi beans are easier at $13.75. Small Indian beans are selling 9c to 10c a pound. Oranges are quoted at $9.75. Lemons $11.50. New B. C. potatoes $60 per ton. Creamery butter is easier in some quarters, No. 1 selling at 48c to 49c.

CALGARY:

Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.	....	10 35
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	4 80
Rice, Siam, cwt.	9 50	11 00
Rice, Japan	11 50	12 60
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 15
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt.	....	10 85
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb	0 48	0 49
Do., dairy, lb.	0 35	0 38
Lard, pure, 3s, per case	....	18 00
Eggs, new-laid, case	12 50	13 00
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, standard case	....	4 50
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	....	3 60
Apples, gals., Ontario, case	2 65	2 85
Strawberries, 2s, Ontario, case	7 50	8 10
Raspberries, 2s, Ontario, case	....	....
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated ,lb.	0 16	0 19
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tal, case	....	16 75
Do., halves	....	18 50
Potatoes, per ton	....	60 00
Oranges, Valencias, case	....	9 75
Lemons, case	....	11.50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Aug. 13.—Following an advance a few days ago of 5c, sugar has again advanced by 55c, bringing the Regina quotation up to $10.80 per cwt. Beans are slightly easier at $7.50. Lard is also down a little, and is quoted at $19. Eggs are higher at from 35c to 40c. Some changes have occurred in canned goods as follows: Peas $3.60 to $5.20; strawberries $6.85; raspberries $7.50. Finest Sockeye salmon $18; salmon pinks $9.25. Fels Naptha soap is up to $8.30 per case. Rogers syrup advanced 40c per case, 10's now being $6.25.

REGINA—

Beans, small white Japans, bu.	....	7 50
Beans, Lima, per lb.	....	....
Flour, standard, 98s	....	5 20
Molasses, New Orleans, gal.	....	0 75
Rolled oats, bails	....	4 85
Rice, Siam, cwt.	....	9 25
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	10 80
Cheese, No. 1 Ontario, large	0 26	0 27
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	19 00
Bacon, lb.	....	0 47½
Eggs, new-laid	0 35	0 40
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 35
Corn, 2s, standard case	....	5 05
Peas, 2s, standard case	3 60	5 20
Apples, gal., Ontario	2 60	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 85
Raspberries, 2s, Ont., case	....	7 50
Peaches, 2s, Ontario, case	....	4 65
Plums, 2s, case	....	3 40
Salmon, finest Sockeye, tall, case	....	18 00
Salmon, pink, tall, case	....	9 25
Pork, American clear, per bbl.	40 75	41 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

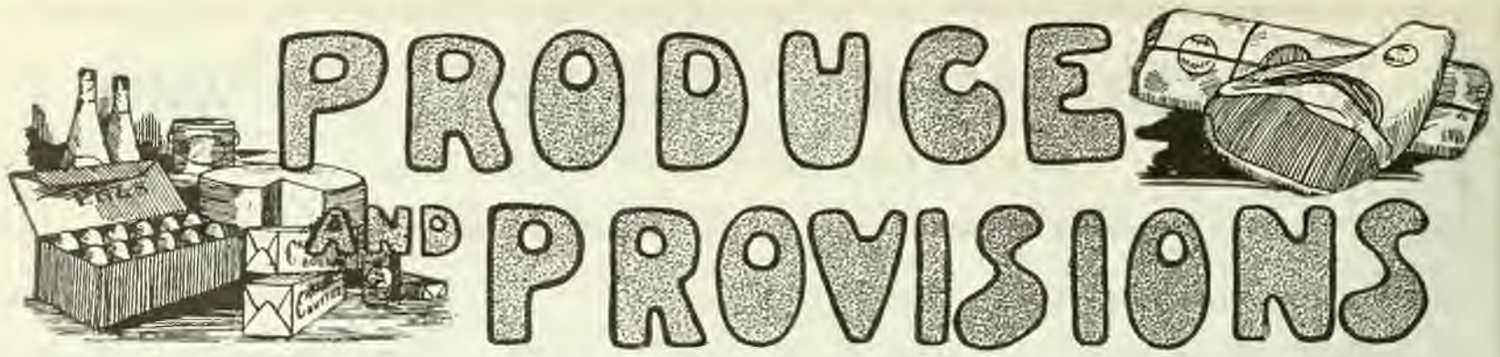
St. John, N.B., Aug. 13.—The market continues quiet with few changes. New potatoes are still scarce and probably will be until after haying. They are quoted at $1.75 to $2 a bushel. Eggs are off noticeably following decreased demand, and are selling at 45c to 46c. Breakfast bacon firmer at 37c to 40c. Dairy butter is also higher, 37c to 40c. Corned beef shows an increase and is quoted at $4.90. Lemons now 9c to 10c.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	12 05
Cornmeal, gran., bags	....	7 00
Cornmeal, ordinary, bags	3 65	3 75
Corn flour, 98 lbs.	....	4 00
Rye meal, 98 lb. bag	....	8 00
Rye flour, 98 lbs.	....	9 00
Rice flour, per pound	....	0 11
Potato flour, per pound	....	0 18
Oatmeal standard, per bbl.	....	12 75
Molasses, extra fancy, gal.	0 90	0 92
Rolled oats, bbl.	....	12 00
Beans, yellow-eyed	9 75	10 00
Beans, Canadian, white	....	9 50
Rice, Siam, cwt.	10 25	10 35
Sago and tapioca, lb.	0 18	0 19
Sugar—		
Standard, granulated	9 35	9 40
No. 1, yellow	8 85	8 90
Cheese, N.B., twins	0 24½	0 25
Eggs, case	0 45	0 46
Breakfast bacon	0 37	0 40
Butter, creamery, per lb.	0 42	0 44
Butter, dairy, per lb.	0 37	0 40
Butter, tub	0 35	0 37
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	61 00	64 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont. case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 06
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	....	0 19
Potatoes—		
Native, bag	1 75	2 00
Onions, Kentucky, 100-lb. bags	7 75	8 00
Lemons, Cal., Messina,	9 00	10 00
Oranges, Cal., case	....	10 00
Grapefruit, case	....	7 50
Bananas, per lb.	0 07½	0 08
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	2 25	2 50

A POLITICAL PURPOSE

"Father," said an inquiring youth, "when a hen sits on an egg for three weeks and it don't hatch, is the egg spoiled?" "As an article of diet, my son, it is henceforth a failure, but for political purposes it has its uses."





P B. TUSTIN

Winnipeg Investigates Cost of Pork Production

Winnipeg commission investigating the cost of pork and pork products lay much of the blame at the door of the consumer. Packers can do business on 2 per cent. on turnover; retailers require 20 to 25 per cent. because of customers' demands. Other causes of high prices: manipulation of weights by commission men and the enormous increase in prices of hogs in the past four years.

OWING to the public feeling that pork and pork products were higher in Winnipeg than was justified by conditions, higher in comparison than the cost of the same goods on the open market at nearby American cities, an investigation was held. The Committee of Investigation consisted of P. B. Tustin, chief of the food inspection department of the city, and T. A. Hunt, the city solicitor. After a thorough investigation of the conditions they reported in a way that freed the packing concerns from any stigma of profiteering. Blame was placed on the commission men for the practice of dry feeding hogs just previous to sale for the purpose of inflating weights. This practice, and the demands of the consumer, for elaborate and excessive service, coupled with the great increase in hog prices was considered by the commission as justifying the present prices, which were not, they maintained, out of line with those of nearby cities.

"Pursuant to the following resolution passed on the 24th day of June, 1918:

"That the City Solicitor and Mr. Tustin be asked to enquire into the price of pork in Winnipeg (viz.) live hogs and pork products). Why, if there is no demand for fresh loins, the price is 50 cents a pound to the consumer, and how much lower live hogs must go before the price to retailers and consumers is reduced; and get as full information as possible regarding this subject";

the undersigned undertook to investigate the subject matters referred to them.

On July 3rd duly qualified domestic science teachers were instructed to visit stores in various parts of the city and make purchases of pork loin, and enquire the prices of the more popular cuts of beef, bacon, ham and fresh pork, with the result as indicated in Schedule "A" to this report.

A questionnaire was also framed for submission to the packers of the city, and the questionnaire and answers thereto accompany this report as Schedule "F."

Advancing Price of Hogs

The cost of raising hogs has rapidly increased since the outbreak of the war Comparison of prices between 1913-14 and 1917-18 are as follows:

1913-14—Price of labor, $35 to $40 per month and board; 1918—$75 to $100 per month and board.

1913-14—Price of bran, $14 to $20 a ton; 1917-18—$31.80 a ton (fixed Government price).

1913—Price of shorts, $16 to $22 a ton; 1918—$36.80 a ton (fixed Government price).

1913—Price of live hogs, $7.44 to $8.50 per hundredweight; 1918—from $14.38 to $21 per cwt.

Inflating Weights Reprehensible Practice

Reports were received from various sources to the effect that hogs, unloaded into the St. Boniface stock yards, were stuffed with dry feed and, just previous to being weighed, were given all the water they could consume, with a view to increasing their weight when delivered. To verify these reports, duly accredited and qualified men were detailed to ascertain if such reports were correct. The evidence taken under oath on July 15th showed that this report as to excessive feeding of hogs with dry feed, with a view to increasing their weight, was substantiated. After this further information was obtained from the packers as to the shrinkage of weight of the hogs between the times they were weighed out of the stock-yards and weighed into the packing-houses for slaughter. Their replies show that

the shrinkage averaged approximately from 12 to 15 pounds per hog, which loss is borne by the consumer.

A letter was sent to the manager of the St. Boniface stock yards asking if the commission agents had anything to say in defence of this practice, but no reply has been received. We consider that this practice is reprehensible—to say nothing in these times of being a lamentable waste of food.

The evidence taken with respect to the over-feeding of hogs is attached hereto as Schedule "C" to this report.

Advertisements were inserted in the daily press asking for evidence to be given in connection with this investigation, but no one volunteered to give evidence, nor did anyone suggest the names of any witnesses to be subpoenaed for this purpose. However, Mr. Coates, as representative of the retail trade, and Mr. Ingram, as representative of the packers, did give evidence at our request.

In order that the question might be dealt with from the producers' standpoint, a letter was sent to the United Grain Growers' Executive of Winnipeg, asking if they wished to send anybody to give evidence, or to submit their evidence in writing. Up to the present time nothing has been received.

Profits Allowed Packers Not Overstepped

The profit allowed by the Dominion Government to the packers is fixed as follows:

Seven per cent. on capital invested. Anything over 7 per cent. to 15 per cent., half goes to the Government. Anything over 15 per cent. on capital invested, all goes to the Government. Packers are limited to 2 per cent. on the turnover of their business. Sworn statements from the packers submitted show that these profits have never been exceeded, and that their books and accounts are open at all times to properly accredited Government inspectors.

Packers also stated that the reason the prices are higher here than in St. Paul or Minneapolis or Chicago is because the price in open market of live hogs averages from 1 to 2 cents per pound less in Chicago or Minneapolis and the dressed carcass yields 6 to 7 per cent. more meat in the United States than the Canadian hogs. We understand that the overfeeding described above is not the custom, and is not permitted in the Chicago stock yards.

Heavy Retailing Costs a Large Factor

While packers are able to do business on a margin of 2 per cent. of the turnover, the evidence submitted by the retail butchers shows that it requires 20 per cent. to 25 per cent. of the turnover to operate a retail business successfully in the city of Winnipeg, and the evidence submitted also shows that the Winnipeg prices compare favorably with those of Minneapolis and St. Paul, for the same class of meats. By way of comparison, a series of advertisements was submitted by one of our retail butchers, showing that second and third grade meats, Government inspected, had been advertised in the daily papers.

Rib roasts were quoted at 24c per pound; rump roasts at 25c per pound; club steaks at 25c per pound, and porterhouse steaks at 28c per pound.

The higher qualities of meats were selling at from 36c to 42c per pound at the same time. As a result of these advertisements, when customers came to take advantage of the cheaper meats they selected the meats of the higher quality and preferred to pay the price for the difference on the better quality meats.

No Attempt to Fix Prices

The Retail Merchants' Association, at a meeting of the executive of the Retail Meat Dealers' Section, in reply to the question as to whether the local packing-houses attempted to fix the prices at which meats should be sold retail—or if they refused to supply meats to any retailer who did not sell at certain fixed prices, replied that they had no reason to believe that any attempt had been made by the packers of Winnipeg to control or fix the retail prices at which their products should be sold. They also intimated that they believed that the retail trade was receiving satisfactory service from the packers.

Large Demands of Consumer Add to Price

One reason why the retail dealer has to have what might appear to be a high percentage of the turnover is to be found in the fact that the consumer demands such a large amount of service in the form of numerous deliveries each day. Another element entering into the cost of doing business is the high cost of rent, labor, fuel and equipment.

One dealer who has kept careful statistics for some months stated that it cost him 12½ cents for each delivery, and it has been suggested that if it were made compulsory that only one delivery per day be allowed for delivering foodstuffs it would greatly reduce the cost of delivery and enable the business to be done more cheaply.

A very large percentage of meat purchased in Winnipeg is purchased by means of the telephone. The retailers complain that many customers will phone in their orders about an hour previous to the time when the meat is required. This necessitates special delivery and



butchers further say that they are often called to the phone several times respecting a single order, with enquiries as to whether the order has been sent out or not, or if it is on the way, etc. This, of course, takes up time and increases the cost of doing business.

It would also appear from the report of the domestic science teachers referred to above, that if the housewife goes around to the stores herself she will find that meat can be purchased cheaper in some stores than in others. The prices quoted for bacon—while not all referring to one grade of bacon—show that higher class bacon can be purchased retail at from 55c to 65c per pound—a spread of 10c; and the cheaper class, at from 33c to 50c per pound—a spread of 17c. In a great many instances it may be found that one retail dealer is overstocked in a certain line of meats, and in order to clear he will advertise this meat at a reduced price, which can be taken advantage of by care in buying.

In comparing prices with other places the purchaser should take into consideration whether the meat being purchased is trimmed or not. In order to definitely determine whether the prices in Minneapolis or St. Paul are cheaper than in Winnipeg, or even the prices paid to a country retail butcher are cheaper than in Winnipeg the purchaser should consider whether the meat is trimmed, Government-inspected, and of the same grade. These elements in themselves will make a considerable difference in the retail prices.

Conclusion Reached

The sworn testimonies of the packers indicate that they are not exceeding the profits allowed by the Government. We were not furnished with expert accountants whose training would fit them to enquire into this branch of the case. We therefore assume that the packers are complying with the law and reporting to the commissioner of the high cost of living.

2. On a declining market for live hogs the price of pork tenderloins went up.

This was due to the fact that the majority of the packers had no stocks on hand of this class of meat, and the demand necessarily forced the price upwards.

3. There is no doubt that hogs are grossly overfed at the stock yards just before they are sent to the packers for killing, and the remedy to meet such a condition would be to make it compulsory to have water always available for live hogs at the stock yards and a penalty should be imposed where this is neglected.

4. The purchasing public are not as a rule skilled in distinguishing the cuts and qualities of meats and the abnormal use of the telephone does not have the tendency to make people skilled in marketing.

5. A little more forethought and care on the part of the housewife by giving

her orders in ample time, would result in reducing the cost of delivery.

6. It is somewhat difficult to compare the advertised prices of meats in Minneapolis and St. Paul with those in Winnipeg without knowing exactly the class and quality of the meat. It is evident, however, that the high-class stores there are not selling their products any cheaper than the high-class stores in Winnipeg, having regard to the cost of production and quality. Cheaper grades of meats have been offered to the public along the same lines at certain specially advertised sales in Minneapolis and St. Paul and the party who undertook the same made a loss.

A complete investigation of all matters connected with this trade will make it necessary for an appropriation to be made to cover the cost of engaging experts, both in the manufacturing and accounting branches of the businesses under review. This, however, it might not be necessary for the city to undertake, in view of the fact that the Dominion Government is now conducting an investigation along these lines.

(Signed) P. B. Tustin.
(Signed) T. A. Hunt.

Federal Trade Commission Arraigns U.S. Packers

Places Responsibility For the Stifling of Competition Upon the Control of Stockyards, Storehouses and Means of Transportation—These Conditions Not Operative in Canada

THE striking arraignment of the five great packing concerns of the United States—Swift, Morris, Armour, Cudahy and Wilson—in the report of the Federal Trade Commission just made public on the authority of President Wilson, throws some interesting light on these great activities. The Commission does not mince words in dealing with them.

Reason for Great Price

It is interesting, however, in view of the hub-bub that has been raised by the Commissioner of the High Cost of Living lately resigned, to note that the Commission has in outlining the reason for the growth and power of these great concerns has noted conditions that do not obtain in Canada.

"As we have followed these five great corporations through their amazing and devious ramifications—followed them through important branches of industry, of commerce and of finance—we have been able to trace back to its source the great power which has made possible their growth. We have found that it is not so much the means of production and preparation, nor the sheer momentum of great wealth, but the advantage which is obtained through a monopolistic control of the market places and means of transportation and distribution.

If these five great concerns owned no packing plants and killed no cattle and still retained control of the instruments of transportation, of marketing, and of storage, their position would not be less strong than it is.

Control Market and Marketing Facilities

The producer of live stock is at the mercy of these five companies because they control the market and the marketing facilities and, to some extent, the rolling stock which transports the product to the market.

The competitors of these five concerns are at their mercy because of the control of the market places, storage facilities, and the refrigerator cars for distribution.

The consumer of meat products is at the mercy of these five because both producer and competitor are helpless to bring relief."

Government Acquisition the Remedy Suggested

The report goes on to deal with these points in detail, pointing out how the control of these means of holding and distribution had resulted in the stifling of competition. In view of these facts the Commission urges:

1. That the Government acquire, through the Railroad Administration, all rolling stock used for the transportation of meat animals and that such ownership be declared a Government monopoly.

2. That the Government acquire, through the Railroad Administration, the principal and necessary stockyards of the country, to be treated as freight depots and to be operated under such conditions as will insure open, competitive markets, with uniform scale of charges for all services performed, and the acquisition or establishment of such additional yards from time to time as the future development of live-stock production in the United States may require. This to include customary adjuncts of stockyards.

3. That the Government acquire, through the Railroad Administration, all privately owned refrigerator cars and all necessary equipment for their proper operation and that such ownership be declared a Government monopoly.

Control of Warehouses

4. That the Federal Government acquire such of the branch houses, cold-storage plants, and warehouses as are necessary to provide facilities for the competitive marketing and storage of food products in the principal centres of distribution and consumption. The same to be operated by the Government as public markets and storage places under such conditions as will afford an outlet for all manufacturers and handlers of food products on equal terms. Supplementing the marketing and storage facilities thus acquired, the Federal Government establish, through the Railroad Administration, at the terminals of all principal points of distribution and consumption, central wholesale markets, and storage plants, with facilities open to all upon payment of just and fair charges.

"The Commission believes," the report continues, "that these four suggestions strike so deeply at the root of the tree of monopoly that they constitute an adequate and simple solution of a problem the gravity of which will be unfolded to you in the pages which follow."

A LARGE WHALE CATCH

Reports from the whaling stations on the Pacific Coast indicate that there has been a great improvement in all respects over early May conditions. The weather has greatly improved on all the "hunting grounds" and the number of mammals secured by all the boats has been most encouraging, according to advices which the Victoria Whaling Company has received.

Previous reports had shown that there were large numbers of whales off the Victoria Island coast, but the weather conditions had been so unfavorable that the boats had small opportunity to make killings. The latest information is that matters have been quite reversed lately, and at Akulan the catch not only numbered many whales of the ordinary type, but also a number of sperms.

The new canning plant at Kyuquot is reported to be working at full capacity on whale meat for marketing all over the continent, and the manufactured product is expected to be acclaimed as a delicacy of the first class when placed before the public.

A PREJUDICED JUDGE

A young lawyer had been appointed to defend a negro who was too poor to employ counsel for himself. Eager for an acquittal the young attorney challenged several jurors who, he said, might have a prejudice against his client.

"Are there any others?" he whispered to the negro.

"No, boss," said the defendant, "but Ah wants yo ter challenge dat judge. Ah's been convicted undah him several times now and Ah think he's got er prejudice ergainst me."

NO FRIEND OF HERS

Mistress—When I engaged you, Mary, you said you had no male friends. Now, almost every time I come into the kitchen I find a man there.

Mary—Lor' sakes, he ain't no friend of mine.

Mistress—Then who is he?

Mary—My husband.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

LARD shows a very firm undertone, and a stiffening of prices is noticeable in some quarters. A remarkably good demand for the season is being experienced, and further improvement may be looked for with the passing of the extreme hot weather. Supplies at the present are equal to the demands, but what the future may bring forth is uncertain—little surplus is being accumulated against the day of heavier sales.

Cooked meats have enjoyed a remarkably good sale, and the past couple of weeks has seen a scarcity develop in some sources for boiled hams. Prices remain high, though unchanged. A decline of two cents in mess pork is reported. Live hogs are holding very firm at figures established last week, but the tendency is towards another 25c advance.

Butter shows no change in price. The quality is reported off and it is intimated that there is practically no market for dairy at all. Eggs are unchanged, all offerings being absorbed, at prices which provide for no change to the retail trade.

Hogs Firm; Cured Meats Sell

Montreal.

PROVISIONS.—Much movement of cured and smoked meats has been characterizing this market for the past few weeks. As a result all prices are firmly held, although there have been no advances. Live hog markets are steady and ruling with a firm undertone. The high prices attained last week still hold and with receipts not very heavy and curing of meat still being done where it is necessary to absorb any surplus stock, quotations may hold without reductions of consequence being made.

Hogs, dressed—		
Abattoir, killed, small	30 00	30 50
Do., heavy, 225-275 lbs.	27 50	28 00
Hogs, live	20 50	21 00
Hams—		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
Backs—		
Plain	0 42½	0 43½
Boneless, per lb.	0 45½	0 46½
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 52
Hams, roast, per lb.	....	0 52
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$58 00
Clear fat backs (bbl.)	....	60 00
Short cut clear pork (bbl.)	....	58 00
Heavy mess pork (bbl.)	....	55 00
Bean pork (bbl.)	....	54 00

Seasonable Quiet in Lard Market

Montreal.

LARD.—There is enough lard for local and outside requirements. Demand cannot be stated as heavy, but there is some movement and probably a little more than there was. It is seasonable and prices hold without change of any kind whatever.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 31½
Tubs, 60 lbs.	0 32
Pails	0 32¼
Bricks, 1 lb., per lb.	0 33½

Sales of Shortening Fair; Markets Quiet

Montreal.

SHORTENING.—There is little change in the situation on this commodity. Sales are maintained on a summer season basis and prices are ruling steady. Supplies are quite sufficient to take care of the existing demand and a steadier condition has prevailed of late than that obtaining some weeks ago.

Shortening—	
Tierces, 400 lbs., per lb.	0 25¾
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 26½
Bricks, 1 lb., per lb.	0 27½

Margarine Movement On Unchanged Basis

Montreal.

MARGARINE.—This commodity is selling still, although the volume of trade cannot be claimed as large as it was. The sale is expected to materially improve with the return of cooler weather in September. In the meantime markets are steady and without change.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 32
Bulk, according to quality, lb.	0 28½	0 30½	0 31

Prices Firmly Held; Trade Is Good

Montreal.

BUTTER.—In view of the recent rulings regulating the holding of butter by the wholesaler, it is anticipated in some quarters that there will be less likelihood than there was of prices changing greatly. With the Dairy Produce Commission's buying price 43½c some anticipate that the spread of prices in a trade sense will be small. Receipts have been less the past week but the total of records leave a balance in favor of 1918 to the extent of some 47,734 packages. A good trade has developed and this has been maintained all through the summer as a matter of fact.

Butter—		
Creamery prints (fresh made)	....	0 46
Creamery solids (fresh made)	....	0 45
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	....	0 37

Freight and Labor Costs May Affect Cheese Price

Montreal.

CHEESE.—Although the new freight rates will make a reconsideration of buying prices for cheese necessary, it is not expected that this will have much effect on the trade quotations. The buyers naturally have to take this increase of freight into consideration when buying. Coopers have asked for higher wages and unless these be granted have threatened to strike. Makers at the country boards have not taken kindly to the lower offers of the buyers and sales were fewer than usual. Receipts have not been so large as they were the week before last.

Cheese—		
Large, per lb.	....	0 23½
Twins, per lb.	....	0 24
Triplets, per lb.	....	0 24
Stilton, per lb.	....	0 27
Fancy, old cheese, per lb.	....	0 28

News From Some Points Indicates More New Eggs

Montreal.

EGGS.—It is of interest to note that some points in the country are now in a position to sell more eggs than for some weeks.

Buyers have been paying 40 to 41c at country points and 41 to 42c for western eggs, although it is stated that there are no further supplies of the latter available outside of several cars that arrived in Montreal last week. From advices received it would seem that no private export of eggs will be permitted the supplies going forward to be handled by the British Purchasing Commission. One of the large buyers here thinks there may be a slight easing of prices in the immediate future.

Eggs—		
Selects	0 51	0 52
New-laid	0 47	0 48
No. 2	....	0 45

Poultry Receipts Better, Demand Strong

Montreal.

POULTRY.—There is still a heavy demand for all poultry brought forward and this accounts for the fact that, al-

though receipts are better and considerably improved, the surplus is very small. Among the arrivals the dominant varieties are old fowls, broilers and young ducks. It is expected that the approach of fall weather will help increase receipts and in view of this there may be an easing of prices.

	Live	Dressed
Young ducks, lb.		0 45- 0 50
Old ducks (fat)	0 25	
Broilers, ¾ lbs., pair		0 40- 0 43
Turkeys (old toms), lb.	0 28	0 38- 0 38
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 27- 0 28	0 35- 0 36

Haddock Supply Light; Submarine Menace Factor

Montreal.

FISH.—The supplies of fish are not all that could be desired, and it is probably a lesser consideration in view of the seasonably light demand. Haddock demand has been good, but the supply has been shorter. The scare on the Eastern seaboard from the operation of submarines will, some think, have an effect upon the supplies received here. Codfish, herring and mackerel have been in good supply. Pacific coast fish has a tendency to lower in price somewhat.

SMOKED FISH.		
Haddies (fresh cured)	0 12	0 13
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 22	0 24
Smoked cod		0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 40
SALTED AND PICKLED FISH.		
Haddock (per bbl.), 200 lbs.		12 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.		6 75
Herring, No. 1 lake (100-lb. keg)		5 25
Salmon (Labrador) per bbl.	25 00	29 00
Do., tierces		35 00
Salmon (B.C. Red)		26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)		15 00
Green Cod (large bbl.)		16 00
Green Cod (small), bbl.		12 00
Mackerel, No. 1, per bbl.		26 00
Mackerel (½ bbls.)		13 50
Codfish (skinless), 100-lb. box		12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, boneless, lb. (according to package	0 14	0 18
Codfish, Shredded, 12-lb. box		2 20
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 50	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)		0 17
Cod, dry (bundles)		12 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 35
Prawns, lb.		0 30
Shrimps, lb.		0 30
Scallops, per gallon		4 00
Oysters—		
Ordinary, gal.		2 50
Cape Cod shell oysters, bbl.		14 00
5 gal. (wine) cans		12 50
1 gal. (wine) cans		2 25
Oyster pails (pints), 100		1 50
Oyster pails (quarts), 100		2 10
Clams, med., bbl.		10 00
FRESH FROZEN SEA FISH		
Herring, large sea, lb.		0 09
Herring, frozen lake, lb.		0 07
Halibut	0 19	0 20
Halibut (medium)		20
Haddock	0 07	0 09
Mackerel	0 12	0 13
Cod—Toms	3 00	
Cod steak, fancy, lb.	09½	10
Salmon, Red	0 19	0 20
Salmon, pale	14½	15
Salmon, Gaspe		25
Swordfish	0 22	0 23
FRESH FROZEN LAKE FISH		
Pike, lb.	0 09½	0 10½
Perch	0 12½	0 13
Whitefish, lb.	0 13	0 14
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.		0 12
Doree	0 13	0 14
FRESH FISH		
Barbotte	0 14	0 15
Haddock	0 07	0 08
Steak cod	0 09	0 10
Market cod	0 06½	0 07
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	0 38	0 40
Pike	0 12	0 13
B.C. Salmon	0 25	0 26
Salmon (Gaspe)	0 24	0 25
Gaspereaux, lb.		0 06
Gaspereaux, each		0 04½
Gaspereaux herring (100)		4 00
Western Halibut	0 24	0 25
Eastern Halibut (chicken)		0 23
Eastern Halibut (med.)		0 25
Flounders	0 09	0 10
Perch		0 09
Bullheads		0 15
Whitefish	0 19	0 20
Whitefish (small)	0 10	0 12
Eeels		0 15
Mackerel, lb.	0 13	0 14
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large		0 24
Shad	0 15	0 16

Live Hogs Hold; Mess Pork Down

Toronto.

PROVISIONS.—The basis of $20.00 per 100 pounds for live hogs, fed and watered, was maintained early in the week with a very strong undertone. Some transactions were made at $20.25 and it is possible this figure may be reached for the balance of the week's trading. The run shows a slight improvement, but owing to farmers' activities in the field, big receipts are not looked for.

Mess pork shows an easier tendency in some quarters, being down to $52.00. The continued hot weather has stimulated the demand for cooked meats and boiled hams are scarce in some sources, with prices firmly maintained. Quotations ruling follow.

Hams—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 43	0 46
Trimmed, with rib in		0 47
Boneless, per lb.	0 48	0 50
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.		0 34
Wiltshire (smoked sides), lb.	0 36½	0 39
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.		0 28½
Fat backs	0 32	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 52½	0 54½
Shoulders, roast, without dressing, per lb.	0 47	0 49
Barrel Pork—		
Mess pork, 200 lbs.	52 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	55 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars		20 25
Live, fed and watered		20 00
Live, f.o.b.		19 25

Lard Shows Firming Tendencies; Up ¼c

Toronto.

LARD.—The firm tendencies reported during the past couple of weeks have culminated in an advance of ¼c per pound to show a wider range and the 30c price is very strongly held. The demand is considered good for what is usually a quiet season and with the coming of fall, an increased interest in this line may be expected.

Lard, pure, tierces, 400 lbs., lb. 0 30 0 30¾
In 60-lb. tubs, ¼-½c higher than tierces pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Supplies Fair; Prices Hold Firm

Toronto.

SHORTENING.—Supplies are considered fair, though whether equal to increased demand which may be looked for in another two or three weeks, and to continue during the period of cooler weather, is somewhat uncertain. Dealers must depend on allotments of all and for this reason the future cannot be determined with any degree of certainty. Prices hold firm and a very good movement is reported.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Prices Hold Firm; Margarine Selling

Toronto.

MARGARINE.—Quotations show no change on margarine during the week. Dealers report a very fair movement and trading as a whole on a very satisfactory basis.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	

Solids, 1c per lb. less than prints.

Butter Unchanged; Little Interest Now in Dairy

Toronto.

BUTTER.—No change in the selling price of butter is reported, though a further decline in buying of 1c is effective. Dealers report the quality off owing to extreme hot weather. Very little interest is manifest in dairy butter and no real market exists. Prices ruling follow:

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 45	0 46
Dairy prints, choice, lb.	0 40	0 42
Dairy prints, lb.	0 38	0 40

Eggs Show Little of Interesting Nature

Toronto.

EGGS.—Developments of a particularly interesting nature are lacking during the week. Supplies are ample for the demand and first quality eggs are fully maintained in price. Wastage, owing to very hot weather, continues high.

Eggs—		
New-laids, in cartons	0 52	0 54
Do., No. 1, dozen	0 48	0 50

Cheese Holds Firm; Buying May Ease Off

Toronto.

CHEESE.—Cheese is maintained on an unchanged basis. Buyers throughout the country will probably be offering less to the factories owing to increased freight rates now effective; sales were none too heavy during the early part of the week.

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Poultry Holds at Unchanged Levels

Toronto.

POULTRY.—No change marks the situation during the week. Supplies are coming forward fairly freely and under the influence of increased demand are readily absorbed. Prices are holding steadily at following levels:

Prices paid by commission men at Toronto:	Live	Dressed
Ducks	$0 16-$....	$....-$....
Duckling	0 25-....	....-....
Turkeys	0 25- 0 28	0 30- 0 35
Roosters	....- 0 16	....-....
Hens, over 5 lbs.	0 25- 0 27	0 31- 0 32
Hens, under 5 lbs.	0 20- 0 24	0 27- 0 29
Chickens, Spring, 2 lbs. or over	0 30- 0 32	....-....
Squabs, dozen	....- 4 50	....-....
Prices quoted to retail trade:		
Hens	0 28	0 33
Chickens, Spring	0 40	0 50
Ducklings	....	0 40
Turkeys	0 36	0 40

Fish Demand Good; Prices Hold Firm

Toronto

FISH.—Very little let up in the demand has been apparent during the past couple of months of hot weather. Supplies continue to come along quite freely and mackerel is being offered this week at 15c per pound. Lake herring shows a slightly easier tendency in a range of 9 to 9½c per pound. Prices on the whole show little change.

FRESH SEA FISH		
Brills, dressed, lb.	....	0 10
Cod, steak, lb.	0 09½	0 10
Do., market, headless, lb.	0 07½	0 08
Do., heads on	0 07	0 07½
Flounders, lb.	0 08	0 10
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.	....	0 08
Mackerel, lb.	....	0 15
Plaice, dressed, lb.	....	0 10
Soles, dressed, lb.	....	0 10
Salmon, Red Spring, lb.	....	0 25
Do., Restigouche, lb.	....	0 22
Do., Saguenay, lb.	....	0 25
FRESH LAKE FISH		
Herring, dressed, lb.	0 09	0 09½
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 15
Frog's Legs, lb.	....	0 50

FRAIL FOOD

Austin was a commercial traveller, and one day, at a small hotel in a southern town, he ordered for his breakfast two boiled eggs. When the old darky who served him returned, he brought him three.

"Why in the world did you bring me three eggs?" queried Austin. "I only ordered two!"

"Yes, sah," replied the old darky, with a smile and bow, "I know you did order two, sah, but I brought three because I jest natcherly felt dat one of dem might fail you, sah!"

U. S. PLACE EMBARGO ON RICE FOR DOMESTIC USE

The United States War Board by a new ruling has placed rice upon the list of commodities the importation of which for domestic consumption is prohibited. Accordingly, no further licenses for the importation of rice to be consumed in the United States will be issued and all such licenses which are now outstanding shall expire and become void unless shipment from abroad is made thereunder on or before July 31, 1918.

Notwithstanding the foregoing ruling, the importation of rice into the United States in bond for transshipment to the West Indies or Central America will be permitted if the details of ultimate destination are clearly set forth on the application for import license.

THE WORLD'S CACAO TRADE

Showing the Amounts Produced in the Leading Countries of Growth and How the Crops Compare With Each Other

Over 40 per cent. of the world's output of cacao is grown in the British Empire, according to a writer in *Tropical Agriculturist*, the official organ of the Ceylon Agricultural Society. The Gold Coast is the world's largest producer, its crop in 1915 being about 26 per cent. of the total. Brazil ranks second with about 16 per cent., Ecuador third with about 11 per cent., San Thome fourth with 10 per cent., and Trinidad fifth with a little over 8 per cent.

The United States is the world's largest consumer of cacao, the United Kingdom next, Germany third, Netherlands fourth, France fifth, and Switzerland sixth.

Cacao in the Gold Coast

Exports of cacao from the Gold Coast in 1916 were 72,062 tons. Cacao growing in the Gold Coast is carried on exclusively by native farmers, to whom advice and assistance are given by officials of the Department of Agriculture. The fortunes of the majority of the inhabitants of the Gold Coast are bound up with the prosperity of the cacao industry, and for this reason the difficulty of inducing the native farmer to give proper attention to the cleanliness and cultivation of his farm, the prevention of plant disease, and the control of pests, is the cause of some anxiety to the Government and its agricultural advisers. Cacao cultivation is extending in Ashanti, and is a growing industry in Southern Nigeria, whence the exports in 1915 were 9,100 tons. Cacao has also been planted by the natives in the Northern Sherbro district of Sierra Leone, and there are indications of the development of an important industry.

In Uganda cacao cultivation has excellent prospects; over 4,000 acres have been planted and will gradually come into bearing during the next two or three years. A small consignment from the Government plantation, Kampala, recently realized a very satisfactory price.

A little cacao is grown in Mauritius, and an increase would be possible. Prices realized on European markets for Mauritius cacao have been satisfactory, but in view of competition improvements in the methods of preparation are desirable.

Cacao in the West Indies

Cacao cultivation has extended of late years in Trinidad, and offers a good prospect to the small capitalist who desires to take up planting. Prices for cacao fluctuate, but there was a fair margin of profit when prices were far below the present high market quotations. The exports of cacao from Trinidad and Tobago in 1915 were 24,145 tons. Half the cacao exported from Trinidad goes to the United States. Grenada is second in importance in the British West Indies in cacao production, and the island's output in 1915 was 6,020 tons, valued at £403,-394.

Cacao is taking a leading place amongst the exports from Jamaica, and efforts are being made to encourage the industry. The area under cacao is about 11,500 acres, and the exports in 1915 were 3,424 tons. From St. Lucia the exports in 1915-16 were 924 tons. The output here shows a very satisfactory increase, due partly to extension of the area planted and partly to improved methods of cultivation. Remarkable results have followed careful drainage and the application of lime. There has been a distinct falling off in the output of cacao in Dominica, the exports in 1915 being 540 tons, as against 594 tons in 1912. Planters in possession of suitable lands in Dominica would be well advised to plant cacao. Cacao cultivation in British Guiana does not make much progress. In some parts of the colony it is a promising industry, but at present sufficient capital is not available for its extension. The area planted is a little over 2,000 acres and most of the produce is consumed locally.

The cacao plant flourishes in the warm, moist valleys of the wet districts in the Fiji Islands. Cacao plantations have been established for some years, excellent crops are obtained, and the product compares well with the best Trinidad cacao. It is noteworthy that the crop in Fiji is free from all serious insect or fungoid pests. Exports in 1915 were 94 cwt.

—*The Tea and Coffee Trade Journal.*

The MacLean Pub. Co., Ltd.,
Toronto, Ont.

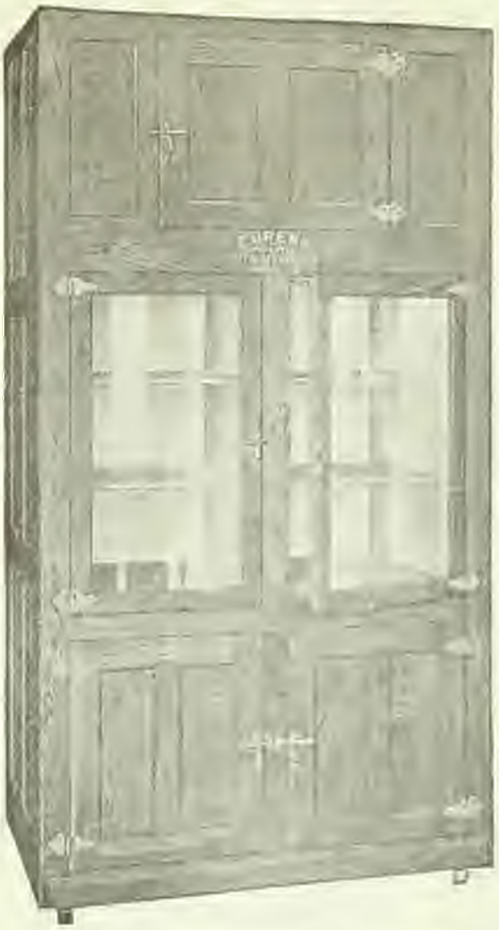
Gentlemen, It affords me much pleasure to enclose cheque covering subscription to DRY GOODS REVIEW and CANADIAN GROCER $5.00- for 1919.

These publications are a source of very great interest to me, and the varied information, and Market Reports in every issue, worth many times their cost.

Wishing you every success.

J. E. BIDDLE.

Port Rowan, Ont., July 19, 1918.



When you visit the Fair don't forget the Eureka exhibit in the Industrial Building

Here we can show you at first hand and explain all about the Eureka—the most practical and scientifically constructed Refrigerator on the market. Here you will see the perishable food preservation problem solved scientifically and economically.

We want every dealer visiting the Exhibition to make a point of calling on us. We are at your service at any hour of the day —every day during the entire two weeks.

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Do not neglect to write to-day for CATALOGUE showing FISH BOXES, sent free.

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—You should display Releg.

—It's a good money maker.

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Quebec, Canada

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DAVIES JELLIED PORK TONGUE



In 6 lb. Open Tins

Tasty All-Meat Delicacies that make your counter tempting and keep your cash register on the go.

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These are just the "ready to serve" products the housewife is looking for. You *can't* offer a more appropriate line of summer season delicacies.

For the table—the summer cottage—the motor trip—the picnic party—*Davies Cooked and Jellied Meats* are just the thing for dainty dishes and tasty sandwiches.

Let us send you a trial order of these delicious cooked meats—just to prove to you what splendid sellers they are.

Light, nutritious, and *economical* because there's *no waste.* Every slice is saleable and good. Ask our Traveller, or send us your order by mail TO-DAY. *NOW'S the season!*

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Davies Jellied Hocks
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(*All sold in 6 lb. open Tins.*)

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

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Always keep a little display of Brunswick Brand Sea Foods on your sales counter

And recommend them when you're making up every grocery order. The housewife will appreciate the unstinted goodness of these wholesome sea foods, and after a first purchase there will be many profitable repeats.

We list herewith the complete Brunswick Brand list. Look it over now and check off the particular lines you require today.

Then send in your order.

¼ Oil Sardines
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have that degree of super-excellence so much approved by discriminating people.

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At a time when fish foods are becoming increasingly popular, because of meat conservation, every good grocer should stock and push the sales of Indian Chief Brand Clams — the line of profit and customer satisfaction.

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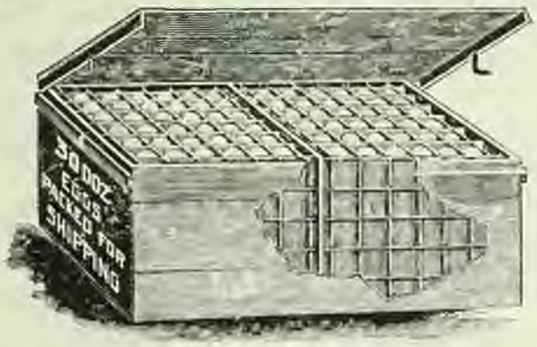
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SMITH AND PROCTOR

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Furnivall's Fine Fruit Pure Jams are jams of such delicious goodness that a first purchase will always pave the way to steady "repeats."

Keep your stock of Furnivall's well displayed.

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Hamilton, Canada

Reailites of the Western Crop Situation

ON the principle that first-hand facts are the best for business especially when the facts are not over-encouraging, THE FINANCIAL POST sent its Editor direct to the Western harvest areas to secure reliable information on the actual conditions of the crops, and their effect on the business outlook.

Money, time, and trouble were not spared in the effort to give POST readers the realities of the crop situation, because the business welfare of Canada is based on facts known early, and appreciated to the full. With this in view THE POST is giving valuable reports on the Western harvest from direct, first-hand, and authoritative sources.

These reports are thoroughly fair and uncolored either with rosy tints or darker shades. POST reports always aim to show conditions as they really are. A copy of the August 10th issue of THE POST will be sent you free on request. Here are some of its important contents:

Hundred Million Bushels of Wheat Estimated in West.
Frost Damage Was Very Severe in Saskatchewan.
The Business Situation as Viewed at Winnipeg.
Shall Victory Bonds Be Taxed or Tax-Exempt?
Canada's Natural Resources are a Great Asset.
One Hundred Million Increase in Trade With States.
The Government is Again Drawing Upon the Banks.
Lifting of the Ban on Pork Products.
Minister of Agriculture Condemns 'Phone and Check Book Farming.
British Columbia Fisheries Combine.
Labor Supply of the United States is Controlled.
Sugar Tickets May Be Used in Canada.
Small Increase Shown by Weekly Bank Clearings.
Manager Follows Social News to Identify Customers.
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John McCormack—Singer—Also Good Business Man.
Uncle Sam—No Bluffer. By G. A. Simpson.
Ruthless Trade Conquest Plans by the Germans.

These are just a few of the more important contents of THE POST for August 10th. In each and every item you will find the outstanding qualities of accuracy, businesslike brevity, and readableness which are making THE FINANCIAL POST OF CANADA the paper worth while for alert business men who keep well informed. Send for a subscription to-day using this form.

Annual Subscription $3.00

THE FINANCIAL POST OF CANADA
143-153 University Ave., Toronto.

Please send me a copy of Aug. 10th issue of THE FINANCIAL POST and enter me as a regular subscriber, commencing at once. I am enclosing / will forward $3.00 to pay for my subscription for the first year, or you may draw on me for this.

Name .....

Address .....

C.G. 8A .....

Del Monte
BRAND
QUALITY

CALIFORNIA
CANNED FRUITS &
VEGETABLES
DRIED FRUITS &
RAISINS

Build Your War Time Business on a Quality Basis

It's the repeat sales that put your business on a substantial foundation. DEL MONTE Products are the kind that help you to build solidly because every one you sell, sells more.

The fact that they are real quality conservation foods that keep the war-time menu healthful and appetizing is just another reason why you should push DEL MONTE Products now.

The DEL MONTE Brand covers a wide line of fruits, vegetables and food specialties, including all varieties of California Canned Fruits and Vegetables; Jellies, Jams, Preserves, Catsup, Olives, etc; Hawaiian Pineapple; Dried Fruits and Raisins—all famous for their goodness and purity—all of the same high DEL MONTE quality.

We are doing our best to supply the increased demand, but never before has the call for DEL MONTE Products been as heavy as it is right now. *Order through your jobber.*

CALIFORNIA PACKING CORPORATION
San Francisco, California







THE BEST FOR DELIVERING GROCERIES

Light

Durable



Strong

Economical

This Style $125.50

Babcock Commercial Bodies

STEEL-SKELETON CONSTRUCTION giving STRENGTH with LIGHTNESS, DURABILITY and ECONOMY. The best built and best looking Delivery Bodies on the market. So simple that anybody can put them on a Ford or any other chassis without a mechanic to assist. All styles ae standardized and interchangeable. Mention make of chassis when ordering.

We sell direct to Grocery Trade where no dealers represent us.

WE WANT AGENTS

A good proposition for the garage owner or motor agent to handle. The reputation for selling the best built body the market affords goes with the Babcock Agency. If you are interested as an agent, write for particulars. If you are interested as a merchant who wants an auto body for delivering goods, write full particulars, with illustrations, by return mail.

WRITE FOR ILLUSTRATED FOLDER AND PRICES

CARRIAGE FACTORIES, Limited

Head Office, Excelsior Life Bldg., TORONTO **Sales Offices, Montreal, Winnipeg, Toronto**





If any advertisement interests you, tear it out now and place with letters to be answered.

KING GEORGE'S NAVY

CHEWING TOBACCO

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

Whittemore's Shoe Polishes

Quality Variety



For a Big Seller

BOSTONIAN CREAM — The ideal cleaner for kid and calf. You'll need a good stock of brown for brown glazed kid and mahogany calf —also the cordo-tan for cordovan leather. Then there's the white BOSTONIAN for all colors of glazed Russia calf, vici or dongola kid or patent leather—also light and dark gray, and any other color or shade.





And Here's the Paste

NOBBY BROWN PASTE—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it —you'll repeat on it.

For red or oxblood there's the same size package of PEERLESS OXBLOOD PASTE



RUSSET—2 Sizes



BROWN—2 Sizes



WHITE—2 Sizes



RED—2 Sizes



BLACK—2 Sizes

Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

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

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA —	
Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	0 90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90
SWEET CHOCOLATE—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6-lb. boxes	0 30
Diamond, ¼s, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS—	Per doz.
Milk medallions, 5-lb. boxes.	$0 39
Nonpareil wafers, 5-lb. boxes.	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes.	0 45
Milk chocolate wafers, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 30
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

Canadian National Exhibition

Aug. 26 TORONTO *Sept. 7*

300,000 admissions sold first day of advance sale. Come with the crowds to the greatest Exposition in the 40 years' history of the C.N.E.

"The Heroes of Britain"

A production of tremendous force and beauty, with 1200 participants. All the colorful paraphernalia of romance and history in the making. Inspiring, dramatic—a spectacle every Canadian should see.

MOVEMENT - LIFE - SPLENDOR

A Patriotic Thrill in every scene

Giant livestock and agricultural display—Government exhibits—demonstrations of vocational training by 50 blind and maimed returned soldiers—farming on factory lines: colossal exhibits of labor-saving devices- Government patriotic food show—Creatore's world-famed band—Allies exhibits of fine arts—AND A WORLD OF OTHER SPECIAL ATTRACTIONS.

Price of admission is unchanged 25 cents

Consult your local agent regarding railroad fares and augmented train service.

Foreign and Domestic

FRUITS AND VEGETABLES

BUTTER AND EGGS

For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

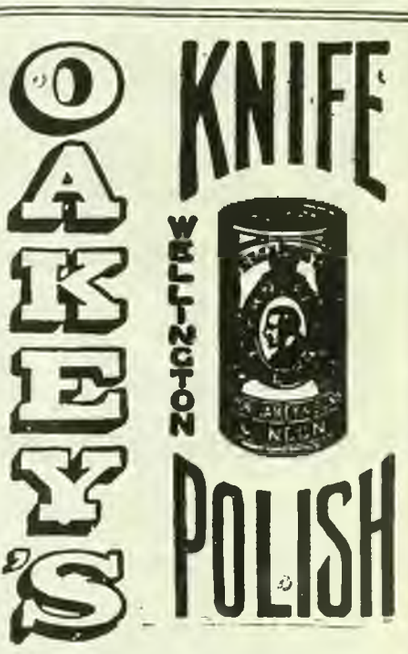
The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.





John Oakey & Sons, Limited
London, S.E. 1, England
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

If any advertisement interests you, tear it out now and place with letters to be answered.

EVERY GROCER

should buy

COPELAND'S

Diamond C Brand

24 C lbs.

Corn Flour

Manufactured by

G. COPELAND & SONS

MIDLAND and PENETANG, ONT.

HEAD OFFICE, MIDLAND

CANADA FOOD BOARD

Licenses 123.9-382.3-874

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can.	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$8 75
Reindeer Brand each 48 cans.	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, Large, each 24 cans	5 75
Reindeer Brand, Small, each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

	Per Case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.
Lunch Ham—1s, $6.45; 2s, $13.50.
Ready Lunch Beef—1s, $4.45; 2s $9.
English Brawn — ½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.
Geneva Sausage—1s, $4.95; 2s, $9.45
Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.45; 2s, $9
Cooked Tripe—1s, $2.45; 2s, $4.45.
Stewed Ox Tail—1s, $2.45; 2s, $4.45.
Stewed Kidney—1s, $4.45; 2s, $8.95
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4; 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.
Beef Steak and Onion—½s, $2.90; 1s, $4.45; 2s, $8.45.
Jellied Hocks—2s, $9.95; 6s, $29.80.
Irish Stew—1s, $3.45 ;2s, $6.75.
Cambridge Sausage—1s, $4.45; 2s, $8.45.
Boneless Chicken—½s, $5.90; 1s, $8.95.
Boneless Turkey — ½s, $5.90; 1s, $8.95.
Ox Tongue—½s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.
Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85.
With Plain Sauce—Ind., $1; 1s, $1.65; 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consomme, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s, $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65; Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.65; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s (flat), $2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—¼s, $2.35; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.85; 1s, $2.50; 3s, $4.80.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.25.
Smoked Vienna Style Sausage—½s. $2.45.
Pate DeFoie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $2.45.
Potted Beef Ham—¼s, 75s; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Vea—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $17.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.75; ½s, $2.85; 1s, $4.15.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.35.
Ham—¼s, $2.35.
Tongue—¼s, $2.35.
Venison—¼s, $2.35.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s 30c.

If any advertisement interests you, tear it out now and place with letters to be answered.

Who Answers Your Telephone?



¶ Merchants will find that it pays to instruct clerks in the correct answering of telephone calls. It is far better to have some one who has a pleasant voice to answer the telephone than one who answers in a gruff and discourteous manner.

¶ The voice with the smile means increased business and is a habit that can be easily cultivated.

The Bell Telephone Co. of Canada

ECONOMY IS A WAR-TIME NECESSITY—PRACTISE IT!

The Purity Kid



FREE—

The Government says that we must use wheat substitutes.

There is no better substitute for wheat flour than

PURITY OATS

and to make it easy for women to use it successfully in their cooking we have printed "Free Wheat Saving Recipes." We will send these to all grocers and housewives who write for them. Send for them yourself and tell your customers about them—

And recommend PURITY OATS, because it consists of Alberta Oats—the finest grown in the world.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

We always have a few carloads of
2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

"McCASKEY" ACCOUNT SYSTEMS



For Every Business.

Send for booklet—

"A Credit Plan That Works."

McCASKEY SYSTEMS, LTD.

245 Carlaw Avenue
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

CHICKEN HADDIES
REGISTERED



There are five thousand Retail Grocers in Ontario who are recommending Chicken Haddies to their customers.

ARE YOU ONE OF THEM?

CANADIAN FOOD CONTROL

LICENSE No. 1-148

MARITIME FISH CORPORATION, LIMITED

Head Office and Sales Dept.
MONTREAL

Plants at Canso, N. S.
and Digby, N.S.

If any advertisement interests you, tear it out now and place with letters to be answered.

California Fruit

PEACHES
PEARS
PLUMS

Lemons and Cantaloupes
Canadian Fruits and Vegetables
Lawton Berries
Raspberries
Black Currants
Red Currants
Cucumbers
Cabbage
Tomatoes
Huckleberries

If you are handling any one of the above lines it will pay you to get in touch with us.

McBRIDE BROS.

35 Church St. - Toronto, Ontario

California Malaga Grapes

First cars now arriving

Michigan Celery

Blueberries

California Peaches & Pears

Cantaloupes

Local Fruits and Vegetables

WHITE & CO., LTD.

WHOLESALERS OF FANCY FRUITS

Main 6243 **TORONTO**

Arrivals for This Week

1 Car California Bartlett Pears
1 Car Elberta Peaches, bus. bas.
1 Car California Late Valencia Oranges
(Golden Orange Brand)
1 Car California Lemons
3 Cars Bananas
All Extra Fancy Quality.

Daily arrivals of all other kinds Domestic Fruits and Vegetables.

Send us your orders. Same will have special prompt attention.

The House of Quality.

HUGH WALKER & SON

Established 1861 **Guelph, Ontario**

California Fruit

PEACHES
Elbertas and Crawford

PEARS
Finest Quality Bartletts

PLUMS
Best Varieties Reds and Blues

APPLES IN BOXES
Fancy California Wrapped
Gravensteins and Alexanders

LEMONS
Car Fresh Californias, Heavy Pack,
Fine Quality.

LATE VALENCIA ORANGES
Extra Fancy Elephant Brand—
Fresh Car Just Arrived

All Domestic Fruits and Vegetables

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS

If any advertisement interests you, tear it out now and place with letters to be answered.



Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans FOOD PRODUCTS Watford 189

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only $1.25 per insertion if used each issue in the year.

BARRELS

(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

SALMON PACK WILL BE LIGHT

Despite optimistic reports from some section on the B. C. salmon pack it is generally conceded that the pack will be very light this year in the better grades at least.

According to latest reports received from British Columbia, the sockeye pack, although a little larger on the Skeena River than last year, will, taking the Province as a whole, be a short one, and not equal to customers' requirements. It is generally believed that there will be scarcely any talls and very few halves.

Pink salmon are in good supply in the North, but the total pack in the Province, owing to the scarcity of this variety on the Fraser River, will be light. Some estimates place the pack on the latter river at one-tenth that of last year.

As the season for canning Cohoe salmon, the lower grade fish, comes later, it is too early to estimate the pack of this particular kind.

MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

All these ads will have position on a live page each week containing reading matter.

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Every reader will see the ads in the Buyers' Market Guide.

SUGAR BAGS
With or Without Liners
E. Pullan, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Do not overlook the possibilities of this page.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

AGENCIES WANTED FOR THE CITY OF Ottawa. By young man calling on Grocers and Hardware firms. Corn brooms or other supplies. A. Thompson, 14 Pansy Ave., Ottawa, Ont.

FOR SALE

CASH CARRIER SYSTEM — AIR LINE — seven stations; used four months; half price. Apply Box 420, Canadian Grocer.

BUSINESS CHANCES.

GENERAL STORE—BUSINESS OF THE LATE E. J. Planche, Cookshire, Quebec. Established over 35 years. Large business, wholesale and retail; groceries, hardware, boots and shoes; gentleman's furnishings; dry goods and furniture. Apply E. J. Planche & Co.

GROCERY BUSINESS AND STAND. BARgain for quick buyer. Box 425, Canadian Grocer.

GENERAL STORE IN A GOOD SECTION AND doing a good business. Stock about $4,000 reduced to suit purchaser. Owner giving up business. Box 423, Canadian Grocer.

FIRST CLASS DRY GOODS AND GROCERY business. Health reason for selling. Full particulars. Apply Box 383, Boydell Place, Sault Ste. Marie, Ont.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

SITUATIONS WANTED

I WANT A POSITION, WHAT WILL YOU pay? Have had twelve years' Toronto Grocery experience. Five years' general store. Age thirty years. Married. Reply prompt. Box 424, Canadian Grocer.

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS SELLing Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.



PAPER BALERS

Turn Waste Into Profit

Made in 12 sizes.

Send for catalog.

Climax Baler Co.

Steel "Fireproof" Hamilton Ontario

Say the Word—

and we'll get your money for you

You are losing money every day on those bad accounts scattered through your books.

Let us get this money for you. We have the necessary qualifications that guarantee quick results. We collect everywhere.

Full particulars and sample of our special form on request.

NAGLE MERCANTILE AGENCY

Westmount (Montreal), Que.

Established 1909.

STANDARD Floor Dressing

Aids the Tidy Storekeeper

IT is a means of freshening and brightening the whole store. It aids in keeping the shelves and the goods on them always fresh looking and attractive in appearance. It maintains the floor itself in smoother, better and more sanitary condition.

No mop or feather broom can control the dust as Standard Floor Dressing does. When spread evenly and economically over the floor surface, it catches and holds fully 90% of the atmospheric dust in the store. All that is necessary to keep the dressed surface in good order is regular sweeping of the accumulated dust and dirt with a stiff brush or broom.

As a material Standard Floor Dressing is sanitary and preservative. A gallon will effectively treat 500–700 square feet of surface and will last for months.

The dressing is sold in one and four gallon cans and in barrels and half barrels. It is easily applied with an ordinary floor sprayer.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



DAYTON

Automatic Scale

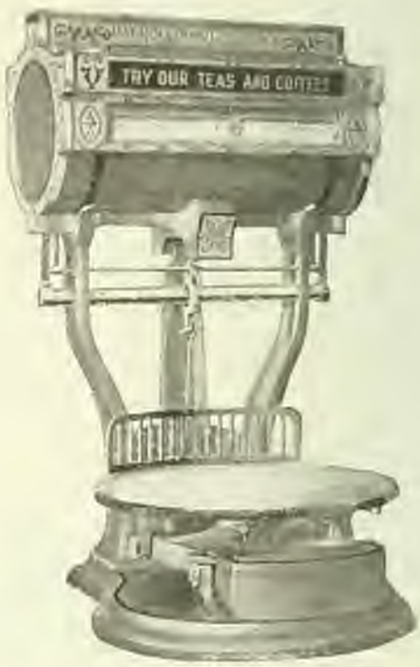


New price charts on present-day Dayton Automatic Scales take full care of the increased prices at which most commodities must now be sold.

Get ready for the big Autumn trade that is on the way. Order your Dayton Scale now.

Who pays for the overweight that sometimes gets by to your customers on an old style scale? Just think. Does the landlord? No! Does the wholesaler? No! Do your clerks? No! Who then? Your wife and family. For every loss comes out of your profits—and it is the profits from your business that keeps your family. Nothing else.

The Dayton Scale is a beautiful and durable weighing machine that tells the absolutely correct weight and calculates money value of everything weighable. You need one in your store. It safeguards your profits.



Our new Dayton Scale Catalogue is very interesting. Let us send a copy to you.

Dayton Computing Scales

Royce and Campbell Aves., Toronto, Ont.

Branch of the International Business Machines Company, Limited, Toronto. Frank E. Mutton, Vice-President and General Manager. Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

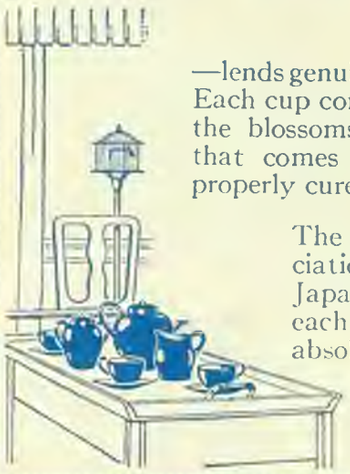
Vol. XXXII. PUBLICATION OFFICE': TORONTO, AUGUST 23, 1918 No. 34



This package is positively guaranteed against loss by weevil or moth

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

JAPAN TEA



—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.

The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.

"Tea is a medium of no inconsiderable amount of nutriment."
—Enc. Britannica.

18

There is one particular feature about Japan Tea that's of special interest to you, Mr. Grocer.

YOU DON'T HAVE TO CREATE THE DEMAND.

It is already created for you by a constant, widespread consumer publicity campaign which reaches housewives in every community.

This publicity, taken in conjunction with its own inimitable goodness, offer you a really excellent selling proposition.

And Japan Tea is a good money-maker. Try it and see how well it sells.



Your Customers Know

that in "Eagle Brand" they get the best Condensed Milk made—rich, pure, dependable, safe

Borden's Eagle Brand Condensed Milk

is known in every community. Borden advertising in the newspapers and national magazines is being read by people from one end of Canada to the other. Your own customers read these Borden advertisements—that's why you'll find it good business to display Borden's "Eagle Brand" on your shelves and on your sales counter.

THE Borden Milk Company, LIMITED

"LEADERS OF QUALITY"

MONTREAL

Branch Office, No. 2 Arcade Building, Vancouver

The Grocery Trade

Our Show Rooms are open for your convenience and you are cordially invited to make this your Headquarters.

Have your mail sent here.
Write your letters here.
Check your parcels here.

We are at Your Service

You will also find our Exhibits at the Fair Grounds as follows:

Booth No. 16—Manufacturers' Bldg.
Booth No. 25—Manufacturers' Bldg.
Booth No. 61—Manufacturers' Industrial Bldg.
Booth No. 5—East Side Arcade.
Booth No. 30—Patriotic Food Show Bldg.
Booth No. 31—Patriotic Food Show Bldg.

Our Salesmen will be in attendance

W. G. Patrick & Company, Limited

IMPORTERS

Toronto Montreal Winnipeg New York

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S



Pleased customers, Mr. Grocer, are steady customers and regular customers are the backbone of every business.

PORK and BEANS

The beans your customers like.

The beans that sell readily.

The beans that have the reputation are



Clark's

W. CLARK, Ltd., Montreal

CANADA FOOD BOARD LICENSE No. 14-216

If any advertisement interests you, tear it out now and place with letters to be answered.

Wouldn't this look nice on your counter?

This is the handsome display stand—flying the Union Jack, as you will note—that is selling

CANE'S CANADIAN-MADE PENCILS

for dealers everywhere and netting them good big profits as a result.

The appearance of the stand is attractive — it gets attention quickly and keeps on selling the pencils without any effort on the part of the dealer.

Each stand contains half a gross—tipped and finished in six different colors, one half of which sticks up.

Your wholesaler can send you one. It costs you $2.40, and the pencils retail at 5c each.



The Wm. Cane & Sons Company
Limited
NEWMARKET, ONTARIO



Push These Inexpensive Dessert Makers

Whether for plain jellies or elaborate combinations, Shirriff's jellies cheaply solve the dessert problem—no small worry in these days of high prices.

You sell many things for the table—but few for the dessert course. Why not, by suggestion, and showing the goods prominently, get your customers to use more and more of

Shirriff's *Jelly Powders*

What would be more attractive for dessert than the delicious, brilliant, sparkling jelly desserts it makes?

There is a variety of flavors—wild cherry, pineapple, lemon, raspberry and strawberry.

Push these inexpensive dessert makers---It will pay. Write us.

Imperial Extract Company, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

COMPARE

the appearance of a container sealed with the Anchor Cap with that of another sealed with the old-fashioned variety. Which impresses you the more favorably? The neat appearance of the Anchor Cap is not the only advantage. Their absolute airtight seal prevents evaporation and contamination of the contents.

ANCHOR CAPS

spell economy and good profits. They insure against unnecessary waste. Goods properly packed and sealed with Anchor Caps are easily and always saleable at the full retail price.

Always specify Anchor Caps when placing your order.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

KING GEORGE'S NAVY

CHEWING TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

TEA

JAPANS, CEYLONS

We still have some of these fine cup quality teas in store which we are selling below present import quotations.

CHINAS

WING CHOW AND PANYONG, 1st crop—fine liquor —will not hurt any blend.

KEEMUN AND PACKLUMS—Fine English breakfast grades.

Very small quantities of these grades have been imported, and they will be scarce and twenty-five per cent. higher in price within two months.

Every package guaranteed to give satisfaction.

KEARNEY BROS., LIMITED

TEA AND COFFEE IMPORTERS

33 ST. PETER ST. MONTREAL, QUE.

If any advertisement interests you, tear it out now and place with letters to be answered.



The Brantford New Cylinder Scale

See the exhibit of Brantford Equipment at the Toronto Exhibition

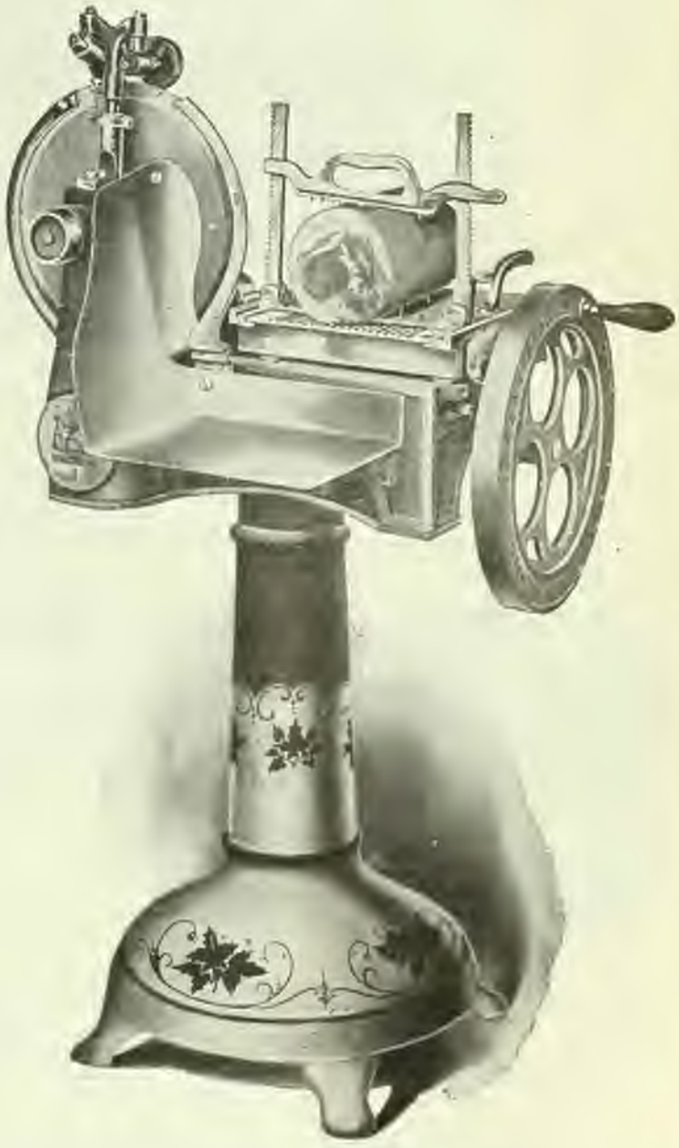
We will be located in the INDUSTRIAL BUILDING and will appreciate a call when we can show you the complete line of Brantford Equipment.

Every grocer visiting the Fair should make a point of seeing this exhibit.

In these days of labor scarcity, time-saving equipment is worthy the attention of every progressive dealer.

And Brantford lines save time and labor, making possible that better store service that spells business expansion.

Don't forget our location—The Industrial Building.



The Brantford Slicer

The Brantford Scale Co., Limited

BRANTFORD, CANADA

Toronto Office and Show Room : 386 King Street West, Phone Adelaide 1116
Winnipeg Store : 280 Main Street Montreal Store : 16 Notre Dame E.
Vancouver, B.C.

Beaver Brand

Profitable Twenty-Cent Lines

CANNED GRAYFISH in 1s, Tall Tins.

CANNED LOBSTER PASTE in ¼s Tins.

CANNED BLOATER PASTE in ¼s Tins (ready soon, limited quantity only).

NEW SUPPLIES of the following high-grade quality Canadian Packed Goods now available.

BEAVER BRAND DINNER'S READY (Choice Beef and Vegetables), 1s, Tall.

BEAVER BRAND CANNED MACKEREL, 1s Tall or 1s Flat.

Your jobber has or can get these goods. We can, and will, send samples if you desire.

CANADA F. B. LICENSE 14-89

J. W. WINDSOR, LIMITED
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFE'S
1918 PACK JAM



THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA



Strawberry
Raspberry
Black Currant
Plum
Peach
Apricot



All Ready for Delivery.

WAGSTAFFE, Limited
Hamilton, Canada

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

The Canada Nut Co., Limited

"Specializing in Shelled Peanuts"
Large stock always on hand

VANCOUVER, B.C.

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

Let us connect you with the Western Markets



We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WHOLESALE
GROCERY BROKERS
Manufacturers' Agents
Commission Merchants

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co.
WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents.
Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.
Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St., W. Toronto

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

On Spot
Tapioca and Sago
Both Singapore and Penang. Lowest price.
W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO

Get stocked now with
MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's write to-day to



Recommended by A Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canaka

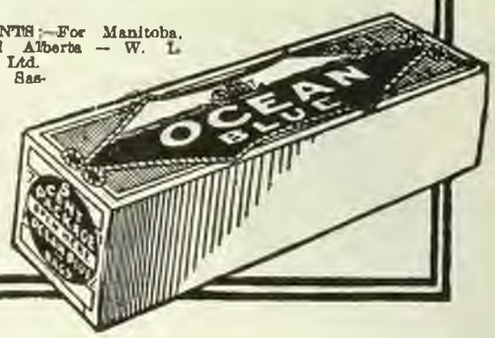
Your Window

is your best advertising medium, but it will not fully repay the time and thought spent on its arrangement if you omit from it the attractive packets of

OCEAN BLUE

Order from your Wholesaler.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd. Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING, MONTREAL

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal



See how well it sells

Display and recommend Marsh's Grape Juice and you'll win better business and bigger profits, too. And besides, you'll secure increased customer confidence and satisfaction.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.

THE FACTS AS TO CANADA'S HARVEST, 1918
CASH BUYERS PAYING TOO LOW FOR VICTORY BONDS
WINNING THE WAR BY MAP AND BUSINESS MIND

WHAT CANADA grows helps swell your purse. You have a business interest in the harvest. You want to know the facts. Where crops are good you want to know it. Where conditions are leaner, you want to know it. You don't want over-optimistic generalities to mislead you, but a clear, terse, matter-of-fact, businesslike account of things as they **are.** This THE FINANCIAL POST OF CANADA gives you every week, not only as to Canada's crop conditions, but on every important business matter affecting the Dominion and Canadian business affairs. As far as the immediate harvest conditions are concerned THE FINANCIAL POST, realizing early that crop conditions out West were critical, sent its Editor over a wide tour of the wheat areas to get the facts first-hand, and ensure absolute business accuracy in all accounts of the harvest published in THE POST. You can rely on POST harvest reports. They come first-hand from expert observation on the spot.

YOUR VICTORY BONDS ARE WORTH MORE THAN SOME BUYERS SAY

Whether you want to realize upon any of your Victory Bond holdings or not, it is well that you should know their value. An important special article on the methods of unscrupulous dealers who are snapping up bonds at cheap rates from the unsuspecting and inexperienced appears in THE FINANCIAL POST of August 17th. It advises as to the right way to dispose of Victory Bonds for the best returns in cash.

WATCH THE MAP AND READ WAR NEWS THE BUSINESS WAY TO WIN

"Let us hope for the end of the war at the earliest possible moment. If it comes this year, so much the better. But Canadian industry and Canadian business must continue on a war basis until the end is positively assured. Any letting up in the meantime means aid to the enemy. Study the map." These are sentences from an outstandingly strong editorial on page 1 of this week's POST, and the same editorial points the wise policy for the business man who desires to follow the safest course for himself and for Canada. See this editorial and these other especially interesting contents of THE FINANCIAL POST this week:

Victory Loan Advertising Policy Open to Criticism.
Western Crops at Present in a Critical State.
Sir Herbert Holt Buys Carruther Shipyard Stock.
Eastern Crops Surpass the Ten Years' Average.
B.C. Timber Output—Increase of $300,000 in Revenue.
Crop Looks Good in South Part of Manitoba.
Packing Report Indicates Animus Towards Business.
Montreal Street Car Company Asks Seven-cent Fare.
Retail Stores in the States Curtail Hours of Shopping.
Canada Buying More Goods in the States Than Ever.
Canada's Pulp and Paper Exports Are Growing.
Manufacturers of Britain Will Sell Their Own Goods.
What Are the Peace Securities? Future Trend of Investments.
Substantial Gains Are Shown in the Bank Clearings.
"Kited" $80,000 to Reduce Bank Obligations.
Bank Amalgamations—By W. R. Lawson, British Expert.
Hudson's Bay Profits Best in Five Years.
Methods of H. P. Davison and Other Finance Kings.
Sir Thomas White Argues For Tax Exempt Victory Bonds.
Edmonton Cuts Tax Arrears by Over a Million Dollars.
Evolution of a Garden City Near to Montreal.
Massey-Harris Company Now Employing Female Labor.
Investigators Found Nothing Against the Packers.

From these headlines you will gain a clear idea of the nature of POST service in the way of business news of value to you. All the contents of THE POST are by no means given or even indicated. The fifteen columns of Canadian Security News is something unsurpassed in timeliness, accuracy, and value to the investor. But above all, THE POST gives readably, rightly, early and enjoyably the news every alert Canadian man of business needs to know. Order your subscription to-day, using this form:

Annual Subscription $3.00. .....

THE FINANCIAL POST OF CANADA

143-153 University Ave., Toronto.

Please send me a copy of Aug. 10th issue of THE FINANCIAL POST and enter me as a regular subscriber, commencing at once. I am enclosing / will enclose $3.00 to pay for my subscription for the first year, or you may draw on me for this.

Name.....

Address.....

C.G. 8B .....

See the full line of Ralston and Canuck Products at the Canadian National Exhibition



You are cordially invited to visit us when at the Fair. Let our booth be your headquarters. Tell your friends to meet you at the Checkerboard booths. See our display in the Government Patriotic Food Building of

RALSTON WHEAT FOOD
PURINA WHOLE WHEAT FLOUR
CANUCK ROLLED OATS
CANUCK OATMEALS
CANUCK CORN FLOUR
CANUCK GOLD DUST CORN MEAL
CANUCK PEARL HOMINY
CANUCK HOMINY GRITS



IN THE POULTRY BUILDING—

PURINA SCRATCH FEED
PURINA CHICKEN CHOWDER
PURINA CHICK FEED

MAKE YOURSELF KNOWN.







The Chisholm Milling Co., Limited

Toronto - - Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.



"Yes, Sir--It's a seller!"

"CHARBONNEAU'S IMPERIAL SUGAR CREAM BUTTER has won its popularity through its own inimitable quality.

"Show it in your displays and see what a real money-maker it is."

Prompt Shipments



CHARBONNEAU LIMITED

330 Nicolet St., Montreal

We are Manufacturers of Biscuits, Confectionery, Syrup Refiners

The Symbol of Sugar Goodness

ROYAL ACADIA SUGAR

The "Royal Acadia Sugar" brand is recognized everywhere as a guarantee of the very utmost attainable quality in Pure Cane Sugar.

Royal Acadia Sugar is put up in 2 and 5-lb. cartons, 20 and 100-lb. bags, half barrels and barrels.

EVERY GRAIN PURE CANE.

The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

PACKARD'S

SHOE POLISHES

THE STANDARD FOR QUALITY

OUR BEST SELLERS TO THE GROCERY TRADE INCLUDE

FRENCH GLYCERINE
in 3 oz. Bottles
(A SELF POLISHER)



PONY WHITE LIQUID

WHITE "O" in Cakes

NO. 3 IN CARDBOARD BOX. NO. 5 IN METAL BOXES.

No. 18
OX BLOOD
AND COLORED
PASTES AND
CREAMS



SEND FOR OUR LATEST PRICE LIST

BLACK "O"
A combination of the Liquid and Paste

BROWN "O"

TAN "O"



L. H. PACKARD & CO., Limited, MONTREAL

SHOE POLISH MANUFACTURERS

You MUST Insist on



Anton Mickelson

The Farmer who turned Chemist to learn how to rid the world of Gophers.

"My Own Gopher Poison"



Absolutely, War has not and WILL not be used as an excuse to lower the quality of Anton Mickelson's *"My Own Gopher Poison"*. The dozens of imitations offered today are the best testimonial *"My Own Gopher Poison"* could have, but THEY WON'T RID YOUR FARM OF GOPHERS!

Insist on the genuine, the REAL gopher poison, and look for Anton Mickelson's photo AND signature on the package before you pay for it. Then we will ***guarantee*** you results or send your money back. That's our way of doing business. We are out to help you kill off your gophers, but you cannot profit by Anton Mickelson's discovery unless you insist on *"My Own Gopher Poison"*. **$1.50, $1.00, 75c.** *Sent postpaid if unobtainable locally.*

PRAIRIE CHEMICAL CO., CANADA, LIMITED
Anton Mickelson, Manager. WINNIPEG, CANADA.

"VERMO" the lice killer for stock and poultry is also an Anton Mickelson product. 12

Buy only with the Signature *Anton Mickelson* **—the Trade Mark others cannot use.**

If any advertisement interests you, tear it out now and place with letters to be answered.

The Business Papers Got The Volunteers

EDWARD N. HURLEY, the clear-headed, resourceful Chairman of the United States Shipping Board —the man who induced Chas. Schwab to take the general management — puts a big rating on the national importance of the business paper. In the recent campaign for shipyard volunteers the business papers aided greatly in getting the required number of men.

Mr. Hurley, writing the Secretary of the Associated Business Papers, which includes a large number of the most progressive in North America, says:

> "I WANT to tell you and those connected with the division of advertising that the services rendered the United States Shipping Board and the Emergency Fleet Corporation by the Business Papers in our recent campaign for shipyard volunteers, deserves our highest commendation.
>
> "The editorials which these papers published and the advertisements bearing coupons and postcards to be filled in by those desiring to enrol in the shipyard volunteers, materially helped us in securing our full quota of volunteers.
>
> "I recognize the great force of the Technical and Trade Press of the country, and particularly in these critical times, both with relation to business as well as to the war.
>
> "Please accept this as a testimonial of my appreciation of your very valuable services and the assistance given us by the Associated Business Papers."

It is only since the beginning of the war that many have come to recognize the value and power of the Business Paper. Manufacturers who have subscribed for and used the Business Press in their own campaigns have long known its power in developing not only the business of its readers but the resources of the country. The Business Paper to-day stands high in the estimation of those executive heads connected with war endeavors, because they realize it is a mighty force in stabilizing business and in giving technical knowledge which cannot be secured in any other way.

Following MacLean Trade and Technical Papers and Magazines stand at the top for Service to readers:

Canadian Grocer	Marine Engineering	Sanitary Engineer
Hardware and Metal	Dry Goods	Financial Post
Canadian Machinery	Men's Wear Review	MacLean's Magazine
Power House	Bookseller and Stationer	Farmers' Magazine
Canadian Foundryman		Printer and Publisher

Send for copy of any in which you interested.

The MacLean Publishing Company, Limited

1207 Union Trust Bldg. Winnipeg — 143-153 University Ave. TORONTO — Southam Bldg., Bleury St. Montreal

ARE YOU

coming to the Toronto Exhibition this year?

Why not do so, as a trip through the different buildings of Toronto's Big Fair is a real education and a very pleasant holiday.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us, either at our Front Street offices or at our booth in the Manufacturers' Building. We would like very much to meet you personally—perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

T. H. Estabrooks Co., Limited
7 Front Street East, Toronto

P.S.—We would urge visiting merchants and clerks to make themselves known at our booth, as a table will be specially set apart for the entertainment of themselves and friends accompanying them. T. H. E. Co., Limited.

WETHEY'S

Orange Marmalade

excels all others



Jars like this

are ideal for preserving and pickling

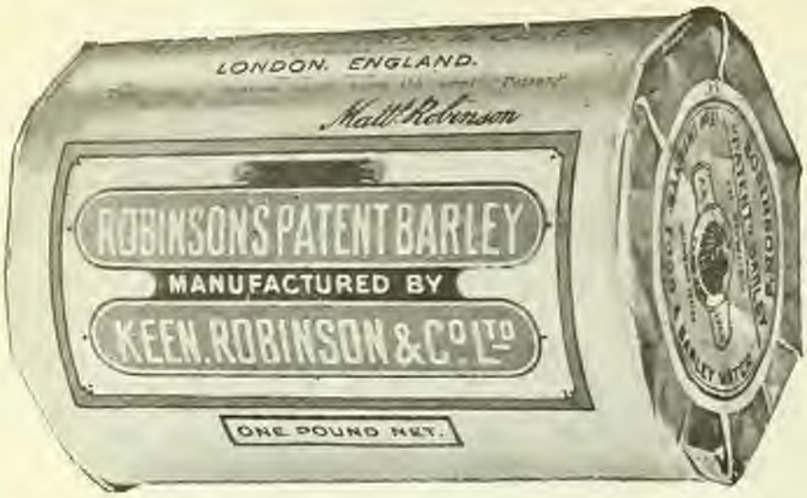
Prudent Mrs. Housewife will now be planning on beating next winter's high prices by putting away ample stocks of fruits and vegetables.

Show her how easily she can do this by using our Sanitary Stoneware Pottery—the best and most sanitary containers for this purpose.

Would you like to see our folder listing the complete line of crocks with prices? Send for it anyway. No obligation.

The Toronto Pottery Co., Ltd.
617-618 Dominion Bank Bldg.
King & Yonge Sts. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



It Pays to Display Robinson's "Patent" Barley and Robinson's "Patent" Groats

The quality of the Robinson lines scarcely needs enlarging upon, for Robinson quality is known and appreciated in every community.

Grocers who realize the value of pushing lines that always please and always "repeat" should never be without a good stock of Robinson's "Patent" Groats and Robinson's "Patent" Barley.

MAGOR, SON & COMPANY, LIMITED

30 Church Street, Toronto 191 St. Paul Street West, Montreal



Knox Sparkling Gelatine is both Economical and Delicious

Your customers can save money by using KNOX SPARKLING GELATINE in dozens of delicious recipes also for inexpensive desserts—a saving that does not mean any sacrifice of food value or deliciousness. This means you can secure large and steady sales by calling KNOX SPARKLING GELATINE to their attention. Talk it, display it, push it and get these sales, because

Every Package Pays You a Good Profit!

Charles B. Knox Gelatine Company, Inc. - - Johnstown, N. Y.

BRANCH FACTORY, MONTREAL, CANADA.

CANADIAN GROCER

Vol. XXXII. TORONTO, AUGUST 23, 1918 No. 34

Sugar Rations Probably Coming

Retailers and all Licensed Trades Can Only Obtain Sugar on Presentation of Certificate—Probable Limitation of Sugar Supplies to a Percentage of 1917 Sales —Forecast by Warning Sent Out by Canada Food Board

DEVELOPMENTS of recent date presage more serious action with regard to sugar sales in the near future. These developments will probably mean the limiting of the retailer's purchases to a percentage of his last year's sales of sugar, and in all probability also a definite order setting a standard of consumption at one and a half pounds per capita monthly.

A recent communication sent out by the Canada Food Board calls the attention of all the licensed trades and industries to these changed conditions. The new provisions read as follows:

Food Board Regulation

"(a) Sugar certificates will be issued to license-holders by September 1, after that date it will be both illegal and impossible for you to buy sugar supplies without presenting a certificate to your dealer with every purchase.

"(b) The enclosed declaration of the quantity of sugar used between January 1st, 1917, and December 31st, 1917, must be fully made, and accurate records of all sugar transactions must henceforth be kept for inspection whenever required."

There can be little doubt that this memorandum foretokens a definite policy of apportioning sugar on a basis of the merchant's actual sales during the year 1917. There is one great advantage to be derived by the merchant. The basis is taken for the year 1917; during that year there was practically no scarcity of sugar, that is, no scarcity that actually imposed any restrictions on the merchant. Since then restrictions have been imposed, restrictions that certain merchants and organizations have not recognized. In many instances those merchants who have not paid particular attention to the Food Board orders have built up a sugar business at the expense of the merchant who has endeavored to live up to the law. As things now stand, however, any limitation will be made on a basis of business in advance of any of these changes, and hence the merchant who has observed the rules will be at no disadvantage.

A Stricter Application Coming

It is evident, too, that a stricter application of these rules is to be imposed. "Licensees," says the communication above referred to, "no doubt will comply cheerfully, but there must be no question about the fulfilment of the conditions, for failure will be backed, if need be, by cancellation of license." Special attention is also drawn to the provisions of Order No. 54 which deals largely with the licensing of manufacturers using sugar and the regulations imposed upon these users. These limitations mark a substantial curtailment in the use of sugar by manufacturing concerns and are eloquent of the possibility and even the probability of further curtailment in regard to the stocks that a merchant may hold.

Available Sugar Supplies Far Below Normal

These curtailments and regulations have unquestionably been forced upon the Canada Food Board by world conditions. It is pretty well known now what these conditions are. The Cuban crop which is the big item, is pretty well harvested, only eight centrals being still grinding, and while the crop of the island is a record one it does not by any means make up the deficit due to the loss of other sources of supply. The latest estimate places the decrease in the world's production of sugar at 273,887 tons. This is an estimate based on the total known production of the world, and does not take into account the fact that in the neighborhood of two million tons are tied up in Java with no likelihood of their becoming available. The world is therefore facing an actual shortage of somewhere close on two and a half million tons.



Much of the burden of this deficit must fall on this continent and the adjacent island, as the conditions that made wheat so greatly in demand from this continent operates equally in regard to sugar. It is the nearest source of supply, and consequently the one that must be depended on.

Canadian Situation Slightly Improved

While the general situation as regards sugar is anything but bright, it is a trifle better as far as Canada is concerned than it was a week or so ago. At that time it was believed that there would be no Cuban supplies for the Canadian market, and it was generally believed that the San Domingan sugars that had originally been apportioned to Canada would be diverted to the American refineries. Present indications are a trifle more hopeful. Canada, it is understood, will be able to obtain some Cuban sugar, the bulk of which will be diverted by the United Kingdom to Canadian refiners. It is known too that a San Domingan cargo was recently allotted to Canada, so that there is something to be expected from that source as well. After putting the very best face possible on the matter, however, there can be no question of a doubt that supplies are light, and that the possibility is that they will become lighter. The only possible course, therefore, is a rigid course of conservation that the Canada Food Board has evidently under consideration. The more general use of yellow sugars, too, will have some effect upon the situation. A recent Food Board order required the refiners to ship a per cent. of this grade with every order; this order will of course have to be passed on to the retailer if the wholesaler does not want to become overloaded with soft sugars. The retailer must in turn impose the same restrictions on his customers. But more than all he should urge an immediate limitation of sugar demands.

Exit the Consumers' Assn. of Windsor

This Organization That Has Been Annoying the Legitimate Trade of the Country For Some Time by its Questionable Business Methods Finally Suppressed by Canada Food Board

THE Consumers' Association of Windsor, Ontario, that has been a thorn in the side of the legitimate trade of the country for some years past, has finally come to grief, and its license has been cancelled by the Canada Food Board.

The fact that the Consumers' Association was ever given a license was a general surprise as its methods, if they had been enquired into, could hardly have been approved by the Board. These methods consisted generally in using a few standard lines as a bait to sell other and inferior lines of goods. The company advertised extensively by the simple method of sending a dollar or so to different newspapers and telling them to run the advertisement accompanying as long as the money lasted. It is to be said to the credit of certain newspapers that they made certain investigations and refused to run the advertisement. Many newspapers, however, were not so scrupulous, and as these advertisements asked for agents who should sell memberships in this association at the price of $2.00, of which the agent should keep $1.60, not unnaturally a goodly number of persons were induced to become agents for the scheme, and were instrumental in spreading the propaganda.

The Simple Methods Employed

The association claimed to be a disinterested company giving the public the advantage of large buying facilities and suggesting more or less definitely that the average merchant was defrauding the public. As an illustration of their methods they were, until the last moment, advertising sugar in 100 pound bags at $6.50. This was of course lower in price than any retailer, let alone any consumer could possibly buy. It was lower, considerably lower, than the Consumers' Association paid for the same sugar. They, of course, made their profit out of the goods that were sold under such descriptive terms as "our guaranteed," "best," and "first quality," and similar terms that of course represent precisely nothing as a real guarantee of quality.

A Checkered Career

In the course of a checkered career, H. Martin, the manager of the Association, has been refused the use of the mails on various occasions, and through the complaisance of the Post Office department has been again restored to postal privileges. During the course of the operations of this concern it has on several occasions changed its name. None of these changes have resulted in any change of method, which was the simple one of playing on the credulity of the public, made more credulous by the unwarranted general assumption of the daily press that everyone handling food is profiteering.

Everything was going very well with the association; they had received a license that was prominently displayed on all literature, but it appears that long immunity had given the management of the association the impression that it was possible for them to do things that other merchants could not do.

Falling Foul of the Canada Food Board

The association came a cropper when they took upon themselves to interpret the intentions of the Canada Food Board as regards sugar. The interesting document sent out by them is reproduced herewith. This was the rock on which the association was shipwrecked.

The Canada Food Board has cancelled the license of the Consumers' Association and has forbidden that concern to deal either directly on indirectly in any food commodity, or to ship food or to have food shipped for it. The Canada Food Board took this action because the association continued to do advertising that the board had specifically forbidden in advertising sugar extensively and

WE ARE PARTNERS WITH THE CANADA FOOD BOARD
LICENSE NO. 8—24589

Incorporated under State Laws of the U. S. A.

CAPITAL 50,000.00

The Consumers' Association

Canadian Supply House
Windsor, Ontario.

American Supply House
Chicago, Illinois.

From letters received by the Association we are led to believe that a great many have the wrong impression of the regulations of Canada's Food Board and the Manager of this Association made a personal call upon those who have the matter of food conservation in charge and was informed by those Honorable Gentlemen that it is not their desire to create a hardship on the people of this great country but to ask their co-operation in all matters where the welfare of the people is at stake. WE HAVE PLEDGED OURSELVES to assist them in every way possible and we ask all Members of our Association to co-operate with us in carrying out the rules and regulations of that worthy office of Canada's Food Board.

What will we do when the Canning and Preserving Season Comes?

We have received many letters from our members asking this question and we are proud to give you their ruling on this point which you will find below. This will convince you that they are alert to the interests of the people, and trust that their efforts will be rewarded.

Use as much Sugar as is Necessary—This is their Ruling.

Use Lots of Sugar for Preserving.

No Restrictions on the Purchases Made for this Purpose.

Ottawa, June 19— Orders governing the use of sugar promulgated by the Canada Food Board are not intended to restrict the use of sugar in canning or preserving fruit. There is to be no limitation of the quantity of sugar that may be used in preserving or the quantity of preserves which may be made. In fact preserving is to be encouraged.

The above ruling, passed at their executive offices in Ottawa will convince you of their liberality, for the welfare of this great nation. This Association has forseen the requirements of their members and has arranged for a sufficient supply of sugar for their members at a price that will enable them to preserve their fruits and vegetables at a great saving, for we believe in doing Our "Bit" for humanity. We will ask you to send in your orders as early as possible so you will not be delayed when you are at the point of preserving your fruits.

Truly yours,

THE CONSUMERS' ASSOCIATION

This is a reproduction of the dodger that caused the cancelling of the license of the Consumers' Association. Evidently the Canada Food Board was not as proud of the partnership as was the Consumers' Association, at any rate they certainly dissolved it without the consent of the latter party.

ostensibly with the approval of the Board, and using such expressions as "plenty of sugar," and "use lots of sugar in preserving," which tended to encourage the consumption of sugar.

This was in direct opposition to the general attitude of the Canada Food Board. As the operations of the Consumers' Association were being enlarged to take in not only Ontario and Quebec, but the Western Provinces, their campaign of advertising sugar as illustrated herewith when the situation is as serious as it is known to be at present was a matter that could not well be overlooked.

OLD ESTABLISHED MARITIME STORE UNDER NEW MANAGEMENT

Charlottetown, P.E.I., Business That has Been in Operation for Forty-Three Years Changes Hands

In 1875 F. H. Beer, now customs appraiser at Charlottetown, and Louis Goff, who passed away recently in California, founded a grocery business under the name of Beer and Goff. It was conducted under this management until 1910, when F. H. Seller took over the business. Since his death two years later the business has been conducted by his son, E. F. Seller. On March 1 last the business, stock, and goodwill of the business was purchased by W. T. Wellner, who for twenty odd years has been well known in Charlottetown through his association with the jewelry firm of W. W. Wellner. Mr. Wellner is know farther west also as for several years he held a position with Ryrie Brothers, jewellers, Toronto.

Under its new management the store will still be conducted under the long established name of Beer and Goff.

There have been some radical changes and improvements that have made the store, one of the most attractive in the city. The store has been newly decorated in white enamel, which, as the accompanying illustration shows, gives it an unusually clean and attractive appearance.

The store has adopted a motor delivery as well as the old established horse delivery. The addition has been made to look after the summer resort trade of the neighborhood, and this innovation is proving a very successful business getter for the firm.

ROBBERS TERRORIZING PARRY SOUND DISTRICT

Several Stores Entered by Burglars, Who it is Supposed are Fugitives From the Military Service Act

Burglars entered the store and post office at Katrine, a small village about five miles south of Burk's Falls, Ont., Sunday morning about three o'clock, and succeeded in getting away with goods and valuables to the amount of one hundred dollars. It is believed that the burglars are part of a gang operating in various parts of the eastern section of the District of Parry Sound. Only a few nights ago J. W. Troyer's store at Magnetawan village was entered and some thirty dollars in cash and a quantity of hams, bacon, canned goods and other articles were taken.

The burglars were traced some distance in the direction of Sequin Falls, but the trail was lost before locating the thieves. At Maple Lake station several shots were exchanged between the storekeeper and the burglars. As the marauders seem to take more food than anything else it is generally believed that most of them are deserters, who have taken to the woods to evade the Dominion Military Police officers.

RUMORED RESTRICTIONS IN CHOCOLATE MANUFACTURE

No Definite Confirmation of a Persistent Rumor Obtainable

There is a rumor current to the effect that among the results of the new regulations in regard to sugar consumption will be some action to still further limit the production of chocolate. No definite foundation can be discovered for this rumor, but manufacturers are inclined to view it with a good deal of apprehension.

Any action in this direction would hardly appear to be justified as the amount of sugar used in chocolate making is something like 2 per cent. of the product, an almost negligible amount, while the curtailment of the production of this line of goods would be a serious matter, in as much as chocolate and kindred products are among the most important items in the myriad of boxes being sent to the soldiers overseas. One large concern estimates that directly and indirectly more than half their total production is used by the soldiers in the trenches. In view of these facts it seems reasonable to suppose that the Canada Food Board will give the matter very serious consideration before taking any such action.



The Beer and Goff store, 123 Queen Street, Charlottetown, P.E.I., that has been purchased by W. T. Wellner, and is being operated under the old name.

The Meaning of Shipping Terms

Misunderstanding of the Actual Meaning of Shipping Terms Often Results in a Great Deal of Annoyance and Often of Loss to the Buyer—An Understanding of These Terms is Essential

By C. L. Marshall of C. L. Marshall & Co., Toronto.

EVERY importer of goods is a necessary user of shipping terms. If his understanding of these terms is incorrect, or if it differs from that of the other party in the deal difficulties are bound to occur. There is a wide possibility of annoyance and loss in this simple matter. Therefore it is of advantage to every one who has any business with parties outside of the place in which he resides, and this takes in practically everyone, to be posted on this matter, and for that reason the correct interpretation and bearing of the most commonly used terms are discussed herewith:

Where buyer and seller are located in the same city these commercial terms are not in common use, largely for the reason that there is no necessity for them. The local merchant buying goods from the local wholesaler, or importer, for immediate delivery from spot stocks, usually understands that the goods will be delivered into his store and that the price of the goods includes all possible charges.

Where buyers and sellers are situated in different cities, or markets, or countries, quotations are made, which to make them specific, are coupled with certain trade terms, or the abbreviations of the same, in order to indicate just what the quotation includes. For instance, a seller in New York city offers a buyer in Toronto medium pearl tapioca at fourteen cents per pound. To make this quotation specific, he indicates with certain abbreviations the terms on which he sells the goods, that is, if the price quoted includes the freight, the duty, and the cartage, or all three. Should the seller be situated in a country from which shipment would be made by water, included in the abbreviation would be something to cover marine insurance.

Meaning of Free on Board

The more common terms in use are the following:

F. O. B., meaning free on board. The seller in this case undertakes to load the goods on the steamer, or train, as the case may be, without any cost to the buyer. The seller's responsibility then ceases and the goods forthwith become the property of the buyer, who assumes all charges which are thereafter incurred, such as insurance, freight, cartage, and duty.

Ex Store (point of shipment). Here the seller does not undertake to load the goods on board free. His responsibility ceases as soon as the goods leave the premises, or the premises where the goods are stored.

Cost and Freight

C. and F. is an abbreviation for the term "cost and freight." Under these terms the seller includes in his quotation freight charges to destination. It is customary to add the name of the point of shipment, such as C. and F. Toronto, or C. and F. Montreal, etc.

C. I. F. the abbreviation for cost, insurance, freight, means that the seller includes marine insurance in his quotation and is included when shipments are made by water (or partly by water).

Deal Made in Currency of Country of Seller

In all cases cited above it is understood that the sale is made, or the contract effected, at the address of the seller, consequently payments are made to the seller in the funds, or currency of the country, state and city in which the seller is located. In the instance of the Toronto buyer making a purchase of tapioca from the seller in New York, payment must be made in New York, or in New York funds. Attention should also be called to the fact that under F.O.B., C. and F., and C.I.F. terms, the seller assumes no liability for loss by depreciation, pilferage, or otherwise, whilst the goods are in transit from point of shipment to destination. A bill of lading from the transportation company, furnished by the seller to the buyer, releases the former from any further responsibility, and in the case of a cost, insurance and freight quotation the surrender of the marine insurance policy by the buyer to the seller is necessary, too.

Delivered Term

When the seller undertakes to assume responsibility in respect to charges for freight, cartage, duty, insurance, etc., the ordinary trade terms express this explicitly by terms such as "delivered" (meaning delivered at destination where buyer is located, or at any point expressly called for under the terms of a sale), or "delivered into store" (meaning delivered into the store of the buyer at destination, or "delivered duty paid" (which is used when goods are shipped from a foreign country and a duty is payable on same). A quotation of fourteen cents per pound, "delivered," into store, duty paid, Toronto, indicates that the seller undertakes to put the goods in the buyer's store without any further charge. Unless otherwise provided for by contract, a purchase made "delivered" calls for payment to be made in the funds of the country, state, or city in which the buyer is located.

Confusion has sometimes arisen in connection with the terms C. and F., and delivered, an erroneous impression, which is only too common, being that the terms are identical. How widely different they are, and how great a difference the responsibility assumed by the seller is, has been explained above.

U. S. PERMITS EXPORT OF CANNED BEANS

The United States War Trade Board announces that applications will now be considered for licenses to export canned beans which when packed had at least 17 per cent. moisture content. The attention of canners is directed to the fact that it is necessary to secure special permission from the United States Food Administration to purchase such beans for the purpose of canning.

Applicants for licenses to export such canned beans should state that the beans covered by the application were of at least 17 per cent. moisture content when packed, and that the packers of these beans have secured the permission of the United States Food Administration to purchase the beans for the purpose of canning.



The Honey Industry and Its Relation to Sugar

Sugar Must be Available For Beekeepers or a Serious Mortality Will Occur Among Bees—An Important Asset That Must be Preserved

Morley Pettit, formerly Provincial Apiarist for Ontario

FIVE hundred tons of honey wanted for export! This is the word that has gone out from the Dominion Government and gives official recognition to a new language in Canada. Honey in hundreds of tons!

The annual reports of the Ontario Beekeepers' Association have contained lines of figures representing totals of crops of a few of the members who were interested enough to report. Nobody reads them, but if they did they might be surprised to learn by figuring that three hundred to five hundred members have annually reported aggregates of five hundred to one thousand tons and over. As I say not one beekeeper in a hundred, and certainly not one "layman" in a thousand reading the figures reported comprehends or could repeat a moment after the total crop of honey toilsomely collected from flowers by the bees of one-third of the members. Now nineteen out of every twenty beekeepers in Ontario either neglect or object to reporting their crop, so if they averaged the same as the reporters the total crop might be obtained by multiplying the reported crop by twenty. Many of the non-reporters have small crops, but many of the reporters are enthusiastic beginners with almost no crop at all. This evens them up and the fact that the majority of large producers are non-reporters for selfish reasons makes it quite safe to estimate the annual crop in the neighborhood of ten thousand tons of honey produced in Ontario alone.

It is probably less than that this year; but a few thousand tons of honey make little difference one way or the other when the market has been practically bare by the holiday season each year since the failure of 1914 cleaned up what surplus the previous bumper year had left. Where does it go? A great deal of it never gets beyond the concessions and villages whither it is taken in automobiles and buggies from the beekeepers' doors and stored for winter consumption. A great deal more is shipped to friends and relatives who have moved to sections of the country where beekeeping has not been developed. Some reaches the retail grocr through the regular channels of trade. Under existing conditions the amount he is able to secure is only tantalizing.

Large as the amount of annual production in Ontario may seem it is only a small fraction of what might be produced were the industry more fully developed. Aside from Quebec the other provinces have their honey resources practically untouched. With the world on sugar rations this is deplorable. With our national credit in need of strengthening this waste of a great natural resource is a grave oversight.

The enormous demand for honey suggests a most urgent need of the beekeepers at the present time, and that is sugar for winter stores. It has been stated by some, even in responsible positions, that honey is the best winter feed for bees; but we have learned by bitter experience that this is not true, for Canada at least. They may winter well on the best grade of honey, but the poorer grades are usually stored last and used first, and the only safe method is to feed freely syrup made from granulated sugar after they have finished gathering in the fall.

Beekeepers have been accused of wishing to feed sugar only that they might liberate honey to sell at a higher price. They have even been called a nasty name which we do not think should ever be applied to a bona fide producer of food—this, of course, through a lack of understanding of the facts of the case. While there is no use denying that the present difference in price carries weight, and is the most weighty incentive to increase production, the best beekeepers fed sugar just as freely twelve years ago when there was very little difference in the wholesale prices of the two, and would prefer to feed it to-day if it cost as much as the price of honey.

A year ago, many beekeepers, for patriotic and economic reasons, failed to feed the necessary amount of sugar. As a result the winter loss of colonies reported in Ontario was 25.5 per cent., and I am quite sure the actual loss was much higher than that, whereas apiaries fed heavily with sugar syrup wintered almost 100 per cent.

The point is that in the Canadian winter bees are unable to take a cleansing flight for a period of from three to five months. During this time they must retain within the intestine the feces which accumulate in proportion as the food is highly digestible or otherwise. The accumulation from sugar syrup stores is almost nothing as compared with even the best of honey, and the accumulation from the lower grades of honey is such as to cause dysentery and death. Unfortunately the inferior grades are gathered from fall flowers, stored last, next the winter cluster and used first in winter. This year on account of the prevalence of aphides in some districts they are storing "honeydew" an excretion of the aphides which falls on the leaves of trees. If compelled to depend on this as a winter food the bees are sure to die before spring. The remedy is to feed sugar syrup freely after they have finished gathering these things, so they can store it next their cluster and use it first in winter.

Only granulated sugar will answer. Yellow sugar is not sufficiently refined and would act much the same as inferior honey.

Beekeepers have been classed with manufacturers using sugar in their product; but this is not a fair comparison. The manufacturer converts raw materials which might have been used in other ways. The beekeeper employs insect laborers to wrest from nature raw material which would otherwise be a total loss. Like the farmer, he is a producer of food, and the sugar he feeds to his bees bears the same relation to the honey they produce as the oats he feeds his horses bears to the wheat and other crops they help him harvest.

The restrictions of a bee's diet are its misfortune, and humans who can eat a variety of things may well hesitate to deprive it of the one essential. The severe Canadian winter is one of the greatest handicaps to the development of honey production in this country. The uncertainty of the quality of natural stores is one of the chief causes of winter loss of bees. Through the efforts of our instructors the use of sugar to overcome winter losses has become general. It is essential to the success of this industry which may well be considered a most essential industry.

No Pint or Half-Gallon Paints to be Sold by Montreal Firms After January 1

It is evident that the paint and varnish manufacturers are appreciating the nature of difficulties confronting them in the matter of containers for their products. This is an ever-increasing problem and while the 1918 season will pass without real difficulties manifesting themselves it is anticipated that the prospect for 1919 is one of much uncertainty.

The Montreal Paint and Varnish makers have decided that there will be absolutely no sale of paint or varnish in pints or half gallon tins after January 1. Many have been working toward this end and are altogether or nearly sold out of these sizes already, while some have small stocks of odd colors still.

It is possible that someone may put on the market a substitute that will afford a container suitable for holding paint. In view of the large army of troops that must have foods that are packed in tin the situation will be watched with much interest as far as the paint trade is concerned. There is no indication of relief in sight.

The Question of Figuring Margins

The Simple Reason Why Figuring on the Selling Price is the Safe and Logical Way—The Case of Interest

By Henry Johnson, Jr.

ONE who takes issues with me, with the Food Administration, with the biggest merchants in the country, and with all the experts whom the study of the last fifteen years has developed, writes:

That it is self-evident that cost plus profits equals the selling price; that the face of a note plus interest is the only way to learn what the payee gets; and that he will "scoop" anybody who comes into competition with him because he, figuring on cost, will thereby be able to undersell his competitor. He further states that his expense is only 1½%.

All of this is of no particular importance because the question is well settled, except for one thing. That is, that many merchants get confused when they compare interest on money loaned or borrowed with margins on merchandise. They know the what, but are not always sure of the why. So I want to try to state it once more as clearly as possible, showing first a difference and then, to clinch the argument, a similarity, between net profit and interest.

First, so far as ultimate effect goes, there is no mathematical reason why a merchant should not compute margins on his cost. If to handle goods which sell for $1.00 the expense is 17 cents and the living profit 3 cents, it does not matter whether we say we are charging a gross margin of 20 per cent. or 25 per cent. Nor does it matter whether we say our expense is 17 per cent. or 20⅛ per cent. and our profit 3 per cent. or 3 per cent. plus. The primary reason why a merchant should compute all his figures on the selling value of his goods is for his own safety. It has been found that such method more certainly enables him to include all actual expenses ,and forget nothing of his costs. Another point of value is that the figures under this method are on the inside—minimum—and thus hold that element of conservatism which is of such value in any business.

Speaks Without Knowledge

No argument and no analysis is, I feel, necessary on the question of this man's statement that his expense totals 1½ per cent., no matter on which end he computes margins (which he calls "profits") or expenses. It is quite evident that herein he speaks without knowledge.

As to whether he can undersell anybody or everybody because of his method of computation, that depends on whether he can do business on less expense and deliver a service which more people will pay for than his neighbor. If he can do this, it matters not at all how he may choose to compute margins. I know merchants, right now, who run cash-and-carry stores on 10 per cent. to 11 per cent. expenses. I know others whose entire margin is 12 per cent. to 14 per cent. It seems obvious to me that either of these classes can undersell any merchant whose expense is 17 per cent., and it will not matter whether either or both compute margins on cost or sale value.

This entire question is one of expediency, convenience, greater safety, conservation. We simply are getting nearer to a realization of all the facto which enter into margins, expenses and profits, and we are reaching a much exacter nicety of method in our computations.

Interest vs. Margin

Now, why is it proper to speak of interest on a note in its relation to the principal sum of that note and not proper to compute margin on the cost and speak of it in its relation to cost?

Because interest on a note is a charge for all the consideration in the transaction; whereas margin is a charge for goods and service, not goods alone. Here it might be said that, knowing the average cost of the service, why not add that to cost and then put a net profit on top of it? Well, for the reason that expense varies in different classes and items, so that all we do from one inventory period to another is a process which is incomplete between periods. Every item bought and sold between inventories is a variable quantity. It differs from others and it differs from day to day in its own history, depending on what work is involved in its sale one time as compared with another and what storage and other charges go with it at another. For example, it is obvious that it costs more to handle a can of peaches which is sold on account and delivered than one sold over the counter for cash.

Up to now we have not reached any system whereby we can know just what cost lies against each such separate item. Perhaps we shall know some time. We are getting nearer, step by step and year by year. But up to now all inter-inventory transactions are a process working toward a conclusion, a time of definite reckoning, which arrives at inventory time.

The Time for Interest-Computation

The time for applying the interest or rate of earnings on the investment comes at inventory time. That is the time when we have all the returns. We have a closing up of all such accounts as expense, interest paid, rent, interest on capital employed, depreciation of all sorts, discounts earned, losses, shrinkages, etc. All these being closed into loss and gain account, we find a net remainder which is either net gain or net loss. Let us hope it is net gain—as it is apt to be with the merchant who figures on sales value and keeps tab on all these various factors of cost, though this probably would not be so certain in the case of a man who thinks his expenses are covered by 1½ per cent.

Now, when the net profit is ascertained, then that profit is properly apportioned on the capital of the business, as an earned percentage, precisely like interest. For instance, for years my own business earned an average varying between 24 and 25 per cent. on invested capital. At the end of the year I was in the same position as the man who lends money at interest; but at no other time did I figure anything on cost, or regard any figure of margin as applying to anything except sales values.

This is the way in which the employment of capital, plus the devotion of time and energy in business differs radically from simply loaning capital for somebody else to worry over. This may help to supply the reasons why the two kinds of capital employment cannot be regarded from the same angle.

Shifting of Consumer Classes.

A grocer who has drifted into the cash-and-carry system from the old basis of service plus philosophizes like this:

"In the light of my experience, I figure that there are three distinct classes of customers, as respects grocery service. There are the wealthy, who demand solicitors, telephones, charge accounts, deliveries, collectors—in short, all the trimmings and excrescences with which business of late years has tended to be progressively burdened. There is another class whose capital is zero, who must have credit to live from pay day to pay day, but who are content with less exacting service. Then there is the third class, which I regard as by far the largest, who have both capital in reserve and thrift on which they have accumulated that capital, and hence who are willing to serve themselves provided they are recompensed therefor through lower costs.

"Because I have reasoned things out this way, I have adopted the cash-and-carry plan. I want to derive my living from the largest and most stable class. In present conditions, that class remains

in full force and to it have been added a big proportion of the first class—for this reason:

"The owner of real property has been hit rather hard by enhancing cost of living, cost of labor, material, all kinds of service. His dollar buys less to-day than ever before; and in many instances his property is under long lease at rentals fixed two, four or six years ago. Say that he leased most of his properties in 1910 for ten years—made 'good leases' as they looked at that time. His income to-day is relatively only about 80 per cent. of what it was then. So this man has drifted into the third class, to make his income reach further. He drives to the self-serve store in his 'twin-six' likely as not; buys his goods, which he selects himself; pays cash and loads the products into his car."

Maybe there is food for some reflection in what this man says. I pass it along and shall be glad to have comments.

U. S. APPOINTS COMMITTEE TO ESTABLISH RICE PRICES

Appointment of a committee to assist in carrying out the recent agreements between the Food Administration and rice millers is announced by the Food Administration.

The main provisions of the agreement are that the millers shall pay definite prices to the growers for rough rice and shall not sell the clean rice at more than prices named in the contracts, ranging from 7⅜ cents a pound for choice Japan to 9½ cents for fancy Honduras.

DEAN OF WINNIPEG MERCHANTS RETIRES FROM BUSINESS

J. A. McKerchar, Who has Been in the Grocery Business in Winnipeg for Nearly 40 Years, Sells Out

J. A. McKerchar, who can lay claim to being the senior grocer of Winnipeg,



J. A. McKERCHAR, Winnipeg,
Who has been connected with the trade of the Western gateway city for nearly 40 years.

has sold out to the A. F. Higgins company, who have two other stores in Winnipeg, as well as stores in Roland, Morris and Carman, Man.

Mr. McKerchar will carry with him on his retirement from the trade the good wishes of everyone with whom he has been associated in his long business career in the city of Winnipeg.

Mr. McKerchar moved west with his parents in 1879, before the railways had reached the city, and while it was yet a place of 4,500 souls, a wilderness of mud. There were quite a number of stores in the city at that time, but most of them have gone out of business or have been absorbed into other concerns in the interval.

He got his early grocery training in the store of Wishart and Roy on Main street. While still in his teens he began business in a store situated on Main street just opposite the City Hall. In company with a relative named Zachariah Pickworth he was instrumental in the creation of a grocery business that was known as Pickworth and Company. That was in 1881. From that time on Mr. McKerchar's career has been marked by success built upon hard work and an understanding of the needs of his customers.

NEW CANNERY FOR STRATFORD, ONTARIO

At a conference held at Stratford, Ont., recently, it was decided to locate the canning centre for North Perth in Stratford. Organization was completed, and preliminary arrangements made for the installation of the plant. P. E. Culverhouse and J. A. Black of the Horticultural Experimental Station, Vineland, were present. The cannery will operate under the auspices of the Women's Institute and I. O. D. E.



Interior of the W. H. Stone store, Winnipeg.

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EDITORIAL BRIEFS

THE closing of the Consumers' Association of Windsor, should mean at least one star in the crown of the Canada Food Board.

* * *

WHAT about the departmental stores that advertise sugar? Nowadays sugar is only advertised as a bait, and this use cannot be justified.

WHO IS RESPONSIBLE?

IN the Toronto Police Court recently a well-known and reputable store was fined $25 for selling certain bags of flour that were found to be under weight. The merchant accused laid his defence on the fact that if the whole shipment of flour were weighted the total weight would have been found correct. The magistrate, however, held that each individual bag must be absolutely correct, apparently a just enough decision.

Unfortunately this decision lays a heavy burden on the merchant. The great bulk of merchants are now buying flour from the miller in weighed bags. One of the reasons for buying this way is the fact that in so doing the heavy task of weighing is obviated. This decision, however, puts a new face on the matter. The grocer is held responsible. That is probably the natural course, but it is a serious one for the grocer, and there should surely be some way in which that responsibility could be laid at the door of the actual weigher of the goods. No doubt the mill's gross weight was correct. There is no intention to charge anyone with intentional misrepresentation, but the retailer was made to suffer for the failure of the manufacturer to be absolutely accurate in his weights, and the retailer is not the man to blame.

SUGAR RATIONING COMING

ON the first of September a new order of things will come into effect as far as sales of sugar are concerned. Merchants throughout the Dominion will be placed on a card rationing system, and a definite record must be kept of all transactions involving sugar. Just what the actual effect will be it is not possible as yet to state, but there is every indication that it means that the suggestion issued some time ago by the Canada Food Board, the apportionment of one and one-half pounds per person per month, will be made obligatory. Another alternative is the possible curtailment of the grocers' requirements as based on his actual disbursements during the year 1917. In either case it means restrictions upon the customer. The trade has had plenty of warning that sugar was scarce and must be conserved, they have had the opportunity of drawing these facts to the attention of their customers. This must be done. Restrictions are unquestionably coming and the public should be made aware of this possibility if the grocer is not going to face unpleasant criticism at the hands of his customers whose demands are curtailed.

SUGAR SALES AND THE MAIL ORDER HOUSE

ON several occasions CANADIAN GROCER has called attention to the fact that the regulations governing the sale of sugar and flour have involved a hardship for the honest merchant because of a laxity in enforcing these regulations. While the merchant is refusing sales in these goods in his efforts to live up to the spirit of these regulations, the department store and mail order house has been filling the requirements of the retailer's customers in many cases, at least, without any restrictions. In the nature of things the mail order house can have no accurate knowledge as to what represents a two weeks' supply as far as their customers are concerned. They have not the close association and knowledge that the smaller merchant has regarding his customers. The regulations in this respect are unquestionably throwing trade into the arms of these large organizations, yet there has apparently been no effort to in any way circumscribe this business. There has been no effort either to prevent these organizations advertising sugar and flour. There are difficulties to be sure in the way of any such action, but they are difficulties that have to be faced if the trade as a whole is to have a square deal.

Current News in Photograph —No. 33

THE ROAD BACK

In the present war nothing has been more pathetic than the sight depicted in the accompanying illustration, the refugees driven out by the grim reality of war, returning on the heels of a retreating enemy to their desolated homes to take up their life again, within the sound and often enough within the reach of the guns. It is an instance of the indomitable spirit of the people of France. This photo was taken shortly after Foch's great drive began.



NOTHING TO WORRY ABOUT

THE decrease of nearly $200,000,000 in Canadian trade figures for the year does not indicate any unsound business conditions. The greater part of the decrease is in domestic exports. The lack of shipping facilities, especially ocean tonnage which has been concentrated for war purposes and troop movements, undoubtedly accounts for this decrease. Manufacturers all over the country have been working to capacity. Even at that they have been hampered by restrictions of labor. Handicapped by conditions of this sort it is to be expected that there would be a decrease. The agricultural exports will also show a decrease as crop conditions in some sections of the Dominion will not be such that any large amounts will be available for export even with favorable shipping conditions. Taking the situation as a whole, however, business is good in Canada and the people, especially the farmers, prosperous.

LESSONS IN THRIFT

WE have been learning a little something about the possibilities of saving during the last three years. The call of our country's needs made an appeal to us which mere prudence could not. And we have learned that it can be done; that Victory bonds bought in an impulse of patriotic self-sacrifice can be paid for out of our regular income without much noticeable sacrifice at all; that we can make various contributions we would have thought large in proportion to our wealth, and still get along just about as comfortably as ever.

But there is one thing which has not even yet been sufficiently impressed upon us. That is the tremendous difference in the actual worth of the money that we spend just now and the money that we save.

We know that prices are abnormally high, which means that the value of money is reduced. But we don't seem to take that knowledge fully into our consciousness.

The dollar that a man spends to-day is worth what 65 cents was worth in normal times. But the dollar that he SAVES is worth what the dollar was worth in those times; because it will still be in his possession when normal times return, and its purchasing power will be then just what it used to be—more than half again what it is to-day.

WATCH INSURANCE

WITH the rapid changes which are taking place in the prices of all classes of merchandise it is very necessary that grocery merchants see that they give frequent attention to their fire insurance. Many stores were insured at the outbreak of the war on the basis of the value of the goods then on their shelves and have not made any provision since for the vast increase in the value of their stocks. There have been a great many fires during the past couple of years and they have not shown any pass-over favor to dry goods stores. It would be wise therefore to see that your insurance covers your merchandise on the basis of its present value

Why is the Grocer Under License?

What Has Been the Effect of the System of Licensing?—Has it Met the Need it Was Designed to Meet?—Some Facts and Figures Relative to the Question Are Here Presented

By Ernest B. Roberts, Canada Food Board, Ottawa.

WHY is every grocer in the land under license? There still may be many who cannot see how before the war by 75,000,000 pounds; our ing in Canada's share in this war. In a general way, tradesmen recognize that there is a war reason. They understand that to be the cause somewhere away in the background of why so many orders issue from the Canada Food Board, but they fail to see that which couples them and their business direct with this war in Europe. They are so near to one part of the machine that their view is obstructed; in other words, they "can't see the forest for the trees."

No one at the Food Board in Ottawa is vexed at the complaints of retailers under their new method of work by license. The why and the wherefore of their complaints are generally well known in the particular trade section which governs the issue of those orders. It is generally the Board's policy to prevent difficulties before they come, or to reduce them when inevitable to the least inconvenience. Some are simply inseparable from the rigid food saving to which the country is committed if we are honorably to keep our unexpressed pledges to fight this fight by every means and every sacrifice if need be, to the bitter finish; some are merely passing, and their nature due to the big changes in national method of food handling. Every grocer knows that to-day foods are, through and through, really cheaper to the consumer than they would have been had not the dozen little means of intermediate speculation been stopped. Who does not remember that in the spring of 1917 flour was $16.50 a barrel. The share which the farmer got of this was $6.95; the rest was speculation. Yet a year after food control began in Canada flour was selling at $11.00 a barrel, in which the farmer's share had risen to $8.32. The legitimate profits of the grocer, and the man who so legitimately handles the food on its way down to him, are as good on their turnover as ever. The storekeeper to-day gets as good a return for his investment and his labor as any other class in the community.

Retailer Shares in Prosperity

The food retailer, in fact, shares in the general prosperity brought in by war orders, amounting, it is estimated, to over $1,100,000,000—a pretty big income for 8,000,000 people. Now what the license does is to regulate the food supply of our own people in such a way that a shortage of food may not face the man who is paying the bulk of that $1,100,000,000, and bearing also an incomparably larger part of the cost of defence of the Empire, i.e., the British taxpayer. The war burden per family in Canada is not one-twentieth what it is in Great Britain. There is no stinting of food, for instance, anywhere. All that has been accomplished has been the prevention of thoughtless waste. That is not hardship. It is merely more or less enforced economy which even high prices had failed to bring about.

If the Canadian grocer thinks for a moment of the gradual spreading downwards of the system of food control adopted in, say, flour, and then applies the principle to all other controlled commodities and multiplies its bearing on himself by as many grocery stores as there are in Canada and by 1,500,000 homes, he will recognize that there must be a big saving somewhere. Flour is dealt in everywhere by grocers, but yet can be almost considered a thing apart from the grocery trade.

As early as June, 1917, within a fortnight of the creation of the office of Food Controller, the millers' profits on flour were fixed at 25 cents a barrel. This alone, it was soon found, did not keep down the price of flour. Therefore the price of wheat was fixed by the Board of Grain Supervisors. It was not long with the limitation of millers' profits on flour that some firms found more profit in taking out of the grain a larger proportion of the higher priced feeds, as the prices of these ran away up. But this reduced the domestic flour supply. Then the price on bran and shorts was fixed and other feeds were not allowed to be made. Later the "extraction" was set at 74 per cent. of the wheat berry, i.e., the miller was compelled to mill his grain to give 74 per cent. flour for human food, leaving for feed 26 per cent.; feed for cattle had to be supplied also.

The application of this fairly to the small man and the big firm alike could only be done by the license system. "What was sauce for the goose was sauce for the gander." The small miller was thus not ousted from the essential war-work of food production. He was given a chance in trade at equal profit with the big firm. Thus it came at the end of April, 1918, that the only variable factor in the price of wheat was railway freight. The Canada Food Board had, naturally, no control over this.

Then came the creation of standard flour. This uses the largest part of the wheat kernel for food, yet keeps the bread nearly white. In Graham flour all the wheat grain is used, including the outer cover, or bran, and the germ, or tiny seed centre from which the new plant springs. When a small part of the bran only is removed the resulting flour is called "whole wheat flour." Both this and Graham flour are dark and make brown bread.

White flour is made by sifting out bran and germ. Such flour keeps longest. But the finest white grades only utilized 50 per cent. of the complete wheat kernel. The remainder used to go into lower grade flour, bought by the poorer classes, or into animal feeds. None of this can be milled now. The later "Standard" flour regulations make it compulsory for the miller to "extract" as it is technically called. 76 per cent. of the whole kernel, and if this is milled to the fullest extent it contains practically no bran or germ. It is a white flour. A saving of 25 per cent. of part of our consumption is thus made by standard flour because 25 per cent. more of the threshed wheat is used. The saving goes overseas. It makes the wartime Canadian breadbasket more democratic—the same for rich and poor alike It does not upset national notions or household habits about white bread.

The retailer's license helps to save food because it is the chief link in a chain from the Food Board to the public. The miller, the manufacturer of prepared foods, and all wholesalers had been licensed for control before him. To leave the last link would have been useless. Through control of the retail food dealer the chance of hoarding in private homes is greatly reduced. No retailer to-day dare supply a family where he believes undue stocks of food are being hoarded. Without this a big staff of inspectors would be required. The retailer under license is really now aiding in a new national duty. He has become a valued official food distributor who can be trusted. That's patriotism. He is also the preventer of waste who helps the poor to fare as well as the rich. That's service.

Results Obtained

To show what has been accomplished by these methods of food control it may be stated that our net Canadian exports of beef last year exceeded the average before the war by 75,000,000 pounds; our pork exports by 125,000,000 pounds; and our butter exports by 11,600,000 pounds. We exported nearly 30 per cent. more wheat from the last crop than would have been possible had not the Food Board imposed restrictions and made the use of substitute flours compulsory The Board also settled disputes regarding 750 carloads of foodstuffs which, but for their intervention, might have spoiled. If the grocer will consider that the same method is being adopted to conserve those foods in which he deals and of which he is now the semi-official distributor, he will understand that it is no idle word when the Food Board asks his active co-operation.

THE CLERKS' DEPARTMENT

A SINGER WHO IS ALSO A GOOD BUSINESS MAN

John McCormack's Income Tax is $75,000—Royalties From Records Run to $200,000 a Year—His Victory Loan Activities

THE bulk of the sketches appearing weekly on this page have been of business men. Herewith a story is offered of a man who is not a business man in the strictest sense of the word but who after all must be a very capable business man because he has made a fortune out of a set of well developed vocal chords. John McCormack has been sufficiently successful to invest $150,000 in Liberty Bonds on his own account. The following sketch which appeared in *Pictorial Review*, deals chiefly with his patriotic endeavors and is particularly interesting in view of the approaching Victory Loan campaign in this country:

Sixteen months ago, when the United States declared war on Germany, someone asked John McCormack this rather vital question, "Are you an American citizen?" And this was his answer:

"I've already taken out my first papers long before this war was declared—and I'm a good American for the simple reason that I'm a good Irishman. And as far as this war is concerned, I'm in it with America from the start to the great and victorious finish."

Along about the time the man asked him that pertinent question, Mr. McCormack was doing a lot of deep thinking. He was not yet a full-fledged citizen. He could not enlist, nor could he be drafted. But he must do something for the country that had done so much for him. Perhaps the American Red Cross could use him, so to the Red Cross he went, and secured an interview with Mr. John D. Ryan.

"Just what does the Red Cross need most that I could do for them?" Mr. McCormack asked.

"Well, of course we need money, lots of it," Mr. Ryan declared, "but what we need most from men like you who reach the public through their hearts is money—and propaganda. Many men can raise money alone, but you have unusual facilities for spreading the propaganda that is most needed at this time."

"Very well," assured Mr. McCormack, "count on me for one hundred thousand dollars. I'll sing until I've raised that amount, and thus I'll spread your propaganda to the best of my ability." And he has made doubly good on that promise.

To-day the Red Cross has one hundred thousand dollars and more paid in the golden notes of his voice, of which there are no counterfeits! He opened each of these concerts with the singing of "The Star Spangled Banner," amid wild applause. He closed each one with the soft, sweet strains of "God Be With Our Boys To-night." No mad applause greeted this closing song. In its place was silence, as mothers and fathers and sweethearts tried in vain to keep back tears that would come.

In order to give this series of concerts for the Red Cross, Mr. McCormack canceled several personal concert engagements and the manner in which the series was conducted is worth more than mere mention. The Red Cross received gross receipts on all concerts, Mr. McCormack and his management paying absolutely all expenses. If the hall was not donated, Mr. McCormack paid the rent of it. He paid for all traveling expenses, while all advertising and printing expense was paid for by the management, so that every dollar received meant 100 cents for the Red Cross.

"It's very interesting to recall what the boys like best in these camps," Mr. McCormack said. "One fellow asked me to sing 'A Hot Time in the Old Town To-night.' Some of them ask me for the latest Broadway hit, and I try to give it to them. Most of them, however, want simple ballads that appeal to the heart and recall love and home. They seldom ask for these cheap war songs that take such liberties with the flag and the nation. You don't hear the men in the camps bellowing about following the flag. They have too much reverence for it."

At Washington the great tenor sought an interview with President Wilson.

"I have come to offer you my services in any capacity that you may see fit to use them. I realize that the boys overseas can not come home when they get their leave. The French boys get home to mothers and wives and little children; so do the British boys; but our Americans can only go 'somewhere in France.' Let me go over and cheer them up with songs and stories from home," he begged.

But President Wilson dissuaded him from going. Mr. Wilson said truly that the war will not be won by men in the trenches alone. The war must be won by those at home as much as by those abroad, so long as all are doing their duty. And the public knows without any word from President Wilson that John McCormack is best fitted to "keep the home fires burning" and the fountain of sentiment flowing.

To-day Mr. McCormack is the owner of $150,000 worth of Liberty Bonds. In order to meet the payment on these bonds he sold at a great sacrifice two of his most valued treasures—his precious violins—one a Stradivarius, the other a Guarnerius, for which he paid $26,000.

One Song Raises One Hundred Thousand Dollars

It was during this third bond drive that Mr. McCormack was giving a concert in Buffalo. In the hotel where he was stopping lived a very rich gentleman, blind and a hopeless invalid. He had always longed to hear the great tenor. His secretary had read that McCormack had offered to sing a song for any one who bought a $5,000 bond at some rally. "I'd give a good deal more than that to hear him sing," said the invalid. "I'd give a hundred thousand." At noontime the secretary of the invalid met Mr. McCormack in the lobby of the hotel, and told him the little incident, just by way of a bit of flattery. But Mr. McCormack was for America first and flattery could go galley-west. He found out that the invalid could be moved about in a rolling-chair. "Bring him down here to the ballroom where I have space for my voice, and I'll sing any song he selects. Uncle Sam needs that money."

The invalid was brought down and asked for "God Be With Our Boys To-night." And in less time than it takes to tell it, the McCormack voice was rounding up $100,000 for Uncle Sam, meanwhile assuring the crowd that he had several other songs to offer at the same figure. In doing this the singer broke a hard and fast rule. He absolutely never sings or speaks publicly on a concert day.

The money this one man's voice has raised for various war relief funds in addition to the Red Cross covers a long, long trail.

He has not forgotten his own home town in Athlone, Ireland. The main industry of the town was its woolen mills, all closed down by the war, leaving many men without employment. Mr. McCormack gave a concert and raised in one night $7,000 for his little home town where his parents still live.

He dropped in at a bazaar one night in Chicago, given for the Fatherless Children of France ,and there he paid $2,400 for a tiny scrap of old yellow paper the original manuscript of that immortal poem of Eugene Field's, "Little Boy Blue."

Just a Bit of His Irish Humor

His personal income is, of course, tremendous. He paid an income tax of approximately $75,000 and as he wrote out his cheque for that rather startling amount his Irish humor did not desert him. As he signed his name to the cheque—equal to the salary of the President of the United States—he said:

"Somewhere it is said that 'The Lord giveth and the Lord taketh away. Blessed be the Lord.' And I hope I shall be pardoned if at this time I say, 'America giveth and America taketh away. Blessed be America!'"

The sale of his talking-machine records is phenomenal, all of them selling at popular prices. One of the most popular of these is "I Hear You Calling Me," which has been a steady seller for the past seven years. It is safe to say that every owner of a talking-machine owns this record. In the year 1917 he received nearly $200,000 in royalties from the sale of records alone.

The cheese factory of Norman Tackateng, New Dublin, has been destroyed by fire.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

Remi Tougas has succeeded Tougas Freres at 209 Workman street, Montreal.

H. W. Waddell, of Armour and Company, Chicago, was in Montreal last week.

E. C. Locas, accountant with Z. Limoges, Enreg., Montreal, is away on holidays.

W. A. Sadler, sales manager for the Canada Starch Company, is away on holidays.

T. W. C. Binns of the Matthews-Blackwell Co., Ottawa., was in Montreal last week.

Capt. F. W. Wallace, of the Canada Food Board, spent a day or two in Montreal last week.

John Simpson, of Chase and Sanborn, coffee roasters, Montreal, is a visitor to Toronto this week.

Sinai Savoie and Antonio Savoie, Montreal, have been registered under the name Savoie & Fils.

Wells & Cole of Huntington, have dissolved partnership, G. W. Cole continuing the business.

B. Trudel, manager of the tea department of Chaput Fils and Co., Montreal, has returned from his holidays.

Aaron Prunack and Jacob Freeman, Montreal, have been registered under the name of the St. Viateur Grocery.

R. G. Lind, of the Lind Brokerage Co., Toronto, was a visitor to Montreal this week in the interests of his firm.

J. E. Pollard, Montreal manager for the Quaker Oats Co., is spending his holidays in Peterboro' and vicinity.

Charles Chaput, president of Chaput Fils and Co., and Mrs. Chaput, returned this week from spending some time at Old Orchard Beach, Va.

Thos. Hunter, grocer, St. Lambert, Que., has purchased the interests of his former partner, Mr. Graham, and will continue as Thos. Hunter.

At the annual convention held in Halifax recently of the Canadian Fisheries Association, J. A. Paulhus, of the D. Hatton Co., was elected as second vice-president.

C. Burns, late with the John Duncan Company, Ltd., wholesale tea importers, Montreal, left for London, England. Mr. Burns will be attached to the London office of the Carter Macy Co. of New York.

Among those attending the conference in Winnipeg this week of food board representatives and millers are W. W. Hutchison of Lake of the Woods Milling Co., Ltd.; W. A. Black of the Ogilvie Flour Mills Co., Ltd., A. E. Labelle of the St. Lawrence Flour Mills Co., and J. E. MacFarlane of Western Canada Flour Mills Co., Ltd.

Dana F. Ward, of Whitman Ward Lee & Co., Boston, and a member of the United States Food Board, was in Montreal last week and consulted while here with J. A. Paulhus and others as to methods that had been found successful in Canada in promoting consumptive demand for fish.

While the requirements of the law call for the observance of a 90 weight in selling potatoes by the bag, it is claimed that numerous cases of farmers selling in smaller bags than those holding such weight are continually being found. This, if the case, is a rather dangerous practice and should be discontinued.

Montreal is being rid of some of the daring robbers that operated here for a long time. At least arrest of four men last week bids fair to solve a serious problem that has been confronting the police for a long time. Many goods have been stolen and the active policy of the new police head and director of public safety will be welcomed by the trade. So pleased did one aggrieved merchant feel that he offered the men securing the arrest of the thieves $1,000 for their good work. This, however, was refused.

Ontario

Edith Hyatt, grocer, London, has sold out.

G. Langlois, Ottawa, is discontinuing business.

Festing Bros., Hamilton, have sold to S. Bamford.

William Gardener, Hamilton, has sold to C. F. Drake.

Hubien and Autosne, Hamilton, have sold to B. Crankewich.

James W. Collier, Sarnia, is advertising his business for sale.

W. H. Creeper, general storekeeper of Hayden, died recently.

Mrs. F. H. Curville, Ottawa, has been succeeded by D. McCarthy.

C. Lawrence & Co., St. Catharines, have sold their stock to Bradley & Sons.

The Stouffville Bread Co., grocers and bakers, Stouffville, have suffered loss by fire.

Trobel and McCourt, Ottawa, Ont., have dissolved partnership, J. E. Trobel continuing the business alone.

J. E. Richardson, Dundalk, retiring from business after twenty years, sold out to M. Sydie four months ago.

T. H. Estabrooks, president T. H. Estabrooks & Co., St. John, N.B., spent a few days in Toronto early in the week.

Western

John S. Dutchyshen, Jasmin, Sask., has sold out.

The estate of I. Magnusson has sold its stock to Wasseman & Co.

R. W. Buckley, general store, McGee, Man., has been succeeded by A. F. Dale.

Malena & Co., general store, Frank, Alta., has been succeeded by the Liberty Store.

J. P. Bystrom, general store, Big River, Sask., has been succeeded by J. S. Friedman.

The McNutt Trading Co., general store, Estuary, Sask., has sold its stock to M. Peckoff.

To meet the growing demands of business the Mason & Hickey Co. have made extensive changes in their headquarters, 287 Stanley street, Winnipeg. The main office has been entirely rebuilt, so that their new premises are now of the most up-to-date character. Additions have also recently been made to the staff.

ATTENDED CONVENTION

J. J. McCabe and H. Peters, Toronto, were in attendance at the International Apple Shippers' Convention held in Philadelphia, Pa., last week.

Reports from the convention indicate a very strong feeling in boxed apples. The crop of Jonathans is reported very light and indications are that prices will be very high. Others varieties are also in light supply except Winesaps and Newtons, which will be plentiful. Shippers emphasized the importance of placing orders early on account of refrigerator car shortage which may assume serious proportions.

The Toronto delegates were in a train wreck outside of Buffalo, N.Y., in which two coaches were overturned, but fortunately no serious injuries resulted.

GUELPH, ONT., GROCERS HOLD SUCCESSFUL PICNIC

The Second of Its Kind Proves so Successful That It Is Decided to Make the Picnic an Annual Event

Last week was made famous for the grocers conducting their business in and about Guelph by reason of the second picnic given under the auspices of the merchants of the city at Puslinch Lake. It was an ideal day for an affair of its kind, the intense heat of the last week giving away to just the proper temperature, and the committee in charge of the outing, who were F. C. Barber, chairman; E. J. Drake, secretary, and A. J. Groom, C. C. Borden, C. T. Hicks, and W. G. Hood, are to be congratulated on the success attending their efforts.

One of the features of this year's picnic was the holding of many novel events, in which all the contestants had an equal opportunity to win. This made the entry list in each race heavy and resulted in close contests. At the conclusion of the races, supper was served at a large table on the lawn in front

of the hotel. Chairman Frank Barber, in a few words, expressed his pleasure at seeing such a large number present, particularly the representative gathering of wholesale men from various points. Short addresses of appreciation to the local grocers for endeavoring to get closer together in a social way and assuring them of support in the future were given by J. H. Simpson, G. W. Walker, Roswald Goldie, representing the wholesale houses of Guelph, and W. W. Goddard, of Hamilton; J. W. Charles, of Toronto; Charles Smye, of Hamilton, and J. A. McCrea, of Guelph. W. G. Hood responded on behalf of the association. Col. Stoneman of Hamilton, gave a patriotic recitation, following with "How Bill Adams Won the Battle of Waterloo," which proved to be the hit of the day. Shortly after supper the party returned to Guelph, voting the outing one of the best of the season.

Among the wholesale men present were Rod Young, Hamilton; S. Macdonald, Toronto; W. W. Goddard, Hamilton; Col. Stoneman, Hamilton; Harry Quillie, Hamilton; W. E. Clarke, Toronto; Fred Urstadt, Kitchener; Charley Smye, Hamilton; Alf. Rogers, Hamilton; W. L. Orr, Toronto; P. Hayden, Hamilton; J. H. Simpson, G. W. Walker, R. Goldie, W. Knowles and J. A. McCrea, Guelph.

NATIONAL DELIVERYMEN'S CONVENTION OVERWHELMINGLY IN FAVOR OF CO-OPERATIVE DELIVERY

The fourth annual convention of the National Deliverymen's Association, known as a conservation convention, that was held at South Bend, Ind., was brought to a close last week after a very successful session.

The election of officers resulted as follows: President, C. K. Berry, of Marshalltown, Iowa, re-elected; Vice-President, L. K. Montgomery, of Galion, Ohio; Treasurer, J. A. O'Donnell, Cleveland, Ohio, re-elected; Secretary, John D. Keifer, Elwood, Indiana, re-elected. L. C. Rhoades, retiring vice-president, of Ann Arbor, Mich., was elected honorary vice-president.

One of the most important of the addresses before the convention took place on the eve of adjournment when E. W. Balch, secretary of the Merchants' Economy Department of the Indiana State Council of Defense, addressed the convention particularly on the subject of delivery. While the bulk of his work in connection with the State Council of Defense and limited deliveries has been among other than grocery stores and meat markets, when it was explained to him that co-operative and union delivery managers and proprietors, by the very nature of the central delivery plan, have already and at the present time are conserving 50 to 75 per cent. of the men and equipment formerly employed by merchants in their respective communities when the merchants were operating their own individual delivery systems, he voiced the opinion that his interpretation of the recent ruling sent out by the conservative division of the War Industries Board at Washington, calling upon merchants and deliverymen to reduce delivery service to one delivery over each route per day, to be that deliverymen employing union or co-operative method were already conserving both man power and equipment to the fullest extent, and complying in spirit if not in strict letter with that ruling of the War Industries Board.

Sol. Westerfeld, a well-known Chicago grocer and associated with the Illinois Food Administration, addressed the convention at the Tuesday morning session on the subject of co-operation. His talk, which was a very spirited and pointed one, emphasized the economy of the central delivery plan and voiced the suggestion that it should be adopted in every town and city throughout the country.



B. M. HENDERSON

The B. M. Henderson Brokerage Company of Edmonton, Alta., of which B. M. Henderson is president, has just completed the first year of operation. During the course of this year's business the company has kept on a strictly brokerage basis and have found this course has been to their advantage.



Lieut. Chas. Upton Haywood, son of Mr. James Haywood, manufacturers' agent, 23 Scott street, Toronto, has been wounded by gunshot in the right arm and admitted to No. 8 General Hospital, Rouen, August 10. He went overseas with the 198th Battalion. He was formerly with the Imperial Tobacco Co. of Toronto.

LARGE MILL BEING ERECTED AT CALGARY

The new flour mill which is being erected in Calgary, Alberta, will, it is claimed, when completed, be the largest in Canada, and one of the most up-to-date mills on the American continent.

Plans have been laid for a remarkable output of flour in the mills and storage of grain in the elevators. The mill itself will be built in two units, one for the preparation of export flour, and the other for flour to be used on the local market. The capacity of the mill will be from 6,000 to 7,000 barrels of flour daily, and the capacity of the elevator will be a million bushels.

New Goods Department

THEROZ MESS KIT

The Theroz Mess Kit, a new line manufactured by the Basic Products Corporation, New York, is being handled in Canada by W. G. Patrick & Co., Ltd., 51 Wellington St. West, Toronto.



Theroz Mess Kit

This mess kit is made entirely of aluminum, weighs less than two pounds, is heated with specially prepared cubes, and it is claimed permits three kinds of food or drink to be prepared at once.

There are nine separate parts to the kit, permitting it to be easily cleaned and scalded. For quick meals, quick shaves or for the rapid heating of water for surgical purposes, it is said to be very handy. Coffee, soup and beans may, it is claimed, be prepared at the same time and in but seven minutes, irrespective of wind and weather.



Kit in Use

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

No. 1 TIMOTHY

Can you advise us where we can obtain No. 1 timothy hay with not over 20 per cent. clover? If so have the parties wire us quotations on 20 cars for delivery up to December.

ADAMS RIVER LUMBER CO.,
Chase, B.C.

Answer—From information we have been able to obtain the quality of hay stated is practically unprocurable. Very good grades of No. 2 timothy are available. Information as to parties having such to offer has been forwarded.

* * *

BOOKS ON BUSINESS FOR A GENERAL STORE

Can you put us in touch with some volume or volumes that would be of assistance to us in our store. We are classed as general merchants and have to our hand both your works, i.e., GROCER and DRY GOODS REVIEW. We think that you have some works on salesmanship, etc., that will be of value to us.

We are enclosing stamped addressed envelope for your convenience in replying. Thanking you, we are,

R. D. MUNRO,
Auburn, Ont.

On reference to your enquiry as to what volumes there are available that might be of service to you in your store, we might suggest the following: Management and Salesmanship, 50 cents; Successful Selling, 50 cents; The Art of Business Getting, 50c; Art of Retail Selling, $2.00; Selling Schemes for Retailers, $1.00; Store Management, $1.00. All these books may be obtained from the Technical Book Department, MacLean Publishing Co., University Avenue, Toronto.

* * *

SUGAR PRICE REGULATIONS

What are the price regulations regarding retail sale of sugar? State quantities allowed per person per month.

T. B. HOWARD,
Scotstown, Que.

Answer—The only actual binding regulation in force at present is the one limiting the sale of sugar to 14 days' supply. This permissible supply is increased in the case of farmers who live at a distance from the store. If five miles away he may stock 30 days' supply, more than five and less than ten he may stock 60 days' supply and over ten miles distant he may stock 120 days' supply. This is the actual law on the situation, of recent date, however.

The Canada Food Board has asked private householders of Canada still further to restrict their consumption of sugar for personal use to 1½ pounds per month per person and to use a greater proportion of brown sugar. The Board also warns against hoarding, as unfair, unnecessary and contrary to the law.

It would be wise under present conditions to look upon this as something a little more imperative than a mere suggestion.

* * *

PRINTED PRICE TICKETS

Kindly advise in your next issue where we can get ready printed price tickets to pin on to our goods?

DOMINION PAPER CO.,
Kingsley Falls, Que.

Answer—These can be supplied by the Store Help Manufacturing Co., Calgary, Alta.

* * *

CANADIAN SPICE GRINDERS

We would like to have a list of all the spice grinders in Canada, and would appreciate your sending this list to us if you could do so.

———, Vancouver, B.C.

Answer—The following is, we think, a fairly complete list: White Swan Spices & Cereals, Ltd., Toronto; Litster Pure Food Company, Toronto; Dalton Bros., Toronto; Pure Gold Manufacturing Co., Toronto; Eby Blain, Ltd., Toronto; S. H. Ewing & Sons, Montreal; Lymans, Ltd., Montreal; National Drug & Chemical Company, Montreal; Dominion Coffee & Spice Mills Co., Montreal; Herron, Leblanc & Co., Montreal; The Estate of Lyon Silverman, Montreal; The Codville Co., Winnipeg; The Dyson Co., Winnipeg; White Star Manufacturing Co., Winnipeg; Blue Ribbon, Itd., Winnipeg; C. H. Cochrane & Co., Ottawa; G. S. Dunn & Co., Hamilton; McLarens, Ltd., Hamilton; Imperial Cocoa & Spice Co., Hamilton; Young-Winfield, Ltd., Hamilton; Gorman Eckert, London, Ont.; Canada Spice & Grocery Co., Ltd., London, Ont.; Canadian Spice Mill, Quebec, Que.; G. Barbour & Co., Ltd., St. John, N.B.; John P. Mott & Co., Halifax, N.S.; W. H. Schwartz & Son, Halifax, N.S.; Wm. Braid & Co., Vancouver; Empress Manufacturing Co., Vancouver; Kelly-Douglas Co., Vancouver; Pioneer Coffee & Spice Mills, Victoria, B.C.; Georgeson & Co., Calgary, Alta.

* * *

BEEF FOR SAUSAGES

I would be obliged if you could supply me with the names of two or three exporters of beef suitable for making sausage.

M. J. O'BRIEN,
St. John's, Newfoundland.

Answer—Any of the following firms could supply you with the goods required: Gunns Ltd., Toronto; William Davies Co., Toronto; Harris Abattoir Co., Toronto; Mathews-Blackwell Co., Toronto; Swift Canadian Co., Toronto.

* * *

MARKET FOR BALED PAPER

Kindly let me know where I can dispose of baled paper. I have about 20 bales at present?

JEUTTNER & SCHUMACHER,
Prelate, Sask.

Answer—Paper is selling at a very low figure at the present time, about $12 a ton, and in small shipments the freight charges eat up the profits. Better join with other merchants in making up a car. When a car is available communicate with E. Pullan & Co., 10 Maud St., Toronto; they will probably be able to place it to advantage to you in the Middle Western States, and so avoid heavy freight charges. The Winnipeg Paper Stock Company, Winnipeg, Man., are also handlers of waste paper.

* * *

NEED A MILLER SELL SUBSTITUTE FLOUR?

Is it necessary for a miller who is retailing flour to sell one pound substitute to four pounds of white flour?

———, Beeton, Ont.

Answer—Yes. He must observe the same regulations as other merchants.

* * *

NAME ON DAIRY BUTTER PACKAGE

Will you kindly tell me if it is all right to buy and sell butter done up in pound prints with the butter papers printed "Dairy Butter" and the makers name written on or must the name of the butter maker be printed too?

G. C. LOVELL,
Hunta, Ont.

Answer—If the package is branded "Dairy" the name is not necessary.

* * *

PICNIC LICENSE

Please let me know about the picnic and grocery business license, and the amount of sugar a family may have on hand.

J. K. TISDALE,
Attercliffe, Ont.

Answer.—Any merchant carrying on a grocery business is required to have a license. Regarding picnic parties, no license is required save in such cases as the picnic becomes a money-making business organization, then, of course, a license would be required.

The average family living within two miles of a store can have on hand at any time 15 days' supply of sugar.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following: .....

.....

.....

Name .....

Address .....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

WHOLESALERS have been instructed to sell no sugar to any dealer unless license number is given along with order. A certificate system of rationing to dealers is expected to develop within a short time, and this will probably be based on purchases made over a 12 months' period. The sugar situation in its seriousness may be judged from the steps being taken or under contemplation to curtail its use. Dealers would be well advised to discourage the use of sugar by their customers to a minimum.

The possible diversion of a further supply of Cuban sugars, destined to the United Kingdom, to Canadian refiners, along with a shipment of San Domingo raws, sheds a ray of light over the situation, but the outlook is still serious, and strictest economy is essential.

MONTREAL—New prices are out on 1918 pack of jams and some canned fruits, such as red raspberries and blueberries. These, for the former especially, are very much higher. Starches are up, too, and corn syrups as well. Potato flour, hand cleaner and various lines of canned milk are up.

Molasses scored an advance of 3c per gallon. This is in definite accord with the predictions made in CANADIAN GROCER last week. Vegetable markets are more favorable, and the biggest reduction is in potatoes, which are down to $1.25 per bag. Fruits are high, and oranges are very hard to procure.

There is very little change here in the sugar situation, but supplies still are limited, and soft sugars must be taken in proportion when granulated is bought.

TORONTO—Important changes have been made in many lines affecting the grocery trade. Corn syrups show an advance of 15c case for the 2-lb. tins, with barrels up ¼c per pound. Sharp advances in corn, along with increased freight rates, have been factors in this increase.

Laundry starch and corn starch are up ¼c per pound. Condensed milk is higher by 25c per case, and Reindeer coffee and cocoa are also up 25c per case. Salt has reached higher levels, and macaroni shows an upward trend.

Latest reports on the canned salmon pack indicate that packers hope to deliver about 80 per cent. sockeye halves but only 10 per cent. talls. Pink salmon, chums and white springs, halves and talls, are expected to yield full delivery. Cohoes are mostly yet to pack, and deliveries are expected to reach 75 per cent. halves and about 40 per cent. talls. The present outlook is that the trade will have to be satisfied with the cheaper grades of salmon this year.

Advances in nutmegs, white pepper, herbs and cream of tartar in some quarters feature the spice markets during the week. Supplies generally on all lines are fair, with the demand nominal in accordance with season.

Cables contain advice of a sharp advance in filberts. Present cost shows an advance of about 50 per cent. The first cost to the importer to-day is higher than present selling price to the retail trade. Almond quotations continue high, while walnuts are very scarce and very high.

Highest prices ever known, it is said, now prevail on oranges, with little chance that easier conditions will exist for some time to come. Lemons are higher at primary points, though declines locally have been recorded.

WINNIPEG—Jobbers have been compelled to cut down on both dried fruits and sugar supplies to the trade. Their action as regards sugar is made necessary by the refineries, acting on the instructions of the Canada Food Board, instructing jobbers to sell 30 per cent. yellow with each car of granulated sugar. The reason for the cutting down of prunes and peaches was because the jobbers themselves are not sure as to how much of these lines they are going to get themselves. Another important change in this week's market is an advance on corn syrup. This is due to a firmer corn market, which also had the effect of sending up the price of cornmeal, corn flour and corn starch, the latter jumping ¼c per pound.

Some idea of the high price of canned fruit this year can be gathered from the opening price of canned raspberries, which are about 40 per cent. above last year's price. This will work out at about 45 cents per tin to the consumer. Everybody seems to be looking for cheaper canned vegetables. The outlook is for very much lower prices on Ontario canned tomatoes.

Advices indicate that prices on coffee in New York are much higher. This is attributed to the higher marine risks prevailing there because of submarine activity. This will not affect the price to retailers right away, and if there is a change it will be gradual.

QUEBEC MARKETS

MONTREAL, August 21. — The week is somewhat quiet. Probably more people than ever are away for their holidays, and this makes a big difference in local trading. Jobbers have been acquainting their travellers with the requirement of the Canada Food Board by which manufacturers and proprietors of public eating houses must show their certificates when purchasing sugar, and such purchase must be marked on the certificate. Sales by the jobber to the retailer must also appear on the former's return to the Department at Ottawa each week.

New High Prices For Milk and Potato Flour

Montreal.

CANNED MILK; POTATO FLOUR. —New prices are announced on potato flour of Edwardsburg manufacture. The old price of $3.60 has been advanced to $4. Eagle and Challenge milk have been advanced also 25c per case, and this same advance it applicable also to Reindeer cocoa in milk, the price being $6 per case now for the large size and $6.25 per case for the small.

Hand Cleaner Marked Up 15 Cents Per Case

Montreal.

HAND CLEANER. — Hand cleaner has been advanced in price. The jobber's price on Snap is now 15c per case higher, to $5.55, and the change becomes effective at once.

New Jam and Jelly Prices Show Advances

Montreal.

JAMS AND JELLIES.—Advances are shown in the new prices just announced for the various lines of jams and jellies. Some of the new prices are as follows: Raspberry and strawberry jam, 16 oz. size, $3.90 per doz.; 12 oz., $3.35; 4 lb., 98c; 5 lb., $1.22; 7 lb., $1.62, and in 14 and 30 lb. pails 24c per pound. Black currant is priced likewise, and the prices for raspberry, black and red currant jellies is the same as those for jams. Crab apple jelly in 12 oz. size is priced at $2.15; marmalade at $2.40 for the same size and in 16 oz. jars, $2.95; in 4 lb. tins 76c; 5 lb. tins 90c, and in 7 lbs., $1.26, while the 14 and 30 lb. pails are 17½c per lb. Prices for pure apricot, red currant, blueberry and gooseberry in 12 oz. size is $2.70 per doz.; 16 oz., $3.25; 4 lb., 84c; 5 lb., $1.03, and 7 lb., $1.41. Wood pail price is 19c per lb. Greengage, plum, peach and pear jam prices are as follows: 12 oz., $2.60: 16 oz., $3.15; 4 lb., 82c; 5 lbs., $1.01; 7 lb., $1.38, and 14 and 30 lb. pails 19c lb.

Sugar Distributed On Unchanged Conditions

Montreal.

SUGAR.—There is still a fair movement of sugar and the matter has now resolved itself into one of submitting to the requirements of the whole situation. Soft sugars are sent out by one refiner on the basis of the buyer taking one third of his allotment of these and the other two-thirds of granulated. The whole position is now so generally accepted that the change from week to week is very small indeed. Prices are steady and without change, but refiners are still considering the matter of freight rates and decisions as to the differentials are expected at any time.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 10
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50
Cut loaf (25-lb. boxes)	10 40-10 70

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Canned Fruits Firm With Sale Maintained

Montreal.

CANNED GOODS.—Little new has developed in the canned goods situation. Jam and jelly prices are out and announcement will be found elsewhere. There is still a very fair movement of many canned fruits and vegetables and some of these are firm but without definite change of quotation. It is apparent that the retail trade is fairly well supplied with some lines while others again are short all around. New pack red raspberries have gone skyward and are quoted at $4 per doz. for 2's. Blueberries in gallons are quoted at $7, this being an advance of 50c.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
Sovereign, 1-lb. flats	....	4 50
Do., ½-lb. flats	....	2 30
1 lb. flats	....	4 62½
1 lb. talls, cases 4 doz., per doz.	....	4 50
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	2 10
Pinks, 1-lb. talls	....	2 60
Cohoes, 1-lb. talls	....	3 40
Red Springs, 1-lb. talls	....	2 70
Red Springs, ½ lb.	....	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 90
Tomatoes, 1s	....	1 25
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	4 00
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Strawberries, 1918 pack (2s)	....	4 00
Rhubarb, 2½s	....	2 60
Blueberries, 2s, doz.	....	1 85
Blueberries, gallons	....	7 00
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Potatoes, Can. Sweet, 2½-lb, tins	....	2 10
Potatoes, Cal. Sweet, 2-lb. tins	....	2 75
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Pineapples, 2s	....	3 10
Pineapples (grated), 2s	....	2 90
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Molasses Advances 3c; Corn Syrups Up, Too

Montreal.

MOLASSES AND SYRUPS. — Advances are made in the jobbers' quotations on both molasses and syrups. The former is up three cents a gallon and this probability of an upward tendency was a very definite indication in last week's CANADIAN GROCER.—It is very hard to secure molasses at all and quantities are very limited. It is also very difficult to know just what the jobber will have to pay for his molasses, landed here, for the restrictions imposed, the shortage of shipping and other unexpected things may develop at the eleventh hour and add to laid down costs. Corn syrup is higher, too, to the extent of a quarter of a cent on weight prices and of 15c per case on case lots. Prices fill be found below.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07¼
Half bbls. or quarter bbls., ¼c per lb. over		
Kegs	....	0 07¾
2-lb. tins, 2 doz. in case, case	....	4 80
5-lb. tins, 1 doz. in case, case	....	5 40
10-lb. tins, ½ doz. in case, case	....	5 10
20-lb. tins, ¼ doz. in case, case	....	$ 05
2-gal. 25-lb. pails, each	....	2 25
3-gal. 38½-lb. pails, each	....	3 40
5-gal. 65-lb. pails, each	....	5 50
Cane Syrup (Crystal Diamond)—		
2-lb. tins, 2 doz. in case, per case		6 00
Barrels, per 100 lbs.		8 75
Half barrels, per 100 lbs.		9 00
		Prices for
Barbadoes Molasses—		Island of Montreal
Puncheons	....	1 03
Barrels	....	1 06
Half barrels	....	1 07

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Spot Supplies Raisins Limited; Markets Firm

Montreal.

DRIED FRUITS.—At the present time there is a fair amount of business passing and this is done largely on existing stocks. There is a rather undecided outlook regarding the securing of future supplies for the production in the States has not been so large as to make provision for demand outside on a large scale. Some shipments are looked for and the market will be able to absorb what comes in within a reasonable period. All prices are steady and firm, with spot stocks of raisins limited and

the undertone of the market for these very strong.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	....	0 20
[illegible] (fancy)—		
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb...	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	6 84
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 19
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 13
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12¾

Fewer Lines of Rice Than Before and Firm

Montreal.

Rice.—The local demand is steady but rather light. Prices are very firm and no declines are expected, but rather a strong undertone is characteristic of the whole situation here. There are not so many grades now as there were, transportation being a factor in shutting off supplies from some of the producing points. There is some request for tapioca and sago and the market on these is firm and steady.

Rice, fancy	9 75	10 25
Ice Drips—Japan	....	11 25
Carolina	12 50	15 00
"Texas" per 100 lbs.	....	9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon "B"	9 50	9 75
Rangoon CC	9 25	9 40
Mandarin	....	10 00
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15	0 16

For New Crop Beans Outlook is Promising

Montreal.

BEANS.—Recent reports state that the outlook in Quebec Province for beans is excellent and that if the weather remains so favorable as it is now there will be a large yield of first class stock. On the old stocks there have been no changes at all and trading is limited.

Beans—		
Candian, hand-picked, bush...	8 40	9 00
Ontario, new crop, 3 to 4 lbs..	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 50	8 75
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Activity of Nut Market Eclipses Usual Records

Montreal.

NUTS.—While there is reason to hope that the supply of nuts will be ample this fall to meet the requirements of the Canadian trade, jobbers have been buying freely and there has been a greater activity during recent weeks than is usual in the average season. Some shipments have been received recently and these are distributed promptly to the trade. Prices are decidedly firm and it may be expected that advances will still be applied to various varieties as importing prices advance. There are very few nuts in some of the United States points, it is stated.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Lilberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 46
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Announcements Re New Wheat Flours Expected

Montreal.

FLOUR AND FEED.—It is expected that there will be some news very soon regarding the new wheat flours. Millers and food board representatives, it is understood, are taking this matter into consideration, and in view of the higher freights it is probable that a readjustment of prices will have to be made. In the meantime there is a good demand for flour and sales are made readily, where the stock is to be obtained. Supply is light, however, and there is unlikely to be any more than enough to meet the new milling, if there is that. Feeds are steady but on an unchanged basis. Since the price of shorts and bran are based at lake head ports it is probable that there will be a revision of price on these two feeds to cover the increased cost of transportation under the new freight schedules, and which amounts to $1.40 per ton, Montreal basis.

War Standard, Graham and Whole Wheat Flours—			
Car lots (on track)	....		10 95
Car lots (delivered), Bakers..	....		11 05
Small lots (delivered)	....		11 15
Bran, per ton	....		35 00
Shorts	....		40 00
Crushed oats	....	61 00	70 00
Barley chop	61 00	64 00	72 00
Barley meal	61 00	64 00	72 00
Feed oats, per bushel			1 10

Oatmeal is Firmer; Flour Substitutes Scarce

Montreal.

CEREALS.—There is a fair business being done in some of the cereals, and until the present—for some ten days or two weeks—there was quite a little difficulty in securing all the oatmeal and rolled oats necessary. Prices on oat products are firm, and one jobber has advanced his prices 10 cents per sack. Flour substitutes are rather scarce, too, and there is a good demand for these. One jobber stated that he had had to take half the desired quantity of corn flour on a recent order. It is understood that there is now a better supply of some lines. Markets are generally firm.

Cornmeal, Pure Gold	....		7 00
Cornmeal (Gold Dust)	6 25	6 60	7 00
Barley, pearl	7 50	8 25	8 75
Barley, pot, 98 lbs.	6 00	6 25	6 75
Barley flour, 98 lbs.		6 25	6 75
Buckwheat flour, 98 lbs.	....		7 25
Corn flour, 98 lbs.	5 80		6 00
Corn flour (standard)	....		5 45
Rice flour	8 75		9 00
Hominy grits, 98 lbs.	6 75		8 00
Hominy, pearl, 98 lbs.	7 50		8 25
Oatmeal (standard-granulated and fine)	6 50		6 60
Peas, Canadian, boilling, bush.	5 00		5 50
Split peas	9 50		11 25
Rolled oats, 90-lb. bags	5 20	5 40	5 50
Rolled oats (family pack.), case		5 70	5 80
Rolled oats (small size), case	2 05		2 10
Rolled wheat (100-lb. bbls.)	....		6 75
Rye flour (Can.), 98 lbs.	7 25	7 50	8 00
Do. (American), 98 lbs.	....		6 85
Self-raising flour—			
3-lb. pkgs., doz.	....		2 85
6-lb. pkgs., doz.	....		5 60

Much Quebec Honey; Maple Products Scarcer

Montreal.

HONEY AND MAPLE PRODUCTS.—It is stated to CANADIAN GROCER by a large jobber in honey that recent reports indicate that Quebec will have a large production of honey this season. This will be welcome news, if true, for in many other points there is little promise of even an average yield. Prices in the meantime are fully maintained. As far as maple sugar and syrup are concerned there is not a great deal of either to be had. Prices are very fuliy maintained on both of these and higher prices might have to be paid if one wished a great deal of stock.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22
Honey—		
Comb (fancy)	....	0 25
Comb (No. 1)	....	0 23
In tins (60 lb.)	....	0 22

Coffee Roasters Expect Ample Supplies

Montreal.

COFFEE.—The coffee importer alone knows what difficulties have to be met and solved in securing necessary quantities of coffee to meet trade needs. It is perhaps sufficient to state that the outlook is such as to dissipate great anxiety with regard to stocks. At the present time these are quite ample and there is promise of these being maintained in a satisfactory manner. The undertone is steady and firm, and it would not be altogether a surprise if a slight increase were made to cover recent increases paid for freight, etc. Cocoa is steady and quiet, but without change.

Coffee, Roasted—		
Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)	....	....
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Some Uncertainty As To Future Tea Sales

Montreal.

TEAS.—Some speculation exists as to what the consuming demand for tea will be when the full effect of the new prices and added tax become more definitely effective on tea, for it is generally conceded that a good deal of tea has sold on the old basis, or without the full advances now ruling for new crop teas being added. Will the consumer buy the high-priced teas? Some think he will and that there is a good movement ahead. In any case the jobbers are still buying and preparing to meet a good demand during the coming fall and winter. The average increase of cost for new crop Japans will total around 14 to 16c per pound, and to this, of course, the war tax must be added.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Potatoes Down to $1.25; Tomatoes Now 75c

Montreal.

VEGETABLES.—As a result of greatly increased production the prices on potatoes have taken a big drop and they are now obtainable at $1.25 per bag. There are splendid varieties obtainable, too. The price has dropped very materially on tomatoes, too, and these are selling at 75c per gin box full. This is a very decided decline. Not only have these reached lower levels but declining prices mark the situation in beets, carrots, turnips, vegetable marrow and cucumbers. Beans are getting scarce and the price advanced 25c per bag. Hubbard squash and pumpkins have appeared. Vegetable marrow is cheaper.

Beans, new string (20-lb. bag)	....	1 00
Beets, new, bag	....	1 25
Cauliflower (Montreal), doz.	0 75	1 00
Carrots, bag	....	1 25
Carrot (new), doz.	....	0 30
Celery (Montreal), Doz.	....	0 75
Cucumbers (Montreal), doz.	....	0 25
Egg Plant, basket	....	1 00
Lettuce, curly (doz.)	....	0 30
Lettuce (Montreal), head	....	0 50
Leeks	....	2 00
Mint	....	0 20
Mushrooms, lb.	....	0 90
Onions, spring, doz.	....	0 50
Onions, American (100 lbs.)	....	6 00
Parsnips, new, bag	....	1 50
Parsnips, new (doz.)	....	0 25
Parsley (Canadian)	....	0 20
Potatoes, Montreal new (80-lb. bag)	....	1 25
Potatoes (New Brunswick), bag	....	1 65
Pumpkins (doz.)	....	2 00
Romane	....	0 50
Rhubarb, doz.	0 25	0 35
Spinach, box	....	0 50
Squash (Huber), doz.	....	2 00
Turnips, new, per bag	....	1 25
Tomatoes (hothouse), lb.	....	0 15
Tomatoes, Montreal (box)	....	0 75
Vegetable Marrow (doz.)	....	0 75
Watercress (Can.)	....	0 40

Apples $4 Per Barrel; Some Small Fruits Off

Montreal.

FRUITS.—As the season advances quite a revision takes place in the list of available fruits. Thus, cherries and currants are about done for this season, while raspberries are nearly finished too. There is great difficulty, say the dealers, in getting supplies of oranges. Montreal melons are in good supply now. Blueberries of the second or late variety are more plentiful. In a general sense there is a good deal of activity and fruit is popular everywhere at fairly high prices.

Apples—		
American (bask.) Duchess or Yellow transparent	....	....
Do. (in bbls.), No. 1	....	5 00
Do. (in bbls.), No. 2	....	4 00
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch	5 00	5 50
Blueberries, Saguenay (box of 18 quarts)	....	3 00
Canataloupes (45 size), crate	....	6 50
Do., (15 size), crate	....	3 00
Cherries (California), basket	....	1 75
Cocoanuts, sack	7 25	8 50
Gooseberries, gallon	....	0 75
Grapes (California fancy) 4 bask.	....	4 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	5 00
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina)	8 00	9 00
Lemons (choice)	....	7 00
Melons, Montreal, Musk (basket of 12)	....	14 00
Lemons (California seedless)	....	8 00
Oranges, Valencia lates	....	10 00
Oranges, California navels	....	10 00
Oranges (bitter)	4 00	5 00
Plums (Cal.), box	3 00	3 25
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Pears, Cal., eating, small box	....	4 00
Peaches, bush, box	1 75	2 00
Raspberries (imported), qt.	....	0 25
Watermelons (each)	....	0 75

Pepper Somewhat Easier Outside, But Steady Here

Montreal.

SPICES.—This is a quiet time of the year and there is not a great deal of interest centring around spices. Supplies of the various kinds are fairly ample at present. Outside markets show a somewhat easier tone in pepper but this is probably only temporary and the local situation is unchanged.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia	....	0 35
Cassia (pure)	0 35	0 37
Cayenne pepper	0 28	0 35
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 45
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

ONTARIO MARKETS

TORONTO, August 21.—Important changes have been made in grocery lines during the week, corn starch and corn syrup being higher, along with condensed milk. Reindeer coffee and cocoa, salt and macaroni Rice shows a very firm undertone and a good volume of trading is reported. Oranges have reached new high levels, prices to-day being highest ever known. Business from country points is reported good, while city business is said to be jut a little dull.

License Number Necessary to Secure Sugar

Toronto.

SUGAR.—By a recent order of the Canada Food Board, every retail merchant in ordering sugar will have to furnish the party from whom he buys with the number of this license, otherwise the wholesale house is not permitted to sell him.

Every sale of sugar must be reported by the wholesaler to the Canada Food Board weekly, giving the retail merchant's name and number of license, together with the quantity of sugar sold.

This is looker upon as a preliminary to placing all dealers and manufacturers on a monthly allotment when certificate must be produced before order can be accepted and shipment made. As a matter of fact practically all manufacturers are now on this basis and on the first of September, hotels and restaurants must adopt the certificate plan. Retailers would do well to start in now educating their trade to use smaller quantities for the situation shows no

sign of betterment for some time to come.

By a recent order of the Food Board the sugar refineries are obliged to ship one-third yellow with all orders so that the merchants and householders should arrange to distribute or use sugar in the same proportion.

There is a ray of light in the situation as regards Cuban sugars for Canada. It is possible some of these will be directed by the United Kingdom to the Canadian refineries and a San Domingo cargo was also recently allotted to Canadian refiners. This should afford some relief until British West India crops come to harvest and are available for this market.

Atlantic, extra granulated	9 39
St. Lawrence, extra granulated	9 39
Acadia Sugar Refinery, extra granuated	9 39
Can. Sugar Refinery, extra granulated..	9 04
Dom. Sugar Refinery, extra granulated..	9 09

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Condensed Milk Goes Higher; Salt, Macaroni Up

Toronto.

CONDENSED MILK, SALT, MACARONI.—New prices have been named on condensed milk as follows: Eagle, $9.00 case; Reindeer, $8.70 case; Silver Cow, $8.15 case; Challenge, $7.50. An advance in Reindeer coffee and cocoa is also evident, the large tins of each selling at $6.00 case and the small tins at $6.25 case. Refined salt is higher, barrels selling at $2.50 and 100s at $1.05-$1.10; coarse 100s at $1.15 and 50s at 65-70c are also up. Macaroni has been revised along basis of new package; 16 oz., 30 packages to case, being quoted at $3.60, and milk macaroni, 16 oz., 30 packages to case at same price of $3.60; bulk macaroni, 30s, at $3.15; 20s at $2.10; 10s at $1.05; 5s at 55c have reached new figures.

Corn Syrups Reach Higher Selling Basis

Toronto.

MOLASSES, SYRUPS.— Higher prices have been named on corn syrups during the week. The high price of corn, along with increased freight rates, are factors in this advance. Quotations now being made are as follows:

Bee Hive and Crown Brand Corn Syrup—2-lb. tins, 2 doz. in case, per case $4.80; 5-lb. tins, 1 dozen in case, per case $5.40; 10 lb. tins, ½ dozen in case, per case $5.10; 20-lb. tins, ¼ dozen in case, per case $5.05; barrels, about 700 pounds, 7¼; half-barrels, about 350 pounds, 7½; quarter-barrels, about 175 pounds, 7¾.

White Clover and Lily White Corn Syrup—2-lb. tins, 2 dozen in case, per case $5.30; 5-lb. tins, 1 dozen in case, per case $5.90; 10-lb. tins, ½ dozen in case, per case $5.60; 20-lb. tins, ¼ dozen in case, per case $5.55.

No change in molasses has been made but a greater interest in all sweet things is looked for with sugar increasingly scarce.

Corn Syrups—		
Barrels, per lb.	....	0 07¼
Cases, 2-lb. tins, 2 doz. in case	4 80	5 30
Cases, 5-lb. tins, 1 doz. in case	5 40	5 90
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08¾	0 09
Cases, 2-lb. tins, 2 doz. in case	....	6 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	6 80

Salmon Pack Light; Fruits High; Sardines

Toronto.

CANNED GOODS.—Further confirmation of the estimate made in CANADIAN GROCER relative to the salmon pack is available in a telegram received from another of the largest packers on the Coast who wires as follows: "Sockeye run about over. Expect can deliver about 80 per cent. halves but only 10 per cent. talls. Pink salmon. Chums and White Spring halves and talls expect full delivery. Cohoes mostly yet to pack. Expect to deliver 75 per cent. halves and about 40 per cent. talls." This is even a smaller total in Sockeye than had been looked for at first and as talls had the greater sale, the trade may have to turn to the cheaper grades. Snow and Ice Sardines are being quoted at $18.50 case in full case lots and 19c in broken lots.

Fruits continue very high and even higher levels are expected on a number of lines.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 17½	3 20
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	....	2 25
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 95	0 98
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 ob., doz.	3 40	4 25
Do., 4s, each	0 95	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10

Peels Make Advance; Other Lines Quiet

Toronto.

DRIED FRUITS.—An advance of 3c per pound in the price of peels on the New York market is recorded but this has not been reflected here as yet. The trade on other lines is rather quiet just now, though some interest is manifest in prunes, some retailers placing orders quite freely. Raisins are quite active and dates are holding at $7.50 case.

Apples, evaporated, Ontario	....	0 19
Do., da., Nova Scotia	....	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	0 43
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25's, faced	....	0 18
40-50s, per lbb., 25's, faced	0 17	0 17¼
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12¾	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	0 14	....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

Fair Movement in Teas Reported

Toronto.

TEAS.—A fair movement of teas is reported, the trade generally showing greater interest in this line. Consuming demand is none too heavy, but jobbers are making inquiries and brokers re-

port very good sales during the past week. No change in the market is reported as far as prices are concerned, primary points remaining high. Fine teas locally are very firm and rather scarce.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Remains Steady; Sales Fair

Toronto.

COFFEE.—A very steady tone continues to manifest itself in this market. Primary points record a fluctuating tendency, but the feeling generally is rather strong. A very fair volume of sales is maintained and supplies are ample.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Nutmegs Higher; Cream of Tartar Strong

Toronto.

SPICES.—Higher prices have been named on nutmegs in some quarters. Selects, whole, 100s being quoted from 48 to 50c. Herbs show additional strength also, while a wider range on white pepper bringing the limit of prices up to 55c is noticeable. Cream of tartar is higher, French pure ranging from $1.00 to $1.10 pound, with American high test in packages also advanced, the 2-oz. selling at $2.00 dozen; 4-oz. at $3.50, and 8-oz. tins at $6.75-$6.85 dozen. A fair volume of business is being transacted and stocks are in very good shape.

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 48	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 65	0 75
Coriander, whole	0 25	0 28
Carraway seed, whole	0 90	1 0·
Cream of Tartar—		
French, pure	1 00	1 10
American high test		
2-oz. packages, doz.	....	2 00
4 oz. packages, doz.	....	3 50
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Filberts High To Import; All Lines Firm

Toronto.

NUTS.—An advance of about 50 per cent. is shown in first cost of filberts for importation in quotations just received from Catania. This provides for a very firm undertone to the market and incidentally it might be said that to-day's selling prices to the retail trade are considerably below replacement values to the importer to-day. Almonds also show substantial gains at primary points and walnuts are very firm. Peanuts are coming through quite freely and the requirements of the trade are well taken care of.

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz.	....	0 18
Brazil nuts, lb.	....	0 75

Beans Remain In Unchanged Position

Toronto.

BEANS.—The market holds in an unchanged position and little of interest is to be noted. Business is quiet and prices steady.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked	....	8 00
Can. White Kidney Beans, bush.	....	9 00
Japanese Kotenashi, per bush.	....	8 00
Rangoons, per bush.	....	6 50
Limas, per pound	0 19	0 20

Rice Very Strong; Movement Good

Toronto.

RICES.—A very firm tone is noticeable in rice and a revision to higher levels would not come as any great surprise. The movement to the trade is reported as very good, with orders being taken care of quite readily from existing stocks.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu	....	13 00
Do., Mujin, No. 1	....	12 00
Do., Pakling	....	11 50
Tapioca, per lb.	0 14	0 14½
White Sago	0 14¾	0 16

Starches Advance ¼c lb.; Other Lines Steady

Toronto.

PACKAGE GOODS.—An advance in starches of ¼c per pound has been recorded and new prices established range as follows:

LAUNDRY STARCHES		
Canada Laundry Starch, 40-lb. box	....	0 09¾
No. 1 White or Blue Starch, 3-lb. cartons, 48-lb. box	....	0 10¾
Kegs, No. 1, White Starch, 100 lbs.	....	0 10¼
Edwardsburg Silver Gloss, 1-lb. chromo pkgs., 30-lb. boxes	....	0 11¾
Silver Gloss Starch, in 6-lb. tin canisters, 48-lb. boxes	....	0 13¼
Kegs Silver Gloss, large crystals, 100 lbs.	....	0 11¼
Celluloid Starch, boxes contain 45 pkgs., per case	....	4 60
CULINARY STARCH		
Benson's Celebrated Prepared Corn, 1 lb. pkgs., 40-lb. boxes	....	0 11¾

Rolled oats continues to move forward quite freely and corn flakes are also in very good demand. The range of prices shows no change.

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 75
Rolled oats, round, regular 18s, case	2 05	2 30
Rolled oats, square, 20s	5 60	5 85
Shredded wheat, case	....	4 25
Cornstarch, No 1, pound cartons	....	0 11¾
Do., No. 2, pound cartons	....	0 10¾
Laundry starch, in 1-lb. cartons	0 10¼	0 11¾
Do., in 6-lb. tins	....	0 13¼
Do., in 6-lb. boxes	....	0 13¼
Do., in 100-lb. kegs	....	0 11¼

Honey Outlook Considered Fair; Syrup

Toronto.

HONEY, MAPLE SYRUP.—The outlook generally is considered fair in spite of adverse reports earlier in the season. High prices seem to be the order of the day, however, and some dealers think range of prices being asked too high. Maple syrup moves in fair quantities and prices are unchanged.

Honey—		
Clover, 5 and 10-lb. tins	....	....
Do., 54s, case	....	....
60-lb tins	....	....
Buckwheat, 60-lb. tins	....	....
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Jars, 7-oz., doz.	....	....
Do., 10-oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz., doz	....	....
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal	....	2 00

Oranges High; Cherries, Red Currants, Raspberries

FRUITS.—Very high prices rule on oranges. Supplies are light, and it is said quotations to-day are highest ever known, with no prospect of easing away for some time to come. Cherries, red currents and raspberries are finished for the season. Early Canadian apples have declined, and California Gravensteins are reaching the market in fair quantities at unchanged prices. Bananas are in moderate supply, while grapefruit is not offering in quotable quantities. The first Malaga grapes from California are coming and quality is expected to improve. Prices at primary points are advancing on lemons though substantial declines locally on both California and Verdillas have been made. Messinas are expected to reach a United States port

August 26, and should arrive here shortly after that period. A fair supply of local plums is now on the market and imported continue to come in very good quantities. Prices are high with an upward tendency noticeable.

Apples—		
Early, 6-qt. basket	0 25	0 30
Do., 11-qt. basket	0 30	0 50
Do., Cal. Gravensteins, case	3 75	4 00
Bananas, per lb.	0 06	0 07
Blueberries, per 11-qt. basket	1 75	2 25
Currants, black, 11-qt. basket	3 00	3 25
Grapes, Cal., Malagas, crate	4 00	4 25
Oranges—		
Valencias—		
96s	....	8 00
100s	....	8 00
126s	....	9 00
150s, 176s	9 50	10 00
200s, 216s, 250s	10 00	10 50
288s, 300s	9 50	10 50
324s, 360s	8 25	9 00
Lemons, Cal., case	8 50	9 00
Do., Verdilla	....	9 00
Peaches, Can., 6-qt. basket	0 50	0 75
Do., Cal., Elbertas, box	2 25	2 35
Lawton Berries, box	0 28	0 30
Pears, Cal., Bartlett	4 25	4 50
Do., early Can., basket	0 75	0 85
Plums, early Can., 6-qt. bask	0 50	0 75
Do., do., 11-qt. basket	1 00	1 25
Do., California, box	3 25	3 75

Potatoes Continue High; Tomatoes Drop; Onions

Toronto.

VEGETABLES.— Potatoes continue very high locally, due to light receipts. Farmers are busy with the harvest and dealers have been compelled to send their motor trucks to nearby points to bring in supplies. Tomatoes show a sharp decline from prices ruling early last week, supplies showing a marked improvement. Local onions are now coming, being quoted at $4.25 per 100 pound bag. Imported cantaloupes are practically done, while local are now much more plentiful. Cucumbers are easier and cabbage shows a slight decline.

Beets, Can., doz.	0 15	0 20
Cabbage, Can., case	....	2 50
Do., do., doz.	0 50	0 60
Cantaloupes, standards 45s	....	6 00
Do., flats, 15s, case	....	2 50
Do., Can., 11-qt. basket	....	1 00
Do., Can., 16-qt. basket	....	1 75
Celery, doz.	....	0 45
Corn, doz.	0 20	0 30
Cucumbers, Can., basket	0 25	0 40
Egg Plant, basket	1 00	1 25
Lettuce, in boxes	0 50	0 60
Onions—		
California, 100-lb. bags	....	5 00
Home-grown, 100-lb. bags	....	4 25
Peppers, green, basket	0 50	0 75
Potatoes—		
Virginia, No. 1	....	5 50
Do., Canadian, bag	2 25	2 40
Tomatoes, basket	0 40	0 50
Turnips, baskets	....	0 30
Vegetable Marrow, bask., 10-12	0 35	0 40

Flour Outlook From New Crop Serious

Toronto.

FLOUR.—A serious outlook as regards flour faces the millers. At the meeting held Thursday in Winnipeg the question of the disposition of the Canadian wheat crop was the topic under discussion, and if recommendations of United States Food Controller are carried out, there will be very little, if any, Canadian wheat milled in Canada. It is proposed to ship Canadian wheat overseas as soon as harvested, and apart from effect industrially, the question of offal as feed for the Canadian farmer is a serious matters. Millers are united in their views that the wheat should be milled in Canada, but whether they will be successful in advancing their claims is uncertain. The question of financing the crop is another matter which will come up for discussion.

Feed Moving Out In Good Quantities

Toronto.

FEEDS.—A good demand continues to be manifest for all classes of feed, and mills are loaded up with a heavy volume of business. No change in quotations is noted.

Standard Dairy Cattle Feed, per ton, carload lots	....	56 50
Standard Hog Feed, per ton, carload lots	....	57 00

Cereals Firm, Unchanged; Sales Good

Toronto.

CEREALS.—A very firm situation is noticeable in all cereals and a splendid demand is reported. Corn products are moving freely and holding firm at advances of last week. Rolled oats and oatmeal continue to go forward and sales have been maintained at very high levels, season considered.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	7 00
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 15	7 00
Do., fancy yellow, 98s	....	5 40
Corn flour, white, 98s	6 00	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 50	5 75
Oatmeal, 98s	6 00	7 00
Rolled wheat, 100-lb. bbl	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	8 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, August 21.—The jobbers have been compelled to cut down on both dried fruits and sugar supplies to the trade. Their action as regards sugar is made necessary by the refineries, acting on the instructions of the Canada Food Board, instructing jobbers to sell 30 per cent. yellow with each car of granulated sugar. The reason for the cutting down of prunes and peaches was because the jobbers themselves are not sure as to how much of these lines they are going to get themselves. Another important change in this week's market is an advance on corn syrup. This is due to a firmer corn market, which also had the effect of sending up the price of cornmeal, corn flour and corn starch, the latter jumping ¼c per pound.

Western Dealers Getting One-Third Yellow Sugar

Winnipeg.

SUGAR.—The situation is getting more acute here every day. Wholesale houses have sent out notices to their customers that they will cut down their supplies. They state that refineries have written them to the effect that the Canada Food Board had issued an order that they must sell 30 per cent. yellow with each car of granulated, which means that the jobbers will have to sell their customers on the same basis. From this date every four bag order of granulated must include bag of yellow. On orders in excess of 4 bags, 20 per cent. of total quantity must be yellow. They ask merchants to explain to their customers and to sell consumers yellow in the same proportion.

Bean Price Depends On Export Conditions

Winnipeg.

BEANS.—Some time ago the market on white beans was rather weak, but this had no effect on prices. Jobbers state that beans are quiet and that the future depends on crops in all quarters. Much will depend on whether they are able to import from Manchuria and Japan.

No Advance Yet On Package Teas

Winnipeg.

TEA.—There has been no advance yet on the price of package tea, but jobbers state that they do not know what is likely to happen any day.

New Raspberry Price 40 Per Cent. Higher

Winnipeg.

CANNED GOODS.—Some idea of the high price of canned fruit this year can be gathered from the opening price of canned raspberries, which are about 40 per cent. above last year's price. This will work out at about 45 cents per tin to the consumer, or about $8.40-$8.45 to the dealer. Everybody seems to be looking for cheaper canned vegetables. The outlook is for very much lower prices on Ontario canned tomatoes.

Jobbers Cut Down On Prunes and Peaches

Winnipeg.

DRIED FRUITS.—Owing to the fact that uncertainty exists regarding the quantity of prunes and peaches to be shipped this year, retail dealers are ordering in large quantities; this has necessitated the jobbers getting down their orders. Jobbers look at it this way —that the government have promised them a limited quantity but do not state what this limited quantity is likely to be. They consider this very uncertain. On the other hand, supplies will come along only after the allies have secured their

(Continued on page 47.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Aug. 20.—Oranges are up to $9 a box, and wholesalers say they may yet see $10 oranges before the naval crop is ready. New apples are selling fairly well. Smoked meats and lard are firm with no changes recorded. The demand for bacon is still weak however. Butter is firm at 52c. French eggs are very scarce and bringing 63c. Rice is very scarce and conditions in Japan indicate that they will likely remain so; small shipments recently received were held up by inspectors because they were infested with boring worm. Japanese peanuts were held up for the same reason. No complaint has yet been made regarding Japanese beans. Dealers report demand for flour substitutes is increasing.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	....
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 89
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	....	45 00
Do., new, per lb.	....	0 02½
Lard, pure, in 400-lb. tierces, lb.	....	0 32½
Lard, compound	....	0 29½
Butter, fresh made creamery, lb.	....	0 52
Cheese, Canadian	....	0 26
Margarine	....	0 33
Eggs, new-laid, in cartons, doz.	....	0 63
Oranges, box	....	9 00
Lemons	....	10 00
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., August 20.—Rolled oats have advanced 20 cents during the week, making 80's $5. Rogers syrup is up twenty cents a case and Edwardsburg forty cents. Corn starch is a quarter of a cent a pound higher. Potato flour has advanced two cents, celluloid starch two cents, hams half a cent. Lard 3's are now quoted at $18.30. Eggs are considerably firmer at $13 to $13.50. Butter, too, shows a slightly firmer tendency, creamery being quoted at 49c, dairy at 35 to 40c. Condensed milk is 25c a case higher. Snap advanced to $6.30 a case, jelly powders to $1.25 a dozen. Potatoes are somewhat easier, being quoted this week at $45 a ton. Either local or B. C. gallon apples are $2.20 to $2.85.

CALGARY:

Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.	....	10 35
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	5 00
Rice, Siam, cwt.	9 50	11.00
Rice, Japan	11 50	12 60
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 15
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt.	....	10 85
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 49
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	18 30
Eeggs, new-laid, case	13 00	13 50
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, standard case	....	4 50
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	....	3 60
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	7 50	8 10
Raspberries, 2s, Ontario, case	....	....
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated ,lb.	0 16	0 19
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tal, case	....	16 75
Do., halves	....	18 50
Potatoes, per ton	....	45 00
Oranges, Valencias, case	....	9 75
Lemons, case	....	11.50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., August 20.—Crop prospects at present show a considerable improvement with a resultant encouraging effect on the general market. There are a number of changes to be noted affecting some staples; lard is quoted at $18. Respberries and strawberries opening prices will be about $2. Advance over last year and likelihood of but 25 per cent. delivery. Corn syrup shows a 30c per case advance, and all starch up ½c per pound. New prices are named on sago at 12c and on tapioca at 13½c. Cotaline shows ¼c advance. Some of Clark's canned meats advanced from 10 to 35c dozen. Bordens milk, Reindeer, Eagle and Gold Seal show a 25c advance on the case. Also milk products, coffee and milk, and cocoa and milk show a 25c per case advance.

REGINA—

Beans, small white Japans, bu.	....	7 50
Beans, Lima, per lb.	....	....
Flour, standard, 98s	....	5 20
Molasses, New Orleans, gal.	....	0 75
Rolled oats, bails	....	4 85
Rice, Siam, cwt.	....	9 25
Sago and tapioca, lb.	....	0 12
Sugar, pure cane, gran., cwt.	....	10 80
Cheese, No. 1 Ontario, large	0 26	0 27
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	18 00
Bacon, lb.	....	0 47½
Eggs, new-laid	0 35	0 40
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 35
Corn, 2s, standard case	....	5 05
Peas, 2s, standard case	3 60	5 20
Apples, gal., Ontario	2 60	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 85
Raspberries, 2s, Ont., case	....	7 50
Peaches, 2s, Ontario, case	....	4 65
Plums, 2s, case	....	3 40
Salmon, finest Sockeye, tall, case	....	18 00
Salmon, pink, tall, case	....	9 25
Pork, American clear, per bbl.	40 75	41 00

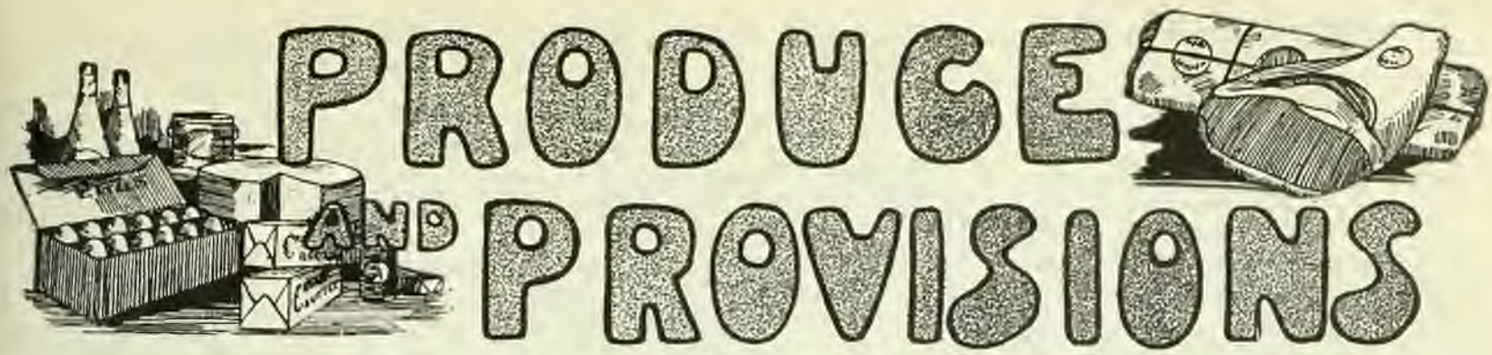
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., August 20.—This market has been very quiet of late and practically no changes have been reported. About the only variation from this rule this week is in the case of eggs, which show a slight advance and a generally stronger feeling.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	12 05
Cornmeal, gran., bags	....	7 00
Cornmeal, ordinary, bags	3 65	3 75
Corn flour, 98 lbs.	....	4 00
Rye meal, 98 lb. bag	....	8 00
Rye flour, 98 lbs.	....	9 00
Rice flour, per pound	....	0 11
Potato flour, per pound	....	0 18
Oatmeal standard, per bbl.	....	12 75
Molasses, extra fancy, gal.	0 90	0 92
Rolled oats, bbl.	....	12 00
Beans, yellow-eyed	9 75	10 00
Beans, Canadian, white	....	9 50
Rice, Siam, cwt.	10 25	10 35
Sago and tapioca, lb.	0 18	0 19
Sugar—		
Standard, granulated	9 35	9 40
No. 1, yellow	8 85	8 90
Cheese, N.B., twins	0 24½	0 25
Eggs, fresh, doz.	....	0 65
Eggs, case	....	0 58
Breakfast bacon	0 37	0 40
Butter, creamery, per lb.	0 42	0 44
Butter, dairy, per lb.	0 37	0 40
Butter, tub	0 35	0 37
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	61 00	64 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont, case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	....	0 19
Potatoes—		
Native, bag	1 75	2 00
Onions, Kentucky, 100-lb. bags	7 75	8 00
Lemons, Cal., Messina,	9 00	10 00
Oranges, Cal., case	....	10 00
Grapefruit, case	....	7 50
Bananas, per lb.	0 07½	0 08
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	2 25	2 50



Produce Stocks Generally Lighter

Butter Only Product That Shows Advance Over Previous Year —Heavy Buying Depleting These Stocks— Eggs Very Scarce

THE recent report of the cost of living branch of the Department of Labor gives some interesting data as to Canadian food products. The report indicates a considerable heavier storing of butter than was the case on August 1 last year. This excess stock, however, is not anticipated as a great factor in the Canadian trade as owing to the regulations of the Canada Food Board these excess supplies are being diverted to the Allied buyers.

The heavy buying of cheese for the Allied Governments has had the effect of materially depleting the supplies in storage in Canada. So pronounced has this movement been that stocks on August 1 this year were less than one-half of those on hand at the same time last year. This unusual situation is probably due to the fact that shipping facilities have been comparatively good of late and every advantage has been taken of this fact.

In the matter of eggs, while there is an increase in supply over that on hand a month ago, the general supply for the year is estimated at approximately 15 per cent. less than last year. This condition is due to a slight decrease in production coupled with quite a marked increase in demand.

Hogs Are Light but Lamb and Mutton Plentiful

In the case of pork comparison is possible only for all kinds of pork produce taken together. The data here show a slight decrease as compared with last month, and 26.75 per cent. less than at the corresponding date last year. The supply of hogs coming into the markets in Canada up to the present time has not been so great this year as was anticipated.

Stocks of fowl on hand are so small as to be almost negligible. The stocks of mutton and lamb show a very decided increase over last year. Since there is no export of mutton and lamb to the Allies, these stocks should be immediately available for domestic consumption.

In the case of fish, we have slightly less than a month ago, but still [illegible] holdings. The comparison with last year includes such a small proportion of our companies' storing that no deductions can be made.

The comparisons lack something in value owing to the fact that records are not available of all the stock on hand in all the storages in the Dominion on the 1st of August, 1917. It is possible to give a comparison between the quantities held in the premises of the largest companies this year, and the stocks owned by these same companies last year, which represent the fairest possible comparison with conditions a year ago.

Commodities in Storage

The amount of commodities in storage August 1, 1918, were:



The Meat Department of Limoges Brothers, Hulchison St., Montreal.

Butter, creamery, 18,536,595 pounds; dairy, 1,714691 pounds.

Cheese, 10865,946 pounds.

Eggs in cold storage, 11,376,775 dozen; not in cold-storage, 467,083 dozen; frozen, 1,250,314 pounds.

Oleomargarine, 460,361 pounds.

Pork, frozen, 9,617,285 pounds; not frozen, 2,431,260 pounds.

Dry salted, 4,633,778 pounds; sweet pickled, 8,950,124 pounds; in process of cure, 15,665,622 pounds.

Beef, frozen, 12,253,303 pounds; not frozen, 3,575,151 pounds; cured, 345,931 pounds; in process of cure, 369,279 pounds.

Mutton and lamb, frozen, 3,727,018 pounds; not frozen, 95,000 pounds

Fowl, chicken, 107,879 pounds; poultry, 96,189 pounds.

Fish, all kinds, 16,289,873 pounds; for bait, 1.182,087 pounds.

Following is a statement comparing 1, 1917, taken from such limited lists of holdings on August 1, 1918, with August firms as the records for last year allow:

	1917	1918
Butter	10,977,514	13,435,861
Cheese	16,590,539	7,018,720
Eggs	7,862,293	6,672,975
Pork	45,853,758	33,587,486
Beef	6,274,043	10,875,245
Mutton and Lamb	338,045	939,552
Fowl	1,198,930	66,231
Fish	3,787,728	6,605.875

Grading Lamb, Mutton and Veal

A Few Useful Pointers to the Retail Butcher on Judging the Various Grades of Meat

Reprinted from "The Packer," published by the William Davies Company

While the experienced butcher is familiar with the grading of lamb, mutton and veal, there are many to whom such information will no doubt prove acceptable, and it is for the benefit of these latter more particularly that this article is inserted.

Judging Lamb and Mutton

Form.—The width of the carcass should be good in proportion to length, and shape should be compact, with smooth even lines. Loins should be thick, the back broad, the ribs well meated, the middle from shoulder to leg, full and thick, the legs plump and well filled down to the shanks, and the shoulders well covered. Poor form is indicated by long, slender legs, narrow backs, undeveloped loin and ribs, and too much belly.

Quality.—The flesh must be firm and fine grained. A stringy, coarse appearance denotes old or inferior mutton. The color of lean meat varies from light pink in lambs to dull red in mature mutton. Fat should be clear and white. The carcass when properly dressed and chilled should have a bright fresh apeparance and in a caul-dressed carcass the caul should be white and brittle.

Covering.—The exterior fat should be evenly distributed and smooth and the kidney fat fairly generous but not excessive. This also applies to the fat of the cod, udder, rump, flanks and brisket. The covering and kidney fat should be white, firm and brittle.

Weight.—This is an important factor in grading, as the weight generally denotes whether a carcass is a lamb, yearling or matured sheep. Upon the weights bought by the retail butcher depend the size of the chops and roasts demanded by his trade.

Note.—To ascertain the age of the animal, the condition of the ends of the limb bones should be examined. In lambs, the end of the limb bones are separate ((known as "break joints") whereas in the case of older animals the ends are fused together with the shaft bone, making as it were one bone. This is an unerring method of determining whether the meat is lamb or mutton.

Judging Veal

Form.—The body should be broad and compact with good development, especially of the ribs, loin and legs. The most common faults are too long shanks and neck, heavy breasts and sharp backs.

Quality.—The flesh should be very light pink, well fatted and free from blemishes. When the flesh is coarse grained or dark colored it denotes too much age, lack of nourishment or coarse feeding. Milk-fed calves can be distinguished by clear fine-grained meat and white fat. The bones should be small, especially by the shanks. Sex is of small importance.

Finish.—There should be a fair amount of fat distributed throughout the carcass, especially on the kidneys, in the crotch and on the flank and breast. There is no "marbling" of fat as on beef. On skinned calves the thin membrane which covers the carcass is white and soft on well-finished calves, but dry and dark-colored on those lacking finish.

Weight.—This is an important factor in regard to the size of retail cuts and in its relation to the age and quality of the carcass. The following table will give some idea as to how veal is usually graded according to weight:

	Extreme Weights
Choice calves	90 lbs to 140 lbs.
Good calves	80 lbs. to 160 lbs.
Medium calves	80 lbs. to 160 lbs.
Light or common calves	60 lbs. to 110 lbs.
Heavy calves	150 lbs. to 250 lbs.
Grass calves	140 lbs. to 200 lbs.

U. S. MAY IMPORT MACKEREL AND HERRING

The importation of cured and preserved mackerel and herring from Great Britain, heretofore prohibited by the War Trade Board, will hereafter be admitted under a ruling made by the board.

ACCIDENT AT SWIFT CANADIAN COMPANY'S WESTERN PLANT

An unfortunate accident occurred recently at the plant of the Swift Canadian Co. at Elmwood, Man. Through a blow out in a valve ammonia fumes were liberated, causing the death of one man and the serious injury of two others. No material damage was done to the plant.

FOOD VALUE OF EGGS

Eggs are one of the cheapest foods to be had to take the place of meat. The principal food element furnished by eggs is protein, the nitrogenous tissue-building element presence of which in considerable proportions also gives meats, fish, milk, cheese, etc., their special food value. In addition to protein, eggs also furnish fat and a number of valuable elements, including sulphur, phosphorus, iron, calcium and magnesium in an easily assimilated form, and are believed also to be rich in certain essential vitalizing elements called vitamins.

Like milk and unlike meats, eggs do not contain substances convertible in the body into uric acid. Their shells constitute the only waste materials. Ninety-seven per cent. of the portion is eaten —a high proportion compared to other foods is digested. No extended cooking is necessary for eggs and therefore, a saving of time, labor and fuel in their preparation when they are compared with other foods.—"The Puritan Hen," published by New England Poultry Producers' Exchange.

LARGE FISH CATCHES WASTED

Reports from the Lesser Slave Lake country state that thousands of pounds of whitefish have been thrown away because there was no means of storage.

During the hot weather the fish will not keep for any length of time unless packed in ice as soon as taken from the nets. As there has been no previous arrangement for ice or ice houses at Lesser Slave Lake and this is the first summer in which fishing has been carried on during thes ummer months. The result is what might be termed a failure of summer fishing and a great waste of the highest grade of food.

The Government, according to the report, has allotted the buying from the catchers to a certain number of companies who are located on the south shore of the lake close to the railroad. In order to catch fish in any quantity, the fishermen must set their nets close to the north shore, and then return with their catch to the south shore to dispose of it to the buyers who accept the fish in good condition and the balance is thrown away.

BANANA IMPORTS RESTRICTED

The United States War Board has, by a new ruling, decided that no license will hereafter be issued for the importation of bananas or plantains except upon condition that they be brought forward on a vessel approved for that purpose by the Caribbean Committee of the Shipping Control Committee of the United States Shipping Board.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

AN easier feeling exists in regard to eggs, and prices show a little falling off for some grades. Buying prices are lower, and very good receipts are again in evidence following increased production now reported. The demand is rather light, and supplies coming to hand are more than equal to retail calls.

Butter revealed an easier tendency during the week, but this has not shown in more than buying activities. Prices to the trade are unchanged, and the market generally can be termed very quiet.

Prices being paid for broilers show an advance, and dealers report receipts showing some improvement. However, the demand is good, and all supplies offering are quickly absorbed. Conditions in respect to other lines are similar, receipts being none too heavy, and the demand generally good at maintained prices.

Live hogs showed no change early in the week from the level of $20.25 per cwt., fed and watered, reached towards the end of last week. There was some talk of a decided drop, but the strength developing in United States markets will have a tendency to maintain quotations here at around present basis for a few days at least. Dressed meats are in a somewhat better position as regards demand, prices holding firm at unchanged levels.

Meats Higher; Hog Receipts Erratic

Montreal.

PROVISIONS.—The position on cooked and cured meats is one of much firmness. This is perhaps the result of a more active buying on the part of many who find these meats convenient in hot weather. The holiday trade has been heavy from summer resorts too. Plain and boneless backs and cooked and roast hams are marked up. The receipts of hogs have been erratic and some days few are received. For the most part the supply is light and stock is none too select. Prices on live are ruling around $20.50 this week. The position of trade for pork is still on the quiet side. There is very little of the heavier hog product available at the present time at all.

Hogs, Dressed—		
Abattoir, killed, small	29 50	30 00
Do., heavy, 225-275 lbs.	26 50	27 00
Hogs, live	....	20 50
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.	....	0 54
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$58 00
Clear fat backs (bbl.)	....	60 00
Short cut clear pork (bbl.)	....	58 00
Heavy mess pork (bbl.)	....	55 00
Bean pork (bbl.)	....	54 00

Lard Declines Half Cent, Steady But Light Demand

Montreal.

LARD.—While the demand for lard is and has been light for some time there is still a steady sale and the feature of the present week is that of a decline to the extent of half a cent per pound. With a return of cooler weather there will likely be a larger sale for this product.

Lard, pure—		
Tierces, 400 lbs., per lb.	....	0 31
Tubs, 60 lbs.	....	0 31½
Pails	....	0 31¾
Bricks, 1 lb., per lb.	....	0 33

No Activity Reported For Shortening Here

Montreal.

SHORTENING.—There is not the same interest here in the shortening market as has been reported from some of the other Canadian points. The position is as unchanged as ever and quiet in a general sense prevails. Prices are without change.

Shortening—		
Tierces, 400 lbs., per lb.	....	0 25¾
Tubs, 50 lbs.	....	0 26¼
Pails, 20 lbs., per lb.	....	0 26½
Bricks, 1 lb., per lb.	....	0 27½

More Movement Margarine, Undertone Firmer

Montreal.

MARGARINE.—It is evident that the return of cool weather will bring with it a return of demand for margarine, for there is even now an improvement and sales are better. The undertone is one of considerable firmness, and in some quarters it is reported that revisions are contemplated which will mean a higher price basis. For the present the following quotations apply:

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 32
Bulk, according to quality, lb.	0 28½	0 30½	0 31

Not So Much Movement in Butter; Price Is Steady

Montreal.

BUTTER.—It is quite evident that the heavier demand for margarine has had something to do with an easier position as far as consuming demand is concerned for butter. For, while receipts are away larger than they were last year, over 52,000 more packages being received, there is not as much trade on the part of the retailers and the jobbers. Prices are steady and it is thought by many that they will remain high since the Dairy Produce Commission is paying such a good price.

Butter—		
Creamery prints (fresh made)	....	0 46
Creamery solids (fresh made)	....	0 45
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	....	0 37

Producers Holding Cheese; But No Changes Here

Montreal.

CHEESE.—There is nothing of outstanding interest to report in the cheese market. While it is true that nearly 18,000 boxes more have come into the city from other points than were received during the comparative period of 1917 this may or may not indicate a larger make. For the regulations this year are such as to cause a readier unloading of holdings. Notwithstanding this, there is a tendency at the various boards throughout the country to hold supplies for better prices. In a trade sense there is some movement although this is not marked.

Cheese—		
Large, per lb.	....	0 23½
Twins, per lb.	....	0 24
Triplets, per lb.	....	0 24
Stilton, per lb.	....	0 27
Fancy, old cheese, per lb.	....	0 28

Eggs Bought at 30 to 41c at Some Country Points

Montreal.

EGGS.—While some of the districts are not producing a large yield of eggs at this time others are doing well. There is quite a movement this way of eggs from the Canadian West, and while some of these shipments have not been absorbed as readily as they would have had the quality been better, it is expected that there will be some improvement as weather conditions improve. Prices are holding here without change and a good healthy trade continues.

Eggs—		
Selects	0 51	0 52
New-laid	0 47	0 48
No. 2	....	0 45

Broilers Arriving; Poultry Trade Good

Montreal.

POULTRY.—There have been much

larger receipts from outside of broilers and there is a good demand, supplies being picked up quickly. This applies as well to other grades of fowl and ducklings are in favor too. Prices are quite steady and for the week no quotations have been in any way revised. If the supply improves there will be some easing of the quotations in all probability.

	Live	Dressed
Young ducks, lb.		0 45- 0 50
Old ducks (fat)	0 25	
Broilers, ¾ lbs., pair		0 40- 0 43
Turkeys (old toms), lb.	0 28	0 38- 0 38
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 27- 0 28	0 35- 0 36

With Favorable Weather Fish Demand Improved

Montreal

FISH.—The demand for fish has improved the last week and this is attributed to the cooler weather prevailing. Stocks are not excessive in any line. Reports received from the West indicate that halibut and salmon are hard to procure, while the submarine activity on the east coast has had a deterring effect on the fishing at the Atlantic producing points. Lake fish has been freer but prices are maintained. The consensus of opinion seems to indicate that prices generally will be maintained. Lobsters are scarce and high. Smoked fish will be more active. It is getting near the time when oysters will again be in demand. Fresh haddock is scarce, while cods are in fair supply. Prices are generally firmer on most lines.

SMOKED FISH.		
Haddies (fresh cured)	0 13	0 15
Haddies, fillet	0 19	0 20
Smoked herrings (med.) per box	0 22	0 24
Smoked cod		0 15
Bloaters, per box 60/100	1 50	2 00
Kippers, per box 40/50	2 25	2 40
SALTED AND PICKLED FISH.		
Haddock (per bbl.), 200 lbs.		14 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.		6 75
Herring, No. 1 lake (100-lb. keg)		5 25
Salmon (Labrador) per bbl.	25 00	29 00
Do., tierces		35 00
Salmon (B.C. Red)		26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)		16 00
Green Cod (large bbl.)		18 00
Green Cod (small), bbl.		14 00
Mackerel, No. 1, per bbl.		26 00
Mackerel (½ bbls.)		13 50
Codfish (skinless), 100-lb. box		13 00
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (skinless), blks. "Ivory" Brand, lb.		0 16
Codfish, boneless, lb. (according to package	0 14	0 18
Codfish, Shredded, 12-lb. box		2 25
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 50	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)		0 18
Cod, dry (bundles)		12 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 50
Prawns, lb.		0 30
Shrimps, lb.		0 30
Scallops, per gallon		4 00
Oysters—		
Ordinary, gal.		2 50
Cape Cod shell oysters, bbl.		14 00
5 gal. (wine) cans		12 50
1 gal. (wine) cans		2 25
Oyster pails (pints), 100		1 50
Oyster pails (quarts), 100		2 10
Clams, med., bbl.		10 00
FRESH FROZEN SEA FISH		
Herrring, large sea, lb.		0 09
Herring, frozen lake, lb.		0 08
Halibut	0 22	0 23
Halibut (medium)		0 21
Haddock	0 07½	0 09
Mackerel	0 14	0 15
Cod Toms, bbl		3 00
Cod steak, fancy, lb.	0 09½	0 10
Salmon, Red	0 19	0 20
Salmon, pale	0 13	0 15
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22
FRESH FROZEN LAKE FISH		
Pike, lb.	0 09½	0 10½
Perch	0 12½	0 13
Whitefish, lb.	0 13	0 14
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.		0 12
Doree	0 13	0 14
FRESH FISH		
Barbotte		0 16
Haddock	0 08	0 09
Steak cod	0 09	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout		0 45
Pike	0 11	0 12
B.C. Salmon	0 26	0 27
Salmon (Gaspe)	0 26	0 28
Gaspereaux, lb.		0 06
Gaspereaux, each		0 04½
Gaspereaux herring (100)		4 00
Western Halibut	0 24	0 25
Eastern Halibut (chicken)		0 23
Eastern Halibut (med.)		0 25
Flounders	0 07	0 10
Perch		0 09
Bullheads		0 15
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels		0 15
Mackerel, lb.	0 14	0 15
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large		0 24
Shad	0 15	0 16
Swordfish		0 22

Prices Hold Firm; Demand Better

Toronto.

PROVISIONS.—A very steady and firm tone is noticeable in all dressed meats during the week and the list shows no change in quotations over those made the previous week. The demand, it is thought shows some slight improvement, and the feeling generally is that business is along fairly satisfactory lines. Live hogs reached $20.25 fed and watered towards the end of last week and opened up on this basis early this week. There was some talk of a decline to $19.50 but a strengthening of the tone of the United States markets will probably prove a factor in upholding prices here.

Hams—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 43	0 46
Trimmed, with rib in		0 47
Boneless, per lb.	0 48	0 50
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.		0 34
Wiltshire (smoked sides), lb.	0 36½	0 39
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.		0 28½
Fat backs	0 32	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 52½	0 54½
Shoulders, roast, without dressing, per lb.	0 47	0 49
Barrel Pork—		
Mess pork, 200 lbs.	52 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	55 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars		20 50
Live, fed and watered		20 25
Live, f.o.b.		19 50

Lard Holds Unchanged on Very Firm Basis

Toronto.

LARD.—No change in the situation has been made during the week. Prices are held steadily with a very firm undertone noticeable. Numerous inquiries are being received but the movement as yet is by no means heavy. Quotations follow:

Lard, pure, tierces, 400 lbs., lb. 0 30 0 30¾
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Steady Tone Noticeable In Shortening Situation

Toronto.

SHORTENING.—There is a very steady tone to the situation. Developments of an interesting character have been missing and prices are unchanged at the following figures:

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Continues To Move Forward

Toronto.

MARGARINE.—Very fair quantities of margarine continues to move forward and dealers generally are well satisfied with business being handled for this commodity. No change in prices has occurred during the week.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	

Solids, 1c per lb. less than prints.

Butter Shows Weakness; Market Very Quiet

Toronto.

BUTTER.—A somewhat weaker feeling is noticeable in the market during the week. Buying prices are down and trading generally is along rather narrow channels. Supplies are ample for the demand. No change in quotations to the trade have been made.

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 44	0 46
Dairy prints, choice, lb.	0 40	0 42
Dairy prints, lb.	0 38	0 40

Production Increasing; Receipts Ample;

Toronto.

EGGS.—An improvement in the production of eggs is noticeable and indications are that supplies reaching the market are ample and even more than ample for the demand. The tone of the market is somewhat weak and conditions generally rather quiet. Hot weather continues to influence the quality materially.

Eggs—		
New-laids, in cartons, doz.	0 54	0 55
Do., extras, doz.	0 50	0 51
Do., No. 1, doz.	0 47	0 48
Do., splits and No. 2, doz.	0 39	0 40

Revision in Cheese Prices May Come

Toronto.

CHEESE.—Revised freight rates may necessitate revised selling prices of cheese but these have not been worked out as yet. There is little to report in this market otherwise. A fair volume of business is being handled with supplies equal to present demands.

Cheese—

New, large	0 23½	0 24
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Good Demand Manifest; Supply Light; Prices Firm

Toronto.

POULTRY.—A very good demand is reported, the greatest difficulty being in getting supplies to take care of all orders. Prices are holding very firm with an advance in prices being paid for broilers effective. The present range of quotations is as given herewith:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 16-$....	$.....-$....
Duckling	0 25-	....- ....
Turkeys	0 25- 0 28	0 30- 0 35
Roosters	....- 0 18	....- ....
Hens, over 5 lbs.	0 25- 0 27	0 31- 0 32
Hens, under 5 lbs.	0 20- 0 24	0 27- 0 29
Chickens, Spring, 2 lbs. or over	0 33- 0 34	....- ....
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

		Dressed
Hens	0 33	0 36
Chickens, Spring	0 40	0 50
Ducklings	....	0 40
Turkeys	0 36	0 40

Mackerel Easier; Cod, Haddock are Scarce

Toronto.

FISH.—An easier tone has developed in regard to mackerel, quotations being made at 13½c to 14c per pound. Haddock is being quoted at 8-8½c per pound. Other lines show no change for the week. Supplies of haddock and steak cod are rather light, submarine activities accounting for this condition. Business generally is considered good, the demand continuing in splendid volume. Prices now ruling follow:

FRESH SEA FISH

Brills, dressed, lb.	....	0 10
Cod, steak, lb.	0 09½	0 10
Do., market, headless, lb.	0 08	0 08½
Do., heads on	0 07	0 07½
Flounders, lb.	0 08	0 10
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.	0 08	0 08½
Mackerel, lb.	13½	0 14
Plaice, dressed, lb.	....	0 10
Soles, dressed, lb.	....	0 10
Salmon, Red Spring, lb.	....	0 25
Do., Restigouche, lb.	....	0 22
Do., Saguenay, lb.	....	0 25

FRESH LAKE FISH

Herring, dressed, lb.	0 09	0 09½
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 15
Frog's Legs, lb.	....	0 50

MANITOBA MARKETS

(Continued from page 41.)

requirements, which again is very indefinite.

Corn Syrup Up 25 Cents Per Case

Winnipeg.

SYRUPS.—Most important event this week is an advance of 25 cents per case on corn syrup. This followed considerable firmness to the corn market. Cane syrup is not being delivered here just now, and the outlook is uncertain. It is possible supplies may come in later on.

Corn Syrup—	Per case
2-lb. tins, 2-doz. case	5 10
5-lb. tins, 1-doz. case	5 75
10-lb. tins, ½-doz. case	5 50
20-lb. tins, ¼-doz. case.	5 50

Coffee Higher Because of Marine Risks

Winnipeg.

COFFEE. — Advices indicate that prices in New York are much higher. This is attributed to the higher marine risks prevailing there because of submarine activity. This will not affect the price to retailers right away, and if there is a change it will be gradual.

Green Coffee—	
Rio, New York Grading No. 5, per lb.	0 20
Do., do., No. 7	0 19
Santos, fine old crop	0 23½
Bourbon	0 25
Mexican	0 30
Bogota \	0 30
Costa Rica	0 34

SEVEN GOOD SUGGESTIONS

Grocers will find much food for thought in a number of suggestions published by an American wholesale grocery firm suggestions as follows:

1. Have a clean store, clean aprons, clean windows. Make proper use of your windows. They are worth one-third your rent to you.

2. Get back your coffee trade. Make one man responsible for its sale. (Apply this idea to other branches in your store.) Watch the tea and coffee trade and the grocery trade will grow of its own accord.

3. Get out of the fixed price idea. If a thing should sell for four cents, sell it for four cents; don't ask five. (Odd cent prices have an unexplainable attraction to the prospective buyers.)

4. Don't trade with too many jobbers. If you scatter your trade no single jobber will get sufficient business to keep his interest in you alive.

5. Don't overstock. Buy only as you sold the preceding month, and in this way be able to discount your bills. Retailers who discount their bills get better trade than those who don't. The wholesaler has more respect for and is more interested in his customers who discount their bills.

6. Insure your goods for the amount of stock. Would you have to start clerking again for somebody else if your store should burn down to-morrow? Such an insurance is your protection, your family's protection, and your wholesaler's protection.

7. Don't trust Tom, Dick and Harry. Get a prospective customer's past and present records with other stores, and also the wages the husband earns. In this way you can tell how much credit a woman is entitled to. Get these before the account is opened, because if you try afterward she will be insulted Don't be afraid to ask for your money. Agree with your customer as to time and amount and you will be safe.

U. S. RESTRICTS IMPORT OF COCOA BEAN

Cacao (cocoa beans) has been placed by the United States War Trade Board upon the list of restricted imports (as announced in a new ruling). The importation of an amount not to exceed 30,000 tons during the remainder of the calendar year will be permitted. Out of the amount so licensed, the requirements of the army and navy will be met in full, and the remainder will be allocated by the Bureau of Imports of the War Trade Board. In addition, shipments from Mexico may be licensed when brought forward by other than ocean transportation. To effect this regulation, all outstanding licenses for the importation of cacao (cocoa beans) have been revoked as to ocean shipments after July 20, 1918.

An investigation of cocoa stocks in this country, conducted by the War Trade Board as a preliminary to this regulation of imports, showed stocks on hand sufficient together with the 30,000 tons of permitted imports, to last until June, 1919, so that the restriction will not interfere with the normal consumption of cacao in this country.

GREEK OLIVE CROP PROSPECTS GOOD

Reports indicate that throughout the olive-producing districts of Greece the trees have flowered heavily and that the young fruit has set well. It is too early to make any definite estimate of the coming crop; but if the weather is even fairly favorable through the summer it is estimated that the olive crop will be considerably heavier than in 1917.

There is a great scarcity of olive oil on the domestic market, despite the fair olive crop of 1917, with consequent high prices. The ordinary grade of olive oil, which sold on the wholesale market in 1916 for 15 cents a pound and in 1917 for 24 cents a pound, is now 31 cents a pound wholesale, and practically none offering.

RUINED FOR LIFE

A minister in a western town was called upon one afternoon to perform the marriage ceremony between a negro couple—the negro preacher of the town being absent from home.

After the ceremony the groom asked the price of the service.

"Oh, well," said the minister, "you can pay me whatever you think it is worth to you."

The negro turned and silently looked his bride over from head to foot, then slowly rolling up the whites of his eyes, said: "Lawd, sah, you has done ruined me for life, you has, for sure."



Help Conserve Our Meat Supplies

"INDIAN CHIEF" BRAND CLAMS

offer your customers a dandy substitute—a sweet, pure, wholesome fish food that represents sensible meat substitution in its most economical and practical form.

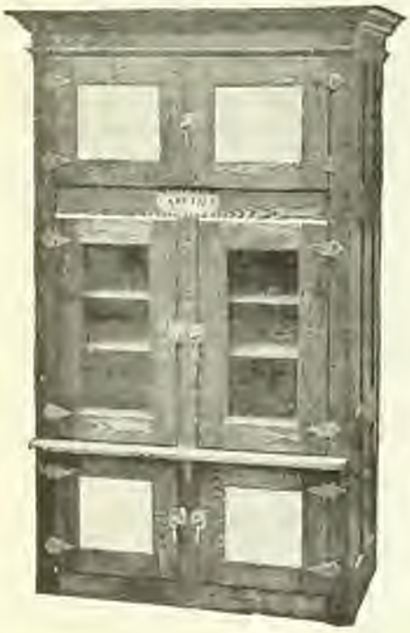
You cannot recommend a better sea food than Indian Chief Brand Clams. They will open up on your customer's table just as sweet and just as fresh as the day they were taken from the clam beds.

Remind your trade, too, that Indian Chief Brand Clams are ready cooked. Heating to a simmer makes them ready to serve—a fact that will appeal to both the restaurant trade as well as to the housewife.

Make Indian Chief Brand Clams a leader in your fish department. It will pay you.

Shaw and Ellis, Pocologan, Charlotte Co. N. B.

If You Need a Refrigerator You Need an "Arctic"



Whether for domestic or commercial purposes there is no better refrigerator today than the "Arctic."
Built into it are those practical principles of efficiency and economy evolved and developed by experts who have made an exhaustive study of scientific refrigeration.
Don't decide until you've seen the complete Arctic line described and illustrated in our new catalog which will be mailed you free.

JOHN HILLOCK & CO., LTD.
TORONTO

Show Me the butcher who ever got rich that did not make his **OWN SAUSAGE.**

Show Me the packer who EVER got rich who did not make his **OWN SAUSAGE.**



Did you ever consider the money that there is to the merchant who made a good high class Sausage?

The public is looking for this article.

Freeman Electric Meat Cutter

is the machine to give the goods the quickest and easiest way.

Write for Catalogue and Prices. Many Styles.

The W. A. Freeman Co., Limited
HAMILTON, ONTARIO
TORONTO—114 York St., Near King
MONTREAL D. H. H. Neill, 16 Notre Dame St. E. Uptown 8547

If any advertisement interests you, tear it out now and place with letters to be answered.



Here's a popular line for the Summer months —a product that EVERYBODY likes!

MAKES you hungry to look at it—doesn't it? And it tastes every bit as good as it looks. A few thin slices with fresh vegetable salad make a light, appetizing repast—and it's equally good for sandwiches.

Davies Quality Bologna is prepared in our own sanitary kitchens from choice pork and beef—tastily seasoned—then smoked over hardwood fires. *It contains no artificial coloring of any kind.*

Moderately priced, too. Each sausage weighs from five to eight pounds.

If you want to feature a good, quick selling line on your provision counter—order *Davies Bologna* and see how well it takes with your customers.

Other excellent lines include *Davies Ham Bologna—Davies "Lakeside" Bologna—Davies Belforts—Davies Wieners*—all *quality* products, and dandy sellers.

Our Traveller will take your order—or we shall be pleased to have you drop us a postal card.

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packer's License No. 13-50

If any advertisement interests you, tear it out now and place with letters to be answered.

BRUNSWICK BRAND SEA FOODS

—the lines of customer satisfaction and good profits

The well-established popularity of Brunswick Brand Sea Foods is a bankable asset to every live Canadian Grocer.

There is guaranteed customer-satisfaction in every can bearing the Brunswick Brand label and why should there not be when you consider the extreme care and attention exercised in the processing and packing of these first quality Sea Foods?

Let your customers know you sell and recommend the Brunswick Brand lines. Note complete list below:



¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.
BLACK'S HARBOR, N.B.



HERE you see the four different sized packages of RELEG (pronounced Real Egg) the best Egg Substitute you can offer your customers.

Send to-day for a trial order and prove that Releg is a good seller and a good money-maker.

RELEG CO. Regd.
Quebec, Canada

HEINZ

Canadian-American Food Products

57 VARIETIES

Canadian Factory, Leamington, Ont.
Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co.
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., tLd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

If any advertisement interests you, tear it out now and place with letters to be answered.

For Your Cooked Meats Counter

Schneider's Pure Meat Sausage

Twelve Varieties

Now is the time to start handling sausage lines. Quick turnover and a good margin. They are easy to handle. No bones. No waste ends. Nothing but quality, profit and customer-satisfaction.

Ask us to quote you on our Sausage and Smoked Meats.

We guarantee satisfaction on all mail orders.

J. M. Schneider and Sons, Limited

"The Sausage Makers"

KITCHENER, ONT.

Canada Food Board License No. 13-20

There are no Restrictions on Maple Products

We can fill your requirements on---

Maple Sugar **Maple Butter**
Maple Syrup **Maple Confections**

Canada Maple Exchange, Limited, Montreal

CANADA FOOD CONTROL, License No. 11-499.

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO.,LTD., 20-38 Dowd St., Montreal, Que.

We always have a few carloads of 2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

Mention This Paper When Writing Advertisers

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

Have you read page 64? It will interest you.

Foreign and Domestic

FRUITS
AND
VEGETABLES

BUTTER
AND
EGGS
For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.



John Oakey & Sons, Limited
London, S.E. 1, England
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East. Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

If any advertisement interests you, tear it out now and place with letters to be answered.

FRED COWARD

402 Spadina Ave., Toronto

Importer and Packer of Grocers' Sundries, etc.

	Dozen
"Lightning" Coffee Essence, 8-oz. square bottles (3 doz. in carton)	$2.80
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton)	1.40
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton)	.90
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton)	.90
Potato Flour, 10-oz. packages (3 doz. in carton)	1.35
Potato Flour, 3½-lb. bags	6.00
Ground Rice, "Special Grain," 10-oz. packages (3 doz. in carton)	1.10
Ground Rice, "Special Grain," 3½-lb. bags	5.28
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton)	1.45
Marrowfat Peas, bulk, prices on application.	

Freight paid up to 35c per 100 lbs., or

Better still—ask your wholesale grocer for the above lines.

KLIM
IN POWDER FORM

Klim is needed every baking day

Every one of your customers who does her own baking needs Klim. When she orders flour, lard, baking powder, etc., she should also order this pasteurized separated milk in powder form. Klim reduces baking costs without reducing food value or impairing the flavor and tastiness of baked foods. It is convenient to use. It is absolutely pure. It will not spoil. It costs less than liquid milk. It is all food—no waste. There is a big future for Klim in your store if you will help to get your customers acquainted with its value. Recommend Klim to every woman who does her own baking.

CANADIAN MILK PRODUCTS LTD.
Toronto Montreal

Also stocked by: W. H. Escott Co., Ltd.
Winnipeg
Kirkland & Rose
Vancouver

Canada Food Board License No. 14-242

A Good Profit and many Repeats

follow every sale of MATHIEU'S NERVINE POWDERS.



Just remind your customers occasionally about the simple efficacy of this remedy for Sleeplessness, Neuralgia, Nervous Headache, La Grippe, etc.

You can recommend Mathieu's Nervine Powders. They give satisfaction.

J. L. MATHIEU CO.
SHERBROOKE, QUEBEC

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

If any advertisement interests you, tear it out now and place with letters to be answered.

THERE'S A WONDERFUL SALE FOR

COPELAND'S

DIAMOND C BRANDS

Corn Flour

In 3½, 7, 24, 49, 98 lbs.

and

Copeland's

Diamond C Brand

24 C lbs.

Corn Meal

in 98-lb. sacks.

Milled from the highest grade American corn.

G. COPELAND & SONS

Millers and Grain Dealers

MIDLAND and PENETANG, ONT.

HEAD OFFICE, MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in harrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 60

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands- Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	0 90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90
SWEET CHOCOLATE- -	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6-lb. boxes	0 30
Diamond, ¼s, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS—	Per doz.
Milk medallions, 5-lb. boxes.	$0 39
Nonpareil wafers, 5-lb. boxes.	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes.	0 45
Milk chocolate wafers, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 30
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

Possessing the Confidence and Appreciation of the public

COX'S

Instant Powdered Gelatine

The purity is a marked characteristic of Cox's and makes this well-known line a favorite wherever best quality is appreciated.

Grocers find it worth featuring for profit and customer satisfaction.



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WINNIPEG—Tees & Persse, Limited VANCOUVER—Martin & Robinson, Ltd.

Advertisement pulls for five months, and still at it.

The Hobart Manufacturing Company, Toronto, makers of Store Equipment, received a reply the other day from a merchant in the British West Indies, to an advertisement of theirs in CANADIAN GROCER of October last. That merchant evidently keeps every issue of his business paper on file. He is not the only merchant who does so.

A Canadian merchant required a particular iron product. He remembered that it had been advertised by a certain firm TEN years before in the MacLean Business Newspaper to which he subscribed. He was able to turn up his files to that very advertisement, and he placed his order.

MacLean Business Newspapers add this extra long life to the advertisements that appear in their pages. The business men who subscribe to them read them thoroughly from first page to last.

MacLean Business Newspapers are kept on file by their readers. They are continually being referred to for business facts. They are continually being referred to for particulars of advertised goods, and for addresses of advertisers. MacLean Business Newspapers reach the business communities interested in your goods. Write to-day for advertising rates of the Business Newspaper most interesting to the readers you want to reach.

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Publishers of MacLean's Magazine, Farmers' Magazine, The Financial Post, Canadian Grocer, Canadian Machinery, Hardware and Metal, Dry Goods Review, Men's Wear Review, Bookseller and Stationer, Sanitary Engineer, Power House, Printer and Publisher, Marine Engineering, Canadian Foundryman.

153 UNIVERSITY AVE., TORONTO



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

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No. 16 Jar .....
No. 4 Jar .....
No. 10 Can .....

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2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can ..
No. 10 Can .....
Picnic Can .....

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Terms, net, 30 days.

Eagle Brand, each, 48 cans..	$8 75
Reindeer Brand each 48 cans.	8 45
Silver Cow, each 48 cans.....	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, Large, each 24 cans	5 75
Reindeer Brand, Small, each 48 cans	6 00
Regal Brand, each 24 cans...	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

	Per Case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
[illegible] 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.
Lunch Ham—1s, $6.45; 2s, $13.50.
Ready Lunch Beef—1s, $4.45; 2s $9.
English Brawn — ½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.
Geneva Sausage—1s, $4.95; 2s, $9.45
Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.45; 2s, $9.
Cooked Tripe—1s, $2.45; 2s, $4.45.
Stewed Ox Tail—1s, $2.45; 2s, $4.45.
Stewed Kidney—1s, $4.45; 2s, $8.95
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4; 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.
Beef Steak and Onion—½s, $2.90; 1s, $4.45; 2s, $8.45.
Jellied Hocks—2s, $9.95; 6s, $29.80.
Irish Stew—1s, $3.45 ;2s, $6.75.
Cambridge Sausage—1s, $4.45; 2s, $8.45.
Boneless Chicken—½s, $5.90; 1s, $8.95.
Boneless Turkey — ½s, $5.90; 1s, $8.95.
Ox Tongue—½s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.
Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85.
With Plain Sauce—Ind., $1; 1s, $1.65; 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consomme, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s, $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65; Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.65; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s (flat), $2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.35; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.85; 1s, $2.50; 3s, $4.80.
Tongue, Ham and Veal Pates—½s, $2 25.
Ham and Veal Pates—½s, $2.25.
Smoked Vienna Style Sausage—½s. $2.45.
Pate DeFoie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $2.45.
Potted Beef Ham—¼s, 75s; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s. 75c; ½s, $1.40. Vea—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $17.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.75; ½s, $2.85; 1s, $4.15.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.35.
Ham—¼s, $2.35.
Tongue—¼s, $2.35.
Venison—¼s, $2.35.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s 30c.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

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FOR OVERSEAS MAILING
7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.

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Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

If any advertisement interests you, tear it out now and place with letters to be answered.

"You Will Yet Be Glad"

PRIVATE PEAT, who has sprung into fame through his books and extensive platform work, contributes an article to the August issue of MACLEAN'S MAGAZINE under the above heading. It is a cheery, optimistic message, contrasting conditions in 1914 with things as they are to-day. Private Peat, always a "headliner," is at his best in this article. But



Private Peat is only One of Many Features

In August MACLEAN'S there are half a dozen other writers with just as much "pull." Glance at this list:

"The Strange Adventure of the Man from Medicine Hat," a striking mystery story. By *Arthur Stringer*

"The Three Sapphires," a splendid serial story. By *W. A. Fraser*

"Keeping Border in London," a fearless summary. By *Lt.-Col. John Bayne Maclean.*

"The Enemy Under the Earth," an article on the most terrifying phase of modern warfare—sapping warfare under the earth. By *Lt. C. W. Tilbrook.*

"Uplifting the Press," a satire on certain activities of the Dominion Government. By *One of the Uplifted.*

MACLEAN'S presents the vital and interesting things dealing with Canada—the most fearless criticism, the most entertaining comment, the biggest exclusive stories. Contributors to MACLEAN'S are the best writers and the most interesting personalities that the Dominion has produced. It is brimful of "features."

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Cantaloupes — Local and Imported.

Bananas, Oranges and Lemons

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SOME time during the next two weeks you will be visiting our city and the Canadian National Exhibition. Be sure and arrange to spend a few minutes with us at our Fruit Market Stand. We can assure that every effort will be made to make this part of your trip a profitable one.

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Peaches, Plums, Apples and Huckleberries now arriving daily.
Tomatoes, arriving in liberal quantities. Quality fine. Prices low.
Cantaloupes. Fine eating quality. Prices reasonable.

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Peaches, Pears, Plums, Apples. Quality excellent. Prices lower.

Also

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The House of Quality.

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DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

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Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

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Order from your jobber to-day.
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We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.
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TORONTO SALT WORKS
GEO. J. CLIFF

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

All these ads will have position on a live page each week containing reading matter.

SOCKEYE SALMON PACK LIGHT

In a telegram received from another of the largest packers on the Coast, the estimate made in CANADIAN GROCER relative to the pack a couple of weeks ago is confirmed. This packer wires as follows: "Sockeye run about over. Expect can deliver about 80 per cent halves, but only 10 per cent. talls. Pink salmon, Chums and White Spring halves and talls expect full delivery. Cohoes mostly yet to pack. Expect to deliver 75 per cent. halves and about 40 per cent. talls."

This estimate of the Sockeye pack is even a little less than had been first hoped for, and as this market has been in the habit of using talls principally, a limited distribution is all that will be possible. It looks as though the trade will have to turn to the cheaper grades of fish but it is thought this action should not mean any great hardship.

An advance in laundry starch of ¼c per pound has been made, and corn syrup has also gone to higher levels—another 15c per case being added. The high price of corn and advanced freight rates are factors in this increase.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONT C

Every reader will see the ads in the Buyers' Market Guide.

SUGAR BAGS

With or Without Liners
E. Pullan, Toronto

GROCERS & BUTCHERS

Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Do not overlook the possibilities of this page.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

AGENCIES WANTED FOR THE CITY OF Ottawa. By young man calling on Grocers and Hardware firms. Corn brooms or other supplies. A. Thompson, 14 Pansy Ave., Ottawa, Ont.

FOR SALE

CASH CARRIER SYSTEM — AIR LINE — seven stations; used four months; half price. Apply Box 420, Canadian Grocer.

BUSINESS CHANCES.

GENERAL STORE—BUSINESS OF THE LATE E. J. Planche, Cookshire, Quebec. Established over 35 years. Large business, wholesale and retail; groceries, hardware, boots and shoes; gentleman's furnishings; dry goods and furniture. Apply E. J. Planche & Co.

GROCERY BUSINESS AND STAND. BARgain for quick buyer. Box 425, Canadian Grocer.

GENERAL STORE IN A GOOD SECTION AND doing a good business. Stock about $4,000 reduced to suit purchaser. Owner giving up business. Box 423, Canadian Grocer.

FIRST CLASS DRY GOODS AND GROCERY business. Health reason for selling. Full particulars. Apply Box 383, Boydell Place, Sault Ste. Marie, Ont.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

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.

HAZARD CASH CARRIER ;FOUR STANDS (one American), half price. Box 426, Canadian Grocer.

FOR SALE

1 GROCER'S REFRIGERATOR, IN GOOD repair, 1 Bowser oil tank, 50 gal., 1 coffee mill, good as new, Philadelphia make, two 30 in. wheels, 2 Lawson cash carrier lines, 1 absolutely new ½ ton Maxwell delivery truck, covered, complete with electric starter, hasn't gone ten miles. Rehder & Co., Paris, Ontario.

GENERAL MERCHANDISE BUSINESS. Smart village, County Grey. Clean stock. About $10,000. Store can be bought or rented. Reasons, poor health. Box 427, Canadian Grocer.

NEW FORD TON TRUCK IN PERFECT CONdition, with or without self starter. Has runabout body complete. Platform 5½ x 8. Snap for quick sale. C. Southon & Son, Lakeport, Ontario.





READY MADE CUSTOMERS

Practically every woman who enters your store is a ready-made customer for Ioco Liquid Gloss and Household Lubricant. In every home there's a daily use for one or both of these evident necessities.

Ioco Liquid Gloss cleans and polishes finished surfaces of all kinds—restores the original lustre to furniture, pianos, hardwood floors, automobile and carriage bodies.

Household Lubricant—non-gumming and non-corrosive—is used for sewing machines, phonographs, typewriters, electric fans, bicycles, etc., wherever a light lubricating oil is needed. Used on bright metal surfaces, Household Lubricant prevents rust and tarnishing.

Stock these staples that bring repeat orders. Their quality is well-known—their uses are many and varied—they are backed by the well-known guarantee of our name.

Write us to-day for our attractive dealer proposition.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

TRADE MARK

Small's

NOTICE

Cost of Glass, Tin and Maple is increasing every day. Send your Jobber estimates of your fall and winter requirements for Small's Maple Goods and secure benefit of present prices, also carload rates, lake and rail

SMALL'S FOREST CREAM BUTTER in lithographed tins, and SYRUP in glass, have a clean, attractive appearance. No loss from leakage or fermentation. We are overcoming obstacle of high rate



of freight on these packages by shipping exclusive fourth class cars to all jobbing centers. Be the first to sell SMALL'S FOREST CREAM PURE QUEBEC SYRUP. It has a smack that lingers.





Above Represents Actual Size



Dozen costs $2.40; Retails at 25c or 30c ea.

Ask your jobber also for Small's "Forest Cream," Pure Quebec Syrup. It has the true smack of the Maple Season

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE': TORONTO, AUGUST 30, 1918 No. 35



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.



Stock Standard Lines

WHEN you stock O-Cedar Polish and O-Cedar Polish Mops you have a line which sells steadily all year 'round. You can depend on the O-Cedar Profit. You know that no matter how business in general may be, O-Cedar Polish and O-Cedar Polish Mops are always in steady demand.

Extensively Advertised

O-CEDAR is known all over Canada—and women readily recognize the O-Cedar Trade-Mark. They accept it as they would accept the Sterling Mark on a piece of silver—they know it stands for quality in the highest degree.
Advertised in daily newspapers, magazines and street cars—O-Cedar Products practically sell themselves. Women, realizing how much O-Cedar Mops and O-Cedar Polish lighten their daily tasks, need only the occasional O-Cedar reminder which you can easily give them by placing the O-Cedar Products in a prominent place in your store or window.

Order from your Wholesaler.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO, ONTARIO

BEANS, RICE, PEANUTS, WALNUTS
ORANGES AND OTHER ORIENTAL PRODUCTS

DIRECT IMPORTERS AND EXPORTERS
FROM AND TO THE ORIENT

FUJITA & CO., LTD.

Head Office: KOBE, JAPAN. Branches: VANCOUVER, B.C.

SEATTLE, YOKOHAMA, TIENTSIN, NATE AND TSINTOW

Western Distributors:

W. H. ESCOTT CO., LTD.

WINNIPEG

CALGARY, EDMONTON, REGINA, SASKATOON, FORT WILLIAM

The Milk That Cuts The Cost of Cooking



"Hotel"
"Tall"
"Family"
"Small"

You Serve When You Conserve

But when you save, save wisely. Recommend to your customers to purchase Evaporated Milk—St. Charles Brand—a milk which has been reduced in Vacuo to a creamy consistency, which has butter fat contents in excess of Government requirements for Evaporated Milk.

The use of "Sterilized" Milk is a waste of tin plate, since there is more actual milk in a family size (12 oz.) tin of Evaporated than in a tall tin (16 oz.) of Sterilized natural milk.

When you explain this economic situation to your customers you benefit them, and lend assistance to the conservation of tin plate.

Borden Milk Co., Limited
Montreal

Bordens Evaporated Milk

Branch:
Arcade Bldg.,
Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.



SALES INSURANCE

Here's the kind of insurance that every retail man should invest in. And the only policy needed is good buying judgment. It doesn't cost you anything to take out this policy, but it certainly costs you considerable money if you don't use it.

As far as Peanut Butter is concerned, you are indeed well insured against slow sales if you buy BOWES' PEANUT BUTTER the most popular brand in Canada to-day.

ORDER FROM YOUR JOBBER OR DIRECT

THE BOWES CO., LIMITED
70-76 FRONT STREET EAST
TORONTO

Sell A SUPPLY—Not A SAMPLE



Simcoe Brand Baked Beans are so widely known and so well liked, that usually a suggestion is all that's necessary to change your customers' order from "a can" to a *Case*.

SIMCOE BRAND BAKED BEANS
(with Tomato Sauce)

is a staple article of diet on which there are no restrictions. It sells to all classes, at all seasons. Rich, nutritious, delicious. Good hot or cold—no trouble to serve. Should be stocked now by every grocer and by every good housewife.

DOMINION CANNERS LIMITED HAMILTON, CANADA.

" The Seal of Quality "

Dominion Canners, Limited - Hamilton, Ontario

Corn Products Exhibit



Diamond C Brands

Every Grocer visiting the Canadian National Exhibition should be interested in

Corn Flour
and
Corn Meal

W. G. Patrick & Co., Limited, are showing the above Brands in their exhibit in ***The Patriotic Food Show Building*** and invite all the trade to call and see these lines which are manufactured from the Highest Grade American Corn by

G. COPELAND & SONS

Midland and Penetang, Ont.

HEAD OFFICE, MIDLAND



Extra Sales without Extra Labor

Put a counter display stand of CANE'S PENCILS—like the one here illustrated—before your customers and watch how quickly the pencils will sell.

This display stand is a good looker. It's a sales maker—it will sell the pencils for you without any further effort on your part.

Note how they stick up in a way that is certain to get quick attention. Each pencil retails at 5c each, leaving you a generous profit. And—

Cane's Pencils are Made-in-Canada—the only Canadian-Made Pencils on the market.

The Wm. Cane & Sons Company, Limited

NEWMARKET, ONTARIO

Whittemore's Shoe Polishes

Quality Variety



For a Big Seller ..

BOSTONIAN CREAM — The ideal cleaner for kid and calf. You'll need a good stock of brown for brown glazed kid and mahogany calf —also the cordo-tan for cordovan leather. Then there's the white BOSTONIAN for all colors of glazed Russia calf, vici or dongola kid or patent leather—also light and dark gray, and any other color or shade.





And Here's the Paste

NOBBY BROWN PASTE—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it —you'll repeat on it.

For red or oxblood there's the same size package of PEERLESS OXBLOOD PASTE.



RUSSET—2 Sizes



BROWN—2 Sizes



WHITE—2 Sizes



RED—2 Sizes



BLACK—2 Sizes

Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.

WAGSTAFFE'S
1918 PACK JAM



THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA



Strawberry
Raspberry
Black Currant
Plum
Peach
Apricot



All Ready for Delivery.

WAGSTAFFE, Limited

Hamilton, Canada

E. D. SMITH'S

Pure Raspberry, Black Currant Gooseberry, Apricot, Peach, Plum, Cherry and Blueberry Jams

1918 Pack

The goodness of these E.D.S. lines is a sure guarantee of pleased customers and more sales.

Place your order now with any of the Agents listed here.

E. D. Smith and Son Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

CLARK'S SPAGHETTI



With Tomato Sauce and Cheese

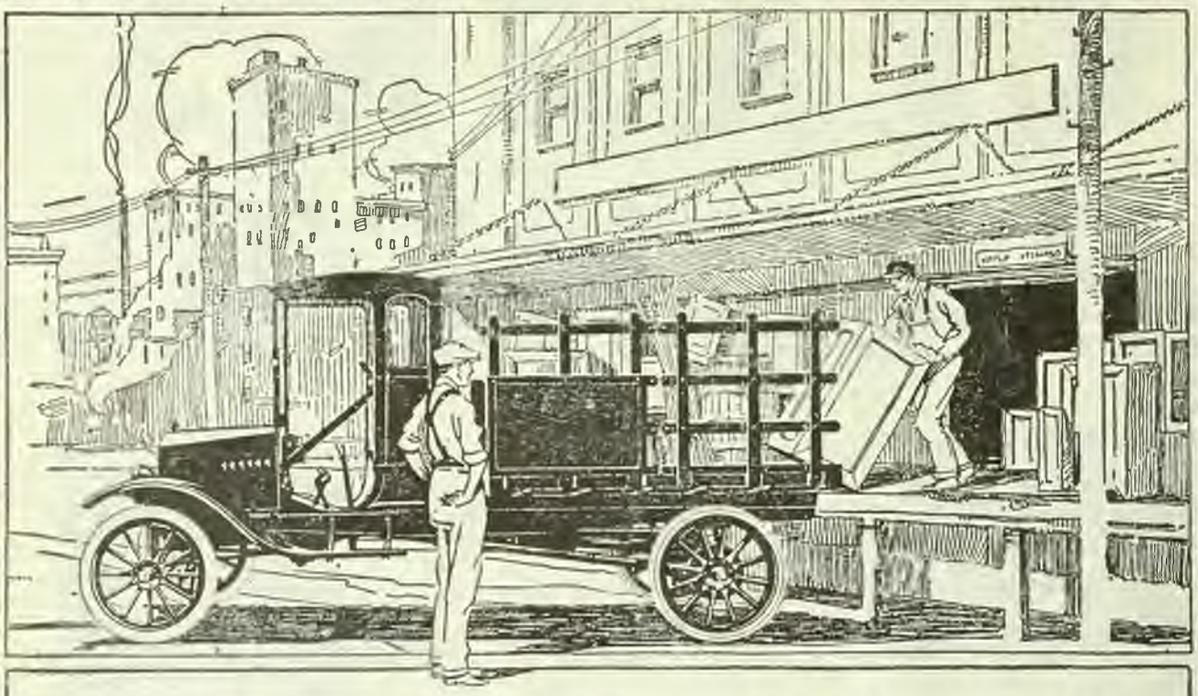


You will find, Mr. Grocer, to be a HIGH-GRADE DELICACY and a Popular Seller. It is prepared from the very finest ingredients, is perfectly cooked, deliciously flavored, and a highly nourishing dish. Show it to your customers and watch results.

Clark's

W. CLARK, Ltd., Montreal

CANADA FOOD BOARD LICENSE No. 14-216



"When Can You Deliver?"

THAT'S the customer's first question, usually. How do you answer him?

Your goods may be superior, your clerks may be courteous, your store attractive, but, after all, unless your deliveries are prompt and dependable, your customers will be disappointed and trade elsewhere next time. Do you realize how many people judge a store by its deliveries?

Is your delivery system on a par with the rest of your business? Does it draw new trade or lose customers for you? Are your horses as suitable for you as they were at one time? If not, why do you persist in being a little behind the times, when a Ford One Ton Truck would be more in line with your other business standards?

Perhaps your deliveries cost you too much. If you are using motor trucks, they may be too heavy for your line of business and therefore too expensive. The Ford Truck uses less fuel when handling a full load than some trucks use running empty.

The Ford One Ton Truck is a money saver, so why not modernize this department of your business at once?

Ford
THE UNIVERSAL CAR

Runabout	$660
Touring	690
Coupe	875
Sedan	1,075
Chassis	625

F.O.B. Ford, Ont.

All prices subject to war tax charges, except trucks and chassis

Ford Motor Company of Canada,
Limited
Ford - - Ontario

Put your product in good company by letting us push it in the Western Field

We represent some of the best Canadian, American and British products and the service we give is second to none.
Quite recently we added another important line to our family—the well known DRUMMER DYES, Dolly Cream and Dolly Tints. We are going to push this line into the front rank of Western "Best Sellers"—we can do the same for your product.

Further proof of the service we give and character of the lines we represent may be judged from the following list of clients:

Pugsley, Dingman & Co., Ltd., Toronto, Ont.
Comfort Soap, Dingman's Electric Soap, Dingman's Ideal Blue, Comfort Blue, Comfort Lye and Tip Top Soap Chips.

John Taylor & Co., Ltd., Toronto, Ont.
Taylor's Borax Soap, Borax Soap Powder, Infants' Delight Soap, Toilet Soaps, and Perfumes.

Shurly & Derrett, Ltd., Toronto, Ont.
Twines, Clothes Lines, Tennis Nets, Cotton and Jute Rope.

Torbitt & Castleman Co., Louisville, Ky.
Molasses.

Quaker Candy Co., Toronto.
Quaker Molasses Kisses.

Kerr Bros., Toronto, Ont.
Kerr's Butterscotch.

Bradshaws, Ltd., Toronto.
Wax Paper.

Jireh Food Co., Maitland, Ont.
Jireh Food and Gluten Flour.

Peter McNutt & Son, Malpeque, P.E.I.
Gold Medal Brand Lobsters and Canned Boneless Chicken.

Jas. Epps & Co., Ltd., London, Eng.
Cocoa and Chocolates.

Wm. Symington & Co., Ltd., Market Harboro, Eng.
Pea Flour, Custard Powder and Dry Soups.

Wm. Edge & Sons, Ltd., Bolton, Eng.
Dolly Cream, Dolly Tints and Drummer Dyes.

The New Imperial, Quebec.
Egg Powder.

We would like to hear from you. Send us a few particulars about your product. Ask us to tell you all about our organization — its reputation, financial standing, and its facilities that guarantee success.

F. D. COCKBURN COMPANY

Grocery Brokers and Manufacturers Agents
149 NOTRE DAME AVE., E. WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

There's big money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

C. & J. JONES

WINNIPEG - VANCOUVER

Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

Winnipeg Warehousing Co.

Winnipeg

Prompt and Efficient SERVICE

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

WAREHOUSING
DISTRIBUTING
STORAGE

D. J. MacLeod

Brokers and Manufacturers' Agents

EDMONTON, ALTA.

open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St., W. Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

On Spot
Tapioca and Sago
Both Singapore and Penang. Lowest price.
W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

Baker's Cocoa and Chocolate



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
Canada Food Board License No. 11-690

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

QUEBEC

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING, MONTREAL

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.



IT'S THE REAL MACKAY

Are you selling

MacKay's Pearl Barley Flour?

It's the Canadian-made "Barley Food" that everybody is talking about. The ideal, easily - digested food for Infants, Invalids, Aged People and Nursing Mothers.

For flavoring soups and gravies it is without any equal whatever. Dr. McGill, the Dominion Chemical Analyst at Ottawa, recommends MacKay's very strongly.

Consumer advertising is boosting the demand. Get your share now. Order from your wholesaler or direct from

John MacKay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canada



It Has a Real Food Value

This, coupled with its delightful Concord Flavor, has made Marsh's the favorite Grape Juice of people who know.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.



Style No. 4. This Beautiful Body $138.00

Babcock Commercial Bodies

Every merchant delivers goods in as handsome style as he can afford. It is mighty good advertising. A swell looking delivery body reflects credit and makes for popularity.



Will You Be Our Agent?

Write for Illustrated Folder Prices and Terms

Good Looks is not the only good argument for the Babcock Body—not by any means.

Steel Construction — ribbed, angled and bolted with steel, makes all Babcock Bodies rigid, durable, economical.

Interchangeable — Standardized — Any of the four styles are interchangeable with very little trouble; bolts and brass and all parts fit exactly. Made "standardized" to fit any make of car. Name your Chassis when ordering.





CARRIAGE FACTORIES, LIMITED

Head Offices: Excelsior Life Bldg., TORONTO
Sales Offices: Montreal, Toronto, Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

Hot Weather is here
and now is the time to buy

WANDER'S

CHLORINATED LIME

Destroys Odors
Kills Germs
Bleaches
Used in Cantonments and Hospitals



Endorsed by Health Authorities and Always a good seller wherever pushed

Sell WANDERS

Chlorinated Lime and Pure Lye; most profitable brand on the market. A sure repeater, and is well advertised, which will prevent the goods from becoming stale and worthless.

Order a supply of WANDERS *from your jobber*

S. Wander & Sons Chemical Co., Inc.

Main Office and Factory
ALBANY New York

It moves quickly—because it satisfies



A stock of Babbitt's Cleanser will never collect dust on your shelves because—the demand is there.

Housewives know Babbitt's and they buy it regularly because of the excellent service it always renders.

Valuable Premiums for Trade Marks.

Agents:

WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

KING GEORGE'S NAVY

CHEWING TOBACCO

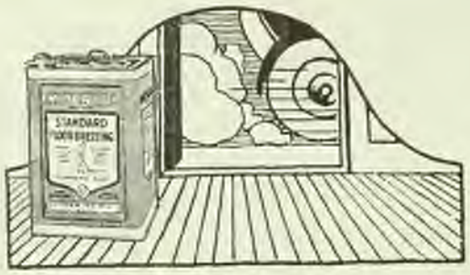
A Fine Satisfying Chew

Proof that King George's Navy Chewing Tobacco meets with the approval of the men is evidenced by the regular repeats which follow first sales. You will like how King George's Navy sells and you will like the wide profit margin also.

Ask your wholesaler for a supply.



Rock City Tobacco Co., Ltd.



LAYING THE DUST

90% of the ever-present atmospheric dust in your store can be captured and held.

STANDARD Floor Dressing

does this and more in your store. It keeps the goods on the shelves cleaner and fresher looking, and adds a note of tidiness and brightness to the whole store.

It definitely lays the dust because it is a sanitary, non-evaporating, wood preserving product. A gallon will take care of 500-700 square feet of surface, and one application will last for several months if the accumulating dust and dirt are swept regularly with a stiff brush or broom. Easily and quickly applied with an ordinary sprayer.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

SPECIAL NOTICE

In connection with our exhibit at the Toronto Exhibition, we will issue coupons good for five cents (5c) when presented to the retail grocer in part payment of a can of "Seal Brand Coffee."

Please help us to help you sell more **"SEAL BRAND"** by redeeming the coupons promptly and sending them to us, when we will remit or place their value to the credit of your account.

CHASE & SANBORN

Montreal, Que.

DO NOT MISS

calling on us at our Booth in the Manufacturers' Building at the

Toronto Exhibition

We have arranged for the regular attendance of Miss Warner, our Chemist and Food Expert, who has just returned from an extended visit with the United States food authorities.

Miss Warner will be prepared to give information on the use of substitutes for wheat flour. Grocers should be able to get valuable pointers from her.

PURITY OATS

used in cooking in place of wheat flour will enable us to send more flour overseas.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.



The Purity Kid



Everybody is Hungry but Who Wants to Wash Dishes

How many nice outings are spoiled by the drudgery that accompanies the serving of the food?

Quite a lot, but more are spoiled by poor, measly, makeshift picnic sets.

Here is a real one—Mapleware.

Forty-one pieces, all made from wood. Every dish strong enough and big enough to carry any and all cooked foods or raw foods that may be served. Hot and cold foods can be served with equal satisfaction.

Every dish in the Mapleware set is made from selected hardwood. Mapleware is durable, it is almost impervious; you can cut a piece of meat or a piece of juicy pie without going through the bottom of the dish.

You make a nice profit selling Mapleware. It sells other picnic lines you may have in stock. It pleases your patron. Here are the items in a Mapleware Lunch Set: 6 large dinner plates, 2 long platters, 2 deep vegetable dishes, 6 handy side dishes, 6 salt and pepper dishes, 12 maple spoons or spreaders, 1 wood fibre table cover 48 x 60, and 6 wood fibre napkins.

It retails for 35 cents.

Ask your jobber or

The Oval Wood Dish Co., Inc.
Manufacturers
Tupper Lake, N.Y.

Victoria Paper & Twine Co.
Distributors
Toronto, Montreal, Halifax



They'll enhance your reputation

The quality of these two products

KKOVAH CUSTARD

AND

KKOVAH Health SALT



is the sort of quality that it pays to recommend — the quality that secures the dealer the increased good-will and confidence of his trade. Are you supplied?

Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG :: TORONTO :: MONTREAL



Judge Vinegars by Results

The prime object of Vinegar is to add FLAVOR to the foods upon which it is used.

All Vinegars are sour, but it requires long months of careful aging to give

AVICO

QUALITY FIRST VINEGARS

that smooth mellowness which lends palatability to salads, etc.

Sealed Packages only filled and guaranteed by

THE ACME VINEGAR CO., LTD.

MAKERS OF VINEGARS IN BOND

WINNIPEG - CANADA



If any advertisement interests you, tear it out now and place with letters to be answered.

MALTBRU BEER

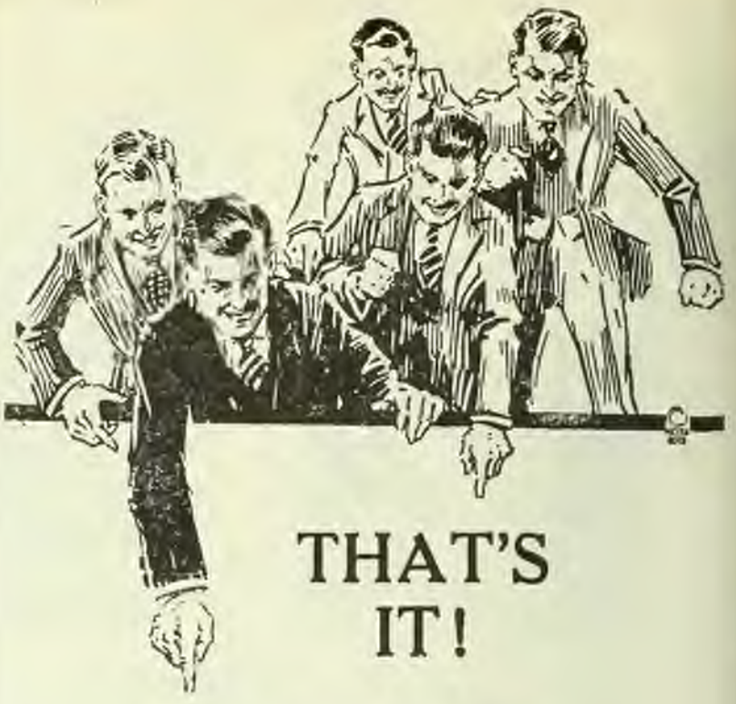
The last word in Temperance Beer



Maltbru is nutritive, pure through pasteurization and sterilization, wholesome and thoroughly refreshing. A sure thirst-chaser. Ask for it at restaurants, grocers, confectioners, hotels and all places where first-class beverages are sold.

Brewed and bottled by

Blackwoods Ltd.
WINNIPEG



THAT'S IT!



Charbonneau's Imperial Sugar Cream Butter

—A highly delicious and wholesome product combining tip-top quality and moderate price.

Grocers who show it regularly in their displays are assured of lively selling and quick repeats.

Send your order to

Charbonneau, Limited
Manufacturers of Biscuits
Confectionery, Syrup Refiners

330 Nicolet Street **Montreal**

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN FOOD CONTROL

License 6-227

Economical and Wholesome—

"Thistle Brand"

Scotch Cured
- Genuine -
Finnan Haddie

Canned on the seashore, right where the fish are caught. Scrupulously clean—*full weight*—every particle eatable.

Hand out "Thistle Brand Haddies" with your *best* recommendation and *guarantee.* They satisfy.

Sole Agents:

Arthur P. Tippet & Co., Montreal

Packard's Shoe Polishes!



FRENCH GLYCERINE
in 3 oz. Bottles
(A SELF POLISHER)

Three excellent lines for the Grocery Trade

Made from first-class ingredients, these Packard Polishes are justly popular and sell readily wherever displayed.

A Packard shine is a lasting shine. Sell Packard Polishes to your customers and win their increased goodwill.



WHITE "O"
in Cakes
No. 3 in Cardboard box
No. 5 in Metal box



BLACK-"O" A Combination of Liquid and Paste
BROWN-"O" and TAN-"O"

Our prices give you a good margin. Send for latest list.

L. H. Packard & Co., Ltd.

Manufacturer of Quality Shoe Polishes

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.



Interior of the L. C. Teeple store, of Lethbridge, Alberta, showing the attractive display fixtures and separate table displays.

Ask Teeple What He Thinks of the Walker Bin Equipment Shown

which has cost its owner 50c. per day used, including interest, since installed in 1909.

Any live Grocer will agree that to do otherwise is neither good business nor patriotic under present conditions.

The Committee appointed by Grocers' Association to report at the August meeting, reported as follows:

"From actual results shown by Grocers in Ontario towns and cities, as well as in Eastern and Western Canada, we can only report in favor of the use of **Walker Bin** equipment wherever possible, being the one sure way of reducing our overhead expense or cost of doing business. It also reduces or does away with the help problem entirely. We have the owner of a Walker Bin store in one of smaller industrial centres say three of a staff run $1,000.00 per week, while another live Grocer with a number of branch stores, all equipped with **Walker Bin** fixtures, finds it possible for the two lady clerks in charge of each branch to turn over as high as $500.00 in one day." Now, these results would be absolutely out of the question in former days with old-style drawers, boxes and shelves, good for most anything, but nothing in particular, and the saving in time, labour and even goods is so marked that we would recommend every grocer to get busy now, at once, and equip to meet the Empire's need by saving of FOOD—MEN—MONEY.

Write us for particulars. You have thought it over but have not acted. Do it now. Send floor plan for sketches and catalog showing styles for complete outfit.

The Walker Bin and Store Fixture Co., Limited

KITCHENER, ONTARIO



because it chiefly consists of ASSAM teas—the world's richest and strongest teas.

WETHEY'S

Orange Marmalade

excels all others



Jars like this

are ideal for preserving and pickling

Prudent Mrs. Housewife will now be planning on beating next winter's high prices by putting away ample stocks of fruits and vegetables.

Show her how easily she can do this by using our Sanitary Stoneware Pottery—the best and most sanitary containers for this purpose.

Would you like to see our folder listing the complete line of crocks with prices? Send for it anyway. **No obligation.**

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.
King & Yonge Sts. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

THE NEW APPETISER

Delicious Flavour **SAVORA** *Delicate Aroma* **SAVORA**



There is nothing finer to be had in the way of Mixed Mustard than Savora—the extra delicious appetizer made with the famous Colman's D.S.F. Mustard.

Savora is put up in neat glass jars and packed in cases of 2 dozen 35c size; 4 dozen 25c size.

Savora gives zest and piquancy to all meats and salads. Housewives buy it regularly after a first trial.

MAGOR, SON and COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL







Make these All-Canadian Milk Products your leaders

Sell the Milk Products that you know are O.K.—the Milk Products that are Made-in-Canada.

Malcolm Milk Products are made up to a standard beyond which there is no better.

The strictest surveillance is always exercised in every part of their manufacture from the selecting of the best needs down to the sealing of the cans.

That's why you can recommend the Malcolm lines. They're good and they always satisfy.

Freight prepaid up to 50c per 100 lbs. in Ontario, Quebec and the Maritimes. 5-case lots or more delivered to any point in these sections.

THE MALCOLM CONDENSING CO., LTD.

St. George, Ontario

The All-Canadian Condensed Milk Company

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXII. TORONTO, AUGUST 30, 1918 No. 35

Stock Turns Twelve Times A Year

Getting Customers Into One's Store, Th n Satisfying Them—Carrying Books and Magazines—Bon-bons and Candy I or the Children—Value of Location Considerable—Selling I lain and Fancy Cakes

THE Oxford Provision Company of Notre Dame de Grace, a suburb of Montreal turns its stock twelve times a year. This is an interesting fact and in speaking recently with its manager and owner, R. Beaulieu, some splendid features were brought out.

"I usually have one or two specials for each day," he stated. "In advertising them I use large sheets of cream-colored paper taken from the roll of store wrapping paper and on these we point in plain figures what we are offering and place the announcements in the windows right against the glass. They are easily observed from either side of the street. By following out this plan those passing are almost sure to be attracted by some of the offerings."

Mr. Beaulieu's plan seems to be well taken. In any case it has worked well and has been used with good results for some time. There is nothing like making these announcements frequently and keeping them fresh, and this is a feature of the store's policy.

Summing this point up Mr. Beaulieu said: "One of my objects is to get customers into my store. After that it is, of course, necessary to satisfy them."

The Value of a Good Stock

In these days of close and sharp competition it is ever essential that the merchant who would secure a good portion of an available trade carry a well bought and complete stock. In the Oxford Provision Company's store this is evident as one enters. The grocery section is filled with a fine array of shelf goods and it is conceded that the first impression gained by the prospective customer is likely to last. With this fact the representative of CANADIAN GROCER was impressed, namely, that one might purchase nearly any staple article or specialty that would be found in the down-town store.

It would be well to say here, however, that Mr. Beaulieu aims to stock as carefully as possible. This is good business, for the frequency with which stock can be turned is one of the deciding factors in conducting a successful business enterprise.

As an end to enlisting the interest of the customer good display is essential and here we find it. Note the neat arrangement as brought out in the accompanying photographs. There is no crowding—ample room for many customers and for the clerks to serve them. Of added benefit is the fine wall case



The grocery department of the Oxford Provision Co., Montreal. In the rear is seen one part of the provision department that is one of the biggest drawing cards of the store. An illustrated article dealing with this business appears in the provision department of this issue.

on the grocery side for while it is an ornament to the store its value to the salesman in keeping stock neat and attractive is large. The amount of work required of store help in these times is such that every convenience possible toward conserving energy is a real asset.

The Value of Location

Mr. Beaulieu has realized the value of location. Until a few weks ago he occupied the corner store of the large block in which he now is located. He moved. The reason for this is one surrounded with some interest. The neighborhood is a residential one and it is populated by a well-to-do class of people. Seeing this the various banks of Montreal established branches of their respective institutions here and within probably less than a third of a mile of this store no fewer than five of these bank branches are to be found. The reason for the recent move to the adjoining store in the same block was to permit the renting of the corner location to another competing bank, which will soon be opened. Additional business from this advantage will very probably result.

The feature of these banks as of value to the storekeeper is that they cater very largely to a feminine class of patrons. In many cases this brings the women right past the Oxford Provision Co.'s store. Display in the plate glass windows attracts them and with a considerable traffic on this, the main thoroughfare, the opportunity to increase the number of customers is one to be taken the best advantage of.

Some Odd Inducements

The unusual sometimes has much of value. Thus, Mr. Beaulieu has taken advantage of two or three things that many a merchant would overlook. During the recent campaign for registration of all males and females in Canada arrangements were made to open a booth for the convenience of customers and residents of Notre Dame de Grace in this store. It was located so as to meet conveniently the need of a great many living here.

Another feature just installed is that of a small public telephone booth. Little space is necessary for this, and the small compartment near the front of the store adds to the neatness of the store equipment and as well affords one of the public conveniences demanded in modern community life.

The third feature that indicates an ingenious decision on the part of the management is that of accepting payment of gas and light bills for the company distributing these conveniences to the residents of this section. Arrangements were completed with the service company and as the work is handled by the cash girl at her small enclosure near the store entrance the extra work is done without cost. The commission paid Mr. Beaulieu, while not large, is such as to make it worth while, especially when the advantage of getting the people in is considered.

A Miniature Bookstore Too

"A woman comes into a grocer's store to buy her eatables, and of course anything she may need. For instance she may make her purchases of groceries and still be interested in a cook book, a novel or a magazine. We have them in our stationery department." In this way Mr. Beaulieu drew the writer's attention to one of the aids to increasing business he has recently adopted and it bids fair to become a success. The large population in this district at least gives the nucleus of a considerable patronage for books, magazines and other specialties.

In this department also are carried bonbons and special candy for the small children of which there are many. And it pays to know their little wants and cater to them thoughtfully.

Cigars, School Books, Pencils

It will be observed that this store not only carries tobacco and cigars, but that they are well displayed. Especially is this so in the matter of cigars. Display of this line is very necessary and to the success in selling this line wise display may be assigned as the chief factor in the cigar turnover which is increasing. It is not necessary to carry a large stock, but a few well-known and popular brands will make an assortment complete enough for the average grocer to begin with.

With several schools near at hand and thus seeing the request there would be for school books, pens, pencils, etc., Mr. Beaulieu selected a small stock of these and as the demand improves this department will be enlarged.

Double-Checking Cashier's Office

When purchases are made the serving clerk totals the amount and rings the same up in a cash register. The slip thrown out is taken by the customer and handed to the cashier, whose desk is neatly placed close to the entrance of the store. She thus has a tab on all parties entering and leaving. The slips handed the customer are here presented and the amount paid over at this desk, thus making a check on all sales. Being built up on all four sides this small compartment is comfortable and drafts are kept out.

Advantage was taken of a small space that could not be used to better advantage above the wall case at the rear of the store to provide an office for the manager. This is neat, near at hand, comfortable and enables a survey of the store to be secured at all times. A small stairway leads to it direct from the store.

Expansion Is Expected

While the store has a very complete fresh and cured meat department this is not dealt with here, but reference to it is made in a special article which will appear in the produce section of CANADIAN GROCER. A glance at the photograph reveals the fact that fruits and vegetables form a very important part of the display, and this means that a good trade is maintained for both fruits and vegetables. These are displayed to good advantage and very often sell themselves through such display.

"How much of this plain and fancy cake do you sell?" was asked. Mr. Beaulieu replied that the turnover in this section was about $30 per week. "The profits are good, too. We sell cake by the pound and also a line of fancy biscuits, buns, etc. These are made by a special baker who supplies us as we require them."

While Mr. Beaulieu claims that his present turnover will run around $100,000 per year in all departments, he expects that he can increase this threefold in the present premises. With a growing section surrounding and a good class of well-to-do residents it would seem that his hopes are well founded.

Modified Sugar Rates Help Distant Refiners

Maritime and Pacific Refineries Felt Withdrawal of Special Commodity Rate Discriminates Against Them—New Rate Will Equalize Conditions

THE recently increased freight rates resulted so disastrously to the refiners on both seaboards, that a modification of the sugar rate has been made to meet the difficulty. When the 25 per cent. increase in rates became effective it was claimed by some refiners that it would be impossible for them to remain in business in competition with the more centrally located refineries unless some modification of these conditions were permitted.

Under the new regulations the Special Commodity Tariff under which it has been accustomed to ship sugar in the past was cancelled and sugar went into the fifth class plus the 25 per cent. advance. The Maritime and Pacific refiners felt that this change discriminated against them in a very serious manner and they protested vigorously. As a result the Railway Commission permitted certain changes to practically restore the specialty commodity rate as far as Montreal which puts the Maritime refineries more on an even basis with the other refiners.

Sir Henry Drayton in summing up the case stated:

"The position to-day, therefore, is that while the new rate preserves to Montreal its natural geographical advantages on the manufactured article to which it is entitled, the natural geographical advantage on the raw material which Halifax and St. John normally enjoy is taken

away from them as a result of war conditions."

The equalized sugar rate has been withdrawn for the time being and in its place has come another rate based formerly on the new freight regulations but now modified by these changes that have been permitted. The changed regulations are as follows as regards refined sugar in car lots:

The new tariff reduces the St. John-Montreal rate 10 cents, making it 32 cents; the Halifax rate is reduced by 11 cents, making that rate 33 cents.

To destinations in Canada west of Montreal—The fifth-class rates current from Montreal, with the addition of 14½ cents per 100 pounds from St. John, and 15½ cents from Halifax.

From Vancouevr, B. C.—(a) To Regina, Lanigan, Humboldt and Melfort, Saskatchewan, the rail-lake-and-rail fifth-class rates contemporaneously in effect from Montreal to the same points. (b) To Winnipeg, the percentage of the fifth class rate from Vancouver to Winnipeg equivalent to the ratio of the commodity rate from Vancouver to Regina to the fifth-class rate from Vancouver to Regina.

The new rates come into force from St. John and Halifax on September 12, and from Vancouver on Sept. 23.

Start the Onion Moving Into Consumption

Opportunities Exist For Developing Trade in This Vegetable—May be Used Without Meats—Low Prices Best Means For Stimulating Demand

ALREADY home grown onions are being offered by the various retailers to their customers; but are the customers buying them—and if not, why?

It would appear that last year's unfortunate experiences with onions might serve as a check on dealers' disposition to handle these this year. However the retail merchant who is in touch with the grower might do a little missionary work to stimulate the demand.

As a whole,the onion may be looked upon as a very satisfactory vegetable. The tendency in the past has been to use this only when cooking meats, but it does not need to be looked upon as a garnish for meat only. This is a point which dealers might emphasize to encourage the use of this vegetable.

However, it cannot be overlooked that the consuming public has drifted away from this line to some extent and the unsatisfactory conditions developing in handling this product last year were not a result of hoarding undue quantities—it was because there was no demand.

This year the crop in Canada promises well—there should be a good production—get the people interested in this line, start it moving with low prices, and the question of supply and demand will largely regulate values once consumption is directed towards the onion. That is where dealer and grower can get together. Point out to the grower that unless he is willing to start these off at a low figure the peoples' interest cannot be secured—once their taste has been whetted the grower will reap the benefit in greater returns.

It is unlikely any Spanish onions will cross the Atlantic to Canadian and United States ports this year. This should mean a good sale for the local article, and as United States growers will have a heavier domestic demand to take care of imported onions of all kinds are likely to be in light supply.

Conditions favor the local growers this year as never before, but some means of creating a demand must be found or the onions will not be consumed. Low prices are the surest method of developing a market and a little concerted action will work wonders. Start the onion moving and keep it moving, create a demand and it will be strong enough to carry itself along; low prices are the surest method of starting the onion going—get together with the growers now.

NEW TRADING COMPANY IN MONTREAL

The Republic Trading Company of New York has opened a Canadian branch at 101 St. Nicholas Building, Montreal, with C. J. A. Wood as representative.

In conversation with Mr. Wood, CANADIAN GROCER was informed that the company purposes conducting a business in buying and selling. This would follow the policy of the parent house in the United States, and many classes of goods will be dealt in. Their business is conducted through representatives located in different parts of the world, and many of the mills and factories of the United States, said Mr. Wood, used their organization in placing their lines upon the market. Through its connection the company claims to have many lines of merchandise of offer from time to time that are frequently difficult to procure.

At present stocks are not carried here but if conditions warrant this, they may be later. Other offices will probably be opened in time.

Britain Buys Salmon Pack

It is Understood That the Proposed Purchase Includes a Large Proportion of the Pack of Better Grades—Domestic Demand Will Have to be Satisfied With Cheaper Grades

THE trade was considerably upset by an announcement coming from Ottawa stating that Sir Thomas White, Minister of Finance, had arranged for the British authorities to purchase this year's pack of British Columbia salmon. It was felt at first that this action had been taken at the instigation of the Canada Food Board and the feeling amongst the trade was that provision would be made for the domestic demand. However, it has developed that this action was taken by the War Purchasing Commission and there is a possibility that the domestic trade will have to be satisfied with the cheaper grades of fish if they get any at all.

Reports to hand indicate that the British purchase includes Sockeyes, Red Springs, Cohoes and Pinks. It is also indicated that the purchase is being made for civilian use and not for the army. If this is the case the feeling amongst the trade is that the cheaper grades of fish might be easily exported and the best grades which have always found favor with the domestic trade allowed to remain.

The first reports received locally came from the shippers in B. C. The railroads then advised the buyers that they had been instructed to accept no more shipments for domestic consumption. There are many angles from which the situation may be viewed, one of these being that the Government may want to take care of the export business before handling any of the domestic trade. This might explain the reason for their instructions to the railways.

The situation undoubtedly has its serious side but it is just possible that the Government is going to shut down on any products which have been plentiful in the past. It is becoming increasingly evident that war needs must be met and trade as a result will suffer to that extent. The Government, as a usual thing, is no respector of persons when it is a case of allied war needs or domestic requirements. This being the case the plea of the man who has built up a business only to have it taken away from him by Government regulations, is not likely to avail very much. As one jobber expressed himself, "The situation undoubtedly has its serious side but people certainly do not need salmon. By that I mean that they can get along without same and if it is to be a factor in supplying the needs of our allies there are none of us who will put up any serious objection. All we wish is to feel sure that the needs of the Allies are to be satisfied."

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, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, 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 Circulations. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, AUGUST 30, 1918 No. 35

EDITORIAL BRIEFS

AMONG the causes for thanksgiving in the United States might be noted the embargo upon the importation of garlic.

* * *

A PRESS despatch states that we are destined to pay 50 cents for a hair cut. Makes it look as though the billygoat beard would be coming back into favor.

* * *

AN American consular report from New Zealand states that importations of brandy, gin, rum, whisky and wine have increased roughly fifty per cent. in the last year. New Zealand is apparently one of the few wet spots of the earth that wants to be wetter.

LOTTERIES

A MERCHANT of Brandon, Ont. has been committed for trial for conducting a lottery, contrary to the provisions of the criminal code. The merchant in question had exposed in his window a number of what were termed "Grab Packets," and had, according to the evidence, advertised goods of various values, some as high as $25, and that they were being sold at 50 cents each. It was further stated defendant had been warned by the police to desist from the practice and had refused.

The counsel for the defendant remarked that it seemed strange to him that this was the first time a case of the kind had been brought before the courts when according to reports it was quite a common practice.

There is something strange in the fact that there have been many instances of this kind of thing but few prosecutions. It is a case, however, where any infringement is likely to bring the merchant into difficulties. And quite aside from the moral aspect of the case it's a risk not worth taking. Besides that it is bad merchandizing. Nobody profits by this "pig in a poke" kind of trading and no one is satisfied. If it is necessary to force the sale of goods advertise them. It is better to pay money for advertising than to give a $25 article for 50 cents.

THE MAIL ORDER CATALOGUE

UNDER the caption "Trading With Toronto," the Peterborough, Ont., *Review* again points the moral that the best way to meet the mail order competition is to fight advertising with advertising. We reprint the editorial herewith, trusting that it may make an impression on some merchants:

"Several dray loads of the trade catalogues of a well-known department store in Toronto have just been delivered in Peterborough. The post office is cluttered up with these volumes, every one of which weighs over a pound, and the letter carriers are weighted down with them on their rounds. The rural mail deliverers, too, are finding their duties somewhat more than doubled for a few days in the work of distribution, as a large percentage of these catalogues go to the country.

Every such catalogue so received is a dead loss to the city as it will divert money to Toronto, money that would be better invested at home. And the pity of it is that anything listed in the catalogue can be secured in Peterborough on terms just as advantageous as those offered by the department store. It is the advertising that draws the custom to the larger centre, and the tide can be turned by the home merchants making the same free use of printer's ink."

TAKE NO CHANCES!

RETAILERS may be well advised in view of conditions that may develop in some sections of Canada owing to crop shortages to take a firm stand in the matter of collections. It is possibly good business to do this at any time. In some parts of the West conditions may develop which will cause a tightening up on the part of the banks and wholesales and of course this will immediately affect the retailers. Already in some sections the banks have discontinued their usual line of credits and this is bound to have its effect on the wholesale and retail trade. The crop situation in some parts of the West is regarded as very serious and many farmers will have little money to spare when their harvesting is finished and provision made for next year's seeding. While there may be some improvement in the present situation it is just as well to be prepared in case conditions get even worse.

Current Events in Photograph

THE TANK GARAGE

Out on the Western Front the Tank is almost as familiar an object as is the automobile at home. Here is a photo of a gathering of various breeds of these modern monsters, being washed down just as though it were a peaceable Ford. On the left is seen one of the larger varieties of tanks, while on the right is one of the whippet tanks the grey hounds of the tank world. that are reputed to be able to turn faster than a man. These are the tanks that have played such an important part in the recent advances.



Wonderful New City is Rising From Halifax Ruins

Millions of Dollars Being Expended on New Buildings and Huge Terminals and Shipbuilding Plant—Maritime Provinces Never More Prosperous

"HALIFAX is the busiest city in Canada to-day," said Mr. T. M. Kinsman, of the MacLean staff, on his return from a two months tour of the Maritime Provinces. "The government is spending $30,000,000 on new terminals, millions are being spent to replace the homes and buildings that were blown away and $6,000,000 is being expended on new shipyards The new Halifax that is rising among the ruins of the old will be a more modern and better city in every way."

Mr. Kinsman found business conditions excellent all through the Maritimes. The crops have been good this year and the manufacturers, always hustlers, have been working to capacity, their output being only limited by scarcity of help. All are most optimistic regarding the future not only of their own provinces but of the Dominion.

There are no people more hospitable than the residents of Nova Scotia, New Brunswick and Quebec. Their hospitality has been shown liberally in the way they looked after the sufferers in the Halifax catastrophe, and in the way they are looking after the returned soldiers.

Generous Response

"It was good to see the prompt and generous response from all over Canada and the United States and England to those who had lost everything in Halifax," said Mr. Kinsman. "Clothing came in in such quantities that it cannot all be used. Furniture and all sorts of necessities poured in in carloads. There are warehouses packed to capacity with furniture that will be provided for those requiring it as soon as their homes are rebuilt. This work is being done most systematically. The devastated area is being cleaned up and levelled as quickly as possible. In the meantime the people are living in portable houses. The new districts will be laid out by expert town planners and they will make a prettier city than the old one was. The authorities are ascertaining what kind of a home a man lived in before the explosion. They intend to provide him with a better one than he had before and one fitted to his position. It was good to see the way the business men of Halifax dropped everything and took hold of the problems of helping the sufferers. They did everything they could and with the help from outside accomplished wonders. The residents of Halifax have a warm spot in their hearts for the Americans who sent them such generous aid so promptly. The British government sent $25,000,000. Large sums of money came in from cities and towns all over Canada and the United States. This is being expended in the best possible manner in looking after the needy and in rebuilding the city.

Prosperity Everywhere

Out in the country districts and in the various cities and towns in the Maritimes Mr. Kinsman found the same prosperity. In the fishing town of St. George he says there were so many autos that the council found it necessary to pass a by-law prohibiting autos from running on the main street on Saturday evenings as they were hindering business, there were so many. The population of St. George is only 1,200. Many of the farmers in the district Mr. Kinsman says have an auto for everyday use and a better car for driving around on Sundays.

Mr. Kinsman thinks there is room for a closer relationship between Ontario and the Maritimes. While Ontario firms are doing a good business there he thinks that a lot of trade that is at present going to the United States might be kept at home if steps were taken to bring about closer interprovincial trading.

While the people are keenly interested in the doings of the Hun submarines which have been busy off the coast Mr. Kinsman states that there is an entire absence of fear. The fact that the war has been brought home so close to them arouses an attitude of interest rather than one of fear.

The building of wooden ships is proceeding at many points along the coast and all are placed in commission as quickly as possible. The recent sinking of fishing boats and other small craft will have the effect of reducing the exports of fish temporarily but beyond that is of no account.

Enemies at Large

There has been a lot of comment in the city of Halifax over the fact that a large number of Austrians, Germans, and other alien enemies are allowed to be at large. With so much war activity in the port and so many ships coming and going many people do not think it advisable to allow these people so much liberty.

The factories of the Maritimes have doubled and trebled their capacity since the war and many of the manufacturers feel that when the struggle is over they will be able to maintain or even increase their present rate of production. With this object in view they are already laying plans for building up export trade which will take care of their output. There is some small activity on the part of the government toward helping this movement, but it is the opinion of many manufacturers that a great deal more is necessary and that now is the time to get busy so that they can take advantage of all chances as quickly as fighting ceases and shipping conditions are readjusted. Many firms feel that the government should lead in this important work.

U.S. Railroad Board Sets Weights of Car Loads

Definite Car Load Weights For Most Food Commodities—Canada Interested in That—Many of These Products Are Imported Into Canada

THE United States railroad situation has just issued an order dealing with the loading of cars. To obviate the tendency of shippers to send car lots forward under minimum weights, the department has set a standard of weight for cars of different commodities. This regulation is of moment to the Canadian trade in that many of the commodities referred to are imported into Canada from the United States and consequently these conditions apply to such importers. The regulations are as follows:

BULLETIN No. 41

To railroads:

We are quoting below revised rule 9 of the United States Food Administration's rules and regulations governing the importation, manufacture, storage and distribution of food commodities and feeds for domestic trade by persons subject to license:

Rule 9. All carload shipments of the following commodities shall be made in car lots of not less than the amount prescribed below unless a different minimum is authorized by special written permission of the United States Food Administration, provided, however, that when cars of lower carrying capacity are used the maximum load which the car will carry may be used without such permission.

	Pounds
Canned peas, meats, tomatoes, tomato soup, tomato catsup or other tomato products, beans, corn, salmon and tuna ...	60,000
Canned sardines	45,000
Evaporated milk and condensed milk..... Exception: Milk in barrels may be loaded to floor space capacity, barrels on end.	45,000
Powdered milk	40,000
Dried beans and peas	60,000
Dried apples, peaches, prunes and raisins	60,000
Flour (wheat, barley, corn, rye and rice)	60 000
Green coffee	60,000
Syrup (corn, glucose, sugar, molasses), except in barrels or in tank cars	60,000
Syrup (corn, glucose, sugar, molasses) in barrels—flour space, barrels on end.	
Cornmeal, corn grits, hominy, oatmeal, rolled oats	60 000
Cornstarch .... Exception: Starch in barrels shall be loaded to capacity in tiers on end.	60,000
Cottonseed meal, cottonseed cake, peanut cake, soya bean meal, soya bean cake, cocoanut or copra meal, cocoanut or copra cake	60,000
Peanuts in hulls, car capacity.	
Linseed meal, linseed cake	60,000
Cotton seed, car capacity.	
Cotton seed, peanut, soya bean, copra and palm kernel oil, in tank cars, car capacity.	
Rice	60,000
Sugar	60,000
Fresh meat:	
Apr. 1 to Sept. 30	22,000
Remainder of year	24,000
Mixed carloads fresh meat, with other packing house products:	
Apr. 1 to Sept. 30	24,000
Remainder of year	26,000
Cured beef, cured pork, cured mutton, lard and lard substitutes, straight or mixed	30,000
Frozen beef	30,000
NOTE.—These trade units not to apply on so-called peddler car, on which minimum weights and regulations prescribed by the carriers will govern. They, however, will apply on car of this character when handled through branch houses for local distribution or for reshipment.	
Butter	24,000
Eggs and dressed poultry:	
June 1 to Sept. 15	20,000
Remainder of year	24,000
Mixed carloads of butter, eggs and poultry:	
June 1 to Sept. 15	20 000
Remainder of year	24,000
Cheese	30,000
Feeding stuffs	60,000
EXCEPTION.—If a car will not hold 60 000 pounds it shall be loaded to its full visible capacity. In loading molasses feeds in warm weather an air space not to exceed 3 feet from top row of sacks to roof of car at lowest point may be allowed to insure against heating of food.	
Wheat, corn, oats, rye, barley, car capacity.	
Oranges and lemons, straight or mixed carloads, in ventilator or refrigerator cars, from California and Arizona, 7 boxes wide, 2 boxes high, boxes on end full length of car.	
EXCEPTION.—Lemons shipped in collapsible tank cars with bunkers open may be loaded 6 boxes wide instead of 7 boxes wide.	
Oranges, lemons, limes and grapefruit, straight or mixed carloads, in ventilator or refrigerator cars, from Florida, 360 boxes.	
Watermelons:	
Averaging 25 pounds or less, 5 tiers high.	
Averaging more than 25 pounds, 4 tiers high.	
All perishable foodstuffs (fresh and frozen fish, fresh fruits and vegetables) not specifically provided for above, to be loaded as heavily as will permit transportation without damage to commodity shipped.	

McBRIDES LTD. OPENS MOOSE JAW BRANCH

McBride's Ltd. have closed their Regina branch and have opened another in Moose Jaw.

MIXED GRAINS MAY BE USED AS SUBSTITUTES

In order to save for human consumption the large amount of wheat and barley which have been grown together this year in many parts of Ontario, and thus to relieve the demand on wheat mills are being prepared under the direction of the Canada Food Board for milling such mixed grains. Fall wheat was partly winter-killed in certain districts in Ontario, and it was found necessary to re-seed the land with barley. As a result many farmers will have mixed barley and wheat, which cannot easily be separated commercially except at undue cost. It is the intention of the Canada Food Board to standardize the flour manufactured from these grains, and to give it official recognition as a substitute for wheat flour. The aggregate production of these mixed grains is estimated at about 1,000,000 bushels.

PREDICT BUMPER U. S. RICE CROP

According to reports received by the Southern Rice Growers' Association at Beaumont, Tex., this year's rice crop is in good condition and promises a considerably larger yield than last year, due partly to an increase of the acreage. One interesting feature of the situation is the big showing which California is beginning to make as a rice-producing State. The total acreage planted to the grain in the United States this season is in excess of 1,000,000 acres, which is the largest in the history of the industyr.

U. S. GOVERNMENT TAKES LARGE PART OF CANNED GOODS PACK FOR ARMY AND NAVY

The United States army and navy are making large demands on the prospective canned supplies of the country. According to an authorized statement just issued, the following is the percentage of each variety of canned goods that will be requisitioned for Government: use

Salmon—60 per cent. in the following proportion: 50 per cent. of the total pack of all grades and sizes in No. 1 tall Reds, Medium Reds or Pinks; 9 per cent. of the total pack of all grades and sizes in No. 1 tall Chums; 1 per cent. of the total pack of all grades and sizes in halves and pounds flat Sockeyes, making a total of 60 per cent. of the entire estimated pack of salmon which will be needed for the requirements of the army and the navy and the Allies.

String Beans—25 per cent. of the total pack, to be taken in fancy and extra standard grades only.

Peas—25 per cent. of the total pack, to be taken in fancy and standard grades.

Corn—25 per cent. of the total pack, the army taking fancy and extra standard only, and the navy standard only.

Tomatoes—33 1/3 per cent. of the total pack, standard grade only.

Lightning, which struck the large frame barn and stables of Thos. Dunn, butcher, Willow street, Paris, resulted in the total destruction of the property. Two horses were burned to death. Several tons of hay, a number of rigs, harness, and other contents were also burned. The loss will be considerably over $1,000, with little insurance.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

The grain, feed and grocery business of Ira Black Kierstead, 157 Marsh road, St. John, has been taken over by Joseph S. Cosman, who has been associated with Mr. Kierstead for the last sixteen years.

N. C. Scott, who conducts a grocery business in the north end of St. John, has been bereaved by the sudden death of his two daughters, Mrs. Warren Ogilvie of Truro, N.S., and Mrs. (Dr.) Fenwick C. Bonell of St. John, who were killed in an automobile accident near New Glasgow, N.S.

Mark Bredin, representing the Canada Food Board, and H. E. Trent, secretary of the Ontario Master Bakers' Association, have completed a tour of the Maritime Provinces during which they visited St. John, Fredericton and Moncton, N.B., Charlottetown, P. E. I., Halifax, and Sydney, N.S. The purpose of their visits was to assist the bakers in familiarizing themselves with the new regulations and to advise them how to secure the best results in the way of better bread which would be in conformity with the law. A supervisor has been appointed in each locality to see that the regulations are observed.

Quebec

Joseph Demers, grocer, New Liverpool, Quebec, is dead.

The Dionne Sausage Co., Montreal, have dissolved partnership.

Cote & Lapointe, sausage makers, Montreal, have dissolved partnership, J. S. Cote continuing the business.

The Montreal Abattoirs Limited, Montreal, have suffered loss by fire.

Cecil T. Gordon, Montreal representative of Dominion Canners, Ltd., is out of town for several days.

John Duncan and Co., wholesale tea importers, are opening a branch in Manitoba with offices in Winnipeg under the supervision of J. T. Cox. Mr. Cox is former Montreal jobber and broker. The opening of this office gives the Duncan Company another link in its Canadian distribution system.

Montreal has suffered frequently of late from fires and some of these have been of very serious proportions. Early this week three fires occurred within a short period in the same district, one of them reported as a storehouse of the Ogilvie Flour Mills Co. Another in the premises of the Montreal Abbatoirs Co. was serious enough to cause $30,000 damage, and on Tuesday the bakery of J. A. Brosseau, Ltd., was destroyed with an estimated loss of $100,000, many horses being burned in this fire. The circumstances surrounding most of these fires are very suspicious.



Among the recent casualties appears the name of Captain Roy Bailey, M.C., who is reported killed in action. Prior to his enlistment Capt. Bailey was connected with the William Davies Company, Toronto.

He enlisted in the 95th Battalion in December, 1915, obtaining a commission as Lieutenant. He went overseas with this battalion in the spring of 1916.

He was wounded at Vimy Ridge and a second time last February. He won his promotion on the field and was awarded the Military Cross for conspicuous gallantry.

Lieut. A. G. Bell, Toronto, has been reported wounded. Before going overseas he was connected with Gunns Limited, Toronto.

Lieut. J. J. Kavanaugh, M.C., Montreal, has been reported killed in action. He went overseas as a private in the 24th Battalion, and returned to Canada to take a commission in the Irish Rangers. He was awarded the Military Cross in May last for conspicuous gallantry and devotion to duty. Before going overseas he was connected with the staff of the Imperial Tobacco Company.

George Vale Weldon, who formerly conducted a grocery business in St. John has been officially reported to have died in France. Private Weldon, who was twenty-seven years of age, enlisted with the New Brunswick Kilties and was transferred in England to a machine gun corps.

William Marshall Rowley, recently reported wounded in the head and arm, was employed with T. Collins & Co., St. John, wholesale grocers, before enlisting.

Harold J. Bowes, who was with King & McDonald, wholesale grocers, St. John, before enlisting in an artillery unit, has been reported severely wounded in the left arm.

Gunner L. Walter Hogg has officially been reported as killed in action on August 8th. He enlisted in March last year, training at Kingston and Petawawa camps, going overseas and to France with the 8th Army Brigade.

He was the only son of George H. Hogg, Picton, Ont., treasurer of Hogg and Lyttle, Ltd., with which firm he also was connected.

Ontario

D. Brown, Toronto, has sold out.

A. Munday, grocer, Hamilton, is selling out.

Jos. Cummingham, general store, Glammis, is dead.

Alexander Brown, Toronto, has sold out to Wm. Doone.

Geo. Keys, London, has been succeeded by G. R. Cobban.

The Langstaff Mercantile Company, general store, of Emo, has become a limited company.

A. Legault, grocer, North Cobalt, suffered fire loss recently. The loss is partially covered by insurance.

Chris Nicholas, Toronto, has been succeeded by Max Mendelson.

Adolphe Legault, butcher, North Cobalt, has suffered loss by fire.

Armstrong & Beatty, butchers, Toronto, have dissolved partnership.

W. Poranski & Co., grocers and meats, Keewatin, has been succeeded by J. Hertz.

Geo. W. McCullough has purchased the grocery stock of T. H. Shields & Co., Brampton, and will open a grocery and provision business in the Robinson & Stork store, Brampton.

A new wholesale and retail butchering and grocer concern has been incorporated in Ontario under the name The Reliable Butchers and Grocers Company Limited. The company is capitalized at forty thousand dollars. The head office is to be in Toronto.

O. B. Henry of Drayton purchased the business, stock and store of Brocklebanks Ltd., Arthur, Ont. Mr. Henry has at present a large business in Drayton, where it is understood he will continue to make his home although he will devote a large portion of his time and personal attention to his Arthur store.

Western

James Lee, Brandon, has moved to Minga, Man.

Sam Kelsey, Edmonton, Alta., has sold out.

G. R. Russell, Hoey, Sask., has been succeeded by J. G. Poulin.

Maroutz & Fingold, Wroxton, Sask., have dissolved partnership.

I. Israel, Winnipeg, has sold his business to Abraham Rykess.

Price & Co., general store, Lavenham, Man., has sold to E. Henry.

Clark Bros., Consul, Sask., have removed to Lloydminster, Sask.

O. T. Brandley, butcher, New Dayton, Alta., has discontinued business.

Angott Bros., general store, Morse, Sask., have dissolved partnership.

F. Bopp, general store, Prelate, Sask., has sold his stock to J. A. Robertson.

A. F. Caldwell, butcher, Vantage, Sask., has been succeeded by C. J. Stillman.

Frank Cancilla, fruits and groceries, East Kildonan, Man., has been burnt out.

Miller Bros., butchers, Bladworth, Sask., have been succeeded by W. H. Robinson.

H. Carpenter, butcher, Fillmore, Sask., has been succeeded by James Robinson.

M. A. McCormick, general store, Fairmount, Sask., has been succeeded by McEvans Bros. Ltd.

Clark Bros., general store, Consul, Sask., has been removed to Lloydminster.

Brewster & Menzies, grocers, St. James, Man., have dissolved partnership.

The Berton Trading Co., Berton, Man., has been succeeded by the Berton Trading Co. Ltd.

The Glenwood Grocery, Grand Vital, Man., has been succeeded by W. J. Campbellford.

It is reported that the P. Burns killing and packing plant will be entirely completed and in full working operation by the middle of September at Prince Albert, Sask.

CALGARY STORES CLOSE AT 9 P.M. SATURDAYS

After a good deal of disagreement as to the closing hour for Saturday night, the merchants have finally come pretty well to an agreement and the closing hour which has been set at 9 p.m. for Saturday nights will be generally observed.

TILLSONBURG, ONT., ELEVATOR DESTROYED BY FIRE

A carload of corn, a car of salt and unknown quantities of food were destroyed when the elevator of Fred Kicksee, Tillsonburg, was burned to the ground between 9 and 10 Monday night. Three feet only separated the elevator from the Michigan Central freight sheds, but owing to prompt action on the part of the firemen these were saved.

Mr. Kicksee has been out of town, so it has been impossible to estimate the loss. It is known to be partially covered by insurance, however.

WESTERN STORE MOVES TO LARGER QUARTERS

The Rupert Table Supply Co. (J. C. Gavigan) of Prince Rupert, B.C., are moving into much larger premises on Sixth Street, the business centre of Prince Rupert since the city was incorporated. A butcher meat and fresh fish department are being added, and the fruit and vegetable display space is being doubled. Accommodation is also being provided in basement premises for a separate order-filling department. Another delivery auto is being added to the store's equipment. For the past year the firm has been a company, with J. C. Gavigan, its original founder, now in partnership with Dick Arnott, formerly of Edgett's of Vancouver, and well known on the Pacific Coast in business circles for the past fifteen years.

MONTREAL BISCUIT COMPANY WILL SHORTLY REOPEN BUSINESS

The Montreal Biscuit Company which was destroyed by fire some little time ago will shortly be in operation again, and ready to meet the demands of their trade. The manager of the company states that the old plant was so completely wiped out that nothing of any value apparently remains. They have, however, purchased the plant of the Mooney Biscuit Company, which has been in course of liquidation during the past couple of years, and are at present having that plant thoroughly overhauled and modernized. They hope that within a few weeks time they will again be able to begin operations.



W. R. HARPER

Of the Harper, Presnail Cigar Co., Ltd., Hamilton, who is in Winnipeg en route to the Coast. Mr. Harper will visit all branch houses of Mason & Hickey, their representatives, and will be away about a month.

MARITIME FISH PRICES HIGH

Comparison of fish prices in St. John and Upper Canadian centres aroused considerable comment among consumers in the New Brunswick seaport, when the average prices were quoted at ten cents per pound in Montreal by the Canada Food Board, as compared with an average of fifteen cents in St. John.

The answer was furnished by a local dealer who pointed out that the lower prices were for fish sold uncleaned, with the head, tails, fins and sounds all intact. This was a cheaper service, but he did not think it would be a better one. The number of people, he said, who knew how to clean fish was small, and the number of those who cared for the task was smaller still.

The arrangement by which the Government pays a portion of the express charges on fish to inland points also contributes to the lower prices in comparison with the seaboard prices, as the prices in St. John, for instance, are regulated more or less by the fresh fish imported from Canso on which the freight is almost the same as from Canso to Montreal.

An investigation of the situation was made by Dr. Kierstead, representative of the Food Board, and he came to the conclusion that the fish supply in St. John is as cheap in price and better in point of service than in any other city in the Dominion.

A retail fish dealer informed the CANADIAN GROCER that it had been found impossible to build up a business in the cheaper varieties of fish which now are finding favor in other centres as a substitute for the higher priced varieties. The dealers, he said, would be quite willing to supply their customers with dog fish, whiting, flounders, eels and other varieties if the latter would consent to purchase them. His conclusion was that, a community which long had been accustomed to a generous supply of the finest quality of fish at moderate prices, would not take so kindly to the cheaper varieties as would other communities.

The adoption of the "cash and carry" system in the fish business is advocated by Dr. Kierstead for those who wish to secure their fish at lower prices, and he has drawn to the attention of the dealers the advantages which would accrue to them under this method, even if their prices were reduced considerably below the present figurs.

In order to prevent the haphazard methods of handling such a perishable commodity as fresh fish, with overstocking at some times and a too scant supply at others, Dr. Kierstead suggests that the number of licensed retailers should be limited in proportion to the population.

The city of Moncton also has been devoting some attention to the price of fish and a consumers' league has been organized with the object of securing a more adequate supply at lower prices.

DEPTH BOMBS LIMIT MARITIME SARDINE PACK

The run of sardines in the Bay of Fundy has been unusually light this year and the canning plants are having a poor season. The use of depth bombs in the warfare against submarines is credited with having frightened the fish away. This year an unusually large sum of money has been invested in weirs and unless the fall run is much better than the earlier part of the season, the returns in many cases will not be proportionate to the investment.

Hake and codfish, usually caught in big quantities in these waters, have been scarce along the coast this year.

Alexander D. Fraser Son and Co., St. James street, Montreal, have been appointed agents for Crosse and Blackwell, Ltd. Their territory will be that of all Canada with the exception of British Columbia and the Maritime Provinces.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

STAMPS ON PATENT MEDICINES

Will you kindly inform me as to the value of stamps to be affixed to patent medicines.

J. T. POMERLEAU,
Donnelly, Alta.

Answer—On proprictary or patent medicines and perfumery, on each bottle or package of a retail value of 25 cents or less, one cent, and for every additional 25c value or fraction thereof one cent.

* * *

MANUFACTURERS OF SUBSTITUTE FLOUR

Please forward us names and addresses of Eastern millers manufacturing whcat flour substitutes. Minneapolis millers securing the North-west business—Canadian millers should have this trade.

MUTUAL PURCHASING CO.,
Winnipeg.

Answer—The following firms are manufacturers of wheat substitutes: The Campbell Flour Mills Co., Toronto; Chisholm Milling Co., Toronto; Morrow & Co., Toronto; White Swan Spices & Cereal Company, Toronto; Western Canada Flour Mills Co., Toronto; Canada Cereal & Flour Mills Co,; Quaker Oats Co., Peterborough, Ont.; McLeod Milling Co., Stratford, Ont.; Canada Starch Co., Brantford, Ont.; Canada Spice & Grocery Co., London, Ont.; H.-O. Company, Hamilton, Ont.; Niagara Flour & Cereal Co., Toronto; Mount Royal Milling & Manufacturing Co., Montreal (rice and rice flours a specialty); G. Copeland & Sons, Midland, Ont.

* * *

THE BEST BOOKKEEPING SYSTEM

What is the best bookkeeping system in the market to-day, suitable for taking care of a general store business with not more than two clerks and about 350 customers with a running account?

FRANK A. K. WALKER,
Sheffield Mills, N.S.

Answer—This is a very difficult question to answer, as the relative merit of the system depends to a great extent on the type of business.

Probably the best is the Harvard System. A booklet outlining this system is published by the Bureau of Business Research, Retail Grocers Section, Harvard University, Cambridge, Mass. This system errs if anything on the side of too great completeness, which tends to make it somewhat complex for the comparatively small store.

There is a good book on the subject by Charles A. Sweetland, "Department Store Accounts." The book is a handbook of retail accounting methods, and includes what is claimed to be the best simple account system for the small retailer. The book costs $1 50 and may be procured from the MacLean Publishing Company, Technical Book Department, 153 University Ave., Toronto. The Harvard system will be supplied free on application at the address given above.

* * *

A BOOK ABOUT COFFEE

Could you give me information as to where I could get a book telling me all about coffee?

H. J. S., Toronto.

Answer The best book on the subject is "Coffee: Its History and Classification." Price $2.00. This book may be obtained at the Technical Book Department, MacLean Publishing Company, 153 University Ave., Toronto.

* * *

CANADA FOOD BOARD ORDER

Canada Food Board Order No. 50, Subsection 3(b) says "Every person in Canada east of, but not including Port Arthur, who bakes for private consumption, bread rolls, pastry, etc., shall use not less than one pound of sub. to ffour pounds flour.

Order No. 55 says (sub. 6): Bakers are urged to prepare for the use of 20 per cent. substitutes.

Mail and Empire, Aug. 21, says, under heading of "Must obey rule re substitutes." Regulations now in force not only require the purchase of at least one pound to every four, but also the use in private households of at least 10 per cent. of substitutes in baking. Kindly advise what is correct and if Mail and Empire is wrong, why the dailies are allowed to mislead the public.

W. A. McMURRAY,
Gilmour, Ont.

Answer—The confusion has arisen over changes that have been necessitated by the fact that enough substitute flours were not available to meet the requirements of the board.

Subsection 3(b) referred to has been "deferred" under clause 1 of order 55 "until such time as the board shall decide."

The Mail and Empire was apparently right in its contention. Section (d) of order 50 modified by section 2 of order 55 makes the proportion of one pound of substitute in four pounds of flour operative for the whole of Canada. Section 2 subsection (b) provides that "every person who bakes for private consumption, bread, rolls, pastry or any other product in which white or standard flour is used shall, in making the same, use not less than one pound of substitutes to every nine pounds of white or standard wheat flour."

To epitomize the matter retailers must sell one pound of substitute with every four pounds of white or standard flour, to be raised to one pound of substitute in two pounds of white or standard flours when the Food Board believe that conditions justify the change.

Both baking organizations and private individuals doing their own baking must use one pound of substitute with every nine pounds of white or standard flour, while the Order 55 gives notice that it may soon be made compulsory to use two pounds of substitute with every nine pounds of white or standard flour.

* * *

NO LICENSE NEEDED

Can a party working in a large dry goods store make up a large order for honey among her fellow employees and order in her own name, and distribute it on arrival without a license?

Answer—As this is merely an arrangement among friends and does not involve making a profit, there is no reason why a license should be required.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following: .....

.....

.....

Name .....

Address .....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE announcement that the War Purchasing Commission had arranged to take over the entire pack (or at least a very large portion of it) for the British Government came as a great surprise to the trade last week. The railways have been instructed to accept no shipments destined to domestic users, and no further orders are being accepted by the packers until the complete terms of the purchase are made known.

A modification of the freight rate ruling on sugars has been made which will enable far Eastern refiners to compete in local markets. No relief to sugar situation generally is yet apparent, though it is hoped some easing away may result in another two or three weeks, when heavy preserving season is over.

MONTREAL—Price changes this week are numerous and important, including advances on resin, buckwheat flour, brooms, corks, baked beans, shoe dressings and glucose. The latter advance is likely to make for higher prices on corn syrup. Gelatine, too, is very firm, and an advance would not come as a surprise in the immediate future.

Tea is moving among the jobbers still, but there is not much request from the retail trade as yet. Stocks will probably be reduced to the fine point before there is much rebuying for the coming winter.

The flour situation is unchanged, and sales are made with the usual amounts of substitutes which are required to be taken.

Sugar is being sent forward by some in limited lots, one jobber stating that to his country customers the limit is four bags, two of granulated and one each of light and one of dark yellow. Raisins are scarce and likely to be so, as are also figs.

The week in grocery markets has been one of usual seasonable interest, but beyond this not a great deal has happened to change the outlook.

TORONTO—Important price changes have been made during the week, which practically altogether provide for advances. Canned meats, such as corn beef, chipped beef, jellied veal, potted ham, potted chicken and potted tongue are revised to higher levels. Matches have also undergone another change, an advance ranging from 15c to 25c per case.

New prices have been named on honey. These show a substantial increase over opening prices last year, and the range at present is very wide. Reports as to the crop vary considerably, some dealers intimating that production will be very light, while others again indicate that supplies will be very good.

Canning factories are busily engaged in packing tomatoes, and this week it is expected operations will be in full swing. Reports from all sources point to the probability of much lower prices for the new pack, and a figure not exceeding 20c per tin to the consumer is looked for.

It is reported that British Government purchase of salmon pack includes all the better grades, such as sockeyes, red springs, cohoes and pinks. This will only leave the cheaper lines for domestic consumption, if any are available at all. Details of the purchase are not available as yet, but are expected almost any time.

A stronger feeling in cereals is noticeable. Corn products have advanced 25c in some quarters, and rolled oats are very firm. The demand on all lines continues in good volume.

WINNIPEG—There was a good demand for dried fruits all week. Prunes are scarce and prices high on account of wholesalers undergoing considerable difficulty in obtaining them from the South, a special permit being required for their shipment. On account of these delays prices on spot stocks have advanced and are expected to go still higher in the near future.

Canned raspberries are now on the market at price about 40 per cent. higher than last year. The high price is sure to reduce sales considerably. No definite price has been quoted on canned tomatoes, but indications are that a large quantity of good quality tomatoes will be placed on the market at $4.40 per case of 2 dozen.

The trade is at sea at the present moment on account of the War Trade Board commandeering all this season's salmon pack. The railways have been notified not to move any more for domestic trade. This move will completely cut off all the trade's season supplies. The order applied to all red and pink salmon. There is, however, the feeling among jobbers that the board will allow certain quantities to be released under permit, but at present trade in this commodity is stagnated, waiting for such a move by the board. Prices on salmon are very high at the present time.

The market has been rather quiet all week on beans, and a gradual decline in price from now on is predicted by jobbers.

QUEBEC MARKETS

MONTREAL, August 28.—Montreal markets are not very active. It is still possible to say that there is quite a considerable movement of seasonable lines and the season will soon arrive when there will be a general regaining of any lost ground. Many are using, to a greater extent than ever, green vegetables and fruits, and as a consequence these lines are active.

Corks, Baked Beans Up; Brooms Go Up

Montreal.

CORKS, BEANS, BROOMS. — Advances were made in the price of corks. This applies to the beer bottle size only and the new prices are 47 to 55c per gross, whereas the old was 35 to 40c. The larger size of baked beans are advanced 5c per dozen to meet the increased freight. Brooms are now being sold at the following prices on the four string line: No. 21, $9.25; No. 22, $10; No. 24, $10.75, and No. 25 $11.50.

Shoe Dressings; Rosin and Buckwheat Flour Up

Montreal.

SHOE DRESSING, ROSIN. — Advances have been made in the quotations on Packard's shoe dressings. This applies as well to the paste as to the liquid lines and approximates from 10 to 15 per cent. Rosin also is much higher. This is worth now for "G" 6c per pound and registers an advance in one quarter from 3¾c. For white the advance is to 6¼c per pound from 4c, and these are gross weight prices. Buckwheat flour is higher to $8, this meaning an increase of 75c per sack.

Still Some Old Flour; New Expected in Month

Montreal.

FLOUR AND FEEDS.—Little change is made in the situation. There is still some old standard flour to be had but there are millers who state that the accumulative orders they have are ample to absorb all the stock they hold. In view of this some of the substitute flours are moving less actively than they would were more standard flour available. It is expected that new wheat flour will be milled within the next month, although some millers do not anticipate a great deal of milling before October 1. Interest centres around the decision as to whether milling operations may be curtailed in Canada this fall, and the announcement looked for will relieve the milling fraternity when it comes. Feeds are active, of course, and a good demand exists for gluten feed, corn and oil cake meal. The latter is selling at $62 f.o.b. Cardinal, and $2 per ton less f.o.b. Fort William.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	10 95
Car lots (delivered), Bakers	....	11 05
Small lots (delivered)	....	11 15
Bran, per ton	....	35 00
Shorts	....	40 00
Crushed oats	61 00	70 00
Barley meal	67 00	72 00
Barley chop	67 00	72 00
Gluten feed (23% protein)	....	60 00
Feed oats, per bushel	....	1 10

Cereal Sales Steady; Corn Flour is Active

Montreal.

CEREALS.—The position of cereals is quite unchanged for the week, and a fair amount of trade, season considered, is being transacted. A good sale for corn flour is reported and the other substitute flours are saleable in good volume if the standard flour is available. The latter is becoming rather scarce in some quarters, although it is generally felt that there will be enough to meet the new crop. Rolled oats are selling in fair volume and the tone is steady and the quotations unchanged.

Cornmeal, Pure Gold		7 00
Cornmeal (Gold Dust)	6 25	6 60
Cornmeal (bolted)	4 25	4 50
Barley, pearl	7 50	8 25
Barley, pot, 98 lbs.	6 00	6 25
Barley flour, 98 lbs.	6 25	6 75
Buckwheat flour, 98 lbs.	....	7 25
Corn flour, 98 lbs.	5 80	6 00
Corn flour (standard)	....	5 45
Rice flour	8 75	9 00
Oat flour	....	6 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 25
Oatmeal (standard-granulated and fine)	6 50	6 60
Peas, Canadian, boilling, bush.	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags	5 20	5 40	5 50
Rolled oats (family pack.), case	5 70	5 80
Rolled oats (small size), case	2 05	2 10
Rolled wheat (100-lb. bbls.)	....	6 75
Rye flour (Can.), 98 lbs.	7 25	7 50
Do. (American), 98 lbs.	....	6 85
Self-raising flour—		
3-lb. pkgs., doz.	....	2 85
6-lb. pkgs., doz.	....	5 60

Better Honey Prospect Should Reduce Prices

Montreal.

HONEY AND MAPLE PRODUCTS. —There is not a great deal doing as yet in honey, but the demand will become better and the item more interesting in the immediate future. Reports indicate that the yield will be much better than earlier survey of the situation revealed. This should result in a more favorable price basis being reached. The position on maple sugar and syrup is steady and the undertone very firm. Prices are now nominal, as quantities are limited and those wishing supplies have to pay the price for what they require.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22
Honey—		
Comb (fancy)	....	0 25
Comb (No. 1)	....	0 23
In tins (60 lb.)	....	0 22

Sugar Refiners Not Able To Maintain Steady Run

Montreal.

SUGAR.—The refined sugar situation is without radical change. It is safe to say that there is no improvement and in view of the restrictions on supplies to the refineries it is possible to operate only part of the time. Shipments of raw sugar have been about as they were last week, and every refiner has to adjust his operations to the amount of raws allocated by the sugar committee. Some say that the recent shipments of San Domingan sugar are but a drop in the bucket while others believe that if some supplies can be brought in from there it will materially help. The freight rate question is apparently settled by the recent ruling from Ottawa but refiners feel that there will be a subsequent order making the position somewhat different. In any case the new rates will not at present affect the quotations here but this will be worked out in due course very probably when the new freight rates apply on September 12 for St. John and Halifax, and on September 23 for Vancouver.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 10
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50
Cut loaf (25-lb. boxes)	10 40-10 70

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

New Pack Tomatoes In; Prices To Be Less

Montreal.

CANNED GOODS.—Prices are expected to be lower on new season canned tomatoes. Some of the new crop has already found its way to this market and the prices will be available in the near future but are not yet named. The movement of canned vegetables will probably be early this year, and there are other lines that should sell on a favorable price basis, for many householders have canned their own requirements this season and will not be in the market for supplies as in former years. There is some apprehension regarding the proposal upon the part of the Allied Purchasing Board to take the new pack of best grades of salmon. This point is still under advisement, it is understood. Some movement is still reported. New jams and fruits are on the market and prices are high.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 15
Sovereign, 1-lb. flats	....	4 50
Do., ½-lb. flats	....	2 30
1 lb. flats	....	4 62½
1 lb. talls, cases 4 doz., per doz.	....	4 50
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	2 10
Pinks, 1-lb. talls	....	2 60
Cohoes, 1-lb. talls	....	3 40
Red Springs, 1-lb. talls	....	2 70
Red Springs, ½ lb.	....	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25

Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Tomatoes, 1s	....	1 25
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	4 00
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Strawberries, 1918 pack (2s)	....	4 00
Rhubarb, 2½s	....	2 60
Blueberries, 2s, doz.	....	1 85
Blueberries, gallons	....	7 00
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Potatoes, Can. Sweet, 2½-lb. tins	....	2 10
Potatoes, Cal. Sweet, 2-lb. tins	....	2 75
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Pineapples, 2s	....	3 10
Pineapples (grated), 2s	....	2 90
Greengage plums (light syrup)	....	1 90
Lomhard plums (heavy syrup), 2s	....	1 70

Little New in Rice With Prices Holding

Montreal.

RICE.—There is not a great deal of movement in rice in this market. Some have fairly good stocks while others again are not supplied with even average requirements. Ordinarily new crop rice is appearing about this time of the year but this being an abnormal season there is not much movement yet. Considering the needs, and in view of the fact that there will not be a heavy movement for some weeks, there is enough stock to go around. The undertone is steady and quite firm.

Rice, fancy	9 75	10 25
Ice Drips—Japan	....	11 25
Carolina	12 50	15 00
"Texas," per 100 lbs.	....	9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon "B" 9 50	9 75	9 80
Rangoon CC	9 25	9 50
Mandarin	....	10 00
Special pickling	....	9 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15'	0 16

Nuts Are In Very Good Demand

Montreal.

NUTS.—With further regulation of the trade, it is very likely that there will be a steady and increasingly large sale for nuts during the coming weeks and months. Supplies of peanuts are ample and some jobbers are in the possession of fair stocks of other lines. There is no question, however, that walnuts, filberts and almonds are scarce enough and most lines will be high in price.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Lilberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1, Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Choice Apricots Less; Figs and Raisins Scarce

Montreal.

DRIED FRUITS.—A more favorable prices is obtainable on dried apricots, one jobber having reduced his prices 3c per pound to 25c. Evaporated apples are also a little easier, these being obtainable as low as 18c. Raisin stocks are light, and it looks as though there would be a limited supply of these. The same condition is applicable to figs, and some are sold out of these at the present time. There is not a great deal of movement at the present time, fresh fruits being most abundant now and in favor with the consumer.

Apricots—		
Choice	....	0 25
Slabs	....	0 23
Fancy	....	0 30
Apples (evaporated) (...ncy)—	0 18	0 20
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	....	0 12
Muscatels, 4-crown, lb.	....	0 12½
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12½
Valencias, selected	....	0 10½
Valencias, 4-crown layers	....	0 11½
Currants, old	0 24	0 29
Do., new	....	0 32
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	0 19	0 19½
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 12½
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12¾

Steady Demand For Syrup; Prices May Go Up

Montreal.

SYRUPS AND MOLASSES.—There is much activity in corn and cane sysups, and it is probable that there may be a further advance in the price for corn syrups following an advance made last week for glucose. This advanced 50c per 100 pounds, and the direct result is a firming on syrup prices. The trade is selling this in many cases since molasses is so high, and a great deal is used in the larger bakeries. Molasses is firm and steady, with supplies rather small, in consideration of the demand from this province in particular.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07¼
Half bbls. or quarter bbls., ¼c per lb. over bbls		
Kegs	....	0 07¾
2-lb. tins, 2 doz. in case, case	....	4 80
5-lb. tins, 1 doz. in case, case	....	5 40
10-lb. tins, 1½ doz. in case, case	....	5 10
20-lb. tins, ¼ doz. in case, case	....	$ 05
2-gal. 25-lb. pails, each	....	2 25
3-gal. 38½-lb. pails, each	....	3 40
5-gal. 65-lb. pails, each	....	5 50
Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case		6 00
Barrels, per 100 lbs.		8 75
Half barrels, per 100 lbs.		9 00

Barbadoes Molasses—	Prices for Island of Montreal
Puncheons	1 03
Barrels	1 06
Half barre's	1 07

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Crop Japanese Beans Late; May Be Lower

Montreal.

BEANS.—While there is still little movement of beans the time is approaching when there will be a change, and this will mean a larger sale for the jobbers and the grocer. There is reason to look for a large crop of good beans in Quebec. If Ontario does well also it would seem that the prices this fall ought to be lower. The fact that the Japanese crop is one month late does not necessarily mean that it will be any less, in fact the reports from there at this time are such as to indicate a splendid harvest. The most serious possibilty is probably that of frost. Viewing the whole position it bids fair to be more favorable than that of one year ago.

Beans—		
Canadian, hand-picked, bush.	8 25	8 40
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 25	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Larger Sale For Spice During September

Montreal.

SPICES.—There will doubtless be

more activity in spice markets during the coming month. Orders by mail and otherwise have been of a routine nature but quantities asked for are generally confined. The same steady and firm undertone still exists and there is reason to look for a firming market on such lines as are imported via the Atlantic. As far as the immediate situation is concerned there is no change of price on any item.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia	....	0 35
Cassia (pure)	0 35	0 37
Cayenne pepper	0 28	0 35
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Coffee Steady And Firm And Supplies Ample

Montreal.

COFFEE AND COCOA.—There is nothing which might be interpreted to mark an early change in the position on coffee. At least there is a steady demand, and while the undertone is a firm one and prices well maintained, importers feel that any change of price which might come about would be confined to a readjustment to cover added cost of import. There is reason to look for an ample supply for the demands of the Canadian trade also. As far as cocoa is concerned there is not any new interest excepting that surrounding the possibility of imports being curtailed. Stocks at present are fully large enough to take care of the trade requirements.

Coffee, Roasted—		
Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)	....	....
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

With Java Teas Deflected Prices Tend To Firm

Montreal.

TEAS.—The markets are in an interesting state. The importer of teas has been securing supplies right along and the various grades of Japan teas available have been coming forward in very good style. The interesting news of the last few days, however, is that of the raising of the Australian embargo against the import of foreign teas. This will now permit Java teas to find their way into that market and the deflection of these teas will tend, if anything, to firm the position here. The fact that Canada has been one of the few points to which teas from Java could be shipped has been favorable to prices on these grades holding easier than they otherwise would have done. As an indication of the large amount of Java teas that found their way to the North American continent, it is of interest to note the figures for 1917 and 1918. Thus, in 1917 about 2,000,000 pounds of Java teas were imported into the States and for the present year the tonnage was 28,000,000 pounds. Ceylon tea imports increased 15,000,000 pounds also. The whole undertone is still very firm. It is thought that stocks in retailers' hands will be quite reduced before buying is general again.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Lots of Sweet Corn; Tomatoes Higher Again

Montreal.

VEGETABLES.—There has been a good deal of corn on the market recently and favorable prices are now obtainable. The week has brought out a reaction on tomato prices and these are selling as high as $1.60 per box this week. Oyster plant is being offered at 50c per dozen. Celery is becoming freer and a large variety of the hardier vegetables is now to be had at better prices than have obtained for some time.

Beans, new string (20-lb. bag)	....	1 00
Beets, new, bag	....	1 00
Cauliflower (Montreal), doz.	0 75	1 00
Corn (sweet), doz.	0 15	0 20
Carrots, bag	....	1 00
Carrot (new), doz.	....	0 30
Celery (Montreal), Doz.	....	0 75
Cucumbers (Montreal), doz.	....	0 25
Egg Plant, basket	....	1 50
Lettuce, curly (doz.)	....	0 30
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 20
Mushrooms, lb.	....	0 90
Onions, spring, doz.	....	0 35
Onions, American (100 lbs.)	....	6 00
Oyster Plant	....	0 50
Parsnips, new, bag	....	1 50
Parsnips, new (doz.)	....	0 25
Parsley (Canadian)	....	0 20
Potatoes, Montreal new (80-lb. bag)	....	1 25
Potatoes (New Brunswick), bag.	....	1 65
Pumpkins (doz.)	....	2 00
Romane	....	0 50
Rhubarb, doz.	0 25	0 35
Spinach, box	....	0 75
Squash (Huber), doz.	....	2 00
Turnips, new, per bag	....	1 25
Tomatoes (hothouse), lb.	....	0 15
Tomatoes, Montreal (box)	....	1 60
Vegetable Marrow (doz.)	....	1 00
Watercress (Can.)	....	0 40

Apples Take Tumble; Bananas Quoted $4.50

Montreal.

FRUITS.—There is interest for those wishing to buy fruits in the occasional announcement of a decline in price. Thus, with early apples down to $4.50 per barrel for best grade Duchess and Yellow Transparent, and second grade at $3.50, the position is much better. Bananas, too, are lower and quoted at $4.50 per bunch. Watermelons are no more for the present season. Canteloupes and Montreal melons are active and the prices firm. Oranges still are scarce and the quotations high. Cherries and gooseberries are off for this season.

Apples—		
American (bask.) Duchess or Yellow transparent	....	....
Do. (in bbls.), No. 1	....	4 50
Do. (in bbls.), No. 2	....	3 50
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch	....	4 50
Blueberries, Saguenay (box of 18 quarts)	....	3 00
Canataloupes (45 size), crate	....	6 50
Do., (15 size), crate	....	3 00
Cocoanuts, sack	7 25	8 50
Grapes (California fancy) 4 bask.	....	4 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	5 00
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina)	8 00	9 00
Lemons (choice)	....	7 00
Melons, Montreal, Musk (basket of 12)	....	14 00
Melons (musk), crate of 10-12	....	2 25
Lemons (California seedless)	....	8 00
Oranges, Valencia lates	....	10 50
Oranges, California navels	....	10 00
Oranges (bitter)	4 00	5 00
Plums (Cal.), basket	....	1 25
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Pears, Cal., eating, small box	....	4 50
Peaches, basket	....	1 25
Raspberries (imported), qt.	....	0 25

ONTARIO MARKETS

TORONTO, August 28.—Many important changes have been put into effect during the week, all of which provide for advances. Among the lines to advance are such lines as corn beef, chipped beef, potted ham, potted chicken, and two or three lines of soups. Matches have also advanced, averaging from 15 to 25c per case. Local fruits are now coming along freely and plums promise a very good crop. Business from country points is reported as very good, while city trade is still somewhat limited.

Railway Freight Rates Modified; Sugar Scarce

Toronto.

SUGAR.—A modification of the railway freight rates which were recently put into effect on sugar has been effected. This will mean that all refiners will be in a position to quote on the local market in as far as their supplies are equal to demands.

There is no relief from the shortage apparent as yet, though the opinion has been expressed that after September 15

some improvement in stock may be looked for. The reason advanced for this possible condition is that jam manufacturers will have had their requirements looked after by that time, and sugar which has been going to them will be diverted to the regular channels of trade.

The restrictions placed on the sale of sugar for consumption in the United States have so reduced the demand that it is estimated refiners now have a stock approximating 100,000 tons. This the refiners will be compelled to carry at their own expense until the demand is large enough to allow them to dispose of their stock.

It is indicated that no more icing or powdered sugars are to be made by the refiners in Canada.

Atlantic, extra granulated	9 39
St. Lawrence, extra granulated	9 39
Acadia Sugar Refinery, extra granuated	9 39
Can. Sugar Refinery, extra granulated	9 04
Dom. Sugar Refinery, extra granulated	9 09

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Matches Make Advance 15-25c; Canned Meats Up

Toronto.

MATCHES, MEATS.—A further advance in the price of matches has been made, the Silent Parlor 500s, Golden Tip and Buffalo going up 25c per case, and the Home Brand and Silent Parlor 200s advancing 15c a case. Higher prices have also been reached on oyster shells, which are being quoted at $1.15 per bag. Different lines manufactured by Clarke are also up, the following items representing the general trend of these lines: Corn beef, 24 ½s, $4.90 per doz.; chipped beef, 24 ½s tin, $2.45; beef steak and onions, 24 ½s, tins $2.95; jellied veal, 24 ½s, tins $3.25; potted ham, potted chicken, and potted tongue, 48 ¼s, glass $2.45; Clarke's tomato soup in tins, $1.65 per doz.; chicken and mock turtle soup, in tins, $1.45; W. Baker's Diamond Sweet Chocolate at 28c per pound; Cottam's Canary Comfort at $4.50 per case of 30 to a case at $3.00 per case, are all higher priced.

Syrups Hold Firm; Molasses Unchanged

Toronto.

MOLASSES, SYRUPS.—The new prices named on corn syrups last week have held at unchanged levels. A very good demand is reported and business generally represents a very satisfactory total.

Imported lines of molasses are very hard to get and whereas in some quarters stocks are reported light, others again report very fair quantities available. Prices remain high and unchanged.

Corn Syrups—		
Barrels, per lb.	....	0 07¼
Cases, 2-lb. tins, 2 doz. in case	4 80	5 30
Cases, 5-lb. tins, 1 doz. in case	5 40	5 90
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08¾	0 09
Cases, 2-lb. tins, 2 doz. in case	....	6 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	6 80

Salmon Pack For British Govt.; Tomatoes Easier

Toronto.

CANNED GOODS.—The news reaching the trade that the War Trade Board of Canada had arranged the purchase of the B. C. salmon pack for the British authorities came as a bolt from the blue to the trade here. There was a tendency for two or three days to discount the effect this might have, but latest advices would indicate that the outlook for the trade here is rather serious. Full details as to the effect this may have on the trade are not yet available. It is unknown just what percentage of the pack may be taken and until definite information is available the tendency is to refrain from any expression of opinion. It looks very much as though the British authorities want to take the entire pack of Sockeyes, Red Springs, Cohoes and Pinks. That would mean that only the cheaper grades of fish would be available for the domestic trade.

Canning factories are already engaged in putting up tomatoes and expect to be in full operation this week. A splendid pack is looked for and the price to-day at the factory has declined to around $2.00 per dozen. If expectations as to production are fulfilled it is intimated that considerably lower prices may be looked for. Tomatoes should reach the consumer this year for not more than 20c per tin. Prices issued on Brunswick sardines during the week show this line being quoted at $7.00 and the Jutland sardines are being quoted at $9.25.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 40	1 95
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	1 35	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	2 25	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 95	0 98
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 ob., doz.	3 40	4 25
Do., 4s, each	0 95	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 1s, each	0 98	1 10

Shipment of Dates Reaches City; Prices Steady

Toronto.

DRIED FRUITS.—A carload of dates has reached the city during the week and jobbers generally may be expected to be in a much better position on that account. A very good demand for all lines of dried fruit is in evidence and wholesalers generally are quite satisfied with the amount of business passing. Thompson seedless raisins are being quoted at 14 to 14½c per pound.

Apples, evaporated, Ontario	....	0 19
Do., da., Nova Scotia	....	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	0 43¼
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	....	1 30
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25's, faced	....	0 18
40-50s, per lbb., 25's, faced	0 17	0 17¼
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12¾	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	0 14	....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

Tea Trade Continues To Show Improved Demand

Toronto.

TEAS.—There is little new or exciting in the tea situation during the week. Interest continues to be manifest, this showing itself in an increased demand. The movement is by no means heavy as yet but the tendency is towards replenishing stocks for the fall trade.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Higher Insurance Rates May Affect Price of Coffee

Toronto.

COFFEE.—The coffee situation remains unchanged. Insurance rates on coffee have jumped owing to the activities of the submarine on the Atlantic Coast and this may have some bearing on prices locally. As yet there has been no change and it may be some little time before this increased cost is effective here.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Little More Interest In Spice Movement

Toronto.

SPICES.—A somewhat better demand is in evidence for all lines of spices but this is not yet apparent in a very large movement. It is not expected that there will be a very heavy sale before another two or three weeks. Prices during the week have held at unchanged levels. The outlook on many lines continues uncertain and an advance all along the line is freely hinted at.

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Mace	0 [illegible]	1 10
Peppers, white	0 48	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 65	0 75
Corlander, whole	0 25	0 28
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	1 00	1 10
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	...	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Higher Prices Seems Outlook For All Nuts

Toronto.

NUTS.—Practically all lines of nuts advanced one cent per pound in New York early in the week and this shows the feeling of the market generally. The outlook continues the same for almonds, prices being likely to reach very high levels for this fall's trade. No relief is yet in sight in regard to getting shipments of walnuts from France and those coming from California may be a factor in relieving what may develop as a serious shortage. The general feeling, however, is that the fall and Christmas trade will be taken care of from stock on hand and in transit.

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz.	....	0 18
Brazil nuts, lb.	....	0 75

New Crop Beans Looking Favorable

Toronto.

BEANS.—Prospects for new crop beans are very favorable and there is no reason to believe that prices will range any higher than at present. A factor which may upset this and which must always be taken into consideration is the possibility of the Government placing large orders for canned beans. If they do this it may absorb any surplus from the crop and tend towards a higher level of prices.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked	....	8 00
Can. White Kidney Beans, bush.	....	9 00
Japanese Kotenashi, per bush.		8 00
Rangoons, per bush.	6 50	6 75
Limas, per pound	0 19	0 20

Demand Along Good Lines For All Rices

Toronto.

RICES.—Stocks of rice are reported in very good shape and the outlook is that business will be very good on these lines. A very good demand is in evidence even to-day and jobbers are able to take care of orders coming to hand. Prices remain very firm although unchanged at levels shown herewith.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu	....	13 00
Do., Mujin, No. 1	....	12 00
Do., Pakling	....	11 50
Tapioca, per lb.	0 14	0 15
White Sago	0 14¾	0 16

Package Goods Hold Firm, Unchanged

Toronto.

PACKAGE GOODS.—There have been no further developments in package goods as far as prices are concerned for the week. Starch is sold at higher levels than recorded last week, whereas cereals show an unchanged level.

LAUNDRY STARCHES		
Canada Laundry Starch, 40-lb. box	....	0 09¾
No. 1 White or Blue Starch, 3-lb. cartons, 48-lb. box	....	0 10¾
Kegs, No. 1, White Starch, 100 lbs.	....	0 10¼
Edwardsburg Silver Gloss, 1-lb. chromo pkgs., 30-lb. boxes	....	0 11¾
Silver Gloss Starch, in 6-lb. tin canisters, 48-lb. boxes	....	0 13¾
Kegs Silver Gloss, large crystals, 100 lbs.	....	0 11¼
Celluloid Starch, boxes contain 45 pkgs., per case	....	4 60
CULINARY STARCH		
Benson's Celebrated Prepared Corn, 1 lb. pkgs., 40-lb. boxes	....	0 11¾

Rolled oats continues to move forward quite freely and corn flakes are also in very good demand. The range of prices shows no change.

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 80
Rolled oats, round, regular size, case	2 05	2 10
Rolled oats, square, 20s	5 60	5 85
Shredded wheat, case	....	4 25
Cornstarch, No 1, pound cartons	....	0 11¾
Do., No. 2, pound cartons	....	0 10¾
Laundry starch, in 1-lb. cartons.	0 10¼	0 11¾
Do., in 6-lb. tins	....	0 13¼
Do., in 6-lb. boxes	....	0 13¼
Do., in 100-lb. kegs	....	0 11¼

New Prices Named On Honey; Higher

Toronto.

HONEY, MAPLE SYRUP.—New prices have been named on honey and these represent a considerable advance over opening quotations last year. Clover honey in sixty pound tins is being quoted at from 24 to 28c per pound. In five and ten pound tins prices range from 24½ to 30c. No. 1 comb honey is quoted at from $3.75 to $4.25 per dozen, while the No. 2 is quoted at $3.00 per dozen. Estimates as to production still continue to vary Some sources indicate that the outlook is for a very short crop; others again indicate that honey will be in very good supply. It is possible that the high price may curtail the demand to some extent, but this is a factor which cannot be gauged accurately even yet. There is nothing new to report in the situation as it respects maple syrup.

Honey—		
Clover, 5 and 10 lb. tins	0 24½	0 30
60-lb. tins	0 24	0 28
Buckwheat, 60-lb. tins	...	....
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Jars, 7-oz., doz.	....	....
Do., 10-oz., doz.	....	....
Do., 12-oz., doz.	....	....

(Continued on page 40.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C., Aug. 27.—The rice situation here is getting very acute, something like famine conditions prevailing at present. It is the general impression that this shortage is having an effect on potato sales. Certainly they are moving well at $34 a ton. Fresh eggs are bringing 65 cents a dozen, and there are not enough to fill orders. smoked meats are very firm. Cheese, other than British Columbia has advanced to 25½c. Oranges are firm at $9.50 to $10. The demand for sugar is considerably heavier, people are evidently putting up more plums, peaches, and pears than they did of berries.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	....
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 89
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	....	34 00
Do., new, per lb.	....	0 02½
Lard, pure, in 400-lb. tierces, lb.	....	0 32½
Lard, compound	....	0 29½
Butter, fresh made creamery, lb.	....	0 52
Cheese, Canadian	....	0 25½
Margarine	....	0 33
Eggs, new-laid, in cartons, doz.	....	0 65
Oranges, box	9 50	10 00
Lemons	....	10 00
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., Aug. 27.—Raw and cooked hams have advanced this week one cent; side bacon half a cent a pound. New season's pack raspberries are quoted $8.50 to $8.75 for 2s; strawberry, 2s, $8.50; pitted red cherries, 2s, $6.40. Tomatoes, 2½s, new stock, are quoted to arrive at $4.10 to $4.50. Spot stocks are quoted at $5.15. Standard peas, 2s, are offering $3.35 to $3.60. There are no quotations on Sockeye salmon. Sani Flush has jumped to $3.25 a doz.; Palmolive soap to $16 a gross. Matches and Wilson's fly pads also show slight advances.

CALGARY:

Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.	....	10 35
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	5 00
Rice, Siam, cwt.	9 50	11 00
Rice, Japan	11 50	12 60
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 15
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt.	....	10 85
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 49
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	18 30
Eggs, new-laid, case	13 00	13 50
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, stand. case, spot	....	5 15
Do., to arrive	4 10	4 50
Corn, 2s, standard case	5 60	5 90
Do., new	3 35	3 60
Peas, 2s, standard case	....	3 60
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	7 50	8 10
Do., new pack	....	8 50
Raspberries, 2s, Ontario, case	....	....
Do., new pack	8 50	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated ,lb.	0 16	0 19
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	....	....
Potatoes, per ton	....	45 00
Oranges, Valencias, case	....	9 75
Lemons, case	....	11.50

CATALOGUES AND BOOKLETS

The 1918 edition of the "Mercantile Year Book and Directory of Exporters" has been issued. This work, edited by Walter Lindley-Jones, F.R.G.L., is of value to export houses who are looking for further development of overseas trade. The features include a list of importers abroad; the goods imported and names and addresses of the European representatives of the importing houses. The publishers' address is 16, St. Helens Place, London, E.C.

AN ALL-DAY SMOKE

A unique souvenir has been sent out by the B. M. Henderson Brokerage, Limited, Edmonton, Alta., to commemorate the completion of their first year in business. It is a big cigar, eight inches long and four inches in circumference. The label reads: "Baby Brokers, one year old to-day, Aug. 16, 1918."

TORONTO GENERAL MARKETS

(Continued from page 39)

Do., 16-oz., doz	....	....
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case.	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal	....	2 00

Local Supplies Fruit Easier; Grapes Decline

Toronto.

FRUITS.—Local supplies are coming along quite freely; this might apply specially to plums which promise a very good crop. Prices show a decline from those ruling last week and very good quantities are expected from now on. Very good quantities of imported pears, peaches and grapes are also coming to hand and the demand continues along very satisfactory lines. Imported apples continue to arrive in fair quantities and the early local apples are fairly plentiful at reduced figures. There is no change in the orange situation, supplies being comparatively light and prices high. It is hinted from primary points that another advance of 50c per case may be put into effect. Bananas are in light supply and prices rule fairly high. Malaga grapes still continue to come and the quality so far is only fair; prices show a decline to $3.25 per crate.

Apples—		
Early, 6-qt. basket	0 20	0 25
Do., 11-qt. basket	0 25	0 75
Do., bbls.	4 00	4 50
Do., Cal. Gravensteins, case.	3 75	4 00
Bananas, per lb.	0 06	0 06½
Blueberries, per 11-qt. basket	1 75	2 25
Grapes, Cal., Malagas, crate	....	3 25
Oranges—		
Valencias—		
126s	....	9 00
150s, 176s	9 50	10 00
200s, 216s, 250s	10 00	10 50
324s, 360s	8 50	9 00
324s, 360s	8 50	9 50
Lemons, Cal., case	8 00	9 50
Do., Verdilla	....	9 00
Peaches ,Can., 6-qt. basket	0 75	1 00
Do., Cal., Elbertas, box	2 00	2 25
Lawton Berries ,box	0 25	0 28
Pears, Cal., Bartlett	4 00	4 25
Do., early Can., basket	0 75	0 85
Plums, early, Can., basket	0 40	0 65
Can., 11-qt. basket	0 50	0 75
Do., California, box	2 75	3 00

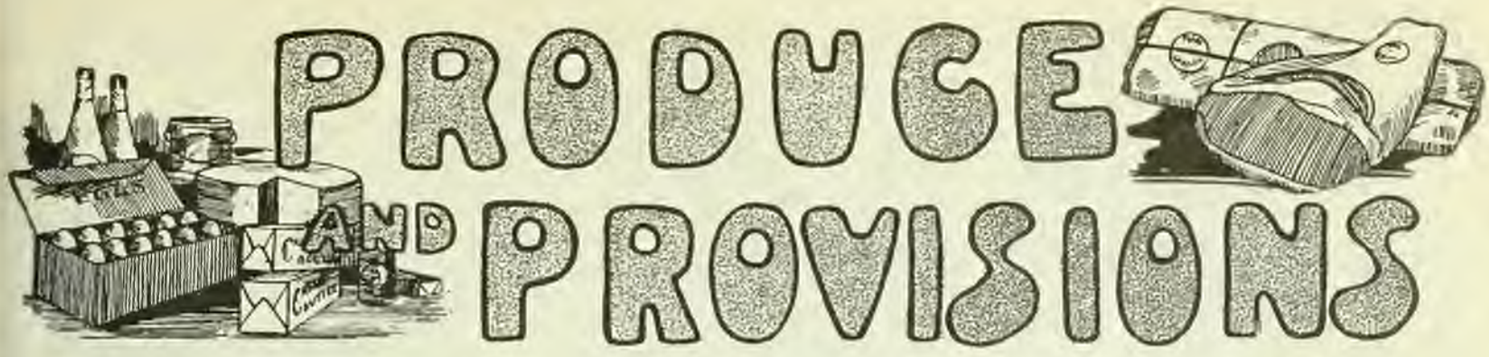
Cabbages Are Higher; Potatoes Still High

Toronto.

VEGETABLES.—A scarcity has developed in cabbage with the result that prices have advanced. Canteloupes are coming along in much better quantity and quality and prices are ranging from 75c to $1.25 per basket. Corn is also being offered in very good quantities and prices remain about the same at 20 to 25c per dozen. Potatoes are held at a comparatively high level, this being attributed to the fact that farmers are busy with their other crops and will not take the time to dig potatoes. Tomatoes are being firmly held at around 50c. per basket but an improvement in the supply available may result in a little lower level being reached.

Beets, Can., doz.	0 15	0 25
Cabbage, Can., case	1 40	2 50
Do., do., doz.	0 75	0 90
Cantaloupes—		
Do., Can., 11-qt. basket	0 50	0 75
Do., Can., 16-qt. basket	0 60	1 25
Carrots, basket	....	0 35
Corn, doz.	0 20	0 25
Cucumbers, Can., basket	0 25	0 40
Egg Plant, basket	0 60	0 75
Gherkins	0 50	0 85
Lettuce, crate	1 00	1 50

(Continued on page 45)



Sells $1,000 Worth of Meat Weekly

The Oxford Provision Co. of 5593 Sherbrcoke Street W., Montreal, Sell as Much Meat as Groceries—How This is Bought ar.d Kept in Prime Condition—Business Expected to Expand—Every Advantage Afforded Customer

IT is rather remarkable to be able to sell an amount of fresh and cooked meat equal to the store's turnover in groceries. Such is the experience of the Oxford Provision Company, located at 560 Sherbrooke Street West, Notre Dame de Grace, a suburb of Montreal. Many who handle fresh meat in connection with groceries will be interested to know the methods adopted and what has attributed to this success as attained during the past season or two.

One Meat Invoice $550

A staff representative of CANADIAN GROCER stepped into the store one morning recently and met R. Beaulieu, the manager and owner. It was shortly after ten o'clock and about the time of day when supplies were replenished for the later trade during the week.

"Here," said Mr. Beaulieu, "is an invoice for a portion of the fresh meat that we shall require this week." And so saying the bill was shown the writer and totalled about $550.

"That represents a lot of meat, Mr. Beaulieu, and will last you a long time, surely?"

"Well, it is a large amount, but this will be just about half of what we require during the course of a week's business. I figure that we average around $1,000 worth of business in our meat department each week. This covers the sales of fresh and cured meats, of course, and of other specialties carried in this department."

Fish, Poultry and Specialties

Of course the Oxford Provision Co. carries a good stock of meat of the various qualities and comprising what a well-ordered butcher shop would carry these days. But in addition it handles much fish, poultry, eggs, butter and canned meats. This is one of the features of the department—that of carrying a full line so that the customer may be given what is desired with little or no delay.

Fish are carried in a separate case, specially constructed for this purpose and in which ample space permits a quantity



A glimpse in the provision department of the Oxford Produce Co., Montreal, showing modern refrigerator equipment, scales, etc. Note also the magazine section at the front of the store that has proved an effective item of business. Candy and cigars are also selling lines.

of crushed ice to be placed under, around and over the fish. It thus is kept in prime condition and away from the meats without danger of tainting.

How Meats Are Kept

One thing is very essential in the warmer season especially, where a dealer is keeping meat for sale, and that is to have such arrangements made as will ensure the stock to always be in absolutely the best condition, and which the housewife is particular about. It means that there must be plenty of ice to retain the low temperature necessary, and here this is amply provided for.

"That new refrigerator is one which I recently installed, in fact I have had it in just about two weeks. It is one of those I had seen advertised in CANADIAN GROCER and although it has been in use just this short time I am sure the investment I made in it will be a good one and will really save me money. It is a large one and will be big enough to carry all the meat I need even if the business expand, which it will do."

Displays Attract—Telephone Service

Referring to the accompanying photograph, the general attractiveness of the meat department is at once apparent. The large sign is neat and so delicately tinted in its lettering.

The counters are neat and of convenient height. They are of tile design in front and on top and have the cleanly appearance so desirable. There are two of these and the placing of two modern sets of scales—one on either counter—simplifies the work of the sales staff and makes prompt serving possible. A neat meat block of the newest pattern is placed at one end of each counter.

For use in the colder seasons the space beneath the sign and just back of these counters has been arranged to carry a large amount of full quarters of beef, pork, mutton, veal, etc. But in the hot weather the stock is carried in the large refrigerator so well shown in the photograph.

Neatness of display is attained by care of the selling staff and the arrangement of the canned meats and specialties belonging to this department is one which helps greatly.

Since a great portion of the business coming to the store is done over the telephone there are several of these placed conveniently that there may be little delay in receiving calls and taking the customer's order. This investment in several 'phones is a good one.

Fine Fruit and Vegetable Display

The arrangement shown in the photograph accompanying indicates how well the management makes use of the space between the counters to display vegetables and fruits. The centre of this space contains a table which is the centre for the higher part of the display and the fruit and vegetables arranged from this down to the floor in a gradual "step" fashion affords a neat showing of all the lines carried for sale. In this way the customer sees at a glance what she wants and the sale is made almost without assistance from the salesmen.

Fruits and vegetables are, in season, bought from the farmers who come to market and these are brought to the store in the store's own auto delivery truck. Being fresh and sound they appeal to the customer and are delivered in the best of condition.

EGG HOLDINGS LIGHT IN U. S.

Government Reports for August Show Heavy Decline from Last Year's Holdings Will Affect Canadian Trade

The United States Government's report of eggs and poultry in holding August 1 shows a continued decrease over the holdings of last year. While the decrease for July over that of the previous year showed a decline of only 58,408 cases of eggs, the August report shows a most marked change in that situation, the decline totalling 351,529 cases.

The Associated Warehouse storage report shows no variation from these conditions there being a decline of 281,000 cases recorded in this report.

The actual figures are given herewith:

UNITED STATES GOVERNMENT REPORT, AUGUST 1.

EGGS

August 1st, 1918—481 storages....	6.514 852 c s	
August 1st, 1918—447 storages....	6.486.571 c s	
August 1st, 1917—447 storages....	6.838.100 c s	
Decrease	351.529 c s	
July 1st, 1918—462 storages.....	6.501.860 c s	
July 1st, 1917—462 storages.....	6.560 268 c s	
Decrease	58.408 c s	

UNITED STATES ASSOCIATED WAREHOUSE STORAGE REPORT, AUGUST 1.

August 1st, 1918	3.513.000 c s
August 1st, 1917	3,794,000 c s
Decrease	281,000 c s

This is partially due to a materially increased demand.

Between March 1 and July 1 this year in the three markets of New York, Chicago and Boston 6,069,089 cases of eggs were received. Last year during this time those markets received 5,843,065 cases. About the same quantities were in storage in these cities on July 1 this year as on that date a year ago. The consumers in New York, Chicago and Boston used 457,434 more cases of eggs in the four months than they used in 1917, an increase of about 17 per cent.

The change that has occurred in the eating habits in these three cities may not be a very exact index of what has happened in the average American household, but it is safe to assume that eggs now hold most of the stock in the well-known ham and egg partnership.

In the case of poultry conditions are not materially different. The United States Government report shows here also a marked decline.

POULTRY

August 1st, 1918—277 storages..	18,896,878 lbs.
August 1st, 1918—222 storages..	7,314,765 lbs.
August 1st, 1917—222 storages..	27,759,781 lbs.
Decrease	20,445,016 lbs.

These are conditions that will have a material effect on Canadian trade conditions, as not unnaturally conditions and prices here are more or less determined by the larger markets across the line.

NEWFOUNDLAND DEVELOPS FISH STORAGE

It transpires that interests in Newfoundland have been developing cold storage for fish on a large scale. A plant is being erected at St. John's by the Reid-Newfoundland Company and this, it is stated, will be capable of storing no less than 20,000,000 pounds of fish. In addition to other facilities it will be capable of freezing 250,000 pounds of fish daily. Through the additional provision of other and smaller cold storage plants elsewhere, the catch of fish from bays and inlets will be taken care of until shipment can be made to other points in the United States and Canada. The scheme will also provide for a steady supply of the necessary bait.

SUBMARINE DEPREDATIONS AFFECT FISHERIES

Deep Sea Fishers Most Effected—No Likelihood of Any Great Limitation of Trade as a Result, But Price Will Be Affected

The recent activity of the submarine and the depredations of the converted, captured fishing boat off the Nova Scotia coast has caused much stir in fishing circles.

"These depredations have been carried out among what is known as the Quero and Middle Ground shipping fleets. To what extent damage has been done it is difficult to say. The fleets affected are engaged in a class of fishing which will more directly interfere with the export business as applying to dried salt fish," said A. H. Brittain, president Canadian Fisheries Association, to CANADIAN GROCER.

"Will there be any considerable effect on the regular trade of the retail fish man?" was asked.

"No, not to any great extent, I think," replied Mr. Brittain. "And, while a little unrest may follow, this will be of a temporary nature."

A similar view to that expressed above is taken by J. A. Paulhus, 2nd Vice-President of the Canadian Fisheries Association. "My candid opinion is that there will be no great effect upon the fishing on the east coast as far as the supply here is concerned. At the same time I am quite certain that it will be the basis for a raising of prices and reporting a scarcity," said Mr. Paulhus. "There is a great deal of fishing in the small inlets, bays, etc., and the submarines will not affect this fishing to any great extent. Naturally, the larger boats that are fishing further out will not ply as freely as before."

The general opinion as expressed by some of the larger wholesalers in Montreal would indicate that, while the outlook is somewhat uncertain, there is not sufficient cause for undue alarm.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

AN advance in fowl has been made during the week aggregating from two to three cents per pound. This is shown both in prices paid by dealers and prices quoted to the retail trade. Ducklings have declined from three to five cents in prices to the trade. Supplies are none too plentiful and are quickly absorbed under influence of good demand.

Prices in some lines of fish show a stiffer tendency, cod, salmon, whitefish and finnan haddie all showing a higher level of quotations for the week. Supplies from the Eastern coast show a falling off due to submarine activity, and all lines available are moving forward to consumers freely.

Live hogs reached a level of $19.50 per cwt., fed and watered, towards the end of last week, and are maintained on this basis, with tendencies towards a steady situation all this week. Dressed meats are firmly held on an unchanged basis, with demand reported as showing some improvement.

Egg production continues on the increase, and quality is also improving. Prices have held firm and unchanged, with the exception of carton eggs, which are up 1c per dozen in some quarters.

Butter is steady, with tendency a little weak. Margarine is selling quite freely. Lard and shortening are firm under influence of improved demand. Prices on all these lines hold unchanged.

Live Hogs Decline; Meats Steady

Montreal.

PROVISIONS.—There is something of an easier tone to the market here in live hogs. Good medium hogs sold this week at $20 to $20.25, and some of the lower grades sold down to $18. The general weakness reported from other outside points did not reach here to the same extent, and the decline of 25c per 100 pounds was not nearly so much as some points recorded. Dressed hogs are a little easier in sympathy with the live price basis. As there still is a considerable period in which many will be holidaying the demand for all cured and smoked meats still is active at maintained prices.

Hogs, Dressed—		
Abattoir killed, small	29 50	29 75
Do., heavy, 225-275 lbs.	26 50	27 00
Hogs, live	20 00	20 25
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34¼
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29¼
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.	....	0 54
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$58 00
Clear fat backs (bbl.)	....	60 00
Short cut clear pork (bbl.)	....	58 00
Heavy mess pork (bbl.)	....	55 00
Bean pork (bbl.)	....	54 00

Lard Undertone Easy At Recent Revisions

Montreal.

LARD.—There is not much trading in lard, and this is about the same condition as has prevailed in recent weeks. It is very apparent that hot weather has come to mean a quiet time for lard. Under this condition the tone is a quiet and an easy one, with offerings fully large enough to meet the requirements of the trade.

Lard, pure—		
Tierces, 400 lbs., per lb.	....	0 31
Tubs, 60 lbs.	....	0 31½
Pails	....	0 31¾
Bricks, 1 lb., per lb.	....	0 33

Shortening Shares Quiet Demand With Lard

Montreal.

SHORTENING.—There is practically no change in the situation and sales for shortening are on much the same basis as for lard. There is no change of price and the undertone is somewhat easy.

Shortening—		
Tierces, 400 lbs., per lb.	....	0 25¾
Tubs, 50 lbs.	....	0 26¼
Pails, 20 lbs., per lb.	....	0 26½
Bricks, 1 lb., per lb.	....	0 27½

Steady Movement Of Margarine; Unchanged

Montreal.

MARGARINE.—There will be a very good movement of margarine once the weather improves, so think many of the jobbers. There has been more activity, as a matter of fact, for some weeks past, and a gradual improvement in this respect will manifest itself as the fall season approaches. No changes of price have been made from the following, although it is probable that a firmer position may be attained ere long.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 32
Bulk, according to quality, lb.	0 28½	0 30½	0 31

Butter Probably Will Hold; Receipts Less

Montreal.

BUTTER.—It is felt by many that the prices of butter will be maintained for some time to come. There is not a great deal of movement at the present time, but the offerings are somewhat less than they were and the relative receipts show a falling off from last year, for the past week. Comparing receipts for the season to date with those of last year the position is different. This reveals the increase of more than 50,000 packages in favor of 1918. Prices are holding firm and without change. From 42¼ to 42½c has been quoted f.o.b. country points.

Butter—		
Creamery prints (fresh made)	....	0 46
Creamery solids (fresh made)	....	0 45
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	....	0 37

Holding of Cheese in Country Affects Receipts

Montreal.

CHEESE.—There is less movement of cheese than has obtained for many weeks. This is very probably caused by the producers in the country holding out for a better price than the buyers are willing to pay. At one point a large number of cheese were offered but only a small proportion sold, the factory wanting one-eighth cent more than was offered. Receipts for the past week show a falling off of 21,082 boxes from the previous week's record and the position as regards receipts for the season of 1918 show that 10,537 fewer boxes were received than for the same period of 1917.

Cheese—		
Large, per lb.	....	0 23½
Twins, per lb.	....	0 24
Triplets, per lb.	....	0 24
Stilton, per lb.	....	0 27
Fancy, old cheese, per lb.	....	0 28

Supplies of Eggs Will be Ample; Prices Steady

Montreal.

EGGS.—There is interest in the fact that the Dairy Produce Commission is now asking for quotations on eggs for shipment overseas in the late fall. The market here is steady and there will be enough eggs, one of the largest jobbers thinks, to meet the requirements of the trade here. At present there is a good demand and the position as regards price is without any change whatever. Receipts for the present season to date, show a falling off of nearly 20,000 cases.

Eggs—		
Selects	0 51	0 52
New-laid	0 47	0 [illegible]
No. 2	....	0 45

Present Demand Will Absorb More Poultry

Montreal.

POULTRY.—The present good demand for poultry cannot be fully met with the supplies that are coming forward. This position usually shows quite a little improvement at this season of the year but the desired change in the respect is not as yet manifest. Some feel that the farmer, being somewhat short of help, is unable to take care of his other work and market poultry as well. There is a good market for it when he can send it forward, and favorable prices are being paid.

	Live	Dressed
Young ducks, lb.		0 45- 0 50
Old ducks (fat)	0 25	
Broilers, 3 to 4 lbs. pair	0 30	0 40- 0 43
Turkeys (old toms), lb..	0 28	0 38- 0 38
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 27- 0 28	0 35- 0 36

Present Prices on Fish High; This May Continue

Montreal.

FISH.—There is not a great deal of renewed interest in fish markets as yet although the position is fair. Certain lines tend to advance, and with the receipts from the Eastern market slow in many cases the market is quite bare of some supplies. Pickled herring and salmon demand is just beginning, and a few sales have been made at prices higher than those of last year. Receipts from the west coast and the great lakes are better, but prices on halibut and salmon are so high that some think there will be a curtailed sale of these unless prices decline. For oysters and shell fish the demand is light, as yet.

SMOKED FISH.		
Haddies (fresh cured)	0 13	0 15
Haddies, fillet	0 19	0 20
Smoked herrings med.) per box	0 23	0 24
Smoked cod		0 16
Bloaters, per box 60/100	1 50	2 25
Kippers, per box 40/50	2 25	2 50
SALTED AND PICKLED FISH		
Haddock (per bbl.), 200 lbs.		15 00
Herring (Labrador), per bbl.	12 50	13 00
Herring (Labrador), ½ bbls.	6 75	7 00
Herrings, No. 1 lake (100-lb. keg)		5 25
Salmon (Labrador) per bbl.	25 00	29 00
Do., tierces		36 00
Salmon (B.C. Red)		26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)		18 00
Green Cod (large bbl.)		19 00
Green Cod (small), bbl.		17 00
Mackerel, No. 1, per bbl.		26 00
Mackerel (½ bbls.)		13 50
Codfish (skinless), 100-lb. box.		15 00
Codfish, 2-lb. blocks (24-lb. case)		0 18
Codfish (skinless), blks. "Ivory" Brand, lb.		0 16
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box.		2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.		15 00
Do., half barrels	7 50	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)		0 18
Cod, dry (bundles)		14 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb..		0 50
Prawns, lb.		0 30
Shrimps, lb.		0 30
Scallops, per gallon		4 00
Oysters—		
Ordinary, gal.		2 50
Cape Cod shell oysters, bbl.		14 00
5 gal. (wine) cans		12 50
1 gal. (wine) cans		2 25
Oyster pails (pints), 100		1 50
Oyster pails (quarts), 100		2 10
Clams, med., bbl.		10 00
FRESH FROZEN SEA FISH		
Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 08	0 09
Halibut	0 22	0 23
Halibut (medium)		0 24
Haddock	0 07½	0 09
Mackerel	0 14	0 15
Cod--Toms, bbl		3 00
Cod Steak, fancy, lb.	0 10	0 11
Salmon, red	0 21	0 22
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.		0 12
Doree	0 13	0 14
FRESH FISH		
Barbotte		0 16
Haddock	0 08	0 09
Steak cod	0 09	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout		0 45
Pike	0 11	0 13
B.C. Salmon	0 26	0 27
Salmon (Gaspe)	0 26	0 28
Gaspereaux, lb.		0 06
Western Halibut	0 24	0 25
Eastern Halibut (chicken)		0 23
Eastern Halibut (med.)		0 25
Flounders	0 07	0 10
Perch		0 09
Bullheads		0 15
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels		0 15
Mackerel, lb.	0 14	0 15
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large		0 24
Shad	0 15	0 16
Swordfish		0 22

Live Hogs Down; Meats Moving

Toronto.

PROVISIONS.—The decline of 75c in live hogs to $19.50 fed and watered materialized towards the end of last week and bids fair to hold during the present week. There is, however, nothing much more uncertain than hogs and a change may result though this is not looked for at present. Dressed meats continue to move forward in increasing volume and trading generally is on an improved basis. Quotations hold firm and unchanged on the entire list at figures shown herewith.

Hams—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 43	0 46
Trimmed, with rib in		0 47
Boneless, per lb.	0 48	0 50
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.		0 34
Wiltshire (smoked sides), lb.	0 36½	0 39
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.		0 28½
Fat backs	0 32	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 52½	0 54½
Shoulders, roast, without dressing, per lb.	0 47	0 49
Barrel Pork—		
Mess pork, 200 lbs.	52 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	55 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars		19 75
Live, fed and watered		19 50
Live, f.o.b.		18 75

Steady Tone to Lard Market; Demand Better

Toronto.

LARD.—There is a very steady tone to the market this week and conditions generally are satisfactory. A little better demand is in evidence and a better movement is looked for from now forward.

Lard, pure, tierces, 400 lbs., lb. 0 30 0 30¾
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Demand Improving; Prices Hold

Toronto.

SHORTENING.—An improvement in the demand is noticeable, orders coming along with a little greater freedom. Prices have held firm and unchanged at following figures:

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Very Good Movement of Margarine

Toronto.

MARGARINE.—Sales of margarine continue along a basis representing a very good total. Prices hold firm and unchanged, No. 1 being quoted at 32c to 33c per pound.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	

Solids, 1c per lb. less than prints.

Steady Tone in Butter Situation

Toronto.

BUTTER.—Whereas some weakness has been shown during the past couple of weeks and there is just a tendency that way even yet the market seems fairly steady. The demand is only nominal, production up to requirements and prices to the trade unchanged.

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 44	0 46
Dairy prints, choice, lb.	0 40	0 42
Dairy prints, lb.	0 38	0 40

Quality Better; Egg Production Very Good

Toronto.

EGGS.—The quality shows up better and production is again on the increase. These are two points of interest in this market this week. Prices have held firm with carton eggs showing a 1c advance to 56c in some quarters; other lines are unchanged.

Eggs—		
New-laids, in cartons, doz.	0 54	0 55
Do., extras, doz.	0 50	0 51
Do., No. 1, doz.	0 47	0 48
Do., splits and No. 2, doz.	0 39	0 40

Steady Position in Cheese Situation Holds

Toronto.

CHEESE.—The steady position ruling for some time in the cheese situation

shows no disposition to vary. A very fair movement is reported and prices hold unchanged.

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Fowl Shows Further Advances; Good Demand

Toronto.

POULTRY.—A further revision in prices on fowl has been made and the tendency is again upward. Live hens over 5 pounds are being bought at 27c to 29c, and under 5 pounds at 23c to 25c per pound. Selling prices to the trade, dressed basis, are for the light, 33-35c and heavy, 35-37c per pound. Ducklings show a little easier tone in prices to the trade of 35 to 38c per pound. Supplies are none too plentiful and are quickly absorbed by good demand.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 16-$....	$.....-$....
Duckling	0 25-	.....- ....
Turkeys	0 25- 0 28	.....- ....
Roosters	.....- 0 ..	.....- ....
Hens, over 5 lbs.	0 27- 0 29	.....- ....
Hens, under 5 lbs.	0 23- 0 25	.....- ....
Chickens, Spring, 2 lbs. or over	0 33- 0 34	.....- ....
Squabs, dozen	....- 4 50	.....- ....

Prices quoted to retail trade:

		Dressed
Hens, light	0 33	0 35
Do., heavy	0 35	0 37
Chickens, Spring	0 40	0 50
Ducklings	0 35	0 38
Turkeys	0 36	0 40

Cod Higher; Whitefish Also Up; Supplies Fair

Toronto.

FISH.—Cod, heads on, is up 1c in new price of 8 to 8½c per pound. Salmon also shows a stiffer tendency ranging from 22-23c to 25-27c per pound. Whitefish is higher, being quoted this week at 15 to 16c per pound. Supplies of cod and haddock continue scarce and some sources report no mackerel available. Finnie haddie is selling at 14c per pound and fillets at 15-16c. Business is good on all lines available.

FRESH SEA FISH

Brills, dressed, lb.	....	0 10
Cod, steak, lb.	0 09½	0 10
Do., heads on	0 08	0 08½
Flounders, lb.	....	0 10
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.	0 08	0 08½
Mackerel, lb.	13½	0 14
Plaice, dressed, lb.	....	0 10
Soles, dressed, lb.		0 10
Salmon, Red Spring, lb.	0 25	0 27
Do., Restigouche, lb.	0 25	0 27
Do., Saguenay, lb.	0 25	0 27
Do., Fresh, lb.	0 22	0 23

FRESH LAKE FISH

Herring, dressed, lb.	0 09	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 15	0 16
Frog's Legs, lb.	....	0 50

TORONTO GENERAL MARKETS

(Continued from page 40)

Onions, Home-grown, 100-lb. bag	....	4 00
Do., 75-lb. bag	....	3 00
Parsley, basket	0 40	0 50
Peppers, green, basket	0 40	0 60
Potatoes, Canadian, bag	2 25	2 50
Tomatoes, basket	0 45	0 60
Turnips, basket	....	0 30

May Be Canadian Wheat For Canadian Mills

Toronto.

FLOUR.—Prices on wheat have been set as a result of the meetings held in Winnipeg last week but no definite announcement as regards the percentage of wheat to be allotted to the various mills has yet been made. The feeling prevails, however, that the Canadian mills will be allowed to operate on Canadian wheat for a period of some months at least. Some announcement as to conditions governing the milling situation for the next twelve months may be expected within the next two or three days.

Production No More Than Equal to Demand

Toronto.

FEEDS.—The demand continues along very satisfactory lines and manufacturers are working night and day to keep up with orders. Even under increased production the available supply is quickly absorbed.

Corn Products Show Stiffer Tone; Oats Too

Toronto.

CEREALS.—A stiffer tone is noticeable in corn products and rolled oats is also a little firmer. Whereas some quotations on cornmeal have been made of $6.00 for 98s, prices generally range around $6.25. Rolled oats which have been selling down to $5.20 and $5.30 are generally held at a $5.50 base.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	7 00
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	7 00
Do., fancy yellow, 98s	....	5 40
Corn flour, white, 98s	6 00	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 50	5 75
Oatmeal, 98s	6 00	7 00
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	8 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, August 28. — The trade is at sea at the present moment on account of the War Trade Board commandeering all this season's salmon pack, and the railways have been notified not to move any more such freight. This move will completely cut off all the trade's season supplies. The order applies to all red and pink salmon. There is, however, the feeling among jobbers that the board will allow certain quantities to be released under permit, and at present trade in this commodity is stagnated, waiting for such a move by the board. Prices on salmon are very high at the present time.

Prunes Are Scarce And Prices High

Winnipeg.

DRIED FRUITS.—There was a good demand for dried fruits all week. Prunes are scarce and prices high on account of wholesalers undergoing considerable difficulty in obtaining them from the south, a special permit being required for their shipment. On account of these delays prices on spot stocks have advanced and are expected to go still higher in the near future.

Expect Decline in Price of Beans

Winnipeg.

BEANS.—The market has been only fair all week and a gradual decline in price from now on is predicted by jobbers.

Canned Raspberries Are Now on the Market

Winnipeg.

CANNED FRUITS.—Canned raspberries are now on the market at price of $8.35 per crate of 2 dozen. This price is about 40 per cent. higher than last year. The high price is sure to reduce sales considerably. No definite price has been quoted on canned tomatoes but indications are that a large quantity of good quality tomatoes will be placed on the market at $1.40 per case of 2 dozen.

Coffee Market Firm; Expect Price Advance

Winnipeg.

COFFEE.—The market has been very firm but the trade is looking for higher prices on all grades on account of the increase in insurance on shipping caused by the submarine trouble.

Condensed Milk Prices Jump 25 Cents

Winnipeg.

CONDENSED MILK.—All grades of condensed milk jumped 25 cents per case last week.

Vegetable Prices Lowest For The Season

Winnipeg.

FRUIT AND VEGETABLES.—Large quantities of every vegetable are now on the local market and prices are now at the lowest point of the season and no further declines are expected. The back lots of Winnipeg are now yielding their harvest, causing theh heavy influx. Potatoes took a drop in price during the week, now selling at 85 cents a bushed wholesale.

TRAVELLERS WANTED—FOR WHOLESALE grocery, old established business. None but first-class salesmen need apply. Good opening for right men. Country and city. Warren Bros. & Co., Queen and Portland Sts., Toronto.



The

EUREKA REFRIGERATOR

Preserves Food at a Minimum Cost

The nearby cut shows you one of the many Eureka models—refrigerators that are built upon the practical and scientific knowledge acquired through a 30 years' experience in refrigerator making.

Fresh Meats in a Eureka keep longer and purer (in an unfrozen state) than in any other known refrigerating device.

And Eureka construction affords better display facilities—which, in turn, mean more sales.

Send to-day for the Eureka Catalog. Mailed free without obligation.

Eureka Refrigerator Company, Limited

11 Colborne Street, Toronto

Save Food Now—We Can Help You

Telephone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.

WIN THE WAR BY SAVING EVERYTHING

How about your Scrap Bone?



Don't kick at the high price of eggs. It's not her fault; feed her **Ground Bone** and she's got to lay 'em.

How about a machine?

Write for catalogue and price list on these machines. All styles.

The W. A. Freeman Co., Limited

HAMILTON, ONT.

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547

P. E. I. PRODUCE

We solicit your enquiries for

POTATOES
FULL COOKED DINNERS
SEED POTATOES
P. E. I. CLAMS

Carvell Bros.

Wholesale Grocers and Produce Merchants

CHARLOTTETOWN - - P. E. I.

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA



Here's a popular line for the Summer months —a product that EVERYBODY likes!

MAKES you hungry to look at it—doesn't it? And it tastes every bit as good as it looks. A few thin slices with fresh vegetable salad make a light, appetizing repast—and it's equally good for sandwiches.

Davies Quality Bologna is prepared in our own sanitary kitchens from choice pork and beef—tastily seasoned—then smoked over hardwood fires. *It contains no artificial coloring of any kind.*

Moderately priced, too. Each sausage weighs from five to eight pounds.

If you want to feature a good, quick selling line on your provision counter—order *Davies Bologna* and see how well it takes with your customers.

Other excellent lines include *Davies Ham Bologna—Davies "Lakeside" Bologna—Davies Belforts—Davies Wieners*—all *quality* products, and dandy sellers.

Our Traveller will take your order—or we shall be pleased to have you drop us a postal card.

Meet us at the Canadian National Exhibition in the Dairy Building and Manufacturers Building

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packer's License No. 13-50

BRUNSWICK BRAND SEA FOODS

—the lines of customer satisfaction and good profits

The well-established popularity of Brunswick Brand Sea Foods is a bankable asset to every live Canadian Grocer.

There is guaranteed customer-satisfaction in every can bearing the Brunswick Brand label and why should there not be when you consider the extreme care and attention exercised in the processing and packing of these first quality Sea Foods?

Let your customers know you sell and recommend the Brunswick Brand lines. Note complete list below:



¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.
BLACK'S HARBOR, N.B.



INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle —the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces.

Why not order a trial supply to-day?

SHAW & ELLIS
POCOLOGAN, N.B.

If any advertisement interests you, tear it out now and place with letters to be answered.

The consumer knows

Only the Choicest of Products are worthy to bear the mark "Swift's Premiums"



In thousands of Households in every part of Canada, Swift's Premium stands for Purity—Cleanliness—Economy—Best Results. "Swift's Premium" is demanded by those who appreciate QUALITY.

You can sell more Swift's Premium Oleomargarine to-day because it is well advertised, well made and well thought of by all present users. This "Premium" food product is appetising in appearance and delicious in flavor. Made solely from the choicest of Oleo Oil, Neutral, Vegetable Oils, Butter, Milk and Salt. Government inspected throughout the entire process of manufacture. Sold in handy sanitary packages. Order through our salesman, or write direct for trial shipment.

We cordially invite every dealer to visit our displays in the Dairy and Manufacturers' Building and Pure Food Show when attending the Canadian National Exhibition, Toronto

Swift's Premium Oleomargarine

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

License No.13-170, 13-171, 13-172



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.

Use "Canada's Best" Maple Syrup

And Conserve Sugar

Maple Butter **Maple Cream Chocolates** **Maple Sugar**

Best 10c Seller

Ask for Baine's Confections

Canada Maple Exchange, Limited, Montreal

CANADA FOOD CONTROL, License No. 11-499.

Tobin's "Peerless" Soldiers' Comfort Boxes



FOR OVERSEAS MAILING

7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.

J. TOBIN & SONS (Sons on Active Service)

Ottawa, Canada

"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

Furnivall's FINE FRUIT PURE JAM

AGENTS:—**Ontario** MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal** George Hodge & Sons, Limited. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton** R. M. Griffin. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.** MacLaren Imperial Cheese Co., Ltd. **Saskatoon**—The H. L. Perry Co., Ltd. **Manitoba**—The H. L. Perry Co., Ltd., Winnipeg.

1918 Pack Now Ready

These Jams are so excellent in quality that they sell readily to the most particular jam users.

Furthermore, there's a margin of profit on every sale that makes displays worth while.

FURNIVALL-NEW, Limited

Hamilton, Canada

FRED COWARD

402 Spadina Ave., Toronto

Importer and Packer of Grocers' Sundries, etc.

	Dozen
"Lightning" Coffee Essence, 8-oz. square bottles (3 doz. in carton)	$2.80
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton)	1.40
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton)	.90
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton)	.90
Potato Flour, 10-oz. packages (3 doz. in carton)	1.35
Potato Flour, 3½-lb. bags	6.00
Ground Rice, "Special Grain," 10-oz. packages (3 doz. in carton)	1.10
Ground Rice, "Special Grain," 3½-lb. bags	5.28
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton)	1.45
Marrowfat Peas, bulk, prices on application.	

Freight paid up to 35c per 100 lbs., or

Better still—ask your wholesale grocer for the above lines.



WHEN you sell COW BRAND BAKING SODA you are helping the housewife economize as it does not require as much COW BRAND as cheap bulk soda—and the results are better.

Church & Dwight, Limited

Manufacturers - - MONTREAL

We always have a few carloads of 2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Ottawa, Ont.	Montreal, Que.
Edmonton, Alta.	St. John, N.B.	Quebec, Que.
Halifax, N.S.	Vancouver, B.C.	Toronto, Ont.
London, Ont.	Victoria, B.C.	Winnipeg, Man.
	Hamilton, Ont.	

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO, CANADA.

"McCASKEY" ACCOUNT SYSTEMS



For Every Business.

Send for booklet —

"A Credit Plan That Works."

McCASKEY SYSTEMS, LTD.

245 Carlaw Avenue

TORONTO

15 cents **VOLPEEK**

MENDS POTS & PANS



Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.

Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.

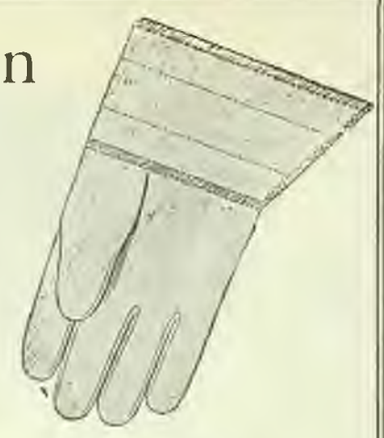
Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal

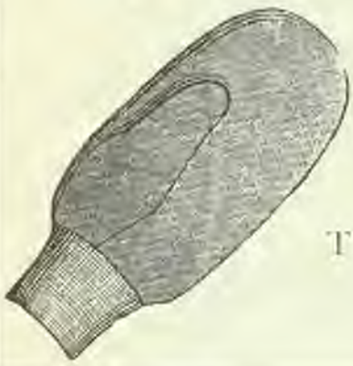
If any advertisement interests you, tear it out now and place with letters to be answered.

Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED TRADE MARK BRAND



Ask Your Jobber

TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and Textile Company
Chatham, Ontario

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

Don't hide the fact that you sell

OCEAN BLUE

You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Gray Building, 24-26, Wellington St., W., Toronto.



CENTURY SALT



---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

THE DOMINION SALT Co LIMITED
SARNIA. ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.



Help Win the War!

When selling foods put up in TINS urge your customer to take packages twice the size they have been buying, this will

Save 35%

of the tin which is needed, not only for food but for munitions.

Sell the larger sizes of Egg-O Baking Powder

Note.—Every time you sell a customer a 2½ pound can of Egg-O you have her Baking Powder trade cinched for 2½ times as long as if you sold her a pound can. You can sell it to her cheaper, at less expense, and make a larger profit. Figure it out for yourself. And remember this:

IT IS A PATRIOTIC DUTY TO SAVE ALL YOU CAN.

Egg-O Baking Powder Company, Limited

HAMILTON, ONT.



She Will Come Back

Your customers will come back to you with smiles of real satisfaction after they have tried the

KEYSTONE HOUSEHOLD BRUSHES

you sold them.

Keystone Brushes will bring you more trade, they will make satisfied customers and they will yield you a splendid profit.

Write for prices to

STEVENS-HEPNER CO., Limited

Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

War Conditions

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35

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



A dandy substitute for eggs —the best obtainable — and one that always gives satisfaction.

Pronounced "Real Egg." In packages of four different sizes.

Show it in your displays and recommend it.

It's worth while.

RELEG CO. Regd.

Quebec, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Among Prepared Cereals

THERE IS NO FOOD THAT COMPARES WITH

Grape-Nuts

This steady seller is a constant repeater with the best trade. And there's no risk involved, for the sale of every package is guaranteed.



No Spoilage

CANADIAN POSTUM CEREAL CO. LTD., Windsor, Ont.

Now that the Warm Weather is Here

You will have a demand for a Good Relish to be eaten with cold lunches and for making sandwiches for that outing.

Order Taylor & Pringle Co.

		Per Doz.
Universal Fruit Sauce	8-oz.	$1.80
Chili Sauce	10-oz.	1.90
Tomato Chutney	10-oz.	1.90
East India Relish	10-oz.	1.90

Distributors :
MacLaren Imperial Cheese Co., Limited, Toronto
Fearman Bros., Limited, Hamilton
E. Cutmore, Brantford

Taylor & Pringle Co.

Limited

MANUFACTURERS OWEN SOUND

Canadian Food Board License No. 14-153

Hand her a jar of

OLIVE BUTTER



and note how its tasty wholesomeness will win her instant approval.

Olive Butter is an extra delicious table delicacy, made from the very purest ingredients — Selected Pure Spices, Olives, Pimento and Malt Vinegar.

The goodness of Olive Butter will make many extra sales for you and add materially to the prestige of your store.

Order a trial supply.

E. W. Jeffress, Limited

WALKERVILLE, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

THERE'S A WONDERFUL SALE FOR

COPELAND'S

DIAMOND C BRANDS

Corn Flour

In 3½, 7, 24, 49, 98 lbs.

and

Copeland's

Diamond C Brand



Corn Meal

in 98-lb. sacks.

Milled from the highest grade American corn.

G. COPELAND & SONS

Millers and Grain Dealers

MIDLAND and PENETANG, ONT.

HEAD OFFICE, MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can ....
No. 16 Jar .....
No. 4 Jar .....
No. 10 Can .....

YUBA BRAND

2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can ...
No. 10 Can .....
Picnic Can .....

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans..	$8 75
Reindeer Brand each 48 cans.	8 45
Silver Cow, each 48 cans.....	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, Large, each 24 cans	5 75
Reindeer Brand, Small, each 48 cans	6 00
Regal Brand, each 24 cans...	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

	Per Case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.
Lunch Ham—1s, $6.45; 2s, $13.50.
Ready Lunch Beef—1s, $4.45; 2s $9.
English Brawn — ½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.
Geneva Sausage—1s. $4.95; 2s, $9.45
Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.45; 2s, $9.
Cooked Tripe—1s, $2.45; 2s, $4.45.
Stewed Ox Tail—1s, $2.45; 2s, $4.45.
Stewed Kidney—1s, $4.45; 2s, $8.95
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4; 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.
Beef Steak and Onion—½s, $2.90; 1s, $4.45; 2s, $8.45.
Jellied Hocks—2s, $9.95; 6s, $29.80.
Irish Stew—1s, $3.45 ;2s, $6.75.
Cambridge Sausage—1s, $4.45; 2s, $8.45.
Boneless Chicken—½s, $5.90; 1s, $8.95.
Boneless Turkey — ½s, $5.90; 1s, $8.95.
Ox Tongue—½s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.
Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85.
With Plain Sauce—Ind., $1; 1s, $1.65; 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consommé, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s, $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65; Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.65; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 2s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s (flat), $2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.35; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.35; 1s, $2.50; 2s, $4.80.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.25.
Smoked Vienna Style Sausage—½s, $2.45.
Pate DeFoie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $2.45.
Potted Beef Ham—¼s, 75s; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Vea—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $17.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.75; ½s, $2.85; 1s, $4.15.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.35.
Ham—¼s, $2.35.
Tongue—¼s, $2.35.
Venison—¼s, $2.35.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s 30c.

If any advertisement interests you, tear it out now and place with letters to be answered.

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

WESTERN CROPS ARE BETTER NOW BY 25 PER CENT.

"EXCEPTIONALLY favorable weather conditions have improved all crop prospects in Saskatchewan by 25 per cent. during the past two weeks."

This good news comes direct by wire to THE FINANCIAL POST from Hon. W. R. Motherwell, Minister of Agriculture for Saskatchewan.

"Encouraging news also comes from other sources," writes F. M. Chapman, editor of the "Farmers' Magazine," in his regular report on crops secured from the most authoritative sources throughout the Dominion, and published each week in THE POST.

Adverse weather conditions did much harm to the crops at critical stages, but better weather has arrived to help the recuperative powers of the Western wheatfields.

This does not argue an outlook for opulence and extravagance, but the president of a great Canadian financial concern who is a close reader of THE POST, and values its business news and far-seeing comment, declared that he anticipated little hardship as a result of crop shortages, and looked forward to good business in the coming six months. Speaking of THE FINANCIAL POST he said: "Your paper is doing good work in giving business men the right attitude to Canadian affairs of importance."

CONTENTS OF THE POST THIS WEEK

Just note these headlines from THE POST of August 24th. They do not include all POST contents, but indicate some important matters:

New Issue of Victory Loan at 100 Flat.
Hon. Mr. Motherwell Says Crop Better by 25 P.C.
Steel Plant Contemplated at Trail, B.C.
Better to Adapt Old Houses Than to Build New.
Victory Loan Funds Needed to Pay War Debts Abroad.
New Stock for Arrears in Macdonald Company.
B.C. Electric Co. is Now Defied by Mayor Gale.
Canada Bread Had a Surplus After Dividends.
No Early Sign of Paying Off Canada Car Dividends.
British Producers Opposed to Aliens.
Canada's Exports of War Munitions Show Decline.
Building of Pleasure Cars May not Go On.
Reciprocal Trade Compact With United States.
St. Catharines Gas Plant Lost $8,000 a Year.
Western Cities Show Falling Off in Bank Clearings.
Bank Manager Wants Privilege of Selecting Girls.
Banks Worried Over Bunders Made With Bonds.
Digging Up Dividends by Care of Employees' Teeth.
Why New York Funds Are at a High Premium.
Clearing the Decks for Campaign of Next Victory Loan.
South Vancouver Demands Recall of Commissioner.
Canada's Coal Ration From the United States.

Besides these special articles, there are many other business news items and articles, also a full service of news of Canadian Securities, advice to investors and important figures in relation to investments. Send for a free copy and trial subscription to THE POST. Use this form.

The MacLean Publishing Company,
153 University Ave., Toronto.
Send me my first copy of THE FINANCIAL POST of Canada FREE, and enter my name for subscription at $3.00 per year. I will send payment on receipt of bill or you may draw on me for this.

Name .....

Address .....

C.M. 8C

Foreign and Domestic

FRUITS
AND
VEGETABLES

BUTTER
AND
EGGS

For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

OAKEY'S KNIFE POLISH WELLINGTON



John Oakey & Sons, Limited
London, S.E. 1, England
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

CHICKEN HADDIES
REGISTERED



450,000 homes in Canada are now using the new fish food

CHICKEN HADDIES

LILY BRAND

Are you taking advantage of this opportunity to get your share of the increased sale of fish foods by stocking

CHICKEN HADDIES

CANADIAN FOOD CONTROL

LICENSE No. 1-148

MARITIME FISH CORPORATION, LIMITED

Head Office and Sales Dept.
MONTREAL

Plants at Canso, N.S.
and Digby, N.S.

If any advertisement interests you, tear it out now and place with letters to be answered.

DURING the next two weeks local fruits, such as peaches and plums, will be arriving in large quantities, also Canadian Musk Melons.

Imported fruits, such as Oranges, Lemons and Bananas, always in stock.

We solicit your orders, knowing that we can give you satisfaction.

Are you getting our weekly mailing list?

McBRIDE BROS.
TORONTO

Local Fruits

The Canadian Peach Crop will be moving in a few days. The crop is light, but we will, as usual, market the crops of the principal growers.

Cantaloupes, Plums, Peppers, Egg Plant arriving freely.

FOREIGN FRUITS

Pears, Peaches, Plums, Grapes, Apples

The best of everything.

WHITE & CO., LTD.
Main 6243
TORONTO

CANADIAN

Peaches, Plums, Apples and Huckleberries now arriving daily.
Tomatoes, arriving in liberal quantities. Quality fine. Prices low.
Cantaloupes. Fine eating quality. Prices reasonable.

CALIFORNIA

Peaches, Pears, Plums, Apples. Quality excellent. Prices lower.
Also
California Oranges and Lemons. Fresh cars of both this week.

The House of Quality.

HUGH WALKER & SON
Established 1861 **Guelph, Ontario**

Preserving Time

We can fill any order for
BLUEBERRIES, PEACHES, PLUMS,
PEARS, CUCUMBERS, TOMATOES.
Now most abundant.

APPLES
Fancy California Gravensteins
Fine Ontario Duchess

ORANGES, LEMONS

BANANAS
We are headquarters for the finest stock in New Ontario.

CALIFORNIA DECIDUOUS FANCY
MALAGA GRAPES,
PEACHES, PEARS, PLUMS

DUNCANS LIMITED
NORTH BAY, ONT.
Branches: SUDBURY COBALT TIMMINS

If any advertisement interests you, tear it out now and place with letters to be answered.



Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland, Watford, England.

Freemans FOOD PRODUCTS Watford

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only $1.25 per insertion if used each issue in the year.

BARRELS

(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers. Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

All these ads will have position on a live page each week containing reading matter.

MARKET BRIEFS

Matches show a further advance ranging from 15 to 25c per case. The Silent Parlor 500's, Golden Tip and Buffalo are up 25c, while the Home Brand and Silent 200's are up 15c case.

* * *

New prices named on honey show a stiff advance over opening prices last year. Clover honey in 60 lb. tins is being quoted at from 24 to 28c per pound. Comb honey, No. 1, is being offered at $3.75 to $4.25 per dozen. Crop estimates vary from "very short" to "ample supplies."

* * *

High prices named on canned salmon a couple of weeks ago were termed almost prohibitive. It is possible rumors of this reached the ears of the War Purchasing Commission and influenced the purchase of the B. C. salmon pack. At any rate the purchase has been made and, it is said, includes all the best grades of salmon, sockeyes, red springs, cohoes and pinks, leaving only the cheaper brands for domestic trade. The situation is undoubtedly serious in many respects but the feeling prevails that if these are for the war needs of Great Britain or our other allies there is nothing whatever to be said—Canada will do without.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Every reader will see the ads in the Buyers' Market Guide.

SUGAR BAGS
With or Without Liners
E. Pullan, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Pork Curing Plant for Sale

A handy Pork Curing Plant for sale, whose customers are all comprised of first-class grocers and butchers. Apply Box 422, Canadian Grocer, Toronto.

Do not overlook the possibilities of this page.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

AGENCIES WANTED FOR THE CITY OF Ottawa. By young man calling on Grocers and Hardware firms. Corn brooms or other supplies. A. Thompson, 14 Pansy Ave., Ottawa, Ont.

FOR SALE

BUSINESS CHANCES.

GENERAL STORE—BUSINESS OF THE LATE E. J. Planche, Cookshire, Quebec. Established over 35 years. Large business, wholesale and retail; groceries, hardware, boots and shoes; gentleman's furnishings; dry goods and furniture. Apply E. J. Planche & Co.

GROCERY BUSINESS AND STAND. BARgain for quick buyer. Box 425, Canadian Grocer.

GENERAL STORE IN A GOOD SECTION AND doing a good business. Stock about $4,000 reduced to suit purchaser. Owner giving up business. Box 423, Canadian Grocer.

SITUATIONS VACANT

WANTED—EXPERIENCED GROCERY CLERK at once. Send recommendation and salary expected. Box 428, Canadian Grocer.

EXPERIENCED CLERK WANTED — MUST speak English and French, and be a good salesman. Good salary paid to the right man. Apply by letter to J. E. Baillargeon, Farnham, Que.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FIXTURES FOR SALE

HAZARD CASH CARRIER ;FOUR STANDS (one American), half price. Box 426, Canadian Grocer.

FOR SALE

GENERAL MERCHANDISE BUSINESS. Smart village, County Grey. Clean stock. About $10,000. Store can be bought or rented. Reasons, poor health. Box 427, Canadian Grocer.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



Steel "Fireproof"

PAPER BALERS

Turn Waste Into Profit

Made in 12 sizes.

Send for catalog.

Climax Baler Co.

Hamilton Ontario

Say the Word—

and we'll get your money for you

You are losing money every day on those bad accounts scattered through your books.

Let us get this money for you. We have the necessary qualifications that guarantee quick results. We collect everywhere.

Full particulars and sample of our special form on request.

NAGLE MERCANTILE AGENCY

Westmount (Montreal), Que.

Established 1909.

Del Monte

CALIFORNIA CANNED FRUITS & VEGETABLES, DRIED FRUITS & RAISINS

Business Patriotism that Means Better Business

Your customers are today using more canned fruits and vegetables—more dried fruits, raisins, prunes, etc. than ever before. And they want quality above everything else.

DEL MONTE advertising has made them acquainted with the superior quality, economy and convenience of everything that bears the DEL MONTE shield. They know also that DEL MONTE Products are real conservation foods.

All of which means easy sales, quick turnovers and real patriotic co-operation with the government for the dealer who is prepared to go "over the top" with DEL MONTE.

We are doing our best to supply the increasing demand, but never before has the call for DEL MONTE Products been as heavy as it is right now. *Order through your jobber.*

CALIFORNIA PACKING CORPORATION
San Francisco, California

The DEL MONTE Brand covers a wide line of fruits, vegetables and food specialties, including all varieties of California Canned Fruits and Vegetables; Jellies, Jams, Preserves, Catsup, Olives, etc.; Hawaiian Pineapple; Dried Fruits and Raisins—all famous for their goodness and purity—all of the same high DEL MONTE quality.



CANADA'S FINEST STORE

Equipped with Dayton Scales



P. BURNS & COMPANY'S STORE, CALGARY, ALTA.

WHY is it that the brightest and most progressive merchants in Canada always prefer the Dayton Scale? There must be a reason. There is. **The Dayton Automatic Scale gives the best value, the longest life, the most accurate and positive service of any weighing machine on earth.** It is the bright merchant who quickly recognize these highly important facts.

Do not be afraid to be influenced by successful men. Their trail leads to success. The Dayton Automatic Scale guarantees you your profits—it guarantees absolutely accurate weight and accurate price computations, instantaneously. With many "green" clerks these days and immensely more valuable stocks the merchant absolutely needs the protection of the Dayton Automatic Scale.

Send for our latest catalogue to-day—just off the press.

DAYTON AUTOMATIC SCALES

Royce and Campbell Avenues, Toronto

Manufactured by INTERNATIONAL BUSINESS MACHINES COMPANY, LIMITED

FRANK E. MUTTON, Vice-Pres. and Genl. Mgr. Head Office and Factory, TORONTO, ONT.

Also Makers of International Time Recorders and Hollerith Electric Tabulators.

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE': TORONTO, SEPTEMBER 6, 1918 No. 36

Save Sugar

by using

Crown Brand Corn Syrup



Order supplies NOW and avoid delays

THE CANADA STARCH CO., LIMITED, MONTREAL

CARDINAL, ONT. MONTREAL, QUE. FORT WILLIAM, ONT.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.



argest Buying Power
argest Distribution
ive Organization

We are purchasing agents for Macdonald's Consolidated interests, comprising houses enumerated below.

This organization has eleven wholesale grocery houses at big jobbing centres from the head of the Great Lakes to the Pacific coast, with their own factory in Winnipeg, and fruit and vegetable canning plants in British Columbia.

We have behind us a live and up-to-date organization, handling quality goods in a big way, and with distributing facilities unequalled by any other firm in Canada. Get in touch with us on all grocery lines and fresh fruits.

Our Buying Power

Note the following houses for which we are Importers and Purchasing Agents:

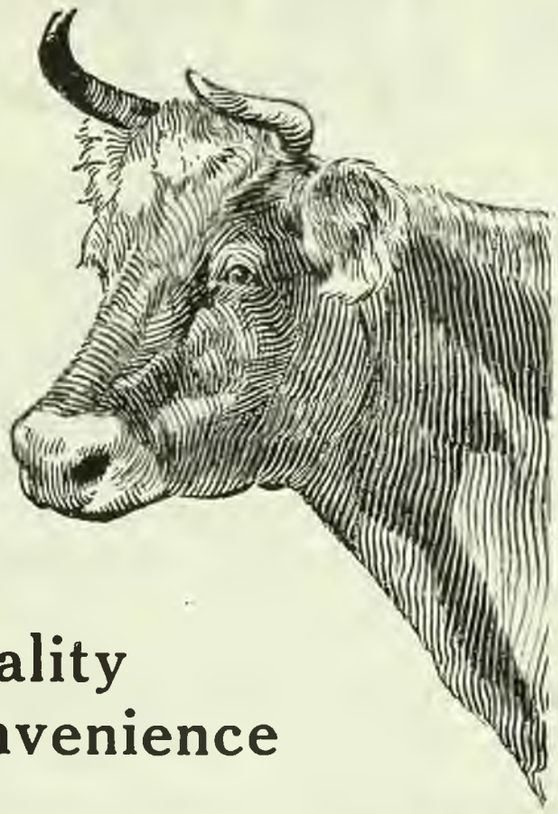
A. Macdonald & Co., Vancouver, B.C.
A. Macdonald & Co., Nelson, B.C.
A. Macdonald & Co., Fernie, B.C.
A. Macdonald & Co., Fort William, Ont.
Macdonald - Cooper, Ltd., Edmonton, Alta.
Macdonald-Cooper, Ltd., Calgary, Alta.
Macdonald-Crawford, Ltd., Moose Jaw, Sask.
Macdonald-Crawford, Ltd., Saskatoon, Sask.
Macdonald-Crawford, Ltd., Swift Current, Sask.
Macdonald-Crawford, Ltd., Battleford, Sask.
Macdonald-Chapman, Ltd., Winnipeg, Man.
White Star Mfg. Co., Ltd., Winnipeg, Man.
Occidental Fruit & Canning Co., Limited, Kelowna, B.C.

The Consolidated Purchasing Company, Limited

313-319 Pacific Avenue, Winnipeg, Man.

E. NICHOLSON, General Manager

WE INVITE CORRESPONDENCE FROM MANUFACTURERS AND SHIPPERS



The Quality and Convenience of

Borden's
MILK PRODUCTS

(either the Milk, Coffee or Cocoa) produces a friendly feeling between you and your trade conducive to good buying and better profits.

Your wholesaler carries the Borden lines in stock. Ask him to supply you and then get up a Borden window display.

Borden Milk Company, Ltd.

"LEADERS OF QUALITY"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

ROYAL ACADIA SUGAR

The Goodness of Royal Acadia Sugar

makes it the most popular sweetening medium wherever quality and purity are appreciated.

Royal Acadia is all purity — *Every Grain Pure Cane.*

Every dealer should display it. It's a money maker.

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA

High Prices Demand Full Value

Under present conditions it is inevitable that food products should be high in price, and for this reason the consumer is watching more sharply that the goods be of full value.

Anchor caps on glass packages offer the retailer the best opportunity of giving his customers the greatest possible value. They absolutely protect the contents from contamination and bring them to the consumer with their flavor and freshness unimpaired.

Anchor Caps also give the retailer certainty of securing full value in his purchase. Anchor Caps will not come off in transit. They prevent leakers, spoiled labels and unsaleable goods, and assure you the full retail price for every jar purchased.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S

SOUPS



Highly Concentrated, Absolutely Pure and prepared from the Very Finest Ingredients.

The quality is superb, selling price is popular, and your margin is good.

Get in Line. The Season Is On.

MADE IN CANADA



Dairy Butter is HIGH. Peanut Butter is more nutritive and CHEAPER, while the consumption is rapidly growing.

Don't neglect a profitable line, and remember that the best you can buy is

CLARK'S

PEANUT BUTTER

W. CLARK, LTD. MONTREAL

Clark's

CANADA FOOD BOARD LICENSE No. 14-216

If any advertisement interests you, tear it out now and place with letters to be answered.



Extra Sales
without
Extra Labor

Put a counter display stand of CANE'S PENCILS—like the one here illustrated—before your customers and watch how quickly the pencils will sell.

This display stand is a good looker. It's a sales maker—it will sell the pencils for you without any further effort on your part.

Note how they stick up in a way that is certain to get quick attention. Each pencil retails at 5c each, leaving you a generous profit. And—

Cane's Pencils are Made-in-Canada—the only Canadian-Made Pencils on the market.

The Wm. Cane & Sons Company, Limited

NEWMARKET, ONTARIO



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ltd., Delectaland, Watford, England. 893

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada Food Board License No. 11-608



It's Canadian made. So push it!

The Cowan Co. Limited, Toronto

B-24

KING GEORGE'S NAVY

CHEWING TOBACCO

Will prove one of your "best sellers"

Because the excellent texture and flavor of King George's Navy Chewing Tobacco wins instant approval with the most critical chewers.

Stock King George's Navy now for easy, profitable tobacco sales and satisfied customers.

Order your supplies from your wholesaler.



Rock City Tobacco Co., Ltd.



Show these three in your displays---

PACKARD'S SHOE POLISHES

BLACK-"O" A Combination of Liquid and Paste
BROWN-"O" and TAN-"O"

Every grocer should recommend Packard Polishes — THE STANDARD FOR QUALITY.

They are good, quick sellers, always satisfy and always leave the dealer a margin of profit that's very worth-while.

Besides the three lines shown you here, we make Ox Blood Polish and a full line of Colored Pastes and Creams.

Write for price list.



WHITE-"O"
in Cakes
No. 3 in Cardboard box
No. 5 in Metal box



French Glycerine in 3 oz. Bottles
(A Self Polisher)

L. H. Packard & Co., Ltd., Montreal

Manufacturers of Quality Shoe Polishes



CHARBONNEAU'S IMPERIAL SUGAR CREAM BUTTER

Get a trial supply of this delightful customer pleasing line and prove by actual selling test that it is a reliable "repeater" and a sure profit maker. People who try it once come back for more — its quality pleases.

Charbonneau, Limited

Manufacturers of Biscuits,
Confectionery, Sugar Refiners

330 Nicolet Street Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

This $150,000 World Champion
LIQUID VENEER COW

Will DOUBLE, perhaps TRIPLE Your Liquid Veneer Business

Segis Fayne Johanna



"The Liquid Veneer Cow"

PUT HER TO WORK FOR YOU!

This $150,000 Liquid Veneer Cow, Champion of the World over all ages and breeds, is going to give Liquid Veneer the

Most Sensational Advertising

ever dreamed of! Liquid Veneer will be on every tongue. Large color-page ads this fall in the leading magazines will feature this wonderful cow and show her connection with Liquid Veneer. Every reader will be interested and will have Liquid Veneer stamped indelibly in her mind.

You, Mr. Dealer, will see the fruits of this unusual advertising, especially if you feature this World Champion Cow in your store by using the large colored cow cutouts that we provide **free** for window display and counter display use.

If you have not heard about the cow and Liquid Veneer from our representative, write us for full particulars, because this sensational advertising campaign is something you surely will not want to miss.

BUFFALO SPECIALTY COMPANY

BUFFALO, N.Y., U.S.A. BRIDGEBURG, ONTARIO, CANADA

Drink an Apple!

That's what drinking Caldwell's Pure Apple Cider really means—for Caldwell's is the **Real** apple juice—pure—unadulterated—unfermented—filtered and refined to a sparkling brilliancy.

Caldwell's Pure Apple Cider

is manufactured in what is perhaps the most modern plant for the purpose on the market. The capacity of the plant is 10,000 gallons per day—and every drop is made under the supervision of an expert cider chemist.

This delicious, wholesome cider will sell well during the Fall weeks. We supply hangers to dealers. Our 5-gallon tins are hermetically sealed and will keep indefinitely. Also in 10, 20 and 25-gallon oak casks.

Through your jobber.

THE CALDWELL CIDER COMPANY

Manufacturers of Pure, Refined, Sweet Apple Cider, Pure Cider Vinegar, Fruit Products

NEW TORONTO

METALS · CHEMICALS · GLASS

B&S·H

Ask Our Prices When in the Market for

Cream of Tartar	Cream of Tartar Substitute
Tartaric Acid	Citric Acid
Borax	Blue Vitriol
Glycerine	Castor Oil

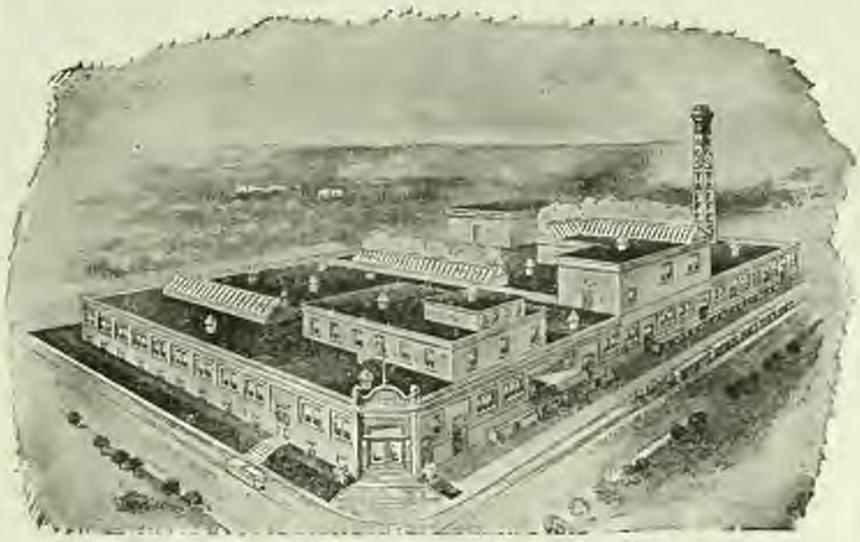
We can make immediate shipment from stock.

B.&S.H.THOMPSON & COMPANY LIMITED

MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S

If any advertisement interests you, tear it out now and place with letters to be answered.



THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

Celebrated Seville Orange Marmalade

containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from your grocer before the advance

WAGSTAFFE, Limited

PURE FRUIT PRESERVERS

Hamilton - Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

Let us connect you with the Western Markets



We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

The Canada Nut Co., Limited
"Specializing in Shelled Peanuts"
Large stock always on hand
VANCOUVER, B.C.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

Williams Storage Co.
WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents.
Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA
Trackag Storage Distri-bution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St., W. Toronto

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

On Spot
Tapioca and Sago
Both Singapore and Penang. Lowest price.
W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO



IT'S THE REAL MACKAY

MacKay's Pearl Barley Flour

Made - in-Canada. A "Barley Food" without a peer. A seller and a "repeater."

Just the thing for infants, invalids and old people. Gives a delightful flavor to soups and gravies.

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising.

Your wholesaler has it.

Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

John MacKay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canada

It is the superior quality that continually brings *new* buyers, and holds the trade of *old* customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARCREAVES (CANADA) LIMITED
The Gray Bldg., 24-26 Wellington St. W., Toronto
WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creelen & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

QUEBEC

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING, MONTREAL

When answering Advertisements please mention Canadian Grocer

MARITIME PROVINCES

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal



Tell your customers

about the sweet, delicious purity of MARSH'S GRAPE JUICE.

Repeat sales will quickly convince you that this is a line worth pushing.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.

The Trade Newspaper the Logical Medium for Your Advertising These Days

WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

	Issues per year	Minimum price for page space	Cost for a year's advertising
Dry Goods Review	12	$35	$ 420
Men's Wear Review	12	30	360
Canadian Grocer	52	24	1,248
Hardware and Metal	52	24	1,248
Bookseller and Stationer	12	25	300
Sanitary Engineer	24	16.70	400

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

The MacLean Publishing Co,. Ltd., Toronto, Canada

Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.



MAKE NO MISTAKE ABOUT

it, your trade knows the best scouring soap. That's why they ask for

SAPOLIO

Cleans! Scours! Polishes!

Put a nice display on your counter to-day!

ENOCH MORGAN'S SONS CO.

NEW YORK, U.S.A.

Canadian Selling Agents (excepting British Columbia), Harold F. Ritchie & Co., Ltd., Toronto, Ont.

THE TOTALLY DIFFERENT TOILET SOAP

HAND SAPOLIO

(Our Sapolio Toilet Soap)

is different in material, in action, in results, from ordinary toilet soaps.

One cake will show the reason f its many friends. Steady use brings skin contentment. Ideal for the Toilet—Perfect for the Bath.



SUN-MAID RAISINS

—*a Home Necessity*

Sun-Maid Raisin advertising has brought Sun-Maid Raisins into many new uses. They are helping to tide over the sugar shortage; for Raisins are 75 per cent. sugar. Careful women now use Sun-Maid Raisins in breakfast foods to take the place of sugar. Raisins are delicious with boiled rice and corn meal mush.



Suggest Sun-Maid Seedless or Seeded Raisins to women when you take their orders for cereals. Women appreciate these household helps.

SUN-MAID RAISINS

Three varieties of Sun-Maid Raisins: Sun-Maid Seeded (seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem).

BUY FROM YOUR JOBBER.

California Associated Raisin Co.

Membership, 9,000 Growers

Fresno, California

Hot Weather is here and now is the time to buy

WANDER'S

CHLORINATED LIME

Destroys Odors

Kills Germs

Bleaches

Used in Cantonments and Hospitals



Endorsed by Health Authorities and Always a good seller wherever pushed

Sell WANDER'S

Chlorinated Lime and Pure Lye; most profitable brand on the market. A sure repeater, and is well advertised, which will prevent the goods from becoming stale and worthless.

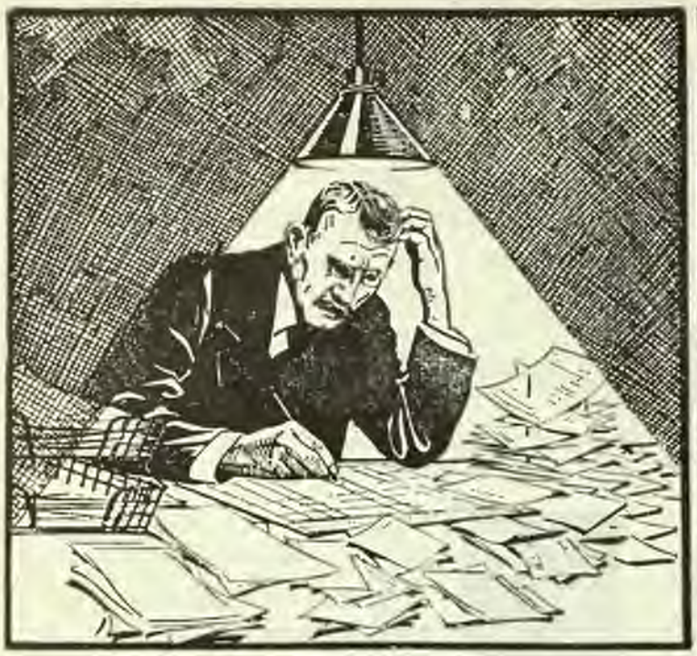
Order a supply of WANDER'S *from your jobber*

S. Wander & Sons Chemical Co., Inc.

Main Office and Factory

ALBANY New York

If any advertisement interests you, tear it out now and place with letters to be answered.



The old way



The new way

A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks. It pays for itself out of what it saves.

Merchants need National Cash Registers now more than ever before

Fill out this coupon and mail to-day

Dept. C2, The National Cash Register Company of Canada, Limited,
Toronto, Ont.

Please give full particulars about the up-to-date N.C.R. System for my kind of business.

Name.....

Business.....

Address.....

Its ASSAM qualities

give it richness, strength, economy

THERE are over a dozen different varieties of choice teas skilfully blended to produce Red Rose Tea. The majority of the teas are ASSAMS, which are noted for their full flavor, richness, strength and economy.

These ASSAMS give Red Rose Tea its distinctive quality—a tea that is unlike any other—and which is never sold in bulk, but always in the sealed packages that are to be found in almost every grocery store in Canada.

Don't you think it would be good business to make this distinctive and popular tea your leader rather than to push the sale of common teas that can never give the same satisfaction to your customers?

T. H. Estabrooks Company, Ltd.

St. John Toronto Winnipeg Calgary

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

A Crock full of
Chili Sauce
Eggs
Pickles
Butter, etc.



will be a great comfort to the housewife during the winter months.

Make a display of crocks in your store this week. A little "talk" and the sale is made.

We can ship you a new lot of crocks within 24 hours.

Now is the time to sell Stoneware.

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.

King & Yonge Sts. TORONTO

Picture this Show Card in your window displays



Just think of the effect it will have on your sales of Colman-Keen Products.

Every article is lithographed in natural colors and the effect is such as will grip the attention of your customers, and get your Colman-Keen stocks moving briskly.

And the card is yours for the asking—charges prepaid.

MAGOR, SON and COMPANY, LIMITED

30 CHURCH ST., TORONTO Dominion Agents 191 ST. PAUL ST. W., MONTREAL

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Cocoanut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Cocoanut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.

CANADIAN GROCER

Vol. XXXII. TORONTO, SEPTEMBER 6, 1918 No. 36

Further Sugar Limitations Made Public

Grocer Only Indirectly Affected—Eating Places Limited to Two Pounds Per 90 Meals —Must Also Keep Records—Manufacturers of Cakes and Pastry Must Use Part Brown Sugar—All Confectionery and Soft Drink Lines Affected

NEW regulations governing the use of sugar which were forecast in a recent issue of CANADIAN GROCER have been made public by the Canada Food Board. As in the case of former regulations these new restrictions affect the merchant only indirectly. There is no further limitation upon the amounts of sugar that he may sell, nor is there any suggestion that the 1½ pounds of sugar per month per person will be made obligatory.

The restrictions as a matter of fact have mainly fallen upon those who have already suffered seriously enough under previous regulations.

Restaurants are restricted to two pounds of sugar per 90 meals served, which will mean a further limitation from the two teaspoonsful heretofore permitted. Manufacturers of cakes and biscuits are brought face to face with a definite stipulation as to the amount of sugar that may be used in their various products. On July 15 ice cream parlors and soda fountains were limited to 75 per cent of their 1917 consumption of sugar. On September 30 this allowance will be materially decreased and only 25 per cent of 1917 consumption will be permitted. The quantity of sugar that may be used in the manufacture of ice cream is also definitely set.

Manufacturers of candy, chocolate, chewing gum, tobacco, table syrups, and similar lines are limited to 50 per cent. of their 1917 consumption. These restrictions will bear fairly heavily on some of the industries affected, and indirectly on the grocer who is the natural handler of a large percentage of the manufactured lines affected.

The actual regulations provide as follows:

Biscuit and Cake Manufacturers Must Use Half Brown Sugar

Manufacturers of biscuits, fruit cake, pound cake, layer cake, wine cake, sponge cake or any like product must not use more than forty pounds of sugar to one hundred pounds of flour, and of this amount 50 per cent. must be yellow or brown sugar. In the manufacture of sweet dough products and pastry only eight pounds of sugar (half of which must be yellow or brown) may legally be used to one hundred pounds of flour. Not more than 40 per cent. of sugar may be used in the manufacture of cocoanut macaroons or fancy almond macaroons. Not more than ten pounds of sugar may be used to sixty pounds of marshmallow. In the manufacture of bread and bread rolls only one-half pound of sugar may be used to one hundred pounds of flour, and all of this amount must be yellow or brown sugar.

Confectionery Products Limited to Half Annual Consumption

Manufacturers of candy, chocolate, solid chocolate products, cocoa, cocoa products, chewing gum, desiccated cocoanut or tobacco are limited to 50 per cent. of their monthly consumption of sugar during the year 1917.

Manufacturers of table syrups, compound honey, maple butter and maple syrup compounds, or such like products, must not use more than 50 per cent. of their average monthly consumption of sugar for the year 1917, and one-half of this quantity must be yellow or brown sugar.

Drug Syrups, Fruit Juice and Soft Drinks also Under Limitation

Manufacturers of pharmaceutical syrups and medicinal preparations must not use more than 75 per cent. of their average monthly consumption of sugar in 1917. Manufacturers of beers, ales, fruit juices, soft drinks, fountain fruits, fruit syrups, dessert or jelly powders or marshmallow powders, after September 30, must not use more than 50 per cent. of the average monthly quantity of sugar used by them during the year 1917.

Ice Cream Under Definite Limit

The quantity of sugar which may be used in the manufacture of ice cream has been reduced to a maximum of 5½ pounds of cane sugar to eight gallons of ice cream.

The use of sugar in the manufacture of soap is prohibited.

Certificates for the purchase of sugar for use in the manufacture of products mentioned in the order will be issued on the basis of the percentage allowed, and supplementary certificates will be issued for sugar for the manufacture of bakery products within the conditions of the order on proof of increased output.

Restaurants Must Keep Record

Public eating places are required to keep a record of all meals served, and if their allotment of sugar does not equal two pounds per ninety meals served, licensees may make written application for a further allotment.

A record must also be kept of the quantity of fruit preserved and the quantity of sugar so used in public eating places.

Opportunities For Profit

The "Little Extra" in Profits That Means Prosperity — Better Quality Goods Show Better Profits—Not Many Merchants Pay Attention to the Fact, so Profits Are Lost

By C. L. MARSHALL, of the C. L. Marshall Co., Toronto

HOW many of us pay any attention to the "knock at the door" when it comes? How many grocers grasp the opportunity of making that "little extra" which so often puts the yearly balance on the right side?

I went into my grocer's store the other day and asked for a tin of a well known brand of peas. I did not ask for any particular grade of peas—just peas, adding the name of the brand. My grocer, without any hesitation, produced and wrapped a tin of Early June peas and as he was doing so remarked, "You want the best, of course, Mr. X." He then made out the check to be paid at the cash desk, for twenty cents.

When I left the store it was with a feeling of appreciation of this particular grocer's action in selling a line of goods which showed him a more than ordinary good profit and at the same time gave me, as the consumer, more than ordinary good value for my money. I knew that standard peas were being advertised by the larger stores at 15 cents a tin, and that fifteen cents was the general price for them in the city. I knew that Early June peas were sweeter more tender and better in flavor than Standard peas, cost him only 12½ cents per dozen more than Standard peas—almost exactly one-cent per tin more. Four cents a tin extra profit on a tin of peas, ninety-six cents on a case, ninety-six dollars on a hundred cases. One hundred cases of peas is about what my grocer sells in a year. I began to wonder on how many other lines he was making an extra ninety-six dollars. Then I began to wonder if all grocers, and if not all, how many of them were able to recognise values to the extent of being able to make the same additional profit.

Selling Down to the Customer

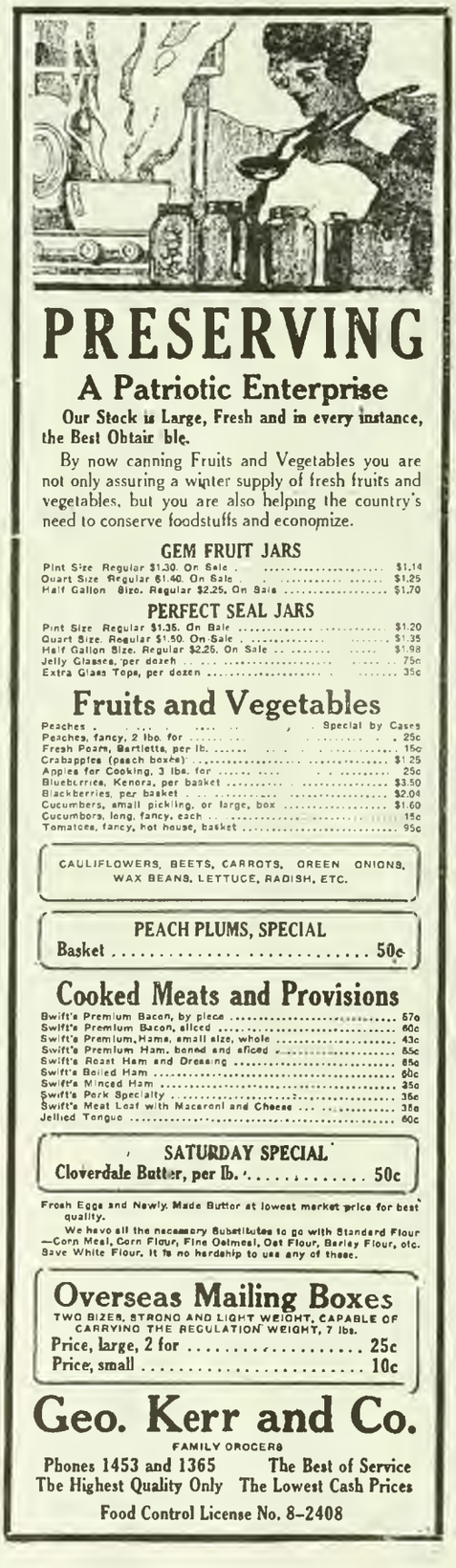
With this in my mind I dropped into a store a little further down the same street. I asked for a tin of the same brand of peas (not mentioning price or grade). The clerk promptly handed me a tin of Standard peas. "How much?" I asked. "Peas are down," he said, "we are selling them for fifteen cents." "Thank you; they are the best peas, of course." "Oh, yes," replied the clerk, "there is nothing better." During the next two or three days I called at half a dozen different grocers in different parts of the city and bought my tin of peas. In only one other store did the salesman even mention that there was a higher grade of peas than the Standard. This man, in reply to my inquiry for a tin, told me that they had three qualities, fifteen, twenty and twenty-five cents.

I told him that I wanted the best, and he at once wrapped a tin of Sweet Wrinkle peas, charging me twenty-five cents.

Of the [illegible] that I made purchases from, there were only two who appeared to have any desire to sell anything but the cheapest goods and to make anything but the smallest profit on the transaction. There was only one in the eight who took for granted that I wanted the "best."

The Best Is Better Value

New peas have just come on the market and with them a new schedule of prices. For this reason no better example can be given, nor one more opportune, of the chance to make a better profit by selling quality which at the same time carries value. Nevertheless, canned peas are only one line out of hundreds which are stocked by the retail grocer. On many of them there is the same opportunity of making something more than the minimum profit. Times are good, money is plentiful, prices are high. The average consumer, like myself, is not looking for the "cheapest." He wants the "best." The best is almost always the better value and carries a better profit to the grocer. With the high cost of doing business better profits must be made, or the bailiff will have his knock at the door when opportunity has knocked in vain.



An effectively displayed advertisement used by Geo. Kerr & Co., Lethbridge, Alta.

FISH WASTE TO BE USED AS STOCK FOOD

Mr. J. B. Fielding who has been carrying on investigations at the instance of the Commission of Conservation to determine if fish waste could be utilized in the making of stock foods as well as fertilizer has reported favorably on the scheme. It is estimated that the fish waste in Canada is about 46 per cent. of the catch. In the lobster packing industry the waste is about 75 per cent. On the Great Lakes 44 per cent. of the total annual catch is waste. Mr. Fielding believes as a result of his investigations that much of this waste is economically collectable and convertible into fertilizer, stock food, oils, etc.

He estimates the cost of a plant capable of treating thirty-two tons of fish waste daily at from $33,000 to $39,000. The cost of operation for a day he estimates at $95, while the value of the product in fish meal and crude oil would be at current prices no less than $660.

The Grocery Store and the Cigar Trade

The Grocer Has a Good Chance to Make Unused Space Count in Displaying Cigars and Tobaccos—Circulars in Parcels—How This May be Made to Appeal to Women Buyers

IF it is possible to sell cigars and to develop a trade of fair proportions in tobacco lines in a grocery store without special effort, what are the possibilities if some special attention be paid to the handling? It is generally conceded to be a profitable line, and so long as the world lasts there will be a large number of men who will want their daily smoke.

Lines Need Replacing

There are parts of Canada in which it has been customary to carry certain lines that will be discontinued. Take the stores that have been handling liquor. This will soon be prohibited from sale over the counter, and retailers who have been making this one of their chief stocks will have to replace it with lines that will not only sell, but which will sell at a profit. Hundreds of stores will have to give this problem consideration in the very near future. And the time is none too soon for serious thought. This would appear to be the golden opportunity for inaugurating a trade in cigars and tobacco.

Study Available Space

The merchant of to-day is compelled to display his goods to advantage. He must do so to compete on an even footing with his neighbors. This involved little care some years ago, but of late the matter of display has become an item of first importance. But not only is it a matter of making a good display, but also of making the most effective use of available display space.

There are stores in every town and city where the space might be used to better advantage. This is particularly true of the modern grocery. How often boxes are carelessly placed about the floor and against counters, when a small and inexpensive table would give the display much more effectiveness, and a consequently better impression and larger sale of stock? Time spent in the study of this very important point will prove a good investment to the proprietor of any store, anywhere.

Displaying Cigars and Tobacco

It may be that all grocers cannot handle cigars to the best advantage. At the same time there are very many who can, and in the majority of these cases sales can be increased with profit. Every community has its smokers and will continue to have them. But to get their custom the merchant must have the stock, and in this line particularly it must be shown.

In speaking with A. Dionne, Son and Co., of Montreal recently, CANADIAN GROCER was told that a trade could undoubtedly be created for cigars, cigarettes and tobaccos. Said Mr. Dionne: "The tobacco business can certainly be developed if we push it. At the present time we have only a small case. We realize that the curtailing of our liquor business will require that we sell other lines, and this tobacco trade can be developed, I believe through proper display. Silent salesmen can be used to good purpose, and a small space may be reserved in windows."

Increasing Demand 500 Per Cent.

Mr. Dionne further explained that use might be made of the mails from week to week, and in any case that once a month, when sending out bills, a small slip might be inserted stating that "we have a fine line of best grade cigars and cigarettes—when you want a box or wish to try a real good smoke, include some in your order and they will be promptly sent." "I believe that in our case we shall be able to increase our business for cigars and cigarettes from 500 to 1,000 per cent.," said Mr. Dionne.

The development of the cigar trade will depend a great deal upon the individual retailer and upon the use he makes of his location for display, of the newspapers and mails for publicity, and upon the adoption of various new ideas

(Continued on page 23)



Interior of the Fawcett Brothers store, Sackville, N.B.

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, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telepbone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, 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.

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

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EDITORIAL BRIEFS

AT A recent meeting of the Ontario Municipal Association held recently in Toronto a resolution was passed petitioning the government to amend the Statute Labor Act to permit municipalities to levy a special tax of $25 per annum on all aliens of enemy origin in lieu of the present limited tax. Many merchants have suffered from the competition of such persons, and it seems a reasonable enough request that enemy aliens who are deriving a living from this country should at least be required to pay some little portion of the public charges.

* * *

A MERCHANT of Riverhurst, Sask., has been compelled to close his business for seven days on the order of the Canada Food Board because he sold flour without substitute. This merchant is only one of many, the most of whom probably have escaped the law. It is a serious fact that there are yet in Canada a number of merchants who are inclined to look upon the Food Board regulations as an annoying interference with their liberty which they are entitled to disregard if they see fit. That attitude is, of course, unjustifiable, and it is a dangerous matter for the merchant. Business closed for a week or more will surely offset any minor gain that may be derived from evading the regulations, and that is what the evader has to expect.

* * *

IN THE new sugar regulations the retail grocer has come off unscathed. Most other regulations have hit him first and hardest. These regulations drive hard at the manufacturer but let the retailer off scot free, save in so far as he is affected by the limitations of the manufacturers. This fact, however, should not lead the grocer to forget that he is under a moral obligation to conserve sugar, that the one and a half pounds per person per month should be adhered to in his sales as closely as is possible, and that he should heed the instructions to sell brown sugars.

ONTARIO'S FIRE LOSSES

THE property loss due to fires during the first six months of this year in Ontario totalled $7,069,878 an increase over the same period in 1917 of $1,132,743. Insurance men state that their returns for America show that there is a fire every five minutes in a retail store. This is an enormous waste and one of the results is that fire insurance rates are higher in America than in any other country in the world. Another direct result is that a hardship is worked upon the buying public. It is a fact well known throughout the business world, that the high rates of insurance are added to the cost of doing business and are, therefore, a burden upon the commodities which the dealer handles and for which the customer has to pay. Insurance men state that most of the fires which are traceable are of surprisingly simple origin, and almost invariably carelessness is to blame. If a little care is exercised they say an enormous waste can be eliminated in the way of fire losses.

AN EXCELLENT SHOWING

CANADA'S excellent financial condition has just been set forth in a statement made to the press by Sir Thomas White, the Minister of Finance. After the war will certainly come a period of readjustment. The transition should be easy if Canadian people continue to show the evidences of thrift that they have in the past four years. The Dominion's magnificent resources and the development of them will also be a big factor in stablizing conditions. A certain amount of inflation has necessarily followed the war demands made upon Canadian firms and the easiness of money. To some extent undoubtedly this has made for the high prices that prevail. With the arrival of peace, if money conditions remain unchanged, Canada will be in a position from a production standpoint that she has never occupied before. Sir Thomas White declares that Canada is earning at home not only all the money she has spent on the war but sufficient to make a large national increase in wealth as well. It would seem as if the end of the war would find Canada a more saving nation than when hostilities began and fully prepared to make the most of the place she has won in the world's eyes.

Current Events in Photograph

A HOSPITAL FOR AEROPLANES

Out on the western front there are heavy casualties among the inanimate as well as the human forces. The perils of service are shared by all, and means must be found to restore the injured machines as well as the injured men.

In the accompanying photo is shown a casualty station for aeroplanes, a photo that gives some idea of the immense work entailed in the operation of keeping the war machine going.



Food Administrator Reserves More Salmon

United States Dictator Orders Pound Tall Chum Salmon Held Subject to Government Needs—No Further Light Thrown on War Trade Board Purchase Here—Situation Uncertain

SALMON packers and distributors in the United States are in receipt of a telegram from the Food Administrator which reads as follows and is self-explanatory: "Reserve your entire pack of pound tall chum salmon. Do not make any shipments to civilians after receipt of this telegram. When this season's pack is completed, if there is any surplus beyond government needs, such surplus will be released."

This means that to the south that the government is reserving for its own use the total pack No. 1 talls reds, medium reds, pinks and chums, and the civilian requirements will only be met out of any surplus there may be—and this it is thought will be pretty small.

Just what uses the government intends making of salmon is unknown at present. The Dominion Government took similar action to assure disposition of the British Columbia pack according to their requirements a couple of weeks ago in Canada but further advice has not been forthcoming as to just what lines are included, nor giving an intimation as to the direct use to which it will be put.

It is understood that a small shipment may be released to equalize early shipments already made but this will by no means begin to relieve the situation. Comment on the action of the government is being largely withheld, those expressing any opinion at all feeling that when the needs of the allies are back of any such move, and it is almost sure they are, or that our soldiers are involved, civilians in Canada will certainly offer no adverse criticism. Anything necessary to winning the war is the attitude being taken.

The situation in Canada stands about as follows to-day as far as can be learned. This is subject to revision of course, and definite information may be forthcoming at any time. Reports indicate that the Canadian government has purchased for the British authorities the entire pack of sockeyes, red springs, cohoes and pinks, and that this is made for civilian use. Whether the latest order in the U.S. will have any bearing on action which may be taken in reference to cheaper grades of fish here is unknown, but there is undoubtedly unity of action being shown between Washington and Ottawa authorities in many cases, so why not salmon? There is perhaps this difference—the Canadian negotiations are being made through the War Trade Board—in the United States the food administration is acting.

U. S. SETS MAXIMUM PROFIT FOR JOBBERS IN FLOUR

The United States Food Administration has definitely set the profit that may be made by jobbers on sales of wheat flour. The regulation is as follows:

"The margin allowed mills on sales of less than carload lots is 50 cents per barrel to dealers, bakers, etc. (not delivered), and $1.20 per barrel to actual consumers, over each mill's carload fair price schedule.

The margins allowed jobbers who are not millers remain unchanged, namely, 50 cents to 75 cents per barrel in selling to retailers, who in turn are allowed margins of 80 cents to $1.20 per barrel over the cost to them."

THE GROCER STORE AND THE CIGAR TRADE

(Continued from page 21)

that can be worked out as occasion arises.

The Women as Buyers

One of the interesting features of this interview was the suggestion that many women could be counted upon as likely buyers. "It is an easy matter to find out what kind of cigar one's husband wants," suggested Mr. Dionne, and the best feature of this suggestion is that they will be more than likely to buy in boxes—a recognized improvement over that of selling in broken and small lots. This, it was further stated, could be stimulated through suggestion and through a regular or special circular sent out from time to time.

In addition to the regular demand, appeals might be made to buy these at Easter time, or for gifts on birthday occasions, at Christmas, New Year, and other special seasons.

It would seem to be an opportune time for the trade to consider carefully the possibilities of development along these lines.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

T. H. Estabrooks, of T. H. Estabrooks Co., Ltd., has accepted the chairmanship of the New Brunswick provincial committee for the 1918 Victory Loan drive.

Colonel E. T. Sturdee, manufacturers' agent, of St. John, was honored at a recent public meeting of the New Brunswick branch of the Navy League of Canada, of which he is president, when Dr. Alfred Hall, Dominion Commissioner, presented to him, in recognition of his valuable work, a cane encircled with a band of copper from Nelson's flagship, the "Victory."

Provincial letters patent have been granted incorporating the New Brunswick Commercial Travellers' Patriotic Club, an organization formed early in the war, as its name intimates, for the purpose of raising funds for patriotic purposes, and which has been very successful in attaining that end. The incorporator are William A. Stewart, president; Daniel McKinney, vice-president; J. E. Augevine, secretary-treasurer; T. J. Gunn, E. H. Cairns and George E. Dawes.

Quebec

C. Green, vice-president of the John Duncan Co., Montreal, was in New York this week.

C. Ritz, Eastern manager of the Robin Hood Mills, Ltd., was a Toronto visitor this week.

Geo. A. MacDonald, sales manager of the Quaker Oats Co., Peterboro, in company with J. E. Pollard, Montreal manager, was a visitor to Boston this week.

John E. Turton, wholesale grocery broker, Montreal, motored to Toronto last week to visit the Exhibition, and renew old acquaintances.

J. A. McConnel, formerly with Ganong Bros., Limited, has accepted a position with Freeman and Sheely, manufacturers' agents, as Montreal city representative.

J. A. Marshall, manager of the Montreal branch of the Western Canada Flour Mills Co., Ltd., returned from an extended trip to western points. Seen by a representative of CANADIAN GROCER, Mr. Marshall was of the opinion that there will be a good yield of wheat in the three western provinces. Said Mr. Marshall:—

"While I am not an authority on the usual situation out there, I have discussed it with many who do know. The situation in Alberta is not too promising but there will probably be about 30,000,000 bushels there, and in any case enough for their own needs. Saskatchewan is fair and Manitoba is very good indeed. From the best reports available and making deductions for probable shrinkage and other damages, there ought to be a 200,000,000 bushel crop and I will not be surprised if it goes around 230,000,000."

Ontario

A runaway car recently left the track at the corner of Brock and Ford streets, Fort William, Ontario, and dashed through the front of the McKenzie Grocery Company store. The damage to the store and stock will mount up into several thousand dollars. No one was seriously injured in the accident.

Western

W. S. Irish, Winnipeg, has been succeeded by Sarah Bjlin.

The Mulvihill Trading Co., Ltd., Mulvihill, Man., has been incorporated.

W. M. Vance, general store, Grand View, Man., has been succeeded by Motoff Trading Co.

The Snake Island Supply and Trading Co, Snake Island, Man., has dissolved partnership.

Gibson Paterson Co., Ltd., manufacturers' agents, Winnipeg, have moved from the Scott Block to 280 William street, where they will be more in the centre of things. In their new premises they have larger storage space.

Scheltingas, Limited, Ledley, Sask., has succeeded to the business formerly conducted under the name of Haberlach & Scheltinga Bros. The new company has also purchased the store of Enos Harvey, Ricetown, Sask., and will operate it in connection with the Sedley store. The company consists of T. P. Van Scheltinga, James E. Wheelan and Thomas A. Ryan. The latter will manage the Ricetown branch.



E. WAFER LACHANCE

Reference to whose death by drowning was made in these columns on August 16th. Besides being sales manager for Wm. H. Dunn, Limited, wholesale grocery brokers, Montreal, Mr. LaChance was a director of the company and also a director with Dunn-Hortop, Ltd., Toronto.

W. G. BARCLAY DEAD

Manager of A. Macdonald & Co., Vancouver, Dies Suddenly Following Operation for Appendicitis

The death has occurred of W. G. Barclay, manager for A. Macdonald & &Co., Vancouver. He was visiting the branch at Fernie, B.C., and took sick on the return trip. At Vancouver he was operated on for appendicitis, but died suddenly on Aug. 22. He had been with Macdonald's for 22 years, formerly being at Winnipeg in charge of the White Star factory, also at the Kenora branch.

H. H. Cooper of Macdonald-Cooper Co., Edmonton, John Crawford of Macdonald-Crawford Co., Moose Jaw, T. D. Stark of Macdonald & Co., Nelson, and P. Chapman of Macdonald-Chapman, Ltd., attended the funeral.

PIONEER PRODUCE MAN DIES

John B. Wilson, a pioneer produce merchant, of Toronto, died recently at St. Michael's Hospital. He was the eldest son of the late James B. Wilson, of the Dumfries Milling Co., at one time one of the best known business men of Weston, Ont. He came from his birthplace in Dumfries, and commenced business in Toronto about forty years ago, and was well known to the local wholesale trade.

L. N. BERTRAND DIES SUDDENLY

L. N. Bertrand, a well-known cigar manufacturer, of Brockville, Ont., died suddenly last evening after an illness of three hours, from paralysis.

KINGSVILLE, ONT., R.M.A. MEETS

A meeting of the Kingsville R.M.A. was held recently in Kingsville. C. H. Smith, of the C. H. Smith Company, Windsor, Ont., addressed the gathering on the value of the newspaper to the merchant and the community. He pointed out how much a community can gain by scientific publicity on the part of its merchants and others.

T. C. Ray, secretary of the Windsor Retail Merchants' Association, and prominent residents of Kingsville also spoke.



Pte. James Thomas H. Kendall has been reported wounded according to a report received by his wife at 32 Waverley road, Toronto.

Pte. Kendall was born in Manchester, England, 37 years ago and came to Canada in 1910. He enlisted in January, 1916. Previous to his enlistment he was employed by Lever Bros. as a shipper.

Pte. Albert Slade, Toronto, was killed in action on Aug. 9th. He was born in Surrey, England, 20 years ago, and has resided in Canada for seven years. He went to the front last February with a draft. Before enlisting he had been in the employ of the Eby Blain Co. for three and a half years.

Pte. Alexander Anderson, 93 Hayden street, Toronto, was killed in action on August 8 after only four months' service at the front.

He enlisted in the 236th MacLean Highlanders, and went overseas in September, 1917. He was 25 years of age. Before enlisting he was in the employ of George Burfoot, grocer, of Bloor street west, Toronto.

Lieut. Reginald Eric Binmore, son of Mrs. Raymond Binmore, 433 Claremont avenue, Westmount, Que., is reported as having been killed in action on August 10. He enlisted as a private in the 87th Battalion Grenadier Guards, in Oct., 1915, and went overseas with the rank of sergeant. During the Somme campaign in 1916 he was severely wounded and sent to England for medical treatment. After convalescing he took a course for a commission, and in February of this year was granted his lieutenancy. Prior to enlisting, Lieut. Binmore was an employee of Messrs. Chase and Sanborn. He was 23 years old.

Word was received that Private A. E. Clark, of 1274 Queen street west, Toronto, was admitted to 16th General Hospital, Le Treport, France, on August 14th. He went overseas with a local battalion, in April of 1917, and was transferred to the 75th Battalion on his arrival in England. Private Clark, who is married, was employed by the Cowan Cocoa Works prior to enlisting.

John R. Gabriel, who was employed with the Two Barbers, Ltd., retail grocery stores, in St. John until he enlisted early in the war, has been reported killed in action. His elder brother was one of the first men from St. John to be killed in this war. He is survived by a widowed mother and a small brother.

POLICE WILL INVESTIGATE HOARDING CHARGES

A number of complaints have been received by the Toronto police department regarding the hoarding of sugar by certain parties. Inspector Gregory stated that matters contained in the letters received would receive the attention of officers who will be asked to visit the homes mentioned.

Before any prosecutions are instituted, the Canada Food Board will be notified.



EDWARD NICHOLSON
Recently of the Mutual Purchasing Co., Winnipeg, who will manage the Consolidated Purchasing Co.

CONSOLIDATE THEIR PURCHASES

WINNIPEG, Sept. 4—(Special).—A company is being formed at Winnipeg known as the Consolidated Purchasing Company, for the purpose of consolidating the buying for the entire Macdonald's Consolidated interests, which own eleven wholesale grocery houses extending from the head of the Great Lakes to the Pacific Coast, and comprising the following firms: A. Macdonald & Company, with houses at Vancouver, Nelson, and Fernie, British Columbia, and at Fort William, Ont.; Macdonald-Cooper Limited, of Alberta, with houses at Calgary and Edmonton; Macdonald-Crawford Limited, of Saskatchewan, with houses at Moose Jaw, Saskatoon, Swift Current and Battleford, and Macdonald-Chapman Limited, Winnipeg.

They control the White Star Mfg. Co. Ltd., of Winnipeg, packers of yeast, baking powder, pickles, teas and coffees; also the Occidental Fruit and Canning Co. Ltd., of British Columbia, canners of fruit and vegetables, and fresh fruit packers. They are also interested in the McDonald Jam Co., Nelson, B.C., packers of Nelson Brand Pure Fruit Jams. Macdonald's Consolidated are a mail order house doing business through catalogue direct to retail merchants.

E. Nicholson, until recently with the Mutual Purchasing Co., will assume the management of the new company, which will have connections in the principal cities of Canada and the United States.

N. B. R. M. A. TO CONVENE

Elaborate plans are being made for the provincial convention of the New Brunswick Retail Merchants Association which is to be held in St. John on September 4 and 5. Several of the Dominion officers will be present to address the delegates and a varied and helpful programme is being prepared by the local committee. For the entertainment of the visitors plans are being made for a banquet, for visits to the shipyards, the drydock and harbor development works and various industrial establishments.

MILLING CO. OPENS IN MONTREAL

The Vancouver Milling and Grain Co. of Vancouver, B.C., has opened a Montreal office. This is in charge of A. G. Urquhart and the new office address here is 511 Coristine Building.

Besides handling various other products, rice and beans will be extensively dealt in, the firm having a buying office in Kobe, Japan.

THEY'RE FILLING THE SHELLS

From the United States comes the following encouraging news:

"This year we have had a surprising demonstration of the ability of the poultry industry to expand on short notice. Every day reports are coming in to the Food Administration which indicate that the hens are digging in with both feet and filling shells like high-geared munition plants. The storage houses now have about 6 000.000 cases put away, which means that the high point of last year has been almost reached.

"The anti-hen-killing rule, which stirred up a storm of protest at the time it was put into effect, has served the purpose of increasing our supply of concentrated food, and production is still going on at such a rate as to insure our people an adequate supply of eggs.

"Farmers who were anxious to sell while the 'no-kill' rule was in effect have been holding on to the hens that are shelling out the eggs, and many of them say they are glad the Food Administration prevented the reduction of flocks.

"This unusual production is a big encouragement, as every egg and every fowl can be used to advantage in the present state of the world's food supply."

CANADIAN CANNED GOODS IMPORTS

Canada's importations of canned products during the past three years show a gradual increase as shown by the following figures of imports of canned fruits, jams, jellies, preserves, and canned vegetables for the years ending March 31, 1916, 1917 and 1918. Most of these goods are imported from the United States:

Articles	1916	1917	1918
Fruits	$251,536	$611,225	$677,270
Jellies, jams and preserves	208 617	150.417	36,517
Tomatoes and corn	26,659	593,006	704,231
Vegetables and beans	195,028	384,278	526,828

THE CLERKS' DEPARTMENT

A BUSINESS BUILDER OF POWER WAS C. F. SISE

Life Story of Late Chairman of Bell Telephone Forms a Remarkable Record of Business Achievement Reared on a Foundation Laid at Fifty

BUILDING of the business organization of the Bell Telephone Company of Canada—the second organization of its kind in the world—was begun, continued, and brought to its present stage of progress by a sea captain, a man with absolutely no previous experience in the technical departments of the vast work he undertook. Not many business men were aware of the fact. Perhaps the very unostentatious character of the business builder behind the Bell Telephone Company of Canada may account for this. And yet what an adventurous career that quiet, persistent personality played great part in before he came to Canada and began his remarkable work as organizer of the second largest public utility concern of its kind in the world.

Behind the Blockade Runner

There's a savor of the salt sea and the daring it demands in the fact that the late Charles Fleetford Sise. the subject of this sketch was one of the personalities concerned with the direction of the blockade runner "Alabama." Jefferson Davis, President of the Southern Confederacy, saw in Charles F. Sise the executive power of which his life has given such ample proof, and made him his private secretary. In the Indian Mutiny, and in the Crimean War also Charles F. Sise had his part, small as it may have been perhaps. (And yet he was so quiet about his achievements, none can say how important any of these more youthful experiences of his may have been).

Then, nearly fifty years of age, and with a record of activity behind him that might serve many a good business man for a lifetime, Charles F. Sise arrived in Canada, to begin what many Canadian men of affairs would readily call his life work. More aptly it might be termed his life's crowning achievement. Here in detail is his story:

Charles Fleetwood Sise, chairman of the Bell Telephone Company of Canada, and for thirty-five years either vice-president, or president of the company, passed away on Tuesday 9th April, in his eighty fourth year. The latter half of his life, although spent in a calm business-like atmosphere, contained elements that are in their way as remarkable as the adventurous experiences of his more youthful years.

He was a sea captain when he was only twenty-one, and he did not begin his business life until he was forty-seven years old. That is as far as the Bell Telephone Co. of Canada, his great business achievement is concerned. Charles F. Sise was not merely a master mariner. He was a Master Pilot amongst the many perilous channels of business. Beginning his organization of the Bell Telephone Company of Canada, without technical training in the line, he leaves it after thirty-eight years' service unsurpassed (except by the United States Co.) for number of customers per thousand of ponulation.

For a man who began business at 47 years of age as a novice, and had only a comparatively sparsely settled country for his field, the success of Mr. Sise may be considered outstanding .

Figures Tell the Story

When at the annual meeting of the company, three years ago, he resigned his position as president, which he had occupied since 1890, he referred to the growth of the organization with which he had been identified since its infancy. In the first year the paid-up capital of the company was $377,600, and the total assets $103,324. Thirty-five years later the paid-up capital was $18,000,000 and the assets $40,852,000. In 1880 the total number of telephone stations was 2,100. By 1915 the number had grown to 237,068. In 1880 the number of employees was 150; this rose to 7,836.

Although Mr. Sise had wished to be relieved of the heavy duties of the office for years past, it was not until three years ago, when he was over 80 years of age that the Board consented.

A Judge of Men

. The choice of the directors on that occasion is itself a tribute to one of the outstanding characteristics of the late President: his ability to secure for his staff men who would be able to keep pace with the growth of the business and shoulder constantly increasing responsibilities. The new President was L. B. McFarlane, who thirty-eight years ago was "taken over" by Mr. Sise when the new Bell Company absorbed the telephone business of the Dominion Telegraph and the Montreal Telegraph Companies, and he became Manager of the Eastern Division.

It might be noted here that the secretary of to-day, W. H. Black, was in charge of the correspondence of the small company of over thirty years ago; that R. F. Jones, Manager of the Eastern Division, was then an office assistant; that W. G. Slack, the Treasurer of to-day, was over thirty years ago the accountant of the company; and that A. T. Smith, Division Superintendent, and K. J. Dunstan, Division Manager, both of the Western Division, Ontario, have been in the service of the company for over thirty years as well.

A Shipowner's Son

Mr. Sise was born in Portsmouth, New Hampshire, on Sept. 27, 1834, the sixth son of the late Edward Fleetwood Sise, who was a merchant and shipowner. Going to sea he was appointed a captain before he was twenty-one years of age, and for some years commanded vessels in the Atlantic, Pacific and the Australian trade. Later he took charge of his father's shipping and cotton business at Mobile and New Orleans. During the Indian Mutiny he was ill in India, whither he had gone in his merchandising work. The estate of his father-in-law adjoined that of Jefferson ("Jeff.") Davis. He came under the eye of the famous Southern leader. was appointed his private secretary, and engaged in many delicate missions for him.

The Alabama Episode

One of these was in connection with the fitting out of the "Alabama," which ran the blockade and sunk Northern merchantmen, and incidentally cost the British Government some $15,000.000 in claims. After the war he went to Liverpool, England, to manage that branch of his father's business, and he came to know William Ewart Gladstone intimately, living just two doors away. Some time after he entered the fire insurance business and came back to the United States as agent for the Royal Insurance Company. When the Royal Canadian Insurance Company was formed, Mr. Sise took over the management of their United States business with head office at Boston. Just about this time Alexander Graham Bell was perfecting his devices for telephoning, and an American Company, the American Bell Telephone Company was formed.

The Bell System Begins

In Canada various patents were being operated by a number of companies at different points in Ontario, Quebec and the Maritime Provinces. In Quebec there were two chiefly, the Dominion Telegraph operating under the Edison patent, and the Montreal, with the Blake. In Ontario, Alexander Graham Bell had handed over his patents to his father, in some cases even before the patents were issued. and a number of companies were engaged under rights sold by him. It was decided by the interests in the United States that an effort should be made to consolidate the business in Canada, and operate all under the Bell patents, and Mr. Sise was asked to go over and do what he could. He consented and went over to Hamilton. Toronto. Montreal and other centres and the Bell Telephone Company of Canada was organized the next year, 1880.

Head Office in Toronto

As a number of the companies that were taken in were working in Toronto and Hamilton, and these districts, Toronto at first was the head office, but the most of the capital invested came from Montreal, and it was not long before the office was moved to that city. Until 1890 the president of the Bell Company was Andrew Robertson, who in the eighties was connected with many of the biggest business enterprises in Montreal, dry goods, etc., and was Chairman of the Harbor Board, and held other prominent positions. Up to 1890, Mr. Sise was the vice-president, and on the death of Mr. Robertson succeeded as president of the company.

During all the time of his connection with the Bell Company, Mr. Sise exhibited singular devotion to the interests of his company, and constantly refused invitations to identify himself with the direc-

Continued on page 39.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WHO PAYS THE TEA TAX?

I ordered five chests of tea from a Hamilton wholesaler to be delivered the 1st of June. The tea left Hamilton May 30 and I received it on June 3rd. On May 30th I received a draft for 30 days and on July 2nd the draft was paid. In August I received a letter asking for the amount of the war tax. Since then I have received notifications from the Inland Revenue Department of Hamilton and Walkerville demanding the payment of the war tax.

I took oath on May 4 that I had only 900 pounds in stock; now they want me to take a false oath stating that I had this 375 pounds extra.

NELSON VANIDOUR,
Leamington, Ont.

Answer The matter depends largely on the contract you had with the wholesaler. Where there is an unconditional contract for the sale of specific goods in a deliverable state the property in the goods passes to the buyer when the contract is made and it is immaterial whether the time of payment, or the time of delivery, or both, be postponed. (Sale of Goods Act, 1893, sec. 18).

Deliverable state means the state in which the buyer is bound to accept.

It has been held that a sale of goods by a commercial traveler and forwarded for acceptance to his employer, becomes perfect only upon that event, and the contract is only definitely completed at that place.

The Customs Tariff Amendment Act, 1918, reads as follows:

There shall be levied, collected and paid a war excise tax of 10c per pound on all tea entered at customs on or before the thirtieth day of April, 1918, by any importer or dealer, and which remains unsold on that day. Provided that retail dealers shall only pay such war excise tax upon tea **held** by them on that day in excess of one thousand pounds.

As the tea was sold prior to the thirtieth day of April, 1918, the importer or dealer would not be liable for war tax.

It is difficult for us to decide in view of the wording of the Act whether the retail dealer in such a case is or is not liable for war tax. It would depend on the interpretation of the word "held" and whether as a matter of fact the tea was "held" by the retailer. Strictly interpreted we could say it was not "held" by the retail dealer.

You will see that the question is one not easily answered, as it would appear to be a question that can only be definitely decided in the courts.

A MARKET FOR INDIAN RICE

What markets are there for wild rice? The Indians here are all busy picking rice on Rice Lake north of here, and we understand that a big business can be done in this line.

PRONGER BROS.,
Dryden, Ont.

Answer—The following firms are in the market for this rice: J. A. Simmers & Co., 147 King St. East, Toronto; Wm. Rennie & Co., 130 Adelaide St. East, Toronto; Steele Briggs, 49 Spadina Ave., Toronto.

* * *

GRAIN BUYERS IN MONTREAL

Please give me the names of a couple of good grain buyers in Montreal?

H. C. HUNTER,
Charing Cross, Ont.

Answer—Robin Hood Hills, Board of Trade Bldg., T. W. Raphael & Co., 43 St. Sacrament St., Judge Grain Co., 42 St. Sacrament St., Western Canada Flour Mills, Board of Trade Bldg., Ogilvie Flour Mills Co., Youville Square, St. Lawrence Flour Mills Co., Lake of the Woods Milling Co., Lake of the Woods Bldg., all of Montreal.

* * *

GOOD CLOVER HONEY

Please put us in touch with firm from whom we can buy good clover honey right?

PORTER L. C. WHITE,
Peterborough, Ont.

Answer The Bowes Co., John J. Fee, Gunns Ltd., Whyte Packing Co., all Front St., Toronto; H. P. Eckhart, Church St., and most other wholesalers; the Canadian Bee Supply & Honey Co., Ltd., Toronto.

* * *

CHEESE AND MEAT CUTTERS

Can you give me the name of the manufacturer of the best cheese cutter, also the names of manufacturers of any satisfactory bacon cutters besides the Van Berkel?

JOHN MUNRO,
Pictou, N.S.

Answer The American Computing Co., Hamilton, are manufacturers of a line of cheese cutters of established quality. Meat slicers are made by the Brantford Scale Co., College St., Toronto, and the Brantford Scale Co., King and Peter Sts., Toronto.

* * *

FEED AND HAY HANDLERS

Will you kindly give me the names of some hay and feed handlers in the Provinces of Nova Scotia, New Brunswick and Quebec?

C. R. GWAZD,
Sydney, N.S.

Answer Calday Fraser & Co., Dartmouth, N.S.; Gunn & Co., Halifax, N.S.; Halifax Meal Mills, Halifax, N.S.; Atlantic Milling Co., Pictou, N.S.; Maritime Cornmeal Mills, St. John, N.B.; Johnson & MacDonald, New Glasgow, N.S.; Standard Flour & Cereal Mills, Montreal; MacDonald & Robb, Valleyfield, Que. For feeds, Lake of the Woods Milling Co., Ogilvie Milling Co., St. Lawrence Milling Co., Robin Hood Mills, all of Montreal.

* * *

WHERE VINEGAR IS PROCURABLE

Where can I buy sweet cider outside of the Dominion Vinegar Co., of Hamilton?

LOUIS SZABO,
Welland, Ont.

Answer S. Peterson & Co., 64 Regent St., Toronto; Kemp Brokerage Co., 784 Euclid Ave., Toronto; T. Kinnear & Co., Front Street, Toronto; H. P. Eckhardt, Church St., Toronto; Annapolis Valley Cider Co., Bridge Town, N.S.

* * *

SELLING FRUIT BREAD

Is a grocery store allowed to sell fruit bread along with other bread?

MRS. G. RUTHERFORD.
Plattsville, Ont.

Answer Yes. There is no restriction on the sale of this product in grocery stores.

* * *

REGARDING FLOUR MILLS

How is it that the mills are allowed to sell only 10 pounds of substitute to 100 lbs. of flour, while the retail store must sell one to four? I thank you for what information you might give me.

B. E. DUNCAN,
Marshville, Ont.

Answer We are not aware of any such regulation. Flour mills, as far as we know, are not compelled to sell substitutes. Many flour mills do not manufacture anything of the kind. Where they do a retail business they would of course be under the same regulation as other retailers.

* * *

SUGAR SALES

What amount of sugar will I be allowed to sell my customers after September 1st?

THE BROMHEAD TRADING CO.,
Bromhead, Saskatchewan.

Answer There has as yet been no further limitation than that which required the grocer not to sell more than 14 days' supply. There has been a request that merchants sell one-third brown sugar with all sugar sales and that the public should limit themselves to 1½ pounds per person per month, but no regulations have been imposed to this effect as yet.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following: .....

.....

.....

Name .....

Address .....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SALMON is again of interest during the week, though this time interest centres in the United States. The Food Administrator there has wired to the packers to hold all pound tall chums to the order of the Government and make no deliveries to civilians. It is further intimated that when Government needs have been supplied, any surplus will be released for domestic trade.

Whether this presages similar action here in respect to the cheaper grades of salmon is not easily determined. At present it is understood the War Trade Board purchase includes only the best grades, but should these not be found sumcient there is little doubt all grades would be taken over. Whether joint action is contemplated by Washington and Ottawa authorities cannot be determined. The negotiations in Canada are being handled by the War Purchasing Commission—in the United States this last order was issued from the Food Administration Department.

It is intimated that new certificates and allocations of sugar are to be issued only to importers of record who brought in sugar supplies during the past season, thus establishing a trading basis. Others will have to secure supplies through wholesalers and dealers.

MONTREAL—Fewer changes have been made this week than for some time, and the jobbers and wholesalers are awaiting definite prices on new pack canned goods, etc., for the ensuing season. These should be out any day now. The probability is that canned tomatoes will be available at a better figure than even promised a few weeks ago. Quebec Province has produced a good yield this year, and there will be a good condition in this respect elsewhere.

The flour situation is one that promises to take on new interest in the immediate future. Millers are just awaiting the decision of the Food Controller on several points, and hope to be milling wheat here in a few weeks. Some mills in the West are reported to be almost ready now, and once the basis of milling is decided there need be little delay.

Salt in bags has been marked higher, and some brands of fish cakes as well. There is not a great deal of movement in some lines, but the trade is looking forward to a general revival of trading within a few weeks.

TORONTO—Advances for the week include one manufacturer's line of confectionery, which has gone up 2c per pound; their bon bon packages 5c pound, and bar goods 5c per box. Sugar restrictions have also extended to manufacturers of soap, and when present stocks of some lines are exhausted there will be nothing further offered, at least until the sugar situation has assumed less serious proportions.

Wholesalers are again emphasizing upon their salesmen that all bakers, confectioners, hotels, restaurants, cafeterias and eating houses, as well as manufacturing plants and firms using sugar for commercial purposes must send or mail in sugar certificates to have requirements noted thereon before delivery can be made. The regulation governing the use of eating houses of all kinds is now effective, viz., 2 pounds for each 90 meals.

Another line of dried fruits has been added to the list of those which the Government will be using in the United States. This is choice apricots, it being understood that the Government has commandeered the entire crop of this grade. This means then that Government requirements now embrace prunes, peaches and apricots. When their needs have been fully met on these lines, the balance left for civilian use is not likely to be any too heavy, and Canada's allotment will probably run pretty small. There is some hope expressed that permits to import Malaga raisins in limited quantities may be granted.

At the present time filberts are looked upon as about the cheapest nut offered locally. A sharp advance at primary points occurred two or three weeks ago, and this has been followed by another increase amounting to about 40 per cent. To-day's prices locally are well below present cost to import. The trade shows some interest in this line, and sales have been very fair.

QUEBEC MARKETS

MONTREAL, Sept. 4.—The difficulty of securing goods is the outstanding feature with many jobbers. Any commodities that are offered them are usually picked up promptly and find ready sale. The state of trade is steady and still on the quiet side.

Bag Salt is Quoted Higher; Fish Cake, Too

Montreal.

SALT AND FISH CAKE.—Higher prices are asked for salt in bags. The new prices quoted are as follows: In bags of 140 lbs. $1.90, the former price was $1.75. Half bags of 10 lbs. are now $1.40 from $1.35, and quarter bags of 50 lbs. 72½c from the previous price of 70c. Fish products of the Halifax Fish Co. are up considerably. The old price of $4.60 on cases of 24 1's is now $5.15; 12 3's from $7.50 to $8.25, and the Acadia Fish Co's lines in 12 2's are up from $4.50 to $5.15. Fish tablets in the 20 1's size are $3.90 from $3.40, and shredded cod in packages of 2 dozen are now $2.40.

Soft Sugars Absorbed; Refined Steady And Scarce

Montreal.

SUGAR.—There is a pretty fair consumption now of the soft sugars. Sent out as they are, in the proportion of one-third yellows to two-thirds granulated the refiners are able to take care of a larger demand than would otherwise be possible. It may be that the old rule which obtained for long enough regarding the use of soft or yellow sugars will again be popular. This being the case the consumer will have more chance of securing his wants than if refined were always demanded. The allocations made to this market are still short of needs but the refineries have been working along to the best advantage possible under the somewhat trying conditions. Prices are steady and without change.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 10
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50
Cut loaf (25-lb. boxes)	10 40-10 70

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

More Opening Prices Expected on Canned Goods

Montreal.

CANNED GOODS.—The regulations regarding salmon have somewhat upset local jobbers' plans as well as those of the canneries' agents. If the absorption of the better grades by the government are as definite and final as they appear to be it is evident that what stocks are held in store from last year—and these are probably small—will not be too readily offered to the trade. Altogether it would seem that there must be a shorter offering of salmon in 1918-19 than in previous years. While new jobbers' prices on new pack tomatoes are not yet out here these are expected any day. They will likely be more favorable than those of last year. Some canners have named a price, it is understood, of $1.80 per dozen on 2½ lb. cans, and some expect better prices to be quoted than this. Jobbers are receiving shipments now of canned peas and strawberries, and other lines will quickly follow.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
Sovereign, 1-lb. flats	....	4 50
Do., ½-lb. flats	....	2 30
1 lb. flats	....	4 62½
1 lb. talls, cases 4 doz., per doz.	....	4 50
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	2 10
Pinks, 1-lb. talls	....	2 60
Cohoes, 1-lb. talls	....	3 40
Red Springs, 1-lb. talls	....	2 70
Red Springs, ½ lb.	....	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 90
Tomatoes, 1s	....	1 25
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	4 00
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Strawberries, 1918 pack (2s)	....	4 00
Rhubarb, 2½s	....	2 60
Blueberries, 2s, doz.	....	1 85
Blueberries, gallons	....	7 00
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Potatoes, Can. Sweet, 2½-lb. tins	....	2 10
Potatoes, Cal. Sweet, 2-lb. tins	....	2 75
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Pineapples, 2s	....	3 10
Pineapples (grated), 2s	....	2 90
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Third And Fourth Crop Japan Teas Very High

Montreal.

TEA.—The latest cables from the Japan markets indicate that prices on the third and fourth pickings are very firm and higher than ever before—in recent years at least. There is also a short crop of these in some parts, it is reported. Shipments via Pacific ports are coming to hand in very good volume. Recent quotations at producing points on the latest pickings are as high as 30c for an average grade. This is an indication of the figures that will have to be paid when the tea is landed in the grocer's store. Chinese teas are also short and hard to secure, with as much as 23c per pound asked for siftings. Import from there, say wholesale importers, is awkward and more difficult to arrange than ever.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Steadiness And Firm Feeling on Coffees

Montreal.

COFFEE, COCOA.—The market is a steady one and the tendency locally is to a firming of quotations. No changes have been made to meet the importer's added freight costs and these may mean a revision of price to higher levels ere long. There is a good movement to points outside and the local demand is steady and quite satisfactory. Cocoa is in fair demand, but on the quiet side.

Coffee, Roasted—		
Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)	....	....
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Better Import Conditions But Spices Absorbed

Montreal.

SPICES.—There is somewhat of an improvement in the matter of imports on several of the spices. This is a relief to some of the large importers in the States, and yet there is quite a ready absorption of the stock as it arrives. Locally there are no quotable changes and the outlook is indicative of a steady market with advances probable on some lines within coming weeks.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia	....	0 35
Cassia (pure)	0 35	0 37
Cayenne pepper	0 28	0 35
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25

Celery seed, bulk	....	0 45
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Present Bean Sales Small; Improvement Soon

Montreal.

BEANS.—There is really little interest in the market. Wholesalers are endeavoring to liquidate stocks, pending the marketing of new crop beans in October but there is little movement from the retailer and as a consequence very little new has developed. Reports as to new season yields continue to be favorable.

Beans—		
Canadian, hand-picked, bush...	8 25	8 40
Ontario, new crop, 3 to 4 lbs..	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 25	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

4,000 *Puncheons Molasses Expected; Syrup Sales*

Montreal.

MOLASSES, SYRUPS.—There is a steady sale for lines of syrups and the strength of the market is particularly manifest. No price changes have been made and the position is one of such strength as to indicate that revisions to higher levels may soon be considered. The announcement that a cargo of 4,000 puncheons of molasses is due to arrive at a coastal port soon will be welcome news. The demand will absorb this, of course, in a short time. The market is steady and very firm.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07¼
Half bbls. or quarter bbls.. ¼c per lb. over bbls		
Kegs	....	0 07¾
2-lb. tins, 2 doz. in case, case..	....	4 80
5-lb. tins, 1 doz. in case, case..	....	5 40
10-lb. tins, ½ doz. in case, case	....	5 10
20-lb. tins, ¼ doz. in case, case	....	$ 05
2-gal. 25-lb. pails, each	....	2 25
3-gal. 38½-lb. pails, each	....	3 40
5-gal. 65-lb. pails, each	....	5 50
Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case		6 00
Barrels, per 100 lbs.		8 75
Half barrels, per 100 lbs.		9 00

Barbadoes Molasses—	Prices for Island of	Montreal
Puncheons	....	1 03
Barrels	....	1 06
Half barrels	....	1 07

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given

Apricots Will Be High; Some 1917 Prunes Still

Montreal.

DRIED FRUITS.—There is still a fair movement of dried fruits—season considered. The outlook for apricots is none too rosy and there will be higher prices for these. The same is true of raisins, while fig tendencies are strong also. There is some anxiety regarding the number of prunes that will be obtainable. Some of the 1917 crop is still on hand and there will be a good movement of supplies when the season advances a little further.

Apricots—		
Choice	....	0 25
Slabs	....	0 23
Fancy	....	0 30
Apples (evaporated)	0 18	0 20
Peaches (fancy)—		
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	....	0 12
Muscatels, 4-crown, lb.	....	0 12½
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seedcd. 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12½
Valencias, selected	....	0 10½
Valencias, 4-crown layers	....	0 11½
Currants, old	0 24	0 29
Do., new	....	0 32
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	0 19	0 19½
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 12½
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12¾

No Trouble Getting Nuts Through Permits

Montreal.

NUTS.—Considering the difficulties of locating supplies of embargoed European nuts, importers here have done very well in keeping the trade supplied with requirements from month to month. It is apparent that the government boards, realizing the restrictions on other commodities, have decided that candy makers, biscuit manufacturers, etc., must use other substitutes and nuts are in much favor. There will probably be a fair supply of most nuts for the early fall trade, but prices will be high.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 16	0 17
Lilberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Nominal Prices on Rice And Trading Moderate

Montreal.

RICE.—While stocks of rice in the hands of some jobbers are small, others have ample supply to take care of their trade. The fact of there being little doing has probably been responsible for a more nominal price basis than would otherwise exist and still price ranges are fairly close on most varieties. There will be ample supply for the immediate future needs of the trade, from reports gathered.

Rice, fancy	9 75	10 25
Ice Drips—Japan	....	11 25
Carolina	12 50	15 00
"Texas," per 100 lbs.	....	9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon "B" 9 50	9 75	9 80
Rangoon CC	9 25	9 50
Mandarin	....	10 00
Special pickling	....	9 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Reported Maple Sugar Embargoed; Honey In

Montreal.

MAPLE PRODUCTS AND HONEY.—The statement given some publicity that maple sugar would henceforth not be permitted export to the States could not be verified here by CANADIAN GROCER through enquiry of Customs officials. It is probable, however, in view of the shortness of supply that there may be some restriction imposed. In view of the absorption of stock here the quotations are high and the prices really nominal, for there is much less sugar than there was a month ago. The honey situation looks better from week to week and new clover honey is arriving in the comb and in pails also. The present prices are fairly high, but if reports are substantiated later there ought to be a favorable basis.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 22	0 25
Honey—		
Comb (fancy)	....	0 25
Comb (No. 1)	....	0 23
In tins (60 lb.)	....	0 22

Steady Substitute Demand; Cereals Hold

Montreal.

CEREALS, FLOUR SUBSTITUTES.—There is little to indicate a definite change in the position on cereals. The sale of oat products still is seasonably good and there is ample supply to meet users' needs. While the corn market has fluctuated considerably there are no quotable changes on cornmeal and a

fair trade is in prospect. Oatmeal and rolled oats also are steady and unchanged.

Cornmeal, Pure Gold	....	7 00
Cornmeal (Gold Dust) .. 6 25	6 60	....
Cornmeal (bolted)	4 25	4 50
Barley, pearl 7 50	8 25	8 75
Barley, pot, 98 lbs..... 6 00	6 25	6 75
Barley flour, 98 lbs.	6 25	6 75
Buckwheat flour, 98 lbs.	....	7 25
Corn flour, 98 lbs.	5 80	6 00
Corn flour (standard)	....	5 45
Rice flour	8 75	9 00
Oat flour	....	6 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 25
Oatmeal (standard-granulated and fine)	6 50	6 60
Peas, Canadian, boilling, bush...	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags.. 5 20	5 40	5 50
Rolled oats (family pack.), case	5 70	5 80
Rolled oats (small size), case...	2 05	2 10
Rolled wheat (100-lb. bbls.)....	....	6 75
Rye flour (Can.), 98 lbs.	7 25	7 50
Do. (American), 98 lbs.	....	6 85
Self-raising flour—		
3-lb. pkgs., doz.	....	2 85
6-lb. pkgs., doz.	....	5 60

Small Stocks Old Flour May Be Milling Sept. 15

Montreal.

FLOUR AND FEEDS.—There is nothing definite at this writing to show what the milling situation will be for the coming season. Locally, the millers are hopeful of an early announcement by the Food Controller regarding the basis on which operations for 1918-19 may be carried out. It is evident that they are also hopeful of receiving such supplies from time to time as will maintain their staffs on full time, but definite particulars are not forthcoming at the time of writing. It will be about September 15th before the Western mills get under way with new wheat milling, some think, and about two weeks later here. So soon as a steady volume of wheat is forthcoming and other necessary arrangements have been made, the usual activity will again prevail.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	10 95
Car lots (delivered). Bakers..	....	11 05
Small lots (delivered)	....	11 15
Bran, per ton	....	35 00
Shorts	....	40 00
Crushed oats	61 00	70 00
Barley meal	67 00	72 00
Barley chop	67 00	72 00
Gluten feed (23% protein).....	....	60 00
Feed oats, per bushel	....	1 10

New Canadian Onions; Gin Box Tomatoes 50c

Montreal.

VEGETABLES. — New Canadian onions are now offered on this market and the opening prices are $2.25 for a 70-lb. bag. Potatoes, while in good supply have gone a little higher at $1.60 to $1.75 per bag. There is a big yield of tomatoes and the price of these in gin boxes is 50c for the red and 75c for the rose tint. Vegetable marrow are freer and lower in price at 75c per doz. A steady demand for all offerings exists, and on the whole prices are pretty well maintained.

Beans, new string (20-lb bag)...	....	1 00
Beets, new, bag	....	1 00
Cauliflower (Montreal) doz.	0 75	1 00
Corn (sweet), doz.	0 15	0 20
Carrots, bag	...	1 00
Carrot (new), doz.	....	0 30
Celery (Montreal), Doz.	....	0 75
Cucumbers (Montreal), doz.	....	0 25
Egg plant, doz.	....	0 75
Lettuce, curly (doz.)	....	0 30
Lettuce (Montreal), head	....	0 50
Leeks	1 00	1 50
Mint	....	0 20
Mushrooms, lb.	....	0 90
Onion, spring doz.	....	0 25
Onions, Can., bag (70 lbs.).....	....	2 25
Oyster Plant	....	0 50
Parsnips, new, bag	....	1 50
Parsnips, new (doz.)	....	0 25
Parsley (Canadian)	....	0 20
Potatoes, Montreal new (80-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag.	....	1 65
Pumpkins (doz.)	....	2 00
Romane	....	0 50
Rhubarb, doz.	0 25	0 35
Spinach, box	....	0 75
Squash (Huber), doz.	....	2 00
Turnips, new, per bag	....	1 25
Tomatoes (hothouse), lb.	....	0 15
Do., Red	....	0 50
Tomatoes, Montreal (box)	....	1 60
Do., Rose	....	0 75
Vegetable Marrow (doz.)	....	0 75
Watercress (Can.)	....	0 40

Fancy Grapes Are $3.00; Oranges Reach $11 Case

Montreal.

FRUITS.—There is much movement of fruits here and the supplies seem to be almost as readily absorbed as they are offered. The orange question has been one of reduced supply and prices have now risen to the point where t retail selling of them requires almost record prices being asked. The better grades this week reached $11 per box. Grapes, as they become more plentiful are reduced in price, the fancy imported being $3 per case this week. The quotations on some of the local fruits are changing frequently so that as the supply improves better quotations are to be had. An active demand exists for Montreal melons and the prices are high.

Apples—		
American Duchess or Yellow transparent	....	....
Do., (in bbls.), No. 1	....	5 00
Do. (in bbls.), No. 1	....	4 50
Do. (in bbls.), No. 2	....	4 00
Strawberry	....	5 00
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch..	....	4 50
Blueberries, Saguenay (box of 18 quarts)	....	2 75
Canataloupes (45 size), crate	....	3 50
Do., (15 size), crate	....	3 00
Cocoanuts, sack	7 25	8 50
Grapes (California fancy), 4 bask	....	3 00
Grape fruit (fancy Jamaicas)..	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	5 00
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina) ...	8 00	9 00
Lemons (choice)	....	7 00
Melons, Montreal, Musk (basket of 12)	....	14 00
Melons (musk), crate of 10-12...	....	2 25
Lemons (California seedless)	....	8 00
Oranges, Valencia lates	10 50	11 00
Oranges, California navels	....	10 00
Oranges (bitter)	4 00	5 00
Plums (Cal.), crates	....	3 00
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Pears, Cal., eating, small box...	....	4 50
Peaches, box	....	1 75

ONTARIO MARKETS

TORONTO, September 4.—Higher prices have been reached in many lines affecting the grocery trade. Confectionery and jams have been revised to some extent. Soaps, in which sugar is used, are to be restricted and when present stocks are absorbed, there will be no more available until conditions improve. Common clothes pins are up and one line of package goods has advanced. Fruits and vegetables are again active in the matter of price changes. Business is very good.

Some Sugar Arriving; Scarcity Still Pronounced

Toronto.

SUGAR.—There is some sugar arriving in the city but as yet the amount involved is not sufficient to overcome the pronounced scarcity. However, the feeling exists in some quarters that a fair allotment may come along and conditions improve, but no great accumulation of supplies is looked for in the immediate future.

Wholesalers are emphasizing the fact that all bakers, confectioners, hotels, restaurants, cafeterias and eating houses as well as manufacturing plants and firms using sugar for commercial purposes must send or mail in sugar certificates to have requirements noted before delivery can be made.

It is underst od new certificates and allocations of su ars will be issued only to importers who brought in sugar during the past season, thus establishing a basis of operations. Others will be compelled to secure supplies from wholesalers and dealers.

Atlantic, extra granulated	9 39
St. Lawrence, extra granulated	9 39
Acadia Sugar Refinery, extra granuated	9 39
Can. Sugar Refinery, extra granulated..	9 04
Dom. Sugar Refinery, extra granulated..	9 09

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Confectionery Higher; Some Soaps Discontinued

Toronto.

CONFECTIONERY, SOAPS. — A change upward has been found necessary by some manufacturers of confectionery, Robertson's line advancing 2c per pound, their bonbon packages 5c per pound, and bar goods 5c per box.

It is understood that Lilac Rose Soap and kindred lines which use sugar in their manufacture are to be discontinued

owing to sugar scarcity. When present stocks are exhausted there will be no more available.

Common clothes pins are up, now being quoted at $1.15 per box.

Syrups Are Strong; Molasses Moving

Toronto.

SYRUPS, MOLASSES—The strength of cane syrups is shown in an advance of 50c per case made in Crystal Diamond syrup, bringing to-day's prices up to $6.50. Corn syrups are firmly held at recent advances and a very fair movement in both lines is noticeable.

Molasses is selling in fair quantities and the public craving for sweets is being shown to some extent in increased interest in this line. Prices are firm and unchanged.

Corn Syrups—		
Barrels, per lb.		0 07¼
Cases, 2-lb. tins, 2 doz. in case	4 80	5 30
Cases, 5-lb. tins, 1 doz. in case	5 40	5 90
Half barrels, ¼c over bbls.: ¼ bbls., ½c ... bbls.		
Cane Syrups—		
Barrels and half barrels, lb...	0 08¾	0 09
Cases, 2-lb. tins, 2 doz. in case	....	6 50
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	6 80

Jams Being Revised; Sardines Selling Well

Toronto.

CANNED GOODS—Prices on jams have been under revision again in some quarters. This is brought about by fact that old stocks are cleaning up and new pack goods arriving are subject to increased laid-down costs. Plum jam is now selling at 76c for 4s; greengage 4s are 82c; black currant 4s are up to 98c and bramble jelly 4s 95c; raspberry 4s at 98c to $1.00, and strawberry 4s at $1.00 each, show the strength of these lines. Blueberries have advanced to $2.10 dozen for some brands. Standard peas are being quoted at $1.50 and Early Fine at $1.67½ per dozen.

Reports indicate a splendid sale of sardines recently, the trade apparently interesting themselves in this line. There is an intimation that another small lot of salmon may he released for this market to equalize early shipments already made. The food administration of the United States has requisitioned the entire pack of pound tall chum salmon. This is in addition to reds, medium reds and pinks already held to their order.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	1 85	2 10
Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 95	0 98
Red currants 16 oz., doz.	..	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10

Choice Apricots For Government Use, Too

Toronto

DRIED FRUITS.—It is understood that in addition to prunes and peaches already held for United States Government account, choice apricots have now been included in the list. Government requirements are continually increasing and to what further extent they may reach out for non-perishable lines is impossible to determine.

There was some doubt expressed as to whether Malaga raisins would be permitted to enter Canada this year. However, it is understood that some licenses will be granted for the importation of these

Demand for all lines is seasonable and markets are holding steady at unchanged figures:

Apples, evaporated, Ontario	....	0 19
Do., da., Nova Scotia	....	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	0 43½
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs. 20s, case	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25s, faced	....	0 18
40-50s, per lb., 25s, faced	0 16½	0 17½
50-60s, per lb., 25s, faced	0 15	0 16½
60-70s, per lb., 25s, faced	0 13½	0 14
70-80s, per lb., 25s, faced	0 13½	0 14
80-90s, per lb., 25s, unfaced	0 12	0 13½
90-100s, per lb., 25s, faced	0 11	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes.	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	....	0 15
Valencia, Cal.,	0 10½	0 11
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13¼
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 13½	0 15½

Outlook For Fine Teas Is Uncertain

Toronto.

TEAS.—The situation in respect to fine teas shows no improvement—in fact it is intimated that spot stocks are very light and even abroad there are few being offered. Some purchases of high grade Javas are reported, but there seems to be little Indian or Ceylon, that offered being held at ridiculously high prices which it is said make these an impossible proposition for this market. The demand shows considerable activity and desirable lots are being rapidly absorbed.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Holds Firm; Stocks Very Good

Toronto.

COFFEE.—The undertone to the market is firm and little that is new has developed in this commodity. Stocks are considered ample for local requirements but a factor to be borne in mind is that the Government enters this market for large quantities to supply the soldiers and, of course, their orders dig deep into reserve holdings. Prices are unchanged.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Peppers Easier; Other Lines Hold Firm

Toronto.

SPICES.—An easier feeling in peppers is reported in some quarters, black selling down to 40c and white 45c per per pound. Other lines are holding very firm, though unchanged, and the out-

look is that stiff prices will continue to rule.

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Picking spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 46
Peppers, white	0 45	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 65	0 75
Coriander, whole	0 25	0 28
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	1 00	1 10
American high test	....	...
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Filberts Good Buy To-day; All Lines Firm

Toronto.

NUTS.—The filbert is really about the cheapest nut on the market to-day and from all accounts the trade is interested in this line. It is a good overseas nut and supplies are considered very fair. It was pointed out a couple of weeks ago that advances in prices at primary points were such that to-day's selling basis here was below importers' first cost. This is further accentuated in cables received during the week showing another advance in quotations of a good 40 per cent.

The outlook is for much higher prices for almonds this year than that prevailing last year. Walnuts are very firm in New York with no shipments from France before the turn of the new year. Quotations locally range as follows:

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz.	....	0 18
Brazil nuts, lb.	....	0 75

Beans Hold In Uninteresting Position

Toronto.

BEANS.—There is little new in the situation. Stocks are fairly good and crop outlook splendid, so cheap beans should be available this fall.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked	....	8 00
Can. White Kidney Beans, bush.	....	9 00
Japanese Kotenashi, per bush.	....	8 00
Rangoons, per bush.	6 50	6 75
Limas, per pound	0 19	0 20

Rices Selling Freely; Prices Unchanged

Toronto.

RICES.—A splendid demand for rices continues to be manifest. From all accounts stocks are in very good shape and no shortage has yet developed. Prices are firm and unchanged as follows:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu	....	13 00
Do., Mujin, No. 1	....	12 00
Do., Pakling	....	11 50
Tapioca, per lb.	0 14	0 15
White Sago	0 14¾	0 16

Rolled Oats Easier; Roman Meal Up

Toronto.

PACKAGE GOODS.—Rolled oats are now selling quite generally around the $5.60 mark for round family size, 20s. Sales are said to be very good and in another two or three weeks may be expected to reach even better proportions. Roman meal has advanced to $3.25 per case. Other lines are firm and unchanged.

LAUNDRY STARCHES		
Canada Laundry Starch, 40-lb. box	....	0 09¾
No. 1 White or Blue Starch, 3-lb. cartons, 48-lb. box	....	0 10¾
Kegs, No. 1, White Starch, 100 lbs.	....	0 10¼
Edwardsburg Silver Gloss, 1-lb. chromo pkgs., 30-lb. boxes	....	0 11¾
Silver Gloss Starch, in 6-lb. tin canisters, 48-lb. boxes	....	0 13¾
Kegs Silver Gloss, large crystals, 100 lbs.	....	0 11¼
Celluloid Starch, boxes contain 45 pkgs., per case	....	4 60
CULINARY STARCH		
Benson's Celebrated Prepared Corn, 1 lb. pkgs., 40-lb. boxes	....	0 11¾
Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 80
Rolled oats, round, regular 18s case	2 05	2 10
Rolled oats, square, 20s	5 60	5 85
Shredded wheat, case	....	4 25
Cornstarch, No 1, pound cartons	....	0 11¾
Do., No. 2, pound cartons	....	0 10¾
Laundry starch, in 1-lb. cartons.	0 10¼	0 11¾
Do., in 6-lb. tins	....	0 13¼
Do., in 6-lb. boxes	....	0 13¼
Do., in 100-lb. kegs	....	0 11¼

Honey Sells Well Even At High Prices

Toronto.

HONEY, MAPLE SYRUP.—Already a very fair movement of honey has started even at high prices prevailing to-day. Shipments are coming along fairly well and hopes are expressed that the outturn will prove satisfactory. Small's Hono-mo-leen, a compound honey, is selling at $2.45 dozen in cases of 24-16 oz. jars. Maple syrup is moving along normal lines at unchanged prices.

Honey—		
Clover, 5 and 10-lb. tins	0 24½	0 30
60-lb. tins	0 24	0 28
Buckwheat, 60-lb. tins	...	....
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Jars, 7-oz., doz.	....	....
Do., 10-oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz., doz	....	....
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal	....	2 00

Apples Easier; Oranges High; Lemons Drop

Toronto.

FRUIT.—A somewhat easier feeling is reported in apples, Early Canadian selling around 40c for good quality, 11-qt. baskets. California Gravensteins are down also, being quoted at $3.50 to $3.75 box. Oranges remain very high, prices ranging from $9.00 to $10.50 case. Verdilla lemons are down to $8.00 case. Shipments of blueberries are falling off and a little stiffer feeling to the market is noticeable. Lawton berries are down to 25c box.

Apples—		
Early, 6-qt. basket	0 20	0 25
Do., 11-qt. basket	0 25	0 75
Do., bbls.	4 00	4 50
Do., Cal. Gravensteins, case.	3 50	3 75
Bananas, per lb.	0 06	0 06½
Blueberries, per 11-qt. basket	1 75	2 50
Grapes, Cal., Malagas, crate	....	3 25
Do., Cal., Tokays, crate	....	4 00
Oranges—		
Valencias—		
126s	....	9 00
150s, 176s	9 50	10 00
200s, 216s, 250s	....	10 50
288s, 300s	....	10 50
324s, 360s	....	9 00
Lemons Cal., case	8 00	9 50
Do., Verdilla	8 00	9 00
Peaches .Can., 6-qt. basket	0 75	1 00
Do., Cal., Elbertas, box	2 00	2 25
Lawton Berries, box	....	0 25
Pears, Cal., Bartlett	4 00	4 25
Do., early Can., basket	0 75	0 85
Plums, early, Can., 6-qt. basket	0 40	0 60
Can., 11-qt. basket	0 85	1 00
Do., California, box	2 75	3 00

Potatoes Decline; Onions Easier; Tomatoes Selling

Toronto.

VEGETABLES.—A slight decline in potatoes is general for the week and with the possibility of better supplies right along now these may be expected to go somewhat lower. Onions are down to $3.50 per 100-lb. bag. Pickling onions are also on the market, selling at $1.75 to $2.25 per 11-qt. basket. Tomatoes are coming along in very good quantities and selling freely. Salmon flesh cantaloupes are also arriving in good quantities and being rapidly disposed of.

Beets, Can., doz.	0 15	0 25
Cabbage, Can., case	....	2 50
Do., do., doz.	0 75	0 90
Cantaloupes—		
Do., Can., 11-qt. basket	0 50	0 75
Do., Can., 16-qt. basket	0 60	1 25
Carrots, doz. bdles.	0 20	0 30
Corn, doz.	0 12½	0 17
Cucumbers, Can., basket	0 25	0 40
Egg Plant, basket	0 40	0 60
Gherkins, 6-qt. basket	0 50	0 75
Do., 11-qt. basket	1 00	1 50
Onions, Can. Yellow, 100-lb. bag	....	3 50
Do., 75-lb. bag	....	2 50
Do., Pickling, 11-qt. basket	1 75	2 25
Parsley, basket	0 40	0 50
Peppers, green, basket	0 40	0 60
Potatoes, Canadian, bag	2 10	2 25
Tomatoes, basket	0 35	0 60
Turnips, basket	....	0 30

(Continued on page 39)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Sept. 3.—Business in groceries for August has been considerably better than August of last year. Produce has been about normal. Fruits have been decidedly better. Two large consignments of rice were received last week and went into consumption as soon as milled; more is expected this week. Lard is firm, but shortening has dropped to 26¾c. Butter is firm. Consignments from New Zealand butter which has been off the market since shortly after war started, are due here next week. Fresh eggs are up to 68 cents wholesale with not enough to fill orders. Cheese has advanced to 26½c. New potatoes, $33 a ton; oranges, $9.50 a box.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	....
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 80
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	....	33 00
Do., new, per lb.	....	0 02½
Lard, pure, in 400-lb. tierces, lb.	....	0 32½
Lard, compound	....	0 26¾
Butter, fresh made creamery, lb.	....	0 52
Cheese, Canadian	....	0 26½
Margarine	....	0 33
Eggs, new-laid, in cartons, doz.	....	0 68
Oranges, box	....	9 50
Lemons	....	10 00
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Sept. 3.—Threshing has commenced in Saskatchewan and will result in heavier sale of canned goods at country points. Some lines of fruits are higher, notably oranges. Eggs are slightly advanced. Milk has advanced to consumers during week at rate of one cent a quart, fourteen cents being the new figure. Staples remain firm.

REGINA—

Beans, small white Japans, bu.	....	7 50
Beans, Lima, per lb.	....	....
Flour, standard, 98s	....	5 20
Molasses, New Orleans, gal.	....	0 75
Rolled oats, bails	....	4 85
Rice, Siam, cwt.	....	9 25
Sago and tapioca, lb.	....	0 12
Sugar, pure cane, gran., cwt.	....	10 80
Cheese, No. 1 Ontario, large	0 26	0 27
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	18 00
Bacon, lb.	....	0 47½
Eggs, new-laid	0 35	0 40
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 35
Corn, 2s, standard case	....	5 05
Peas, 2s, standard case	3 60	5 20
Apples, gal., Ontario	2 60	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 85
Raspberries, 2s, Ont., case	....	7 50
Peaches, 2s, Ontario, case	....	4 65
Plums, 2s, case	....	3 40
Salmon, finest Sockeye, tall, case	....	18 00
Salmon, pink, tall, case	....	9 25
Pork, American clear, per bbl.	40 75	41 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Sept. 3.—To-day's quotations on Siam rice are ten to eleven, Japan eleven to twelve ten. All Robertson's confectionery, including chocolates, up two cents pound, bar goods five cents box. Candied peels are quoted: orange and lemon, forty cents; citron, fifty. Fresh supplies of rye flour and corn meal have arrived rye is selling, forty nine's, at twelve twenty barrel. Corn meal twenty fours, twelve thirty. Large cheese is quoted twenty-six cents. Corn twos offering at five fifty in limited quantities. Local potatoes are being quoted forty dollars a ton. Good supplies of molasses are available in cans on the market.

CALGARY:

Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.	....	10 35
Rye flour, 49s, per bbl.	....	12 20
Cornmeal, 24s, per bbl.	....	12 30
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	5 00
Rice, Siam, cwt.	10 00	11 00
Rice, Japan	11 00	12 00
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 15
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt.	....	10 92
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 49
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	18 30
Eggs, new-laid, case	13 00	13 50
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, stand. case, spot	....	5 15
Do., to arrive	4 10	4 50
Corn, 2s, standard case	....	5 50
Do., new	3 35	3 60
Peas, 2s, standard case	....	3 60
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	7 50	8 10
Do., new pack	....	8 50
Raspberries, 2s, Ontario, case	....	....
Do., new pack	8 50	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 16	0 19
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	....	....
Potatoes, per ton	....	40 00
Oranges, Valencias, case	....	9 75
Lemons, case	....	11.50

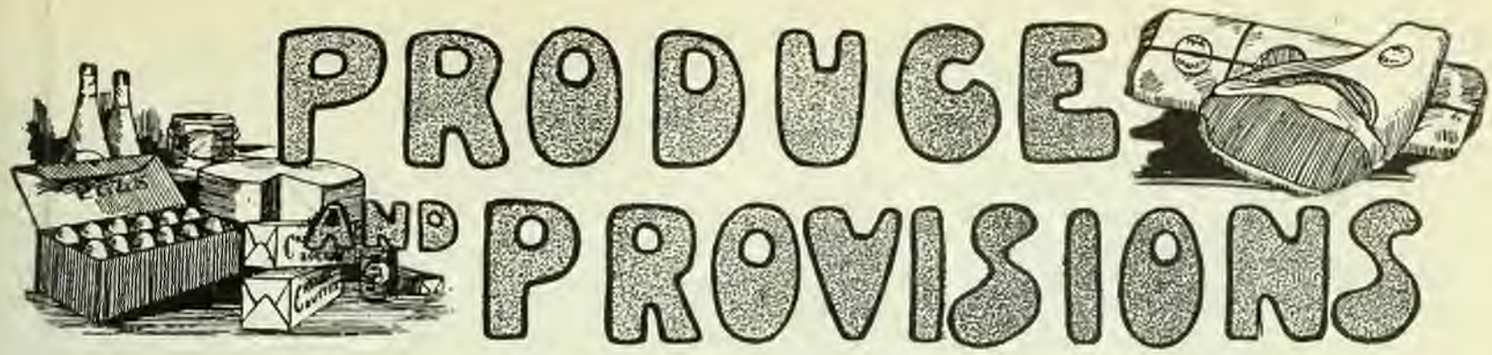
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 3.—With every prospect of a record sized crop, potato prices are showing a reduction and are now selling at $3.25 barrel, with lower prices predicted as digging operations extend. Ordinary cornmeal is stiffer at $3.90 to $3.95. Molasses is higher at 92 to 94c. Beans easier, yellow eyed selling at $9.25 to $9.30; white, $8.50 to $8.60. Sugar shows a ten cent advance; granulated is now quoted $9.45 to $9.50, yellow $8.95 to $9.00. Eggs are firmer at 46 to 47c. Breakfast bacon is lower and is quoted 35 to 38c. Evaporated peaches are higher, selling now at 22 to 23c. Onions are now being received from Canadian sources, 75-pound bags are quoted $3 to $3.50. Oranges are higher and are quoted $10 to $12. The first of the native apples are expected this week.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	12 05
Cornmeal, gran., bags	....	7 00
Cornmeal, ordinary, bags	3 90	3 95
Corn flour, 98 lbs.	....	4 00
Rye meal, 98 lb. bag	....	8 00
Rye flour, 98 lbs.	....	9 00
Rice flour, per pound	....	0 11
Potato flour, per pound	....	0 18
Oatmeal standard, per bbl.	....	12 75
Molasses, extra fancy, gal.	0 92	0 94
Rolled oats, bbl.	....	12 00
Beans, yellow-eyed	9 25	9 30
Beans, Canadian, white	8 50	8 60
Rice, Siam, cwt.	10 25	10 35
Sago and tapioca, lb.	0 18	0 19
Sugar—		
Standard, granulated	9 45	9 50
No. 1, yellow	8 95	9 00
Cheese, N.B., twins	0 24½	0 25
Eggs, fresh, doz.	....	0 65
Eggs, case	0 46	0 47
Breakfast bacon	0 35	0 38
Butter, creamery, per lb.	0 42	0 44
Butter, dairy, per lb.	0 37	0 40
Butter, tub	0 35	0 37
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	61 00	64 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont. case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	0 22	0 23
Potatoes—		
Native, per bbl.	....	3 25
Onion, Can., 75-lb. bags	3 00	3 50
Lemons, Cal., Messina,	9 00	10 00
Oranges, Cal., case	10 00	12 00
Grapefruit, case	....	7 50
Bananas, per lb.	0 07½	0 08
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	2 25	2 50



Selling Provisions Despite Competition

Grocery is Coming to be Recognized Place For Provision Purchases—Has the Edge on the Specialized Stores in That the Customer is a More Frequent Visitor—The Growing Demand For Provision Lines

WHEN you find in one block, on one side of a business street in a good sized city, three grocery stores, three butcher stores, and the retail department of one of the large packing concerns, and when it is discovered that all three of the grocers are selling provisions, there are one or two points that can be made, using these facts as a basis. The first fact is that there is an almost unlimited demand for these products, that practically everyone is a buyer of some one or more of these produce lines and that therefore it is a trade worth the most serious consideration.

The second point is, that if three grocery stores faced with competition from three specialized stores can manage to handle this business, it is pretty evident that they are able to do so because there is a natural connection between the grocery and the provision business, and that the housewife likes and practically expects to get these goods from the same store in which she makes her other household purchases.

Cannot Afford to Miss the Opportunity

With the modern tendency of keen competition in all lines of business, the grocer cannot afford to miss one avenue which can be shown to bring him a profitable return. The modern butcher is stocking canned goods, vegetables and many other of the standard lines of shelf goods.

He is developing his business toward the grocery end, and the modern grocer to meet him on an even basis is practically forced to consider the provision department and to give it real attention. On this point there are hardly two opinions among grocers. The extent to which this department may be developed is largely dependent on the attention devoted to it. It requires real and active attention to get the best out of it. It is not essential however to elaborate this department into the proportions of a meat department. It is a matter of importance however to make this trade, however limited it may be, as complete and adequately served within its narrower limits as the largest butcher store.



Interior of the Morrow & Dean store, Vancouver, B.C. Showing the Provision Department and its central location in the store.

There is no place where sanitary methods and general cleanliness is of more vital importance than in this department. Slovenly system is a sure trade killer.

Equipment a Business Builder

For that reason many of the modern appliances such as refrigerators show cases, meat and cheese cutting machines, while not absolutely essential, are among the greatest factors in building up business. Rarely, if ever has the purchaser of any such equipment had cause to regret the expenditure. It has been among the surest means of encouraging business, and in most cases the initial expenditure has been wiped out within the first few months or weeks by the improved business resulting. The argument of some retailers is that they do not handle these lines because they cannot hope to achieve success in competition with other stores who specialize in these products. This is of course a fallacy. If there is anyone at a disadvantage in this competition it is the specialized store. Housekeepers are in the grocery far oftener than in the butcher store. Especially is this the case during the summer months. Given reasonable service she will do her purchasing there without looking farther. It depends entirely on the merchant whether or no this department becomes an effective factor in business.

U. S. FOOD BOARD ASKS FOR SUBSTITUTION OF PORK FOR BEEF

The demand for the armies of the allies and their civil populations for this summer are beyond our present surplus. On the other hand we have increased supply of pork this summer to permit economical expansion in its use. It will therefore be a direct service to our armies and the allies if our people will in some degree substitute fresh pork, bacon, ham and sausage for beef products.

The Food Administration requests all hotels and restaurants not to place on their menus or serve boiled beef more than two meals weekly, beefsteak more than one meal weekly, and roast beef more than one meal weekly. It asks householders not under any circumstances to buy more than 1¼ pounds of clear beef weekly, or 1½ pounds, including the bone, per person in the household.

The public will realize that the changing conditions of production from season to season, the changing situation in shipping, and, therefore, of the markets available to the allies, and the increasing demand for our growing army, with the fluctuating supply of local beef in France, all make it impossible to determine policies for a long period in advance. The Food Administration has recently asked for economy in all meat consumption; now it emphasizes further reduction of beef by the substitution of pork. It is anticipated that this programme will hold good until September 15, and the Food Administration most earnestly requests co-operation of the public.

Lobster Species Not in Danger

M. H. Nickerson, ex-M.P.P., Presents Facts Which He Believes Justifies the Belief That the Lobster Beds Are in no Danger of Depletion

THERE has been so much said of late regarding the probability of a gradual extermination of the lobster fisheries by heavy catches and the taking of undersized specimens that the following opinion of M. H. Nickerson, an accepted authority on the subject, will be of interest as presenting another side of the question:

"Lobsters," states Mr. Nickerson, "are distributed quite evenly over the inshore belt extending from the Delaware Capes to the Straits of Belle Isle, roughly estimated at 2,000 miles. This area has a known width of twenty-five miles, and probably much more in some places. The barren spots are few and comparatively small. Consequently it is fair to assume that lobsters are more plentiful than other fish within the specified area. Fears of extinction, then, are groundless.

"When we compare the total output of to-day with that of twenty-five or thirty years back, we shall remember that the open season all round lasted the greater part of the year. We began the first of March and ran at first straight on to the last of October, strictly within the law. Later on, the month of August was excepted by order. On the New Brunswick Gulf-shore we opened as soon as the ice cleared, and kept on nearly till the snow flew. Now most sections are restricted to two or three months' legal fishing. That fact alone may account for the alleged decline. And yet, in all the comparative statements that I have read there was no mention of it!

"At the approach of winter, lobsters move off shore. In mild weather with smooth sea, they crawl as usual and are caught at all depths. When an Arctic wave sweeps the coast, as it did last winter, there is nothing doing. Lobsters are in hiding and the boats are icebound. A shortage is the natural consequence; but it does not indicate exhaustion.

"Lobster spawn has a far better natural protection than that of other fish."

The foregoing facts justify the conclusion that the Atlantic lobster-beds are in no danger of depletion. This opinion also receives confirmation from the following circumstances:

After the severity of last winter abated, the catches, especially in District No. 3, were uncommonly large. It is well known that for three months (April May and June) the American smacks had all they could handle, beside the weekly lots carried by the Yarmouth steamer. Halifax East shipped more lobsters to Boston last spring than ever before.

On the Maine coast the catches this spring were much larger than usual, and they still continue good. So marked has become the gain there, that Boston orders from the trade are filled to a large extent from the Maine stations.

Massachusetts fishermen (on the islands in Boston harbor and the South shore) report a like increase; and those of Buzzard Bay, for the first time in history, find their catches accumulating faster than they can dispose of them. Shippers at Orleans and other towns on the South shore of Cape Cod were making special arrangements last week to rush their consignments to Boston.

I will deal with District No. 3, where a legal change in the size-limit has already been made. I would approve of that order, not on the grounds of protection (which from the evidence here adduced, is not needed), but for the sake of economy. It is a question of value. It is just as improvident to catch baby lobsters as it is to dig potatoes before they are larger than liver-pills.

But a size-limit of any kind can never be made effective, least of all when it has once been abolished as useless.

U.S. WILL EXPORT LARD COMPOUNDS

The United States War Trade Board announces in a new ruling that it will now consider applications for the exportation of compound lard to all countries in North, Central and South America and the West Indies. Applicants should file their applications on Form X. Applicants for licenses to export compound lard to Canada must obtain from the Canada Food Board the requisite import license and attach the same to their application to the United States War Trade Board for export license.

DRIVEN ASHORE IN N. B.

Two hundred and fifty black whales, running in length from ten to thirty-five feet, went ashore recently at River John, Pictou County, N.S., having been driven into shallow water by motor boats, which surrounded the school.

Unfortunately the huge amount of meat represented by these carcases will go to waste. Whale butchering is an occupation that is not understood in the section, so the blubber and the valuable oils contained will also go to waste.

CUDAHY PACKING CO. TO ENTER B. C. MARKET

The Cudahy Packing Company, incorporated in the State of Maine, has obtained a charter to do business in British Columbia. The company will have its head office in Vancouver; authorized capital $20,000,000.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

AFTER a period of activity, in which prices reached a high level, the market on live hogs seems to have slowed down somewhat during the last couple of weeks. With a light run and a good demand for all offerings, it is a question if easier tendencies noticeable will develop into any appreciable decline.

Dressed meats are in good demand, trade being maintained at very satisfactory levels. Price revisions have been fairly numerous, and all of those showing an upward trend.

The tone of the butter market is just a little firmer, though this is not reflected to any extent in the matter of quotations. Little change in prices is looked for, and the feeling exists that with margarine a factor to be contended with, the spread in prices will not be much, if any, greater than now prevails.

A larger consumption of eggs has served to stiffen the egg situation somewhat. Supplies are now ample for the demand, and no recession from present high prices seems possible.

Lard is very firm, and that a revision to higher levels may come seems possible. The run of hogs is light, and this is affecting supplies. Under influence of heavy demand during next couple of months there is a feeling that stocks may prove insufficient. Prices are almost sure not to decline—the reverse action is more likely to develop.

Hogs Holding Steady; Cured Meats Moving

Montreal.

PROVISIONS.—There is still a small movement of hogs to this market and the quotations are therefore holding steady. For, while the use of fresh pork is not large, the supplies available are by no means excessive. Quotations still hold on the basis reported in last issue. Few heavy hogs are received at all. The return from the country is now being felt in a maintained demand from city dealers for supplies of cured meats and the activity is quite marked. While prices are firm on these there are no quotable changes.

Hogs, Dressed—		
Abattoir killed, small	29 50	29 75
Do., heavy, 225-275 lbs.	26 50	27 00
Hogs, live	20 00	20 25
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.	....	0 54
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$58 00
Clear fat backs (bbl.)	....	60 00
Short cut clear pork (bbl.)	....	58 00
Heavy mess pork (bbl.)	....	55 00
Bean pork (bbl.)	....	54 00

Moderate Movement of Lard; Prices Unchanged

Montreal.

LARD.—There is not a great deal new in the situation locally, as the fall activity has not yet manifested itself. Notwithstanding this there is a steady sale for limited lots. The quotations are unchanged, with the undertone somewhat firmer than it was last week.

Lard, pure—	
Tierces, 400 lbs., per lb.	0 31
Tubs, 60 lbs.	0 31½
Pails	0 31¾
Bricks, 1 lb., per lb.	0 33

Promise of Better Shortening Demand

Montreal.

SHORTENING.—There is probably a little more movement of stock now that many are returning to their city homes after the holiday. The outlook indicates that there will be a gradually increasing demand. Sales are made on an unchanged price basis.

Shortening—	
Tierces, 400 lbs., per lb.	0 25¾
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 26½
Bricks, 1 lb., per lb.	0 27½

Margarine Sales Will Soon Total More

Montreal.

MARGARINE.—The tendency now is to buy margarine more freely and the provision dealers are looking forward to a better movement in the very near future. With the introduction made last winter and spring, margarine bids fair to be a steadily used commodity here. Prices are steady and advances are suggested in some quarters.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 32
Bulk, according to quality, lb.	0 28½	0 30½	0 31

Butter Buying Active And Undertone is Firm

Montreal.

BUTTER.—The buying of butter is active still, and it does not seem to matter how much is offered, the same is taken at full prices. The active buying has served to enhance values the past week although the quotable prices to the trade are unchanged. Of course it will be remembered that the trading is confined more than it was, for the supplies which a dealer can carry are limited now to the extent of his trade needs. Some indications are now pointing to a movement of Western Canada butter eastward, once the coastal demand is satisfied. The market is steady and firm.

Butter—		
Creamery prints (fresh made)	....	0 46
Creamery solids (fresh made)	....	0 45
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	....	0 37

Cheese Demand Good; Good Price; Unchanged

Montreal.

CHEESE.—The movement of cheese has continued active and sales are readily made here to buyers at around 22¼c. Some suggestion is abroad here that prices of the Dairy Produce Commission might be advanced somewhat to more favorably compare with prices paid at New York. The amount of local and country business is fair, with prices fully held, but unchanged.

Cheese—		
Large, per lb.	....	0 23½
Twins, per lb.	....	0 24
Triplets, per lb.	....	0 24
Stilton, per lb.	....	0 27
Fancy, old cheese, per lb.	....	0 28

Egg Demand Good Despite High Prices

Montreal.

EGGS.—There is a steady and rather heavy movement of eggs. The consuming demand has held up well all summer and there is no sign of its early abatement. The receipts from outside points are fairly good still and the condition of arrivals is, if anything, better. Prices are well held and the market firm.

Eggs—		
Selects	0 51	0 52
New-laid	0 47	0 48
No. 2	....	0 45

Poultry Shipments Limited; Demand Strong

Montreal.

POULTRY.—The farmers are appar-

ently engaged with other important work, for the shipment of poultry is still limited. It is certain that more could be used locally, and while there is some improvement in receipts over previous weeks, a better condition in this regard is looked for. There have been no changes of price.

	Live	Dressed
Young ducks, lb.	....	0 45- 0 50
Old ducks (fat)	0 25	....
Broilers, 3 to 4 lbs. pair	0 30	0 40- 0 43
Turkeys (old toms), lb.	0 28	0 38- 0 38
Turkeys (young)	....	.... 0 40
Geese	....	.... 0 30
Old fowls	0 27- 0 28	0 35- 0 36

Fish Trade Improved; Salt Salmon Will Be High

Montreal.

FISH.—There was a better demand last week and this week will have seen a freer sale in the city, with one of the Jewish holidays being celebrated. Salt and pickled fish are now taking a more important position, and with a larger demand some scarcity is anticipated in these lines. Advances are made this week in salt codfish, herring and mackerel. Salt salmon, it is expected, will be higher in price when the new quotations are available. A good supply of salmon and halibut from the west coast is expected to arrive within the week. A better movement of shell fish is looked for in the near future.

SMOKED FISH.

Haddies (fresh cured)	0 15	0 16
Haddies, fillet	0 19	0 20
Smoked herrings med.) per box	0 23	0 24
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	2 25
Kippers, per box 40/50	2 25	2 50

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	....	16 00
Herring (Labrador), per bbl.	12 50	14 00
Herring (Labrador), ½ bbls.	6 75	7 50
Herrings, No. 1 lake (100-lb. keg)	....	6 00
Salmon (Labrador) per bbl.	25 00	29 00
Do., tierces	....	36 00
Salmon (B.C. Red)	....	26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)	....	19 00
Green Cod (large bbl.)	....	20 00
Mackerel, No. 1, per bbl.	....	30 00
Mackerel (½ bbl.)	....	16 00
Codfish (skinless), 100-lb. box	....	16 00
Codfish, 2-lb. blocks (24-lb. case)	....	0 18
Codfish (skinless), blks. "Ivory" Brand, lb.	....	0 16
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box	....	2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	....	16 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 18
Cod, dry (bundles)	....	14 00

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	....	0 50
Prawns, lb.	....	0 30
Shrimps, lb.	....	0 30
Scallops, per gallon	....	4 00
Oysters—		
Ordinary, gal.	....	2 50
Cape Cod shell oysters, bbl.	....	14 00
5 gal. (wine) cans	....	12 50
1 gal. (wine) cans	....	2 25
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	10 00

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 08	0 09
Halibut	0 22	0 23
Halibut (medium)	....	0 24
Haddock	0 07½	0 09
Mackerel	0 14	0 15
Cod—Toms, bbl	....	3 00
Cod Steak, fancy, lb.	0 10	0 11
Salmon, red	0 21	0 22
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	....	0 12
Doree	0 13	0 14

FRESH FISH

Haddock	0 08	0 09
Steak cod	0 09	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout	....	0 45
Pike	0 11	0 13
B.C. Salmon	0 26	0 27
Salmon (Gaspe)	0 26	0 28
Gaspereaux, lb.	....	0 06
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	....	0 23
Eastern Halibut (med.)	....	0 25
Flounders	0 07	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	....	0 15
Mackerel, lb.	0 14	0 15
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	....	0 24
Shad	0 15	0 16
Swordfish	....	0 22

Hogs Steady; Meats Higher

Toronto.

PROVISIONS.—An advance of ½c to 1c in practically all lines of dressed meats has been made during the week. Smoked hams, backs, roll and Wiltshire bacon are all up, while pickled rolls have also gone to higher levels. Jellied meats are also up 1c per pound. The demand on all lines of meats is reported good and whereas supplies are none too heavy, orders are being taken care of quite satisfactorily.

Live hogs show no change from the $19.50 fed and watered basis ruling all last week. Although the run is light there is no disposition shown at present to increase bids and the feeling is general that the price will rule all week.

Hams—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 44	0 46
Trimmed, with rib in	....	0 47
Boneless, per lb.	0 48	0 50½
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.	0 34	0 34½
Wiltshire (smoked sides), lb.	0 37	0 41½
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 31	0 32
Do., aver. 70-100, lb.	0 28½	0 29
Fat backs	0 32½	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 52½	0 54½
Shoulders, roast, without dressing, per lb.	0 47	0 49
Barrel Pork—		
Mess pork, 200 lbs.	52 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lbs.	56 00	59 50
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars	....	19 75
Live, fed and watered	....	19 50
Live, f.o.b.	....	18 75

Very Firm Situation Developing in Lard

Toronto.

LARD.—A very firm situation exists and in view of the light supply due to small run of hogs and the period of increased demand here no concessions as to price are being made, in fact higher levels would not come as any great surprise. The very light run of hogs is looked on with some misgiving in its effect on supplies of lard, and it is thought a shortage may develop in the next sixty days. Quotations for the week are unchanged as follows:

Lard, pure, tierces, 400 lbs., lb. 0 30 0 30¾
In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Holding Firm; Sales Good

Toronto.

SHORTENING.—There is no weakness apparent as regards prices, the market ruling with a firm undertone. Supplies are fair and considered ample for present requirements. The demand is expected to show improvement right along now during the next couple of months. Prices to-day are:

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Remains Unchanged; Demand Fair

Toronto.

MARGARINE.—The demand is considered very fair and prices hold without change. Supplies are good and allotments are said to be coming through in satisfactory volume.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Firmer Feeling in Butter; Supply Falling Off

Toronto.

BUTTER.—There is a little firmer feeling in butter during the week, due to a slight falling off in supplies. The trade, however, is being taken care of in its requirements and little change in quotations below is looked for for some time to come.

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 44	0 46
Dairy prints, choice, lb.	0 40	0 42
Dairy prints, lb.	0 38	0 40

Demand For Eggs Shows Improvement; Firmer

Toronto.

EGGS.—A somewhat better sale of eggs has developed, the more uniform quality influencing this condition and prices ruling with a firm undertone. A widening of the range on extras and No. 15 is noticeable in quotations herewith:

Eggs—		
New-laids, in cartons, doz.	0 54	0 56
Do., extras, doz.	0 50	0 52
Do., No. 1, doz.	0 47	0 50
Do., splits and No. 2, doz.	0 39	0 40

Cheese Outlook The Same; Prices Steady

Toronto.

CHEESE.—The outlook shows no variation, the set Government prices having established this market and no interesting developments are to be noted:

Cheese—

New, large	0 23½	0 24
Stilton (new)	0 26	0 27

Twins, ½c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Poultry Supplies a Little Better; Prices Steady

Toronto.

POULTRY.—There is a slight improvement in receipts but as yet no accumulation of supplies is possible under continued steady demand. Prices for the week have held firm and unchanged at levels shown herewith:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 16-$....	$....-$....
Duckling	0 25-	....- ....
Turkeys	0 25- 0 28	....- ....
Roosters	....- 0 18	....- ....
Hens, over 5 lbs.	0 27- 0 29	....- ....
Hens, under 5 lbs.	0 23- 0 25	....- ....
Chickens, Spring, 2 lbs. or over	0 33- 0 34	....- ....
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

		Dressed
Hens, light	0 33	0 35
Do., heavy	0 35	0 37
Chickens, Spring	0 40	0 50
Ducklings	0 35	0 38
Turkeys	0 36	0 40

Cod, Haddock, Mackerel All Show Advances

Toronto.

FISH.—An advance in prices of steak cod has been made in some quarters to 11c per pound. Haddock is also up to 9 to 10c and mackerel expected to be selling at 16c per pound. Demand during the past couple of weeks has been heavy—in fact, far in excess of supply, it is said, dealers finding it necessary in some cases to turn to frozen fish. Prices ruling to-day follow:

FRESH SEA FISH

Brills, dressed, lb.	....	0 10
Cod Steak, lb.	0 09½	0 11
Do., heads on	0 08	0 08½
Flounders, lb.	....	0 10
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.	0 08	0 10
Mackerel, lb.	....	0 16
Plaice, dressed, lb.	....	0 10
Soles, dressed, lb.	....	0 10
Salmon, Red Spring, lb.	0 25	0 27
Do., Restigouche, lb.	0 25	0 27
Do., Saguenay, lb.	0 25	0 27
Do., Fresh, lb.	0 22	0 23

FRESH LAKE FISH

Herring, dressed, lb.	0 09	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 15	0 16
Frog's Legs, lb.	....	0 50

WEEKLY MARKET REPORTS

(Continued from page 33)

New Flour in Two or Three Weeks' Time

Toronto.

FLOUR.—Flour from the 1918 crop of wheat is now looked for in another two or three weeks, mills looking forward to beginning operations around the middle of this month at Western points and a week later at Eastern centres. No new developments have taken place of particular interest.

Feeds Still Selling In Large Quantities

Toronto.

FEEDS.—There is no apparent let-up in the demand for all kinds of feeds and in another two or three weeks mill feeds may be looked for when milling operations become general.

Rolled Oats Easier; All Lines Hold

Toronto.

CEREALS.—An easier feeling is noticeable in some quarters on rolled oats, quotations as low as $5.25 per bag being made, with $5.30 to $5.50 general. No change in any of the other lines has been made, a fairly steady tone being apparent.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	7 00
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	7 00
Do., fancy yellow, 98s	....	5 40
Corn flour, white, 98s	6 00	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 25	5 50
Oatmeal, 98s	6 00	7 00
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	8 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

THE BEAN OUTLOOK IN JAPAN

There are indications that the 1918 bean crop of Japan will be late—probably a month behind the average season. If the weather conditions are satisfactory, however, it is expected that there will be a good yield.

In speaking this week with the representative of a large milling concern which handles beans extensively from the Japan market, CANADIAN GROCER was informed that the conditions in Japan were such as to promise an increase in yield of as much as 40 per cent. over last season's record. This will mean more for export and if the shipping can be secured as wanted there should be plenty of beans for the Canadian canner and the eventual consumer ought to secure his wants on a favorable basis.

WHEAT AND SUGAR SHIPMENTS TO CANADA MUST BE LICENSED

The United States War Trade Board, after consultation with the Food Administration, announces, in a new ruling (W. T. B. R. 207), the withdrawal of the authority heretofore extended to collectors of customs to license the exportation to Canada of small quantities of sugar, wheat, and wheat products involved in retail border traffic.

Collectors of customs are still authorize dto license, in their discretion, for export to Canada, small quantities of foodstuffs and feedstuffs other than those specified above when such exportation involves merely border traffic on small scale by persons living near the border, such as that arising out of customary retail purchases for their own needs.

Hereafter no shipments of sugar, wheat, and products of wheat, no matter in what quantity, may be exported to Canada without the issuance of an individual export license by the War Trade Board.

A BUSINESS BUILDER OF POWER

(Continued from page 26)

torate of a number of leading companies. To the end he held out, and the only companies with which he became connected were those that were closely identified with the Bell Company.

An Unobtrusive Figure

One of these was the Northern Electric & Manufacturing Company, which was organized for the purpose of protecting the numerous patents of the Bell Company, and to manufacture them. In 1899 the Wire & Cable Company was formed and the amalgamation of the two took place in 1913, under the name it holds today, the Northern Electric Company, of which company Mr. Sise occupied the same position as he did latterly with the Bell Company. Outside of these Mr. Sise was personally little known—by no means a familiar figure on the street.

As head of a great public utility Mr. Sise throughout his long connection with the company showed a high regard for the duty that devolved on the company towards the public it served. As he remarked three years ago: "As the population and business of Canada increase, the duties and responsibility of the company towards the public will increase, and will demand from those in charge of its affairs continued and arduous work."

A Business Policy of Service

In the words of one of those who had been associated with him for many years, "From the very inception of the business he maintained that service must come before economy; that no bargain was a good bargain unless it benefited both parties, and that a public service corporation must be a good public servant."

The personal relations of Mr. Sise with with the staff of his own company were of the kindliest nature. A strong loyalty was developed. He was full of human feeling, and many an old employee visiting the city, and dropping into the office of the President with some diffidence, was received by name and welcomed warmly.

Three sons of the late Mr. Sise are connected with the company, C. E. Sise, jr., a graduate in science of McGill, who is general manager; E. F. Sise, president of the Northern Electric Company; and Capt. Paul F. Sise, general manager and vice-president of the Northern Electric Company, who is attached to the British Recruiting Mission in New York.



—and everyone a satisfaction giver

Quality is the one big dominating feature of the six

BRUNSWICK BRAND SEA FOODS

listed below: Quality so dependable and so appealing that a first sale is a guarantee of regular repeats and thoroughly satisfied customers.

Check off the lines you need now and send in your order to-day.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams



Connors Bros., Ltd.
BLACK'S HARBOR, N.B.

YOU WANT TO WIN THE WAR?

Then save the ice. Ice costs money. Look into

FREEMAN'S Dry Air REFRIGERATOR



Dry Air means better storage. Better storage better meats. Good Meats mean better trade. Better Trade means Bigger Business, Bigger Profits. This is what the merchant of today is looking for. We can help you in this line. ASK FOR A CALL. Buying a cheap refrigerator to save money is like stopping the clock to save time.

Write for a catalogue, which will contain a full line of different styles for BUTCHERS AND GROCERS.

Manufactured by

The W. A. Freeman Co., Limited
Hamilton, Ont.

TORONTO—114 York Street, near King.
MONTREAL—D. H. H. Neil, 16 Notre Dame St. Uptown 8547.

HEINZ

Canadian-American Food Products

57 VARIETIES

Canadian Factory, Leamington, Ont.
Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co.
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., tLd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.



Here's a popular line for the Summer months —a product that EVERYBODY likes!

MAKES you hungry to look at it—doesn't it? And it tastes every bit as good as it looks. A few thin slices with fresh vegetable salad make a light, appetizing repast—and it's equally good for sandwiches.

Davies Quality Bologna is prepared in our own sanitary kitchens from choice pork and beef—tastily seasoned—then smoked over hardwood fires. *It contains no artificial coloring of any kind.*

Moderately priced, too. Each sausage weighs from five to eight pounds.

If you want to feature a good, quick selling line on your provision counter—order *Davies Bologna* and see how well it takes with your customers.

Other excellent lines include *Davies Ham Bologna—Davies "Lakeside" Bologna—Davies Belforts—Davies Wieners*—all *quality* products, and dandy sellers.

Our Traveller will take your order—or we shall be pleased to have you drop us a postal card.

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL **TORONTO** **HAMILTON**

Canada Food Board Packer's License No. 13-50

If any advertisement interests you, tear it out now and place with letters to be answered.



Your customers will appreciate a sensible and delicious meat substitute like

"INDIAN CHIEF" BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big Summer fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, - Pocologan, N. B.

RELEG

Pronounce "REAL EGG"



Do your customers know about Releg?

Do they know that Releg offers an ideal substitute for high-priced eggs for every baking purpose?

A three-quarter teaspoonful of RELEG dissolved in a tablespoonful of hot water is equal to one egg in baking, etc.

Releg costs but a trifle in comparison with the cost of eggs.

And it gives satisfaction always.

Have your customers try it.

RELEG COMPANY, Regd.

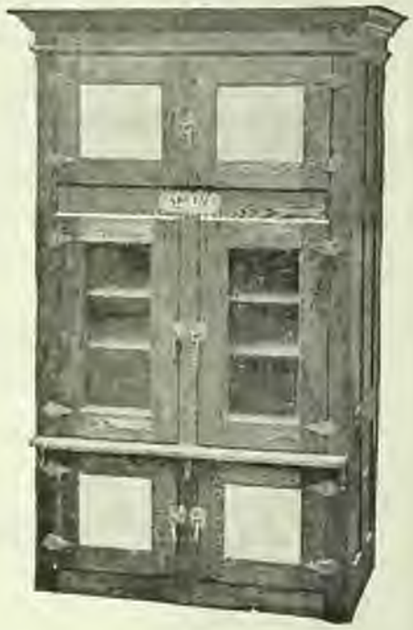
34 King Street, Quebec, Canada

Have you seen the "Arctic" Catalog?

It describes fully the complete line of Arctic Refrigerators and shows you how the Arctic principles of refrigeration are at once the most dependable and the most economical.

We show you here one of our models. Whatever your requirements may be we've got an "Arctic" that will just fill the bill.

Let us send you the new catalog. There is no obligation at all.



JOHN HILLOCK & CO., LTD.

TORONTO

Repeat Orders are the rule with

Schneider's Pure Meat Sausage

There are Twelve Varieties in this line —every one with that delicious quality which insures satisfied customers always and many come-back sales.

You make a good profit on every sale and there are no bones or waste ends whatever.

We'll be glad to send you our prices on Sausages and Smoked Meats.
Mail orders promptly and satisfactorily filled.

J. M. Schneider & Sons, Limited

"The Sausage Makers"
KITCHENER, ONT.
Canada Food Board License No. 13-20

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO.,LTD., 20-38 Dowd St., Montreal, Que.

We always have a few carloads of 2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

"PURITY"

Canada's best liked Salt



There is no better salt made to-day than Purity.

For table or dairy use Purity Salt knows no superior, a fact good housewives everywhere recognize.

Every good grocer should feature Purity Salt. Its goodness will keep it moving briskly and there's a neat margin on every sale.

In sanitary cotton bags and handy free-running packages.

THE
Western Salt Co., Limited
COURTRIGHT, ONTARIO

Kindly mention this paper when writing to the advertisers

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

WESTERN CROPS ARE BETTER NOW BY 25 PER CENT.

"EXCEPTIONALLY favorable weather conditions have improved all crop prospects in Saskatchewan by 25 per cent. during the past two weeks."

This good news comes direct by wire to THE FINANCIAL POST from Hon. W. R. Motherwell, Minister of Agriculture for Saskatchewan.

"Encouraging news also comes from other sources," writes F. M. Chapman, editor of the "Farmers' Magazine," in his regular report on crops secured from the most authoritative sources throughout the Dominion, and published each week in THE POST.

Adverse weather conditions did much harm to the crops at critical stages, but better weather has arrived to help the recuperative powers of the Western wheatfields.

This does not argue an outlook for opulence and extravagance, but the president of a great Canadian financial concern who is a close reader of THE POST, and values its business news and far-seeing comment, declared that he anticipated little hardship as a result of crop shortages, and looked forward to good business in the coming six months. Speaking of THE FINANCIAL POST he said: "Your paper is doing good work in giving business men the right attitude to Canadian affairs of importance."

CONTENTS OF THE POST THIS WEEK

Just note these headlines from THE POST of August 24th. They do not include all POST contents, but indicate some important matters:

New Issue of Victory Loan at 100 Flat.
Hon. Mr. Motherwell Says Crop Better by 25 P.C.
Steel Plant Contemplated at Trail, B.C.
Better to Adapt Old Houses Than to Build New.
Victory Loan Funds Needed to Pay War Debts Abroad.
New Stock for Arrears in Macdonald Company.
B.C. Electric Co. is Now Defied by Mayor Gale.
Canada Bread Had a Surplus After Dividends.
No Early Sign of Paying Off Canada Car Dividends.
British Producers Opposed to Aliens.
Canada's Exports of War Munitions Show Decline.
Building of Pleasure Cars May not Go On.
Reciprocal Trade Compact With United States.
St. Catharines Gas Plant Lost $8,000 a Year.
Western Cities Show Falling Off in Bank Clearings.
Bank Manager Wants Privilege of Selecting Girls.
Banks Worried Over Bunders Made With Bonds.
Digging Up Dividends by Care of Employees' Teeth.
Why New York Funds Are at a High Premium.
Clearing the Decks for Campaign of Next Victory Loan.
South Vancouver Demands Recall of Commissioner.
Canada's Coal Ration From the United States.

Besides these special articles, there are many other business news items and articles, also a full service of news of Canadian Securities, advice to investors and important figures in relation to investments. Send for a free copy and trial subscription to THE POST. Use this form.

The MacLean Publishing Company,
153 University Ave., Toronto.
Send me my first copy of THE FINANCIAL POST of Canada FREE, and enter my name for subscription at $3.00 per year. I will send payment on receipt of bill or you may draw on me for this.

Name .....

Address .....

C.G. 7D

Foreign and Domestic

FRUITS
AND
VEGETABLES

BUTTER
AND
EGGS

For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.

OAKEY'S KNIFE POLISH



John Oakey & Sons, Limited
London, S.E. 1, England
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

If any advertisement interests you, tear it out now and place with letters to be answered.



Win additional customer appreciation by selling

MATHIEU'S NERVINE POWDERS

Mathieu's Powders are perfectly harmless. They contain no dangerous drug, such as opium, morphine or chloral, and can be strongly recommended to everybody.
An unequalled panacea for nerve troubles of every description.
Show Mathieu's in your displays.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - QUEBEC

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

TEA

☛ Our present prices on spot stocks of

JAPANS, CEYLONS, INDIANS

are all under import quotations.

☛ The local market is due for a considerable advance within a very few weeks.

SATISFACTION GUARANTEED OR RETURN AT OUR EXPENSE

KEARNEY BROS., LIMITED

TEA Merchants COFFEE
ESTABLISHED 1874 33 ST. PETER STREET, MONTREAL

THE GROCER
handling
COPELAND'S

Diamond C Brands
Corn Flour and Corn Meal

has a product he can recommend with every confidence of having a satisfied customer.

Milled from the highest grade American Corn.

G. COPELAND & SONS
MIDLAND and PENETANG, ONT.
HEAD OFFICE, MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

WETHEY'S
Orange
Marmalade
excels
all others

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	0 90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6-lb. boxes	0 30
Diamond, ¼s, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS—	Per doz.
Milk medallions, 5-lb. boxes	$0 39
Nonpareil wafers, 5-lb. boxes	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 30
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

DAYTON MEAT SLICER

The Grocer's Silent Partner – always on the Job



Slices in twenty varying degrees of thickness from 1/64 of an inch to ½ inch.

Comppact, sturdy, and graceful in appearance.

Dimensions: Width 27", depth 21", height 19¾". Sold with or without pedestal. Pedestal extra. Height of machine on pedestal, 54".

Standard finishes: Turquoise Blue or Maroon.

Finest "S.K.F." Ball Bearings used exclusively.

Sanitary Features

No crevices or seams to collect and retain scraps, grease, etc.

Parts easily and quickly detachable.

Made in Canada

DAYTON COMPUTING SCALES

FRANK E. MUTTON
Vice-Pres. and General Mgr.

Royce and Campbell Avenues
TORONTO

Division International
Business Machines Co., Limited

If any advertisement interests you, tear it out now and place with isers listed under proper heading.

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

War Conditions

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S
DOG CAKES
Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can.	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$8 75
Reindeer Brand each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, Large, each 24 cans	5 75
Reindeer Brand, Small, each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa,, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

	Per Case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
First 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.
Lunch Ham—1s, $6.45; 2s, $13.50.
Ready Lunch Beef—1s, $4.45; 2s $9.
English Brawn — ½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.
Geneva Sausage—1s, $4.95; 2s, $9.45
Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.45; 2s, $9.
Cooked Tripe—1s, $2.45; 2s, $4.45.
Stewed Ox Tail—1s, $2.45; 2s, $4.45.
Stewed Kidney—1s, $4.45; 2s, $8.95
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4; 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.
Beef Steak and Onion—½s, $2.90; 1s, $4.45; 2s, $8.45.
Jellied Hocks—2s, $9.95; 6s, $29.80.
Irish Stew—1s, $3.45 ;2s, $6.75.
Cambridge Sausage—1s, $4.45; 2s, $8.45.
Boneless Chicken—½s, $5.90; 1s, $8.95.
Boneless Turkey — ½s, $5.90; 1s, $8.95.
Ox Tongue—½s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.
Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.35.
With Plain Sauce—Ind., $1; 1s, $1.65; 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consommé, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s, $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65; Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.65; Assorted, 1s, $1.35; Soups and Bouilli, 1s. $12.50.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.99; 2s, $2.30; 3s (flat), $2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.35; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.85; 1s, $2.50; 2s, $4.80.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.25.
Smoked Vienna Style Sausage—½s. $2.45.
Pate DeFoie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $2.45.
Potted Beef Ham—¼s, 75s; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Vea—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $17.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.75; ½s, $2.85; 1s, $4.15.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.35.
Ham—¼s, $2.35.
Tongue—¼s, $2.35.
Venison—¼s, $2.35.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s 30c.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

1918 Pack Now Ready

These Jams are so excellent in quality that they sell readily to the most particular jam users.

Furthermore, there's a margin of profit on every sale that makes displays worth while.

FURNIVALL-NEW, Limited

Hamilton, Canada





GET READY FOR CHRISTMAS TRADE

The increasing demand for TOBIN'S "PEERLESS" OVERSEAS BOXES is causing us some unrest, for we are forcibly reminded that raw materials are going up, and the supply nothing near the demand.

So grocers of wisdom get in your orders at once—or the other fellow who has stock will coin the money you should have. The three sizes are the embodiment of strength, lightness and convenience in packing for France and England.

All prices will be withdrawn on the 15th Sept. That's the situation to-day. Now get busy if you want stock, while it's here. Prices mailed on application.

J. TOBIN & SONS - OTTAWA, ONT.

After the War——What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of
CANADIAN GROCER

THE FACTS AS TO CANADA'S HARVEST, 1918
CASH BUYERS PAYING TOO LOW FOR VICTORY BONDS
WINNING THE WAR BY MAP AND BUSINESS MIND

WHAT CANADA grows helps swell your purse. You have a business interest in the harvest. You want to know the facts. Where crops are good you want to know it. Where conditions are leaner, you want to know it. You don't want over-optimistic generalities to mislead you, but a clear, terse, matter-of-fact, businesslike account of things as they **are.** This THE FINANCIAL POST OF CANADA gives you every week, not only as to Canada's crop conditions, but on every important business matter affecting the Dominion and Canadian business affairs. As far as the immediate harvest conditions are concerned THE FINANCIAL POST, realizing early that crop conditions out West were critical, sent its Editor over a wide tour of the wheat areas to get the facts first-hand, and ensure absolute business accuracy in all accounts of the harvest published in THE POST. You can rely on POST harvest reports. They come first-hand from expert observation on the spot.

YOUR VICTORY BONDS ARE WORTH MORE THAN SOME BUYERS SAY

Whether you want to realize upon any of your Victory Bond holdings or not, it is well that you should know their value. An important special article on the methods of unscrupulous dealers who are snapping up bonds at cheap rates from the unsuspecting and inexperienced appears in THE FINANCIAL POST of August 17th. It advises as to the right way to dispose of Victory Bonds for the best returns in cash.

WATCH THE MAP AND READ WAR NEWS THE BUSINESS WAY TO WIN

"Let us hope for the end of the war at the earliest possible moment. If it comes this year, so much the better. But Canadian industry and Canadian business must continue on a war basis until the end is positively assured. Any letting up in the meantime means aid to the enemy. Study the map." These are sentences from an outstandingly strong editorial on page 1 of this week's POST, and the same editorial points the wise policy for the business man who desires to follow the safest course for himself and for Canada. See this editorial and these other especially interesting contents of THE FINANCIAL POST this week:

Victory Loan Advertising Policy Open to Criticism.
Western Crops at Present in a Critical State.
Sir Herbert Holt Buys Carruther Shipyard Stock.
Eastern Crops Surpass the Ten Years' Average.
B.C. Timber Output—Increase of $300,000 in Revenue.
Crop Looks Good in South Part of Manitoba.
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143-153 University Ave., Toronto.

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A Splendid Money Maker

Be convinced of the fact that it pays to sell Wonderful Soap.

Make up a window or counter display to-day and watch the neat red label get attention immediately.

The satisfaction that Wonderful Soap always gives the housewife is your surest guarantee of come-back sales.

Guelph Soap Co.
Guelph, Ont.



Of all the good things which Canada has given to the world, none hold a higher rank for purity and quality, than

Windsor Table Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED 260

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$ 2 40
D. S. F., ½-lb.	4 50
D. S. F., 1-lb.	9 00
F. D., ¼-lb.	1 40
	Per jar
Durham, 1-lb. jar, each	0 60
Durham, 4-lb. jar, each	2 00

JELL-O.

Made in Canada.

Assorted case, contains 4 doz.	$4 00
Lemon, contains 2 doz.	2 00
Orange, 2 doz.	2 00
Raspberry, 2 doz.	2 00
Strawberry, 2 doz.	2 00
Chocolate, 2 doz.	2 00
Cherry, 2 doz.	2 00
Vanilla, 2 doz.	2 00

Weight. 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 35
Chocolate, 2 doz.	2 35
Vanilla, 2 doz.	2 35
Strawberry, 2 doz.	2 35
Lemon, 2 doz.	2 35
Unflavored, 2 doz.	2 35

Weight, 11 lbs. to case. Freight rate, second class.

KLIM

Hotel size, six 10-lb. tins to case	$17 50
Household size, 1-lb., 24 to case	7 50
Small size, 48 ¼ tins	5 25

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09¾
40 lbs., 1 lb. pkg., White Glass	.10¼
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¾
100-lb. kegs, No. 1 white	.10¼
200-lb. bbls., No. 1 white	.10¼
30 lbs., Edwardsburg Silver Gloss, 1-ib. chromo pkgs.	.11¾
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13¼
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13¼
100 lbs., kegs, Silver Gloss, large crystals	.11¼
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Cases Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.60
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11¾
10 lbs. Canada Pure Corn	.10¾
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.20

(20-lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry	$0.09½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	1.10
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.10½
Barrels, 200 lbs.	.10
Kegs, 100 lbs.	.10
Lily White Gloss—	
1-lb. fancy carton cases, 30 lbs.	.11
8 in case	.12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.12½
Kegs, extra large crystals, 100 lbs.	.10½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3.25
Celluloid Starches—	
Boxes containing 45 cartons, per case	4 50
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.10

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 35
Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size. per doz.	1 85

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.80
5-lb. tins, 1 doz. in case	5.40
10-lb. tins, ½ doz. in case	5.10
20-lb. tins, ¼ doz. in case	5.05

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0.07¼
Half bbls., about 350 lbs.	.07½
¼ bbls., about 175 lbs.	.07¾
2-gal. wooden pails, 25 lbs.	2.25
3-gal. wooden pails, 28½ lbs.	3 40
5-gal. wooden pails, 65 lbs.	5 50

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.30
5-lb. tins, 1 doz. in case	5 90
10-lb. tins, ½ doz. in case.	5 60
20-lb. tins, ¼ doz. in case.	5 55

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case	$6.00
Barrels, per 100 lbs.	8.75
½ barrels, per 100 lbs.	9.00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1.15
Card Outfits, Black and Tan	4.15
Metal Outfits, Black and Tan	4.85
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 9s, lb.	$1 08
Bobs, 11s	0 92
Currency, 11s	0 90
Stag Bar, 8s, boxes 5 lbs.	0 96
Pay Roll, thick bars, 9s.	1 10
Pay Roll, plug, 9s and 6-lb. caddies	1 10
Shamrock, 8s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	0 96
Great West Pouches, 8s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 00
Forest and Stream, tins, 10s, 2-lb. cartons	1 20
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 20
Forest and Stream, 1-lb. glass humidors	1 50
Master Workman, 8s, 2-lb. cartons	1 00
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	1 10
Derby 8s, 4-lb. boxes	0 96
Old Virginia, 12s	1 50
Old Kentucky (bars), 7s, boxes, 7 lbs.	1 10

WM. H. DUNN, LTD., Montreal.

BABBITTS

Soap Powder, case 100 pkgs.	$4 80
Cleanser, case 50 pkgs.	2 40
Cleanser (Kosher) cs. 50 pkgs	2 40
Pure Lye, case of 4 doz.	5 25

Local Fruits

The Canadian Peach Crop will be moving in a few days. The crop is light, but we will, as usual, market the crops of the principal growers.

Cantalcupes, Plums, Peppers, Egg Plant arriving freely.

FOREIGN FRUITS

Pears, Peaches, Plums, Grapes, Apples

The best of everything.

WHITE & CO., LTD.

Main 6243

TORONTO

Local Fruits

BARTLETT PEARS, PLUMS, PEACHES and GRAPES, now arriving in large quantities.

Imported Fruits

BARTLETT PEARS, ELBERTO PEACHES, NIAGARA and TOKAY GRAPES.

We solicit your order for any of the above lines.

Satisfaction Guaranteed.

McBRIDE BROS.

TORONTO

ARRIVING THIS WEEK

One Car EXTRA FANCY Jersey ALBERTA PEACHES in Bushel Baskets.

One Car EXTRA FANCY Oregon BARTLETT PEARS.

Bananas, Oranges and Lemons

ALWAYS IN STOCK

Domestic Fruits and Vegetables

Peaches, Pears, Plums, Apples, Tomatoes, Peppers, Cucumbers, Egg Plant, etc. Arriving Daily.

The House of Quality.

HUGH WALKER & SON

Established 1861 **Guelph, Ontario**

Preserving Time

We can fill any order for BLUEBERRIES, PEACHES, PLUMS, PEARS, CUCUMBERS, TOMATOES. Now most abundant.

APPLES

Fancy California Gravensteins

Fine Ontario Duchess

ORANGES, LEMONS

BANANAS

We are headquarters for the finest stock in New Ontario.

CALIFORNIA DECIDUOUS FANCY MALAGA GRAPES, PEACHES, PEARS, PLUMS

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: **SUDBURY COBALT TIMMINS**

If any advertisement interests you, tear it out now and place with letters to be answered.

Only Half Quantity Needed

SHIRRIFF'S True Vanilla is **true—pure—aged for a year,** from the finest vanilla beans the world over—those grown in Mexico. Only half quantity need be used as compared with ordinary "vanilla extracts."

Shirriff's

True Vanilla

as a result of these sincerity features represents a hundred per cent. quality; it is also full strength; it is



50% Stronger Than Government Requirements

You can sell Shirriff's True Vanilla, the most delicious, strongest extract. Put your faith in Shirriff's. Write us.

Imperial Extract Co.
Toronto

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only $1.25 per insertion if used each issue in the year.

BARRELS

(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

LARGE POTATO CROP IN N. B.

The New Brunswick potato crop this year is giving promise of a very heavy yield. Conditions have been very good up to the present and there has been a fairly heavy digging. It is expected that prices will be materially lower in the course of the next week or so.

MALAGA RAISINS WILL BE LICENSED

Reports current recently to the effect that Malaga raisins would be forbidden entry into Canada had for their foundation the ruling of the Canada Food Board. Word has just been received, however, that this will not be a hard and fast embargo, and that under certain given conditions licenses for the importation of these goods will be permitted.

MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Every reader will see the ads in the Buyers' Market Guide.

SUGAR BAGS
With or Without Liners
E. Pullan, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Pork Curing Plant for Sale
A handy Pork Curing Plant for sale, whose customers are all comprised of first-class grocers and butchers. Apply Box 122, Canadian Grocer, Toronto.

All these ads will have position on a live page each week containing reading matter.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1348, Montreal, Que.

FOR SALE

BUSINESS CHANCES.

GENERAL STORE—BUSINESS OF THE LATE E. J. Planche, Cookshire, Quebec. Established over 35 years. Large business, wholesale and retail; groceries, hardware, boots and shoes; gentleman's furnishings; dry goods and furniture. Apply E. J. Planche & Co.

$3,500 GENERAL STOCK, SPLENDID farming district, Lambton County. Sales practically cash. Increase 55% in three years. Rent low. Investigate this safe buy. Box 430, Canadian Grocer, Toronto.

SITUATIONS VACANT

WANTED—EXPERIENCED GROCERY CLERK at once. Send recommendation and salary expected. Box 428, Canadian Grocer.

EXPERIENCED CLERK WANTED — MUST speak English and French, and be a good salesman. Good salary paid to the right man. Apply by letter to J. E. Baillargeon, Farnham, Que.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

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.

FOR SALE

GENERAL MERCHANDISE BUSINESS. Smart village. County Grey. Clean stock. About $10,000. Store can be bought or rented. Reasons, poor health. Box 427. Canadian Grocer.

Travellers Wanted

For wholesale grocery, old established business. None but first-class salesmen need apply. Good opening for right men. Country and city.

WARREN BROS. & COMPANY
Queen and Portland Streets, Toronto

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS





The growth of the demand for Japan Tea is not due entirely to the aggressive way in which we advertise it to the consumer, but rather to a combination of such publicity and its own superior quality.

First users of Japan Tea invariably become regular users. Suggest it to your particular customers.



Try out Coca-Cola—the delicious. wholesome beverage that everybody knows and everybody buys.

Let your customers know you sell Coca-Cola. The rest is easy. Quick Turnover, Good Profits and Satisfied Customers—that's what Coca-Cola selling means.

Get your share.

The Coca-Cola Company.

WINNIPEG

FEATURING C.N.E. EXHIBITS

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 13, 1918 No. 37

The Matches with no "after glow"



Non-poisonous

Sell The Goods That The Public is Buying

It is easier to swim with the current than against it. There is more profit in following the trend of public buying than in trying to divert it.

EDDY'S MATCHES are known to the Canadian public through sixty years of continuous service, and the public is in the habit of buying them. Perhaps you do not fully realize the significance of this fact. It has established in the public mind the habit of regarding Eddy products as *standard*.

You can sell these products more readily, and with less effort, because this public *buying habit* is behind them.

30 to 40 Brands to Choose From. **A Match for Every Purpose.**

Eddy's Fibreware, Washboards Paper Bags and Paper Products are

EDDY

ESTABLISHED A.D. 1851.

of the same Standard of Quality as are the Famous EDDY MATCHES

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.

Let the Women Know

YOUR store is the place where women like to be reminded of the household needs that have "slipped their minds." Even for so well-known an article as

O-Cedar Polish

a reminder is needed. Housewives will be glad to see O-Cedar before their eyes when they enter your store. Every woman wants O-Cedar Polish because it is **the** quality polish—because it renews and protects all their furniture—because it cleans as it polishes.

The extensive and powerful advertising given O-Cedar Products is making more O-Cedar users every year. Let your store be known as an O-Cedar store, and you will ensure your share of this profitable business. People will be sure you have it, if you utilize the convenient O-Cedar Sales Helps—O-Cedar Floor and Counter Stands; Eleetric Sign Displays; and O-Cedar advertising plates. Ask your jobber about yours, as well as about the Profit Deals that will make additional money for you.

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE - - - TORONTO

BEANS, RICE, PEANUTS, WALNUTS
ORANGES AND OTHER ORIENTAL PRODUCTS

DIRECT IMPORTERS AND EXPORTERS
FROM AND TO THE ORIENT

FUJITA & CO., LTD.

Head Office: KOBE, JAPAN. Branches: VANCOUVER, B.C.

SEATTLE, YOKOHAMA, TIENTSIN, NATE AND TSINTOW

Western Distributors:

W. H. ESCOTT CO., LTD.

WINNIPEG

CALGARY, EDMONTON, REGINA, SASKATOON, FORT WILLIAM



Borden Milk Company Exhibit Attracts All the Babies.

A GATHERING PLACE FOR BABIES

Thousands of Little Tots Weighed at the Borden Milk Company Exhibit

OF course they didn't come exactly of their own volition; they were too little and young and wriggling for that, but thousands of proud parents gathered daily around the Borden Milk Company booth at the Canadian National Exhibition to have their baby weighed on the baby scale provided by the company, and if they did not come by themselves they very evidently enjoyed themselves hugely when they arrived. Everybody who had a baby seemingly visited the booth at one time or other during their visit to the Exhibition, and the number of little visitors mounted well up into the thousands. Of course enquiries were made as to whether or not they were bottle fed babies and in the large percentage of cases where this was found to be the case it was also discovered that Eagle Brand Milk had played a large part in their successful upbringing. The thriving appearance of the little patrons demonstrated better than any mere words could do the effectiveness of this product as an infant food. This, however, is only one of the many uses to which the product can be put, and many grateful housewives stopped to say a kind word for the product that had helped to make the task of housekeeping easier.

REINDEER COFFEE A HANDY PACKAGE FOR THE OVERSEAS PARCEL

AMONG the goods that fill the myriads of packages that are constantly finding their way overseas to the hard driven boys in the trenches, the odds are in favor of the guess that in the very large majority of cases, a tin of Reindeer Condensed Coffee will be included in the list. The product just naturally commends itself to the judgment of people as exactly the right thing for the purpose, and they need no urging to include it in the package. A product that includes coffee, milk and sugar in just the right proportions, and needing only the addition of boiling water to make it the most appetizing of drinks, seems to have been made for the purpose.

But people who were not already familiar with the product began to see that what was good for the boys in the trenches was good for the folks at home, and as a result this convenient product has been growing enormously in public favor. The crowds that daily thronged the Reindeer Condensed Coffee booth at the Exhibition were an eloquent living testimonial to the many friends that the product has made, and one taste of the deliciously fragrant beverage was sufficient to convince the most hardened unbeliever of its advantages, while the ease and economy with which it could be served were points that were of profound interest to everyone.



Reindeer Condensed Coffee Booth, One of the Popular Gathering Places.



The foundation upon which the Wethey reputation for high grade products has been built is

WETHEY'S
CONDENSED
MINCE MEAT

It is sold in the well-known red package everywhere. To-day—as for years past—popular favor places Wethey's in a class by itself.

Condensed mince meat is mince meat in a concentrated form. Wrapped in wax paper and attractively cartoned, it is fragrant with choice fruits and rich spices.

Simple directions for its use are given on every package.

It is mince meat in its most economical form.

DISPLAY THESE GOODS PROMINENTLY AND TELL YOUR CUSTOMERS

that when preparing for the crust a little freshly chopped apple may be added.

J. H. WETHEY, Limited

ST. CATHARINES - - - CANADA

KING GEORGE'S NAVY

CHEWING TOBACCO

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler to ship you.



Rock City Tobacco Co., Ltd.

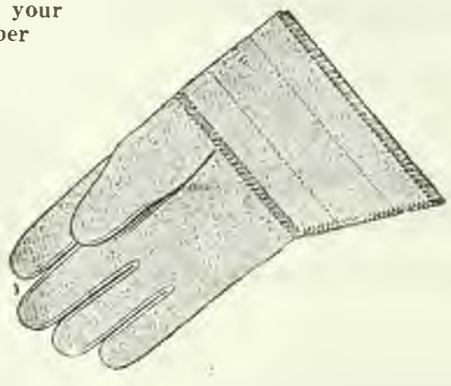
TAPATCO
REGISTERED BRAND TRADE MARK

You Can Sell Tapatco Gloves to the Men of Your Town

The Tapatco Glove is a well made, comfortable, long-wearing working glove that will give ever man unlimited satisfaction.

Get this profitable extra business. Show the Tapatco line in your windows where the men will notice it. There's a Tapatco style and weight for every purpose.

Ask your Jobber



The American Pad and Textile Co.
Chatham, Ontario



The *Sani-Flush* can itself is a good advertisement. It is colored attractively to catch the eye, and tells the whole story

ALWAYS KEEP CANS OF

Sani-Flush

WHERE CUSTOMERS CAN SEE THEM

Your display of Sani-Flush will make an immediate connection with the manufacturer's magazine advertising. It will enable your customers to buy Sani-Flush without any embarrassing questions.

Harold F. Ritchie & Co., Limited
10-12 McCaul Street, Toronto, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

Del Monte
BRAND
QUALITY

CALIFORNIA
CANNED FRUITS &
VEGETABLES
DRIED FRUITS &
RAISINS

Are You Taking Advantage of This Ready-Made Business?

The present need of conservation in some food lines is prompting your customers to use more fruits and vegetables. And they are interested in quality today more than ever before because the substitute menu must be kept healthful and appetizing.

They know DEL MONTE quality is highest quality in canned fruits and vegetables, dried fruits and raisins, and in the many other food specialties packed under the DEL MONTE Brand.

We are doing our best to supply everyone, but never before has the call for DEL MONTE Products been as heavy as it is right now.

Order through your jobber.

CALIFORNIA PACKING CORPORATION
San Francisco, California



If any advertisement interests you, tear it out now and place with letters to be answered.



The quality that's worth recommending

Malcolm Milk Products are the sort of high-class goods that bring prestige to the grocer selling them. Their rich purity and dependable goodness wins approval from every lover of quality Milk Products.

Malcolm Milk Products are made-in-Canada and are equal in every way to the imported brands.

Order a supply of Malcolm's to-day and try them out in your displays. We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

THE MALCOLM CONDENSING CO., LTD.

ST. GEORGE, ONTARIO

The All-Canadian Condensed Milk Company

After the War——What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of
CANADIAN GROCER

Products that sell:

MAPLE BUTTER
HONEY BUTTER
CHOCOLATE BUTTER
SWEET NUT BUTTER

Ask for *BAINES CONFECTIONS*

Manufactured by

Canada Maple Exchange Limited, Montreal

If interested, tear out this page and place with letters to be answered.

CLARK'S



Mr. Grocer, there is no finer Tomato Ketchup on the market to-day and its popularity means ready sales for you.

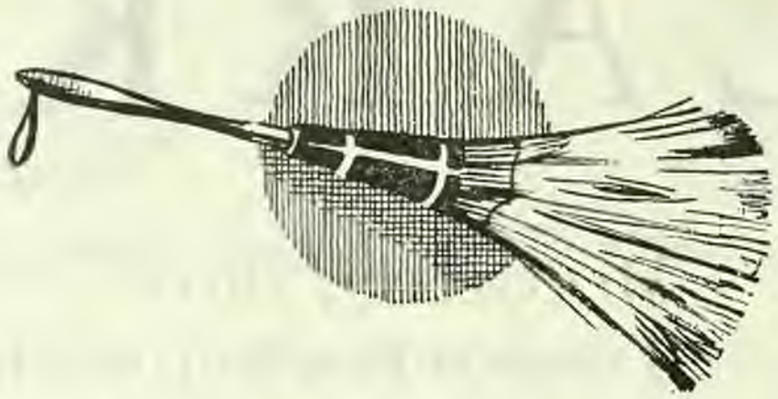
TOMATO KETCHUP

The new season's pack, in 8 oz., 12 oz., 16 oz. Bottles is now ready and you will be well advised to buy early.

W. CLARK, LTD. *Clark's* **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

If interested, tear out this page and place with letters to be answered.



WHAT THE FEATHER DUSTER CANNOT DO

AT best, the ordinary mop and feather duster can only raise the dust to settle elsewhere. An unsanitary method which does little to help the appearance of goods openly exposed on the shelves.

STANDARD Floor Dressing

is different. It **captures** fully 90% of the atmospheric dust and holds it. It is sanitary, non-evaporating, non-gumming. It preserves as well as cleans the surface with which it comes in contact. It is purely mechanical in action.



Properly applied with an ordinary floor sprayer, a single gallon will take care of 500-700 square feet of floor space, and will serve its purpose well for several months without further dressing so long as the surface is regularly swept clean with a hard broom or brush.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

If any advertisement interests you, tear it out now and place with letters to be answered.

Save Food! Avoid Waste!

By Eating Properly Balanced Dietetic Meals



AVICO VINEGARS

Are mellowed by age until they develop a smoothness and flavor which renders the foods with which they are used more palatable and nourishing.

Your Wholesaler Can Supply You.

Acme Vinegar Co.
Limited

Makers of Vinegars in Bond

WINNIPEG, CANADA

Give Your Customers Real Value---



the real, sound, confidence-compelling value so apparent in BABBITT'S CLEANSER.

Babbitt's will never collect dust on your shelves. It's a quick mover. Every sale is a repeat-maker and gives you an excellent profit.

Try a Babbitt display in your window or on your sales counter.

Canadian Selling Representatives:
WM. H. DUNN, LIMITED
MONTREAL

Ontario Agents:
DUNN-HORTOP, LIMITED
TORONTO

Nature's Own Drink!

CALDWELL'S PURE, SWEET APPLE CIDER

Made from the first light crush of the finest hand-picked apples grown in the best cultivated orchards in the famous Niagara fruit belt.

Made under the direct supervision of an expert French Cider Chemist —brought direct from France, where the production of cider has reached the highest state of perfection.

Order Caldwell's from your jobber now and prepare for the Fall demand.

The Caldwell Cider Co.
NEW TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*



Market your goods successfully in the West

Our service will enable you to do it. We are a well-established firm with every facility for getting you quick, lasting results. With twelve men calling on the wholesale and retail trade we are always in close touch with the very people you want to reach. Nine of our men are doing retail work continually.

Write now for full information.

Scott-Bathgate Company, LImited

Wholesale Grocery Brokers and Manufacturers' Agents

149 NOTRE DAME AVENUE EAST, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. & J. JONES

WINNIPEG - VANCOUVER
Wholesale Commission Brokers

Agents for James Robertson & Sons, Paisley, Scotland, James and Marmalades, and introduced by us. We specialize in high class goods. Write us.

Winnipeg Warehousing Co.

Winnipeg

Prompt and Efficient
SERVICE

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

WAREHOUSING
DISTRIBUTING
STORAGE

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St., W. Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

On Spot
Tapioca and Sago
Both Singapore and Penang. Lowest price.
W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

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
Canada Food Board License No. 11-690

YOUR Advertisement in this paper will get you results. TRY IT.

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

QUEBEC

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING, MONTREAL

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Get stocked now with

MacKay's Pearl Barley Flour

This is a delicious nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's, write to-day to



Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canada



Liked by all

Marsh's Grape Juice has the pure, rich Concord flavor so much appreciated by lovers of a quality temperance drink.

You are selling Marsh's, of course?

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

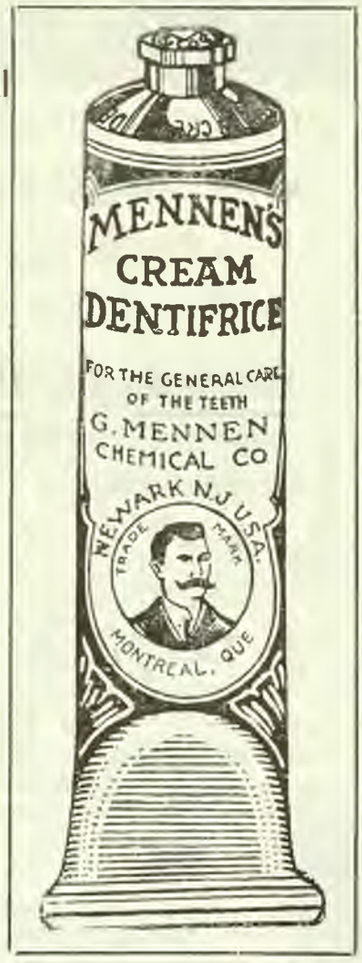
MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.

If any advertisement interests you, tear it out now and place with letters to be answered.

An Outstanding Dental Cream

REMARKABLE RESULTS—SPLENDID SALES



THE MENNEN FAMILY:

Shaving Cream
Talcum for Men
Borated Talcum
Sen Yang Talcum
Violet Talcum
Flesh Tint Talcum
Cream Tint Talcum
Mennen's Baby Soap
Cold Cream
Tar Shampooing Cream
Kora-Konia
Ruvia

Mennen's Cream Dentifrice has the scientific approval of many eminent specialists—men, whose business it is to KNOW the best products in the practice of Dental Surgery.

The component parts of this Mennen product are known for their antiseptic, germicidal, cleansing and refreshing properties, and professional endorsement proves Mennen's Cream Dentifrice an article well meriting a place in the Mennen roster.

MENNEN'S CREAM DENTIFRICE

There are good reasons for your giving this line your co-operation. It is one of the easiest and quickest-selling products on the market to-day—because it not only sells on its own merits, but upon the reputation built by the whole "Mennen Family," that you and your public know so well.

Covering every province in Canada, you will find Mennen newspaper advertising, blazing the way for a steady future demand that you can readily connect with your store.

We furnish attractive Mennen advertising matter for your use—booklets, window trims, show cards, counter displays and attractive packages for containers. Back of all this publicity is the NAME OF MENNEN—known for years as a leader wherever the Dealer does business.

.Write us for details, or ask our traveller.

G. Mennen Chemical Company

Factory: MONTREAL

Sales Office:

Harold F. Ritchie & Company, Limited

TORONTO

If interested, tear out this page and place with letters to be answered.

E. D. SMITH'S Raspberry Jam

The hundreds of people who visited our booth at the Toronto Exhibition had an opportunity of tasting the goodness of the 1918 pack E. D. S. Raspberry Jam. This will naturally mean a bigger-than-usual demand, and bigger-than-usual business for "E. D. S." dealers.

We have an ample stock on hand to cover requirements of the trade. Any of these agents will supply you.

E. D. Smith and Son
Limited
WINONA, ONT.

AGENTS: Newton A. Hill. Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

If interested, tear out this page and place with letters to be answered.



They all know

COX'S

Instant Powdered Gelatine

Cox's Instant Powdered Gelatine is no newcomer. For years it has enjoyed the unstinted confidence of a discriminating public and put good business in the way of wide-awake dealers.

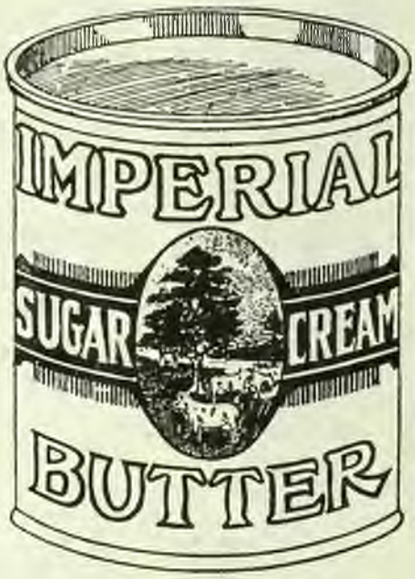
Are you showing Cox's?

Arthur P. Tippet & Company

WINNIPEG—Tees & Persse, Limited VANCOUVER—Martin & Robinson, Ltd.

Looked at from any point of view





the fact remains that

CHARBONNEAU'S IMPERIAL SUGAR CREAM BUTTER

is a line worth pushing.

Here you have a quality that satisfies always, at a price that guarantees quick business.

Prompt attention to every order.

Charbonneau Limited

Manufacturers of Biscuits, Confectionery, Syrup Refiners

330 NICOLET STREET

MONTREAL

As a Substitute

for wheat flour, PURITY OATS stands first among the cereals we must use in order that our armies may be fed.

PURITY OATS

is high in food value, low in cost. This carefully milled product of the world-famous Alberta oats enables the housewife to bake palatable and nutritious food, and at the same time releases a portion of her wheat flour for shipment overseas.

Grocers who recommend PURITY OATS for baking purposes are doing their country a service.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.



The Purity Kid.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

We Guarantee Blue Seal Mushroom Catsup

Made from mushrooms, spices, vinegar and other pure ingredients, **Blue Seal Mushroom Catsup** is guaranteed to please — and it **does** please.

Critical people find in its delicate piquancy the true ideal of all that a good catsup should be.

Mushroom Catsup is economical, too. And it is put up in attractively labeled bottles that get attention quickly.

Get a small supply and try it out.

E. W. Jeffress, Limited
Walkerville, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.



Keen's Oxford BLUE

You need never doubt the selling value of this "BLUE OF BLUES."

Just show it in your displays—keep it out where the housewife cannot fail to see it—and your sales will always measure up to expectations.

Be sure you are well stocked.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



EGG-O

is guaranteed to "Make Good"

Keep up your demand for Baking Powder by pushing Egg-O.

It is valuable for the new heavy war flours, and will stop the complaints of your customers.

Egg-O requires but one trial to convince her that it will make light cakes from heavy flours.

RECOMMEND IT

Egg-O Baking Powder Co. Limited

HAMILTON : CANADA

CANADIAN GROCER

Vol. XXXII. TORONTO, SEPTEMBER 13, 1918 No. 37

Spices and Prices—What They Mean

Whole Mixed Pickling Spice May Sell Up to a Standard or Down to a Price—What Low Prices Usually Mean—Prices a Year Ago and Now—To-day's Market Briefs

THERE is more than one grade of whole-mixed pickling spice and it might be well that the trade investigated carefully before pinning its faith to price rather than quality. Investigations show that pickling spice can be made down to a price or up to a standard and to the average layman there is little visible difference. But the difference is there and only in the combination of the widest range in exact proportions is it possible to give your customers spice satisfaction with its correspondingly good results in the housewife's catsups, etc.

In Its Best Form

Whole mixed pickling spice in its best form contains at least 15 varieties of spices which can be enumerated as follows: pimento, black pepper, white pepper, long E. I. pepper, chillies, cloves, cassia, cassia buds, ginger, mace, bay leaves, coriander seed, mustard seed, carraway seed and cardamoms. The proper proportions of these will produce a real flavor that is a delight. Give the spice manufacturer scope to exercise his knowledge of the correct percentages and the results will be worth while.

Getting The Price

If you want a competitive line, however, this can be supplied and the next grade will perhaps contain as many lines of spices, but what is the proportion? Pimento, a cheap line, forms a bigger percentage; mustard seed is increased in poundage, but with a much lower grade showing little strength; cheaper grades of ginger, chillies and cloves are included and the quantities of peppers, cassia, cassia buds, mace, carraway seed and cardamoms cut down to a fraction of their former basis. Why is this? you ask. Remember, now, you are buying at a price and quality must suffer.

Competitive Prices—What They Do To Quality

There is greater competition to meet, however, and for the "price" buyer, even lower levels can be reached by sacrificing to an even greater extent, the quality. The next step down shows about double the quantity of pimento, a decided cut in quantity of black pepper, with white and Long E. I. eliminated altogether. Chillies and cloves are included but they are low grades and small percentages; the same is true of cassia,while cassia buds are struck off the list. Best results are obtained from Jamaica ginger, but it is cheapest Japanese you get now—not a quality line, a price consideration only. The amount of mace put in enables one to say this line is included—nothing more—mace is too high priced. Bay leaves and coriander are there in very small quantities, but there is lots of mustard seed, in fact three times as much as in formula No. 1, but such seed. It isn't the fine English mustard seed you get now, a line with some real life to it, but the cheapest Japanese or Chinese line grown—about half the price and an infinitesimal amount of strength. Carraway seed and cardamoms, two very expensive lines, are not for this whole mixed pickling spice. There you have it—about ten lines—lots of pimento and cheap mustard seed—very little of the real spices that give you a satisfactory product from the standpoint of quality.

These are the facts concerning whole mixed pickling spice given to CANADIAN GROCER by one of the largest grinders of spices in Canada and whereas the best formula may sell several cents a pound over the other grades, the spices are included in the proper proportions to give the results every housewife wants and every merchant wants.

Prices a Year Ago and Now

Prices on spices of practically all kinds show substantial gains during the past year and importers report it increasingly hard to secure supplies in sufficient quantities to take care of the demands satisfactorily.

Peppers which a year ago were selling at around 35 to 38c for black and 38 to 45c for white are now 44 to 46c and 50 to 55c per pound respectively. Reports from the United States indicate a somewhat better demand to-day. With a wide export demand in sight, the market is steady in what might otherwise be a wobbly situation and there is no indication of an impending change

Cloves are reported rather scarce, comparatively, and in moderate demand only with advices that dealers should make it a point to be well supplied. Prices which a year ago ranged from 40 to 55c are now 75 to 85c per pound.

Allspice is in active demand in a rising market. Reports are to the effect that England is taking the Jamaican supply at prices much higher than United States markets and this may mean a still further appreciation of prices in view of a probable shortage.

It is indicated that stocks of nutmegs in first hands are small and poorly assorted. Prices during the year have advanced about 5c per pound all around and no further change is likely just now.

Gingers show little change, though Jamaicas are sharply higher, owing to brisk export demand which has depleted spot stocks of United States. Prices locally which ranged from 25 to 35c a year ago are now from 30 to 40c per pound.

Paprika is somewhat higher in price, due to existing conditions of transportation. bulk of supplies coming from Spain with few bottoms available. Some recent arrivals at United States ports were excluded owing to the fact that they did not come up to government standards.

There is more activity in many grades of seeds and herbs. Importers are finding that owing to high prices abroad they are able to use spot stocks to advantage to fill urgent orders. Spot supply as a consequence has been depleted and celery seed, carraway seed and thyme are sharply higher. This has not been reflected here as yet, celery seed holding at 65 to 75c and carraway seed at 90c to $1.00 per pound. Prices one year ago on celery seed were 40 to

50c and on carraway seed 75 to 80c per pound. Mustard seed a year ago was selling at 25 to 30c; to-day it is 38 to 45c per pound.

Present indications are that there are no prospects of embargoes or prohibitions on various lines as yet, but that some astonishing scarcities are bound to come seems the consensus of opinion. Locally, grinders have been in a very fair position but with the difficulties of import multiplying, the future cannot be determined with any reasonable degree of accuracy.

Don't Boil the Fruit Jar Rings

Newspapers Publish Panicky Story of Germans Poisoning Fruit Jar Rings—A Foolish Story—One Possible Explanation —The Way to Avoid Any Difficulty

ACCORDING to a dispatch appearing in several morning newspapers of Wednesday last, a great deal of excitement has been aroused in the Muskoka region, through the reported discovery that owing to the presence of some drug used in the composition of glass jar rings, said to be phenol, a number of summer guests in that section have been rendered ill. It is also reported that the cook of a Toronto family has been held on suspicion of being a German agent. The assertion of German complicity is hardly worthy of much consideration. A malignantly-minded enemy would hardly take the trouble entailed in poisoning fruit jar rings, results would be too uncertain.

In all probability if there is anything in the story it will be found that the difficulties arise from an entirely different cause. If the government, as is reported, has the matter in hand and is investigating the circumstances, it will, in all probability, be found that the fruit jar rings are entirely free from blame.

Experimenting Firms May Be Responsible

There is but one chance of any difficulty being caused by the fruit jar rings in the United States. Of recent months there have been a number of new firms entering the business and it is understood that they have been experimenting in the process of manufacture. These experiments have not always been successful. One case at least is on record where a firm who had conducted such experiments had been compelled to send a letter to all those to whom delivery of jar rings had been made, warning them that they should not be used. It is just possible that some of these rings are in circulation. They are of American origin, manufactured by a new company.

Don't Boil The Rings

That there should be any alarm over the matter is absolutely absurd. The German theory is mere newspaper hysteria, and the advice to boil the rings is as misleading as could well be. Boiling will kill germs, but not necessarily the effects of poison, and it is poison and not germs that is suggested. More than that, boiling absolutely destroys the value of the jar ring.

The thing to do is, of course, to see that the jar rings are the manufacture of a well established and well known firm, and then use them just as they are received. There is absolutely nothing in them that could possibly hurt anyone.

SEARS, ROEBUCK & COMPANY APPEAL AGAINST DECISION

Ask the Court to Review and Set Aside the Finding Recently Made by

Sears, Roebuck & Company has appealed to the courts to review the finding of the Federal Trade Commission ordering the firm to desist from unfair and misleading advertising.

This is the first appeal ever made to the courts to review and set aside a final decision of the commission and was filed in August last. The petition for review was filed in the U. S. Circuit Court in Washington and the Commission has certified to the courts the records in the case.

In this case, filed early in the year and decided in July, the big mail order house was accused of committing several acts which the Federal Trade Commission declared constituted unfair competition. The charges were as follows:

"1. Circulating catalogues containing advertisements of sugar for sale wherein it is falsely represented that because of large purchasing power and quick moving stock the company is able to sell sugar at a lower price than its competitors.

"2. Selling or offering to sell sugar below cost, through catalogues circulated throughout the country.

"3. Circulating catalogues containing advertisements representing that its competitors do not deal fairly, honestly and justly with their customers.

"4. Circulating catalogues containing advertisements offering its teas for sale, in which advertisement it is falsely stated that the company sends a special representative to Japan, who personally goes into the tea gardens of that country and personally supervises the picking of the tea.

"5. Circulating catalogues containing advertisements offering coffee for sale in which it is falsely stated that the company purchases all of its coffees directly from the best plantations in the world."

At the time the decision was announced the officers of the company intimated that further action would be taken and in its report for August the Federal Trade Commission announced the appeal, which will be heard later.

NOVA SCOTIA APPLE PROSPECTS SOMEWHAT BRIGHTER

Recent reports on conditions affecting the apple crop in the Province of Nova Scotia have been more favorable during the past month. Estimates at this time place the yield at from 400,000 to 500,000 barrels. That conditions on the whole have been rather unfavorable is shown by the fact that an average yield approximates 800,000 to 1,000,000 barrels. Last year the crop amounted to 650,000, while in 1911 1,800,000 barrels were produced by the orchards of Nova Scotia.

Although the yield as estimated at the present time is below normal, Nova Scotia fruit growers must find a market outside of the province for not less than 300,000 barrels, and a number of the growers are now investigating the possibility of marketing a portion of the crop in the eastern part of the United States.

Shipments Grecian Currants to Come

British Government Gives Free Importation to United Kingdom —All Shipments Under Control Food Board—High Laid Down Costs May Curtail Quantities Brought in

INDICATIONS are to the effect that there may be some Grecian currants available for Canadian trade. A new order recently issued by the British Government gives free importation to the United Kingdom on conditions that all currants arriving in England be delivered to the Food Controller at four stated maximum prices on four standard grades payable in cash. The British Government assumes marine and war risk at a fixed premium of 10 per cent.

Under this arrangement 2,500 tons were loaded and shipped the second week of July and some additional quantity via Naples and Genoa. It was further expected that two steamers would leave the last week of July with an additional 7,000 tons. Quotations are now being made for new crop in expectation of shipping opportunity on about a relative basis to Canada.

It is not very likely that any large quantity will be imported as lowest grade could not be retailed under 30 cents per pound and this would allow a very close margin to the importer and retailer.

Fall Fairs Big Business Booster

Enterprising Firms Can Reach Thousands of Prospective Customers With Good Displays of Novel Lines of Canned Goods. Specialties Prove Introductive Measure of Great Value to Merchants



THE value of the Fall Fairs as business-getters and as business-advertisers has been fully realized by many retailers, especially the hardwaremen. There is a big field here for economical display work and the profits are always in direct ratio to the care taken with the exhibit and the energy shown in getting after the visitors to the Fairs. There are few ways of getting into such close personal touch with people as are afforded by the fall shows. The people come in for miles, expectant, eager to see all that is new and improved. A very large percentage of these people are farmers of the most prosperous kind. In many cases they have been too busy with their own work through the spring and summer to get into town much or to keep in touch as they should with new goods in the stores. Now with their harvesting done and some of their money in the bank already for their season's crops, they are out to be shown. Every man and every woman of them is from Missouri. If you can produce the goods they are there to buy. They are the best of customers, and in the free and easy spirit that prevails at the Fall Fair they are in the mood to listen to everything that you have to tell them about your goods and will spend all the time they can spare looking over what you have to sell.

A Big Opportunity

Many dealers who formerly showed at perhaps only one or two fairs in their immediate vicinity have found that it pays and pays well to extend the radius of their operations. They make it a point of attending and having exhibits at every show in the county. Many of them even invade adjoining counties and with good results to all concerned.

A most successful plan that is often worked is for two retailers in different lines to get together. In some cases they buy a tent big enough to take care of the exhibits of both. In other cases they arrange jointly for the space they require in the main building at the fair grounds. A grocer for instance may arrange to combine in an exhibit say with a hardware dealer. Such co-operation may, of course, be arranged with any other business, the hardware man is suggested merely because there are so many places where the interests of the two touch; the display of foodstuffs for instance is made the more effective in combination with cooking ranges, kitchen equipment, refrigerators, etc., the general hardware store stock. The hardware dealer may put on a demonstration in stoves. By two firms going in on a proposition of this kind they can reduce the expenses fifty per cent. and very often increase the effectiveness of their exhibit five hundred per cent. Co-operation of this kind has invariably been attended with excellent results.

Hundreds of Fairs

There are hundreds of fairs held every fall throughout Canada. Many of them run two or three days, others only one day, but all draw a big crowd, and good salesmen with an attractive booth at any of them can not only do a lot of good business but secure endless prospects for future trade. Now that the Government has prohibited all kinds of fakers and games of chance at the fall shows, there is a larger opportunity than ever for good exhibits of all kinds. It was stated to CANADIAN GROCER by one retailer who for several years has been showing at district fairs that at many of them this fall he would have been unable to obtain the space he required had he not made arrangements for it last year. Other firms profiting by the success of those who have been holding exhibits are falling in line with the idea and space at many of the better fairs is getting valuable. At one large fair in Western Ontario, which lasts for a week, there has been such a rush for space this season, that although the management had erected a fine large building for retailers, the space is all taken and they have to erect tents in the grounds for the late comers. At most of the smaller fairs, however, there is only one building for exhibition purposes. In many cases there are not any, the exhibits being arranged either in tents provided by the exhibitors or laid out on the ground. This is all right in showing such lines as farm implements, waggons, etc., but it is advisable for the hardware dealer to have either a tent or a booth. The expense is not great and his exhibit may prove one of the features of the fair and get a lot of free advertising. If he attends the fair regularly the people of the district get to know and look for his booth. They do not forget about the firm name either through the year and if they want goods will get in touch with the firm.

Make It Attractive

Make your tent or booth attractive. This does not involve any serious expense. Many manufacturers will be glad to supply you with advertising material. A lot can be done in the way of decorations with this, a few flags and a little bunting. If you have any new and attractive lines by all means show them. Ninety-nine out of every hundred visitors to the Fall Fair are keenly interested in the new goods.

Now that autos and auto trucks are so common, especially through the country, it is comparatively an easy and inexpensive matter to arrange for a really nice display at all the fairs within twenty or twenty-five miles.

N.B. R.M.A. Convenes At St. John

Association Shown to be in Thriving Condition Both Financially and as Regard to Membership—Important Matters Discussed—Urge Appointment of Five Provincial Representatives on Dominion Executive

DOUBTS regarding the possibility, to say nothing of the value, of co-operation between the retail merchants which may have lingered in the minds of any should have been dissipated by the success of the fourth annual convention of the New Brunswick Retail Merchants' Association which was held in St. John on Wednesday and Thursday, September 4 and 5. When the organizers of the association first entered this territory several years ago there were many who predicted flat failure as the only possible result. The idea of merchants in the same line of business sitting down together to make plans for their mutual interest instead of sitting in their back offices planning to cut each other's throats seemed too absurd to be entertained. But the idea of the association has grown and developed and to-day throughout the province the Retail Merchants' Association is firmly planted and flourishing. Business men have found, as others have found, that co-operation provides the solution of some of their most pressing problems and opens the door to success in ways which they had not dreamed possible. It is only fair to admit that the association has not had smooth sailing all the time and that if it had not been for the faith, courage and persistence of some of the leaders of the movement guerilla warfare still would have been the habit of the day as it has been of other days. To those who have believed in the mission of the association, the latest convention has been a vindication and to others who still may have been sitting in the seats of the doubters it was a revelation.

Twenty-one Branches, Six Hundred Members

An association with twenty-one branches and more than six hundred members needs no apologists in a province the size of New Brunswick.

One of the most gratifying features of the convention was the increased interest displayed by the wholesalers, their recognition of the retail association as a powerful factor and their evident desire to seek the co-operation of the organization for the mutual welfare of those engaged in the wholesale and retail branches of merchandising.

The convention came to order at 2.30 o'clock in the large auditorium of the Great War Veterans' Association club house, with A. O. Skinner, retiring president, in the chair. In welcoming the delegates, Mr. Skinner welcomed the visitors from other parts of the province and assured them that the business community of St. John was ready to show its welcome in any way possible. He asked for practical suggestions from those present during the meetings and full discussion of the matters to be considered and urged the desirability of increasing the attendance at the meetings of the provincial organization.

OFFICERS OF THE NEW BRUNSWICK R.M.A.

At the Convention of the Retail Merchants' Association of New Brunswick, held in St. John, N.B., on September 4th and 5th, the following officers for the year were elected:

President, A. O. Skinner, St. John.

1st Vice-president, F. W. Daniels, St. John.

2nd Vice-president, W. G. DeWolfe, St. Stephen.

Auditor, H. W. Rising, St. John.

Provincial Secretary, Miss F. P. Alward.

Addresses of welcome were given by R. T. Hayes, mayor of St. John; A. H. Wetmore, president of the Board of Trade, and F. W. Daniel, president of the St. John branch of the association.

Henry Watters of Ottawa, treasurer of the Dominion executive, was heard in an inspiring address on "Why Retail Merchants Require an Organization." He pointed to the success achieved as the result of organization in other lines of activities and referred to some of the problems of the retailers which might be solved as the result of co-operated action.

A hearty vote of thanks was tendered Mr. Watters, on motion of William Hawker.

Allan A. McIntyre, provincial treasurer, tendered his annual report and was complimented on the improvement in the financial standing of the organization since the last convention.

The acting provincial secretary, Miss F. P. Alward, presented her annual report, showing a steady growth in the association and touching on the activities of the executive. The provincial association now has twenty-one branches with more than 600 members, the Moncton branch with more than one hundred members being regarded as the banner unit.

The Trouble of the Merchant

At the evening session F. W. Daniel presided and introduced the chief speaker, W. H. Farley, of Dayton, Ohio. Mr. Farley approached his subject, "The Troubles of a Merchant," by first giving figures on the number of failures which occur in retail business in Canada. He showed how many failures could be avoided by dividing responsibility more evenly between employer and employee and gave some excellent advice on the best methods of running a business smoothly from the standpoint both of the owner and the clerk. This portion of his address was illustrated with stereopticon slides.

The second half of Mr. Farley's address was illustrated by motion pictures which portrayed in graphic form the many troubles of the merchant who did not use modern methods and then illustrated the ease with which many of these difficulties could be avoided by the adoption of the methods which have been proven of value.

When the convention resumed on Thursday morning a resolution committee was appointed by the president as follows: E. M. Trowern, Robert Strain, D. V. Storm, A. H. Mitten, F. W. Daniel and E. N. McLean.

Reports of the various branches were then presented and their general tenor was much the same, a story of steady progress and increased activity, with results in proportion to the activity.

A telegram of greetings from the Dominion president, J A. Banfield of Winnipeg, was read at this point.

The Practical Working of the Credit System

E. N. McLean of Scovil Brothers Ltd., St. John, gave an address on the practical workings of a credit system and presented a resolution calling upon the incoming executive to appoint a committee to report on the establishment of a card-index system to keep track of delinquent debtors. The resolution was adopted.

A. O. Skinner gave a short address on the value of regular monthly meetings of the branches.

At the close of the morning session, different trade societies met for a heart-to-heart talk on their particular problems, led by Dominion officials and others.

The first address of the afternoon session was given by W. H. Farley, who dealt further with the value of organization on a Dominion-wide basis. He touched on the vexed question of mail-order competition and advocated the adoption of modern methods to offset this competition.

The Retailer and the Community

E. M. Trowern, Dominion secretary, spoke on "The Importance of the Retail Merchant in the Community." Mr. Trowern dealt fully with the place occupied by the retail interests in each community and spoke also of some of their problems. He showed how the retailer justified his existence in the commercial scheme of affairs and also of the need of organization in order that the retailer should reap the full benefits of his services. He advocated an educa-

tional campaign to show consumers the difference between mail order goods and methods and those of the local merchant.

Various Resolutions Adopted

Resolutions were adopted dealing with the various subjects as follows:

Approving of the action of the Government in curtailing and prohibiting the sale of liquors.

Approving the demand of opticians that legislation be passed protecting their business and requiring proper credentials of those practising this business.

Urging amendments to the Bankruptcy Act.

Suggesting that five representatives from each provincial board be appointed to the Dominion Executive.

Betterment of provincial highways.

Thanks to the trade papers and daily press for assistance given.

There was considerable discussion on the question of the publication by daily papers of wholesale prices of commodities in various lines and this matter was left to the executive to consult with the newspapers and the wholesalers.

In the matter of the "Small Debtors Act," it was decided that the information before the convention was not sufficient to warrant action and this also was left to the advisory board.

A banquet attended by more than one hundred members, which was held in Bond's restaurant on Thursday evening and which was followed by a series of interesting addresses, was the final feature of the convention. In addition to the usual musical honors, Major McGibbon responded to the toast to the King, telling something of overseas conditions, and E. A. Schofield also spoke, paying a warm tribute to those who are serving King and Country in the battlefields. A. O. Skinner reviewed the work of the association and complimented the members on the results achieved. Mayor Hayes proposed the toast to "The Retail Merchants' Association," to which fitting responses were made by W. H. Watters, Dominion treasurer, and E. N. Trowern, Dominion secretary. William Hawker proposed "Our Guests," and W. G. DeWolfe replied. An excellent musical program added to the pleasure of the evening.

The Dominion officials remained in St. John on Friday for consultation with the new executive.

At a meeting of the executive and advisory board, Miss F. P. Alward, who has been acting as provincial secretary, was confirmed in that position in recognition of her successful work; A. H. Mitton of Moncton was appointed organizer for the northern part of the province and Alfred H. Burley of St. John was appointed organizer for the southern section.

CUBAN SUGAR REFINERY DESTROYED—LOSS THREE MILLION

A despatch from Havana, Cuba, reports the total loss of the Archavala Sugar Refinery at Cardenas, Cuba. The loss is estimated to exceed $3,000,000.

ALBERTA BAKERS FORM PROVINCIAL ASSOCIATION

Urge the Placing of Housekeeper on the Same Plane as the Baker in Regard to Substitutes

Protest Against Curtailment of Sugar and Any Increase in Flour Extraction

At the convention of Alberta bakers held at Calgary recently, the Alberta Bread and Cake Manufacturers' Association was organized with the following officers: G. M. Jackson, Calgary, president; J. A. Hallier, Edmonton, vice-president; W. S. Dunn, Calgary, secretary; D. Johnston, Calgary, treasurer.

Executive committee—W. B. Turner, Medicine Hat; J. Gilmore, Lethbridge; J. McGavin, Edmonton; R. R. Armstrong, Olds; F. Lock, Calgary.

The object for which the convention was called was the appointing of provincial and local supervisors to report to the Food Board weekly the amount of flour and substitutes sold to each dealer, and J. A. Hallier of Edmonton was appointed provincial supervisor, and O. J. Mayhew, Calgary, J. McGavin, Edmonton, W. B. Turner, Medicine Hat, and J. Gilmore, Lethbridge, local supervisors.

One of the principal matters brought up for discussion was the problem of placing housekeepers on the same basis as bakers with regard to the use of substitutes. While the housekeeper may use the required percentage of substitutes it is felt by the baking trade that they should be compelled to use them in bread. While for general use the mixing of substitutes with the wheat at the mill was considered impracticable on account of the more rapid deterioration in that state, the bakers were of the opinion that this scheme would work out satisfactorily for domestic flour as a comparatively small quantity would need to be kept in stock and there would be a sufficiently quick turnover to escape deterioration.

The meeting yesterday expressed disapproval of the proposed order prohibiting the use of sugar in bread. If sugar is to be eliminated more malt extract must be used and this produces a doughy bread which is unpalatable.

It is also proposed to increase the percentage of flour extraction from the wheat berries from 74 to 76 per cent. In pre-war times the percentage was 72, and bakers are opposed to the further increase of 2 per cent. and especially until the baking qualities of the coming wheat crop are tested.

Too Many Substitutes Available for Householders

Considerable discussion arose over the number of substitutes which the housekeeper is permitted to use, rice, corn starch, etc., it being the general opinion that this is unfair to the baker. It was also thought that the home-grown substitutes, rye, oats and barley should be more extensively used. Failing some regulation to insure the use of such substitutes by housekeepers in bread, the practice of mixing them with the wheat flour at the mill will be recommended.

On the Bread Wrapping Question

A resolution doing away with the wrapping of bread was introduced and had many supporters, but on the earnest appeal of Mr. Jackson of Calgary, it was withdrawn.

U. S. ADOPTS NEW FLOUR RULES

Under the order of the United States Food Administration, a new set of rules for the sale and use of flour became effective September 1. These rules are interesting for purposes of comparison with the regulations under which the Canadian merchant conducts his business in these products. These rules may be synopsised as follows:

First—All wheatless days and wheatless meals are discontinued.

Second—All wheat bread must contain 20 per cent. of other grains, a ration which will prevail in all the allied countries.

Third—A mixed flour complying with the regulations and containing 20 per cent. of grains other than wheat will be manufactured and distributed for household purposes.

Fourth—When straight wheat flour is sold by retailers. 20 per cent. of other cereal flours must be sold at the same time. This replaces the fifty-fifty substitute rule which has been in effect up to this time.

Fifth—All bakers' bread shall contain 20 per cent. of cereals other than wheat and householders are requested to mix at least 20 per cent. of the substitute material into the pure wheat flour for all uses.

Sixth—Corn meal should be purchased separately from combination sales if it is to be used for corn bread.

Seventh—Dealers selling standard flour are requested to carry in stock either barley flour, corn-meal, or corn flour, and with every sale of wheat flour must sell some one or more of these in proportion of one pound of substitute to each four pounds of wheat flour. No dealer may force any other substitutes in combination upon the customer except in territories where other flours and substitutes may be available. If the consumer demands, at the ratio of one pound to each four pounds, the dealer may sell either feterita flour and meals, rice flour, oat flour, kaffir flour, milo flour, peanut flour, bean flour, potato flour, sweet potato flour and buckwheat flour. This is at the request only of the consumer and cannot be forced upon the consumer by the retailer.

NEW JERSEY HAS LARGE CANTELOUPE AND TOMATO CROP

That part of New Jersey from Cape May to Burlington county has thousands of acres now yielding a crop of canteloupes of surprising quality, while farmers in all sections of the state are picking tomatoes from an acreage one-third greater than last year from an early crop that was heavy and of fine quality.

Advertising Does Not Increase Cost

Exposing Fallacy of the Argument That the Public Pays Extra For Advertising in Charge For Goods—Cheapest Method of Making an Article Known—Advertising Helps the Retailer

By C. J. MORRIS

"THIS is just as good and costs a cent less. With the other you only pay for the advertising. Look at the amount of money they spend in that way, must run into hundreds of thousands a year, and of course you pay for that in the goods."

Such is the line of argument frequently used by the retail merchant, or perhaps I should say by some retail merchants, when offering a "just as good" article in place of a well advertised and consequently well known brand; and no doubt he honestly believes that what he says truthfully expresses the actual facts and conditions. As a matter of fact, however, his reasoning goes very wide of the mark; he is making himself the medium for the dissemination of information which is misleading and untrue; he is guilty of an act of injustice to the advertiser; and he is acting short-sightedly and prejudicially to his own interests.

It is, as a rule, from the small merchant that this line of argument is heard. The larger merchant is too well posted as to the merits and uses of advertising to be guilty of the propagation of doctrines so misleading. In many cases the argument is advanced in order to smooth over a difficulty arising from the retailer having run out of the advertised article. In others it may be induced by the mistaken idea that the sale of the lesser known article is more profitable than that of the better known one owing to the fact that the former carries a cent or so more profit than the latter; the fact being apparently lost sight of that probably ten of the well-advertised articles can be sold more easily and in less time than one of the unknown make.

Argument Seems Plausible

The one redeeming feature in cases of this kind is that owing to the power of well directed advertising the customer who is at the time influenced sufficiently to accept the substitute, on the very next occasion he requires a similar article forgets all about the argument as to his paying for the advertising and promptly demands the advertised article as on the previous occasion.

The course of reasoning outlined above is so frequently heard and owing to its seeming plausibility appears to be so generally accepted as gospel truth that it is worth devoting some little space to expose the fallacy it contains.

In the first place it will not be disputed that in order to obtain orders for goods, expense in one direction or another has to be incurred. Either sales must be effected by commercial travelers calling upon the retail merchants, perhaps carrying samples of the goods, explaining their merits and securing orders or printers' ink adevrtising of one kind or another has to be resorted to in order to make the product known to the retail merchant and the public. Without the use of either or both of these methods, no matter how superior your goods may be and no matter how cheap, no one would know anything about them and there would consequently be no demand for them.

Consider now, which of the two methods is likely to be the least costly and to bring the best results.

Comparison of Expense

A manufacturer has an article which he wishes to make known and for which he aims to create a demand. In the first place he has to make it known to the retailer, and with this end in view he considers the advisability of engaging commercial travellers. Let us suppose he decides to engage two, one to go east and the other west. He will probably have to pay at a moderate calculation $1,500 a year to each man and, again reckoning only at a modest rate, travelling expenses will amount to at least as much again, bringing the total amount for the two men up to $6 000 per annum. It is doubtful whether they would be able to cover the whole of Canada in a year; at any rate, they could not do more, and this would therefore mean that each merchant in that particular line would have the manufacturer's product brought to his notice once only at a cost of $6,000, and not one retail merchant would dream of charging a manufacturer with spending money recklessly in such a case as this. These calls it must be remembered would all be first calls with a view to introducing the article, making it known, and explaining its advantages and merits to the retailer. As a general rule at least one or more calls would be required before an order would be secured.

Advertising Refreshes Memory

Now, on the other hand, let us consider the cost and advantages of a page ad. in a trade journal. This would probably run to about $1.500 a year and would for 52 weeks bring the product to the notice of practically every retailer in Canada. Every week on picking up your trade paper your attention would be called to it; every week you would probably read some fresh information concerning it and the name would be fresh in your memory.

Would not the oft-repeated advertisement be likely to make the article far better known to you than the call of the traveller. In which case, at the end of twelve months would a man be most likely to secure an order from you? Is it not probable that in the first case you would by that time have forgotten the traveller's solitary visit and probably also the name of the article?

In the one case the traveller soliciting an order reminds you that six months or a year ago he called and introduced such and such an article to you. In the meantime you have heard nothing more of the article, no one has ever asked you for it nor have you seen it advertised anywhere.

In the second case you have seen the advertisement every week, you have probably read much that has been written in praise of the article, you have probably also been asked for it more than once by persons who have seen it advertised, for it is practically certain that consumer advertising will have been carried on simultaneously with that in the trade paper.

Which Article Would You Order?

In which case would you be most likely to place an order? Undoubtedly in the case of the advertised article. And yet the amount expended in advertising will be only one-fourth of that spent on the travellers.

In the case of the travellers we had an outlay of $6,000, and, supposing each traveller called on an average of five retailers a day, we should have 3,000 men called on in the course of a year.

In the case of the advertisement we have the message carried not once only, but fifty-two times. This message moreover goes not only to the principal of the business as would the traveller's argument, but to all his employees and others who see the trade paper. Put this, at a low estimate, at two others in each store besides the proprietor and, assuming for the sake of argument that the paper reached only the same number of stores as the travellers called on, we should have 9.000 persons at the end of the year who would be thoroughly familiar with the name of the article against 3,000 in the other case who had it brought to their notice once.

Traveller Also Necessary

This must not be taken as an argument that the commercial traveller is unnecessary and can be dispensed with. It is simply intended to point out that advertising will do the work of introducing the article to the retailer at a far less cost than a similar introduction by the traveller would entail. This introductory work of the advertisement paves the way for the traveller and makes his work easier.

(Continued on page 29)



An attractively arranged store interior, that of Benson Brothers, Guelph, Ont.

Destroyers of Grain and Food

How Rats and Mice Are Decimating the World's Food Supply—Conditions That Favor These Pests—How They May be Eradicated

THE brown rat is the worst pest with which man is afflicted. Both this rat and the house mouse came to North America from abroad; possessing habits adaptable to almost any kind of environment and feeding upon all kinds of animal and vegetable matter they have increased and spread over a vast area. In Canada they have not yet spread over the greater portion of the prairie provinces, but in their gradual migration from the east they have now spread over southern Manitoba, and as the West becomes more settled their destructive hordes will certainly extend further afield, menacing especially the grain interests.

Destruction of Food.—Their destructive powers are well known. No kind of grain is spared, whether growing or stacked in the field, stored in the granary or elevator, transported by rail or water; everywhere they take an enormous toll of this chief source of our food supplies, the conservation of which is a paramount necessity at the present time. Never have the destructive powers of mice been so strikingly demonstrated as in Australia during 1917. Owing to the lack of transportation, vast quantities of grain destined for export have accumulated in New South Wales and Victoria. A plague of mice developed, and the destruction of grain has been enormous. We are informed that in some places the ravages of the mice were so great that huge stacks of grain were reduced to what resembled mere heaps of debris in a few months. The Wheat Board of New South Wales organized a campaign of destruction; in one place the catch for two nights totalled seven tons of mice. While this outbreak was exceptional, it serves to show the destructive powers of these small creatures, in the mass.

The brown rat invades house, stores, warehouses. and markets, and besides destroying fabrics of all kinds and leather goods, it attacks all kinds of food; meats, groceries, fruits, vegetables. In town and country it attacks poultry, destroying eggs and chickens. The foundations of buildings are damaged by their activities, and everywhere they destroy unceasingly. and yet we tolerate their presence.

In Europe it was estimated, after a full inquiry in 1907, that the average annual loss caused by each rat in Great Britain equalled $1.80, in France $1, and in Denmark $1.20. The losses in rural districts in Great Britain and Ireland in the same year were computed to be seventy-three million dollars, and a capital of about ten million dollars was employed in the industry of supplying means for their destruction. In 1904 the losses in France were computed at forty million dollars. At the present time the English Board of Agriculture is making special efforts to combat the rat pest in England as a means of saving food supplies, and the Sanitary League in France is also carrying on a vigorous campaign against rats.

Recently, Mr. E. W. Nelson, Chief of the Biological Survey of the United States Department of Agriculture, has estimated that the annual losses in the United States due to rats equal at least 200 million dollars. He also states that in order to feed and otherwise provide for this enormous destructive army of rats, the labor of 200,000 men is required annually.

A Menace to Health

Besides the enormous destruction of food supplies, the brown rat is a serious menace to public health. It is a carrier of bubonic plague, one of the most devastating of human diseases, which has been carried by the rat all over the world. In the fourteenth century it is estimated that about twenty-five million people died in Europe from the "Black Death," as this disease was called, and 2,000,000 deaths are stated to have occurred during the epidemic of the plague in India in 1907. Bubonic plague is transmitted from rats to human beings by fleas, and modern methods of preventing the spread of plague involve the most vigorous eradication of rats, and the prevention of their landing in seaports from ocean-going vessels by which they are transported.

Investigations into the recent outbreak of infantile paralysis (Poliomyelitis), which was especially prevalent in the eastern United States, have indicated that the rat may be an important factor in the spread of this disease.

Prolific Habits

The serious nature of the rat menace is more keenly appreciated when their prolific habits are realized. The brown

rat begins to breed when it is about three or four months old; they breed from six to ten times a year, and produce, on the average, ten young in a litter. If we imagine a pair of rats breeding at this rate uninterruptedly for three years without any deaths to their progeny, at the end of that period the number would have increased from two to over 350 million rats.

Mice produce fewer young in a litter, but they bring forth their families with astonishing rapidity.

Protecting Food Products From Rats and Mice

The main reason for the abundance and destructiveness of rats is that we provide ample food and shelter for them. To combat these pests successfully we must deny them both these essentials. We must starve them out and build them out.

They should be denied access to places where they obtain food and rear their young. To accomplish this, buildings should be made rat-proof; and the best method of construction for this purpose is concrete. In the construction and maintenance of buildings in which food is kept and rats are likely to find lodgment, special attention should be paid to the closing of all apertures, especially in foundations where drain and other pipes enter. Doors to such buildings should be bound with strong sheet metal. Constant vigilance should be exercised with a view to checking any inroads of these pests; the holes of rats or mice can be readily stopped by a little concrete or broken glass or crockery. Cement should be used for foundations of all kinds of storehouses, granaries, poultry houses. Corn cribs can be rendered ratproof by inclosing them in heavy galvanized wire netting of half-inch mesh. Storerooms should always be made ratproof by the adoption of the foregoing constructural methods.

So long as old buildings and storerooms are maintained in a state of disrepair, rats and mice will flourish and destroy their contents. It is not only in the interests of private economy, but as a national service, that owners of such rat-infested buildings should take immediate steps to "build out" the rats and save food supplies. Everywhere destruction is proceeding, and everywhere there is greater need than ever at the present time for the saving of every bushel of grain and every pound of food.

Civic authorities, and particularly the health authorities, should adopt and enforce sanitary conditions in towns and cities. Cleanliness and the prevention of the accumulation of refuse and garbage are essential in the eradication of rats. The maintenance of garbage dumps is one of the greatest contributing causes to the abundance of rats. From all points of view the immediate incineration of garbage is the only proper treatment and method of preventing the increase of rats and the breeding of flies, those unsurpassed agents in the spread of our worst infectious dieases.

How to Destroy Rats and Mice

Trapping.—One of the most effective methods of destroying these pests is trapping. The best traps are those of the spring or guillotine type. Such traps may be baited with any of the baits preferred by these animals, such as meat, oatmeal, cooked eggs, or fruit. It is necessary to use a large number of traps, the more the better. The wire cage traps are excellent when rats are abundant.

Poisoning.—Where there is no danger of food becoming contaminated, or of other animals eating the bait, poisoning is a speedy method of destruction. But naturally the greatest care must be exercised in the use of poison. In destroying rats and mice in houses it is inadvisable to use poison, not only on account of its danger, but the occurrence of the inaccessible corpses of these animals is likely to prove objectionable. Barium carbonate is a cheap, tasteless, and odorless poison. It may be mixed in a dough composed of four parts of meal or flour and one part of the poison, or a stiff dough of eight parts of oatmeal and one of poison.* The poisoned dough should be placed in the runways of the animals. Strychnine is a well-known and rapid poison, usually used in the form of strychnia sulphate. The dry crystals of this chemical are inserted in baits, such as meat or cheese. With oatmeal or grain, such as wheat or corn, it is used in the form of a syrup which is made by dissolving half an ounce of strychnia sulphate in a pint of boiling water; a pint of thick syrup is added, and the whole mixture is stirred thoroughly. Oatmeal should be moistened with the syrup, and grains should be soaked over night. Arsenic is used in most rat poisons. It may be fed in the form of powdered white arsenic, used as described above. A good bait is prepared by thoroughly mixing a pound of oatmeal, a pound of coarse brown sugar, and a spoonful of arsenic. This is placed in the runs of the animals. Phosphorus is a common ingredient of rat and other animal poisons, but owing to the danger involved in mixing it and in the subsequent use of the home-made or commercial preparations on account of its very great inflammability, its use as a rodent poison is not recommended.

Domestic and Wild Animals as Rat Destroyers

The great value of small terriers as rat-catchers is too well known to need emphasis. They are often used in conjunction with ferrets, the latter animals being employed to drive the rats from their runways. But ferrets should always be muzzled when hunting.

While weasels are regarded as "vermin" and enemies of chickens and young game birds, there is no doubt that as rat destroyers they have few superiors. When they can secure rats they will usually leave the chickens unmolested.

Among the active natural enemies of rats and mice around farm buildings, snakes occupy an important place, and this fact should be realized. Only one species of Canadian snake—the rattlesnake is poisonous; our other native snakes are not only harmless but are useful as destroyers of rats, mice, and other pests, and they should therefore be protected.

In country districts, farmers should protect owls, the greatest of mice destroyers; and many of the hawks are valuable as destroyers of noxious rodents. The continued destruction of these natural enemies of rats, gophers, and mice has been largely responsible for the increase in the numbers of these food-destroying rodents, and it is important that the valuable services of these birds should be recognized.

Organized Destruction.—In England excellent results have been obtained by the co-operative efforts of farmers and others in the destruction of rats, and such organized destruction is essential if results of real value are to be obtained. The offer of prizes and bounties by local authorities has been found to stimulate effort. In many cities and towns the local authorities and organizations have promoted rat destruction, and it has been sucessfuly stimulated by educational work.

We would urge the various organizations in cities and towns, and farmers' and women's institutes in rural districts, to undertake educational work with a view to arousing public opinion as to the serious losses caused by these pests, and to promoting campaigns for their destruction.

Rats and mice are destroying millions of dollars' worth of food in Canada at the present time, when the conservation of food is a duty that devolves upon every one. The more food we permit the rats to destroy the less there is for us and our kinsfolk across the sea to eat. Never was the need of saving food supplies a greater necessity; never was the need of the most relentless campaign against these food destroyers. Eradicative measures should be prosecuted with the greatest vigor wherever these pests occur, whether on the farm or in the city.

*The methods of preparing these poisoned baits are those recommended by the Biological Survey of the United States Department of Agriculture.

U. S. RULING RE DRIED FRUIT EXPORTS

The War Trade Board, after consultation with the United States Food Administration and the Canada Food Board announces, in a new ruling, that applications for licenses to export dried peaches and prunes to Canada will now be considered when presented as follows:

Every application for an export license must have attached thereto an import permit, issued by the Canada Food Board, Ottawa, to the consignee, for the importation of the quantity mentioned in the application for an export license.

Exporters, therefore, should obtain such Canadian permits from their Canadian customers before making application to the United States War Trade Board for an export license.

War on Pilfering and Shoplifting

Association of Retailers, Wholesalers, Manufacturers and Forwarding Firms Formed in Montreal—Leading Criminal Lawyers Will Conduct Prosecutions—Rewards and Educational Campaign in Papers—Loss $2,000,000 a Year

SOMETHING distinctly new in the direction of co-operation of merchants in a community is being attempted in Montreal under the title of "Merchants' Association of Montreal: To Foster the Trade and Welfare of Montreal." Somewhat different from the ordinary local organization of "merchants," this body combines not only retailers in dry goods, hardware, groceries, etc., but has secured the active co-operation of the jobbers, manufacturers, forwarding companies, including the railways, express companies, and all others that are concerned with the protection from theft of goods, whether in transit, or after they have been taken into stock in the stores. In a word, the immediate cause of the formation of this association was the extensive losses each year in the city through pilfering of goods on consignment, and the heavy losses sustained by stores through shop-lifting. It is stated that these losses exceed $2,000,000 in a single year. A pretty fair basis for mutual action!

Will Broaden Out After Making Good

This purpose may seem a little narrow for expending the energy of such an organization upon, but this, it should be pointed out, is only the initial object. It is intended by those who conceived the idea that the association should "make good" in lessening pilfering and theft, and after concentrating on this for a time, should then extend its activities in other directions in which there is mutual interest as well. It may be that when these are decided on that the organization would be sub-divided in cases where all are not bound by equal interests, and work as sub-sections, but this would be a mere matter of detail. It is likely that the Montreal movement will grow to other centres in Canada and in the United States, for so far as is known there is no duplicate there as yet.

Carried Off Even the Horse

A very realistic incident caused the association to be formed. A produce merchant, E. E. Wallace, had had a number of packages stolen from his delivery wagon. The limit was reached when one day as the driver was upstairs in an apartment house, horse, wagon and all the contents disappeared. Mr. Wallace appeared before the police; he wanted a reward offered. They could not do this, but took the particulars of the runaway theft. Some time later the horse and wagon were recovered, but minus the contents. Dissatisfied with the casual protection of the law, Mr. Wallace conceived the idea of a co-operative group of all concerned, in which, in addition the assistance of the public might be solicited, and the association was formed.

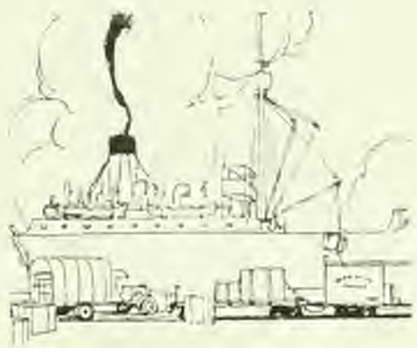
Its methods are direct. It has engaged one of the leading firms of criminal lawyers in the city, and every case of pilfering or shoplifting that can be prosecuted will be handed to this skilled group. As a rule even the name of the store where the shoplifter worked her game will not be given publicity; the prosecution will be conducted in the name of the association, and in this way the store will avoid the annoyance that is the inevitable accompaniment of most such cases. Indeed, it has been found that the expense of prosecution, as well as the bother, have deterred more firms from carrying out the meaning of the law than otherwise. The cost of experienced counsel is covered by the membership fee, although the fees for warrants and subpoenas and others incident to each case are a charge on the firm itself.

Reward of $50

In addition, an appeal will be made on behalf of the association, not the individual store to the public and to the employees of each store for assistance in checking this prevailing evil of shoplifting. There will be a reward of $50 offered for information that leads to conviction of a guilty party, and the announcement displayed on cards, neat plates in elevators, and other prominent points in the store. These will carry more significance, as there will be a campaign in the press to educate the public to the evils the association is seeking to wipe out, and it is believed that an intelligent co-operation of the public at large will be secured in this way. On the other hand, the publicity that will be given to the trials of those prosecuted by the association and the greater risk to those who are caught of being prosecuted by an outside body, the reward itself, and other influences that will work out from these, will, it is confidently believed, act as a powerful deterrent upon the would-be shoplifters or freight pilferers.

Record of Those Discharged

To some extent there will be a record kept of those who are discharged for shoplifting or theft in stores—that is, in cases where it is evident that this is being carried on systematically by an employee, who, as has been found, goes from one store to another, gets a position, steals, and is discharged, only to connect with another store, and repeat the offence.



"Prosecuting Attorney"

An effort will be made aiming at a widespread improvement in the manner of handling such conditions from the point of view of the department of justice, presided over by the Attorney-General in the case of a province. As is set forth in an official notice, there will be asked "the appointment of a prosecuting attorney by the Government, or such improvements in the present system as to ensure proper preparation and handling of evidence in a manner to secure convictions and to relieve the public of endless expense and trouble often misdirected."

After the "Receiver"

The receiver of stolen goods will also receive the attention of the association. This class of the community, the "fence" in criminal terminology, usually goes scot-free. Evidence directly implicating him is, of course, difficult to secure, but several proposals have been made to render the commercial existence of the "receiver" more hazardous than it has been in the past, including civil prosecutions and a closer scrutiny as to his means of livelihood than he has met with before. It is recognized that if this link in the chain were broken that thefts of goods in transit and in the stores would decline to a very large extent.

From $25 Upwards

The financial support of such an association is an important matter, and in the Montreal case a scale of charges, fees, has been arranged on the basis of number of employees. As is explained, "the employee basis for determining fees is adopted, not because he represents the hazard, but the number indicates the size of the firm, quantity of goods handled, and extent of contact with the public."

The scale of fees is as follows: Fifty employees or less, $25; 50 to 100, $40; 100 to 150, $50; 150 to 250, $60; over 250 and under 500, 25 cents for each; over 500, $125 for the first 500, and 15 cents for each additional.

The prosecuting attorneys are Berovitch, Lafontaine & Gordon, and the manager, John J. Fitzgerald, who was formerly secretary of the Board of Trade of Sherbrooke.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-president
H. V. TYRRELL - - - - - General Manager

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EDITORIAL BRIEFS

A MEN'S wear company of Stratford, Ont., was fined in the police court recently for a contravention of the Lotteries Act. It wasn't a very serious fine, but the moral is just the same. The lottery idea is pretty well a dead letter, and the merchant might about as well let it die.

* * *

IN THE cafeteria of the Food Administration Building at Washington, they recently made a record by using only one pound of sugar in 120 meals served. We have a suspicion that either the folks in Washington are very much on their good behavior, or there were a lot of disgruntled diners at that festive board.

* * *

DURING the past week the city of Montreal found itself entirely without sugar of any kind. Excited housewives buying for their immediate needs found it impossible to obtain supplies. The fruit men suffered from the inability to sell perishable fruits which are largely dependent for their demand upon the needs for domestic canning. And yet there are merchants who persist in believing that sugar is not scarce, and that they will be able to get all that they may require.

* * *

THE Canada Food Board has done something to popularize foods not formerly forming any large part of the menu, but we judge that the cake goes to the Federal Food Administrator of Arizona who is providing for the sale of ostriches for food. It is stated that these birds provide a remarkably fine food that will sell at around 15 cents a pound. With Thanksgiving approaching the moral would seem to be buy an ostrich and let the boys have all they want to eat.

* * *

FOR facing five baskets of pears for sale on the Hamilton market a grower of Stoney Creek, Ont., was fined five dollars a basket. Purchasers who have noted how readily the smaller fruit seems to find its way to the bottom of the basket will be quick to applaud this decision. A rigorous application of the law in such cases would go a long way toward raising the public confidence and would be to the benefit of everyone concerned, the grower most of all.

* * *

THE Canada Food Board is warning the people against any panicky feeling with regard to sugar. Might it not be of advantage after all to let the public get a little panicky? There is no use blinking the fact that sugar is scarce, very scarce. A little panic along those lines might have a tendeney to make the consumer conserve available supplies. There are enough regulations in force at present surely to prevent this panic resulting in any attempt at hoarding.

MR. HOOVER AND THE PACKERS

HERBERT HOOVER who has made a world-wide reputation for himself, first as administrator of the Belgium Relief Fund, and later as Food Controller of the United States, has made the definite statement that in the event of the Government taking over the control of the packing companies he would resign his post in protest. Mr. Hoover stated emphatically that it was his belief that any such action in these troubled times might end in disrupting the industry and result in disastrous consequences. Mr. Hoover sees clearly enough to realize that big business must of necessity be efficient, and that very efficiency is a safeguard for the consuming public.

SOMETHING MORE DRASTIC NEEDED

THE Toronto *Globe* in a recent editorial entitled "Food Troubles," lays stress on the fact of the unfairness resulting from the laxity in the administration of the Food Board's orders, and from the failure to make these regulations more definite.

This is unquestionably a fact; requests don't achieve very mueh. Some patriotic people do their best to live up to every request, other people who wave the flag just as boldly take advantage of the laxity of these conditions to get more than their due share. It is easily done and cannot be prevented by the grocer. If the situation in regard to sugar is serious enough to warrant a request that the monthly per capita consumption be 2 pounds, and we know it is, it is serious enough to warrant an order making that request an obligation, otherwise it simply means that the conscientious folks are going to do the saving for the others.

Current Events in Photograph

THE END OF A RAIDER

The popularity of the air raid on England has been rapidly waning among the German raiders. There is always the possibility, that is becoming more and more a probability, that the raid will end in England. Note the illustration of all that remains of a German dirigible. Small wonder that the raiding sport is now at a discount.



ADVERTISING DOES NOT INCREASE COST

(Continued from page 24)

If, then, this line of argument is logically correct, and it does not appear to admit of contradiction, it is evident that the man who advertises his goods is in reality spending less in proportion to secure sales than the man who does not advertise but who relies upon the commercial traveller to effect sales of his product, and the statement that the consumer has to bear the cost of the advertising, or rather has to pay a higher price than he would otherwise pay because of the advertising, will not hold water. On the contrary, the manufacturer who advertises is practising economy in his sales methods and therefore the chances are that he will be able to sell his article at a lower price than could the manufacturer of a similar article who does not advertise.

There is another condition also which is a powerful factor in enabling the advertiser to sell his goods at a lower price than can the non-advertiser, and that is the volume of sales.

In this connection two points will be admitted without dispute. First, that by advertising judiciously sales can be largely increased, and second, that increased output reduces the cost of manufacture. Taking these two statements together then it is clear that the advertising manufacturer's costs will be less than those of the non-advertiser and he can therefore afford to sell at a lower price and yet secure the same margin of profit.

Retailer's Good Will Also Essential

Let it not be supposed that anything here said is intended to imply that advertising alone is more powerful in securing sales than are the good offices of the retailer. The latter, as every manufacturer knows, or should know, exercises a powerful influence with his customers and his aid must be enlisted to make any advertising campaign a real success. But this very fact renders it all the more imperative for the manufacturer to neglect no possible means of making his product known to the retailer and thereby securing his good will. It would be practically an impossibility for him to do this every week or every month by means of personal calls through travellers. The cost would be prohibitive, but he can do it at comparatively little cost by means of advertisements in the trade papers.

Trade paper advertising only has been considered as that is the side of the question which affects the retail merchant, for whom this article is written. Similar arguments, however, can be applied to consumer advertising, that is advertising designed to make a product known to and to create a demand for it on the part of the public.

Let, then, every retail merchant who has ever used the argument in question or anyone who may ever feel tempted to use a similar course of reasoning—let him remember that advertising does not increase the cost of an article, that the consumer does not pay extra on account of the advertising, but that, on the contrary, advertising being the cheapest form of creating a demand and thus effecting sales, and the large advertiser being able to produce more cheaply owing to increased output, the probabilities are that value for value the advertised article will probably be cheaper than the one not advertised.

BOARD OF TRADE OF GREATER WINNIPEG ELECTS DIRECTORS

The following gentlemen have recently been elected to the board of directors of the Greater Winnipeg Board of Trade, names being given in alphabetical order: J. H. Ashdown, W. J. Bulman, W. H. Carter, A. L. Crossin, J. W. Dafoe, A. K. Godfrey, John Galt, A. B. Hudson, Grant Hall, George N. Jackson, Robert McKay, A. W. McLimont, Geo. W. Markle, Sir A. M. Nanton, Isaac Pitblado, R. J. Riley, H. M. Tucker and S. R. Tarr.

TORONTO MILK WILL COST MORE

Toronto Milk Producers Increase Price 30c a Gallon—Means an Extra Cent a Quart to the Consumer

As the result of the decision arrived at at the annual meeting of the Toronto Milk and Cream Producers' Association in the Foresters' Hall, Saturday afternoon, the price of milk is to be advanced to 8¾ cents per quart, or $2.80 per eight-gallon can, delivered to the dairies, to take effect from October 1 until January 1, when the matter will be reopened. The present price is $2.50 a can, so the increase represents another 30 cents per can to the dealer and practically one cent extra per quart to the consumer. A great many wanted the price to be advanced to $3 a can, but as it was agreed that there was no shortage in the supply but on the contrary the supply exceeded the demand, the association felt that it should go to the limit demanded by the increased cost of production. In the past it has been the custom to fix the price for six months ahead, but objection was raised to this, and in consequence

EGG-O BAKING POWDER COMPANY GIVES LUNCHEON

OTTAWA, Sept. 10.—The Egg-O Baking Powder Co. of Hamilton, Ont., was the host at a very enjoyable luncheon held here on the 2nd at the Chateau Laurier, the guests being the local wholesalers and jobbers. E. G. Willard, president of the company, was present and gave an interesting and educative talk on co-operation and the importance of the personal touch in selling.

Mr. H. W. Chamberlain, president of the F. J. Castle Company, occupied the chair, among the others present being M. R. Freedman, A. McIntosh, district manager; Lee Tennahill, company's chemist; James Kyd, A. A. Alexander, A. Singer, T. E. Burrard, Joseph J. Adthud, W. H. Smith, E. L. Goodall, A. Perras, manager S. J. Major, Limited; E. J. Benoit, R. M. Cochrane, W. J. Jarvis, J. T. Leblanc, J. F. Farry, J. R. Keith, J. W. M. Wilson, A. Beauparlant, J. A. Vachon, J. D. MacLachlan, G. J. Latremouille, A. H. Mallet, C. A. M. Quevillon, S. Goldberg, Louis Charette.

Mr. Willard said that to-day the manufacturers had to get in touch with the men handling their goods more than ever before. The war had changed things and manufacturers were realizing that they must have the personal touch with the men who distributed their wares. His company, he said, was well off for a supply of raw material. It had always been his policy to book up with one concern that could be relied upon. At first, he stated, there were only 38 jobbers handling Egg-O, while to-day the number was 162. Mr. Willard announced that the company was now ready to introduce its product into the province of Quebec.

In connection with the conservation of tin plate, he said an agitation had already begun for the elimination of the small tins. He spoke of the co-operation that should exist between the manufacturer and the jobber and declared that every bit of stock of his company was owned in Canada. He asked them to see that Canada's money was spent at home.

H. W. Chamberlain thanked Mr Willard for his kindness in tendering the luncheon, and before the gathering broke up there was a brief discussion on the marketing of the Egg-O product.

IT PAYS TO ADVERTISE

An outlay of $50,000 a few years ago expanded Honolulu's pineapple canning industry from a business of less than $6,000 yearly to an ever increasing sum, which this season will return over $8,000,000, according to Rayman Sharp, Special Deputy Collector of Customs of Hawaii, who was in San Francisco recently. Pineapple exports are now second in Hawaii's industries. The United States Government has contracted for one-half of the output and more than 48,000,000 tons will comprise the year's production. All this resulted, said Mr. Sharp, from one year's advertising.

ONTARIO FALL FAIRS

The following list of Fall Fairs has been issued by the agricultural societies branch of the Ontario Department of Agriculture, Toronto:

Aberfoyle	Oct. 1
Abingdon	Oct. 11-12
Acton	Sept. 24-25
Agincourt (Scarboro)	Sept. 24-25
Ailsa Craig	Sept. 19-20
Alexandria	Sept. 10-11
Alfred	Sept. 24
Alliston	Oct. 3-4
Alvinston	Oct. 8-9
Amsterburg	Sept. 30-Oct. 1
Ancaster	Sept. 24-25
Arnprior	Sept. 17-19
Arthur	Sept. 24-25
Ashworth	Sept. 27
Atwood	Sept. 17-18
Avonmore	Sept. 17-18
Aylmer	Sept. 26-27
Ayton	Sept. 18-19
Bancroft	Sept. 26-27
Barrie	Sept. 16-18
Bayfield	Oct. 1-2
Baysville	Oct. 3
Beachburg	Sept. 23-25
Beamsville	Sept. 20-21
Beeton	Oct. 8-9
Belleville	Sept. 2-3
Berwick	Sept. 16-17
Binbrook	Oct. 7-8
Blackstock	Sept. 24-25
Blenheim	Oct. 3-4
Blyth	Sept. 23-24
Bobcaygeon	Sept. 25-26
Bolton	Sept. 30-Oct. 1
Bothwell's Corners	Sept. 19-20
Bowmanville	Sept. 17-18
Bradford	Oct. 10-11
Bracebridge	Sept. 26-27
Brampton	Sept. 20-21
Brigden	Oct. 1
Brighton	Sept. 12-13
Brinsley	Oct. 8
Bruce Mines	Sept. 25
Brussels	Sept. 17-18
Burk's Falls	Sept. 26-27
Burford	Oct. 1-2
Burlington	Thanksgiving Day
Caledon	Sept. 27-28
Caledonia	Oct. 10-11
Campbellford	Sept. 24-25
Carp	Oct. 24-25
Castleton	Oct. 1-2
Cayuga	Sept. 24-25
Centerville	Sept. 14
Charlton	Sept. 17-18
Chatham	Sept. 17-19
Chatsworth	Sept. 12-13
Chesley	Sept. 17-18
Clarence Creek	Sept. 19
Clarksburg	Sept. 17-18
Cobden	Sept. 26-27
Cobourg	Oct. 1-2
Cochrane	Sept. 26-27
Colborne	Sept. 16-17
Coldwater	Sept. 24-25
Collingwood	Sept. 18-19
Comber	Sept. 27-28
Cookstown	Oct. 1-2
Cooksville	Oct. 2
Cornwall	Sept. 5-7
Courtland	Oct. 3
Delaware	Oct. 9
Delta	Sept. 16-18
Demorestville	Sept. 28
Desboro	Sept. 19-20
Dorchester Station	Oct. 2
Drayton	Oct. 1-2
Dresden	Sept. 26-27
Drumbo	Sept. 24-25
Dryden	Sept. 26
Dunchurch	Oct. 4
Dundalk	Oct. 2-3
Dungannon	Oct. 3-4
Dunnville	Sept. 19-20
Durham	Sept. 24-25
Elmira	Sept. 20-21
Elmvale	Sept. 24-25
Embro	Oct. 3
Emo	Sept. 19-20
Emsdale	Sept. 24-25
Englehart	Sept. 19-20
Erin	Oct. 9-10
Essex	Sept. 17-19
Fairground	Oct. 1
Fenelon Falls	Sept. 13-14
Fenwick	Sept. 24-25
Fergus	Sept. 26-27
Feversham	Oct. 1-2
Flesherton	Sept. 26-27
Florence	Oct. 3-4
Fordwich	Oct. 5
Forest	Sept. 26-27
Fort Erie	Sept. 25-26
Fort William	Sept. 17-19
Frankford	Sept. 19-20
Frankville	Sept. 19-20
Freelton	Thanksgiving Day
Galetta	Sept. 25-26
Georgetown	Oct. 2-3
Glencoe	Sept. 24-25
Goderich	Sept. 25-27
Gooderham	Oct. 3
Gordon Lake	Sept. 27
Gore Bay	Oct. 2-3
Grand Valley	Sept. 19-20
Gravenhurst	Sept. 19-20
Haliburton	Sept. 26
Hanover	Sept. 26-27
Harriston	Sept. 26-27
Harrow	Oct. 8-9
Harrowsmith	Sept. 19-20
Hepworth	Sept. 17-18
Highgate	Oct. 11-12
Holstein	Sept. 24-25
Huntsville	Sept. 24-25
Hymers	Sept. 24
Ilderton	Sept. 27
Ingersoll	Sept. 30-Oct. 1
Inverary	Sept. 11
Ivon Bridge	Oct. 5
Jarvis	Oct. 3
Kagawong	Oct. 4
Keene	Oct. 2
Kemble	Sept. 26-27
Kemptville	Sept. 5-6
Kenora	Sept. 5-6
Kilsyth	Oct. 3-4
Kingston	Sept. 24-27
Kinmouth	Sept. 12-13
Kirkton	Oct. 3-4
Lakefield	Sept. 17-18
Lakeside	Sept. 26
Lambeth	Sept. 25
Lanark	Sept. 10-11
Langton	Oct. 12
Lansdowne	Sept. 15-16
Leamington	Oct. 2-4
Lindsay	Sept. 19-21
Lion's Head	Oct. 3-4
Listowel	Sept. 19-20
Lombardy	Sept. 7
London (Western Fair)	Sept. 6-14
Mayberly	Sept. 25
Madoc	Oct. 1-2
Magnetawan	Sept. 24-25
Manitowaning	Sept. 26-27
Markdale	Oct. 8-9
Markham	Oct. 3-5
Marmora	Oct. 1
Marshville	Sept. 8-9
Massey	Oct. 2-3
Matheson	Sept. 24-25
Mattawa	Sept. 25-26
Maxville	Sept. 26-27
McDonald's Corners	Sept. 27
Meaford	Sept. 26-27
Melbourne	Oct. 11
Merlin	Sept. 19-20
Merrickville	Sept. 17-18
Metcalfe	Sept. 17-18
Middleville	Oct. 4
Mildmay	Sept. 16-17
Millbrook	Oct. 3-4
Milton	Oct. 8-9
Milverton	Sept. 26-27
Minden	Sept. 24
Mount Brydges	Oct. 4

AN INTERESTING EXPERIMENT

An interesting experiment is being tried by a Vancouver fruit firm. They are cold storaging three thousand crates of raspberries for a firm in Baltimore, Md. It will be interesting to note the success of this experiment.

The purchasing firm is the Southern Packing Company and delivery will be made when the cold weather comes on, probably in December.

Freezing raspberries is an innovation here, but the scheme has been carefully considered. The firm supplying the berries received an order for 1,000 crates, and after investigation discovered that they could supply an additional 2.000 crates. An exchange of wires was all that was necessary to close the deal. Other lines of berries will also be frozen for southeastern shipment, it is understood.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

Alivor Lemieux, grocer, Quebec City, has sold his assets.

Geo. Polcalk, Quebec, has sold his assets.

J. A. J. Tremblay, Quebec, has sold his assets.

J. E. Dugas and N. J. Roy, St. Anne des Monts, have sold their assets.

Jos. Laporte of Laporte, Martin, Ltd., wholesale grocers, Montreal, is indisposed this week.

J. A. Marshall, manager of the Western Canada Flour Mills Co., Ltd., Montreal, is in Ottawa this week.

Fred W. Macdonald, formerly representative for the Province of Quebec for White Swan Mills, Ltd., has been transferred to Peterboro, which place will be his future headquarters.

T. J. Kavanagh of the Kavanagh Provision Co., Montreal, spent several days in New York and returned with information regarding changes his firm contemplates making in connection with their retail store here on Bleury s-

A. G. Urquhart, manager of the Montreal office of the Vancouver Milling and Grain Co., Ltd., was in Ottawa this week.

Ontario

J. Fulton, Hamilton, Ont., is retiring from business.

William Dixon, Toronto, has sold to M. P. O'Connor.

F. B. Utting, grocer, Toronto, has sold to G. R. Stacey.

A. W. Balbeck, produce dealer of Hamilton, has sold out.

The assets of the estate of A. A. Brunet, general store, Fauquier, Ont., have been advertised for sale.

Fire completely destroyed the plant of the St. Thomas Pure Milk Co., St. Thomas, Ont. The loss will be about $30,000. It is thought that a sterilizing boiler exploded and caused the fire.

J. Kaplan and I. Freeman have purchased the entire stock of the general store formerly operated by O. R. Keeler, Drayton. The store will in future be conducted under the firm name of Kaplan and Freeman.

Western

H. A. Webb, Winnipeg, has sold to A. Westman.

J. G. Smith, butcher, Elrose, Sask., has discontinued business.

E. Harvey, Racetown, Sask., has been succeeded by Schltwgs Ltd.

H. Hoy, general store, Yellow Grass, Sask., has sold to E. Harvey.

M. A. Faurer, Reston, Man., has purchased the stock of J. H. Delong.

Norman Bucker, general store, Benito, Man., has sold to Harris and Simonvitch.



Corporal D. Fish was admitted to the Casualty Clearing Station Hospital about the end of July, suffering from wounds in side, arm and leg. Corporal Fish was in the employ of Hollonquist Bros.' grocery when in Weyburn, Sask., and went overseas with the 152nd.

Pte. William S. Weatherson, Toronto, Ont., died from wounds received August 26, and from the effects of shell gas. He voluntarily enlisted and went overseas last March. In England he was promoted to the rank of a sergeant. Before enlisting Pte. Weatherson, who was 42 years of age, was manager of the Canadian Flour Mills Company.

S. Szestopalko & Co., grocers and butchers, Winnipeg, have discontinued business.

B. Baert, Vimy, Alta., has sold out.

The Palace Grocery Store, conducted for the past year at the corner of Central and Chaplin streets, Swift Current, Sask., by Law & MacKay, recently was amalgamated with the parent store of the firm at 72 Central Ave. John MacKay, of the staff at the Palace, will remove shortly to Victoria with his family, where he will travel for the Blue Ribbon tea.

POPULAR PRODUCE BUYER DIES

Sidney C. Cocken, a prominent young Toronto man, passed away in Calgary in his 25th year after a brief illness. He was well known in sporting circles in Toronto, having played baseball with several teams here. He was a member of the Eaton baseball team, also of the Beaches team in the Semi-Pro. League during the last few years. He was the youngest son of Mrs. E. M. Cocken, and was employed as buyer for the Wm. Davies Company. The stock yards both in Calgary and Toronto closed during the time of the funeral.

LONDON, ONT., OUT OF CANDY

The sugar situation was responsible recently for a pronounced stringency in the candy trade in London. Many of the largest local stores had to admit that they were out of supplies and could not immediately replace them. The situation was only local and of short duration, but it illustrates the effect of the sugar shortage on a trade that is dependent upon the product.

TRAGIC FIRE IN WESTERN TOWN

In a disastrous fire that visited Mikado, Sask., recently, the store and dwelling of J. J. Meloff, general merchant, were completely destroyed, with a financial loss of $35,000, while the infant daughter of Mr. Meloff, and two clerks and a neighbor, who made an effort to rescue the baby, died in the flames. The cause of the fire is unknown.

QUEBEC MERCHANTS VISIT TORONTO

G. Dubuc, manager of the grocery department of The Paquet Company, Limited, and Alp. Chasse of J. B. Renaud & Co., wholesale grocers, Quebec city, were visitors at the Toronto office of CANADIAN GROCER during the past week. These two gentlemen visited Toronto as the representatives of their firm, to visit the Canadian National Exhibition and the larger stores of the city, in search of new ideas. They expressed themselves as greatly pleased with their visit; they also thought that great benefits would be derived if others of the merchants of that province would take advantage of this opportunity to observe business conditions farther west while the resulting closer intercourse would unquestionably result in a better understanding between the merchants of the two provinces.

WEYBURN, SASK., GROCER SUFFERS LOSS BY FIRE

A building known as the Lowes Block, Weyburn, Sask., was recently completely gutted by fire. The building, which is of cement block construction, is owned by Lowes Bros., and the rear of the building is used by S. Lowe, one of the brothers, as a bakery. The front of the building was occupied by Mundy's grocery.

Prompt work of the fire department, assisted by the citizens, made it possible to salve a considerable part of the regular stock and equipment.

In the reserve stocks in the basement, however, Mr. Mundy suffered heavily, as he had about $3,000 worth of stock stored there, and while it was not damaged by fire it suffered seriously from its drenching by water. Both Lowe Brothers and Mr. Murray had their building and stock partially covered by insurance and are now awaiting the adjustment by the underwriters.

Both the bakery and grocery were again doing business a day or so after the fire.

HOW MUCH IS TWO POUNDS OF SUGAR?

The suggested standard of a monthly per capita consumption of two pounds of sugar is something that few people can picture to themselves. This is the way it works out, and this will possibly make it plain:

Monthly rations = 2 pounds.
30-31 days = 2 pounds.

Approximate Daily Ration*

1 day, 1 ounce; or
1 day, 2½ level tablespoons; or
1 day, 1 round tablespoon; or
1 day, 6* level teaspoons; 3 level teaspoons for beverages, 3 level teaspoons in cooked food; or
1 day, 6 half lumps (1 by 9-16 by ⅜ inches), one-half lump three times a day in beverages; one-half lump equivalent to the sweet in food at each meal.

Teaspoons Per Pound

96 level teaspoons** ..... =1 pound.
48 rounded teaspoons ..... =1 pound.
32 heaping teaspoons ..... =1 pound.

*Using average household teaspoon.
**Average household teaspoon.

NAME APPEARED 481 TIMES

Gunns Limited put on a novel guessing contest in connection with their display in the Dairy Building at the C. N. E. Visitors were asked to guess the number of times the name "Gunns" appeared in the display. The judges have found the correct count to be 481.

New Goods Department

RAT EMBALMER

"Egyptian Rat Embalmer" is a new line being placed on the Canadian market by Albert Hugli, Toronto. The manufacturer claims this is an odorless killer on account of the fact that after eating it the rat dries up like an Egyptian mummy without the usual odor.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

COLLECTING AND SELLING

Is it legal to sell butter and eggs to retail grocers in town or out of town, each grocer having a retailer's license, and to buy these from the farmer on cash or trade conditions?—W. T. Blackburn, Stayner, Ont.

Answer.—In the case of a general storekeeper who is under license this is perfectly permissible, as his license covers such trading as this. In the case, however, where a party is engaged in collecting from the farmer and selling to the retailer as a business distinct from any other business, he will be required to have a produce collector's license. The fee for this license is $2.00 for the first $20,000 business and an additional $2.00 for every additional $20,000.

* * *

PRODUCER MAY SELL TRUCK

Does a producer require a license to dispose of his products, garden truck and fruit?—W. H. Stodgill, Sutton West.

Answer.—No, the producer does not require a license to sell anything that he may produce.

* * *

FEED HAY IN BALES

I read with interest each week your enquiry department. You know nearly everything, so please let me know where I can buy good feed hay in bales by the car load.—A. Kirkpatrick, Lefroy, Ont.

Answer.—L. S. Muir, 1212 Dundas Street West, Toronto; G. T. Harrington, Board of Trade Building, Toronto; John Moffat, Dominion Bank Building, Toronto.

* * *

MONTREAL FIRMS HANDLING HAY

Kindly give me the names of Montreal firms handling hay.—A. N. Mack, Mill Village, N.S.

Answer.—Quintal and Lynch, 59 St. Peter Street; James Scott & Co., 651 St. James St.; W. Lamarre & Co., 630 Atwater; W. L. Hogg, 1573 Notre Dame East, all of Montreal.

* * *

BUYERS OF POSTAGE STAMPS

Would you please give me the name of some firm from whom I could get a carload of hay. Also are cancelled postage stamps of any use; if so would you please give me the name of firms to whom they may be sold.—Denis Nyatte. Grand Desert, N.S.

Answer.—For answer to enquiry re hay, see answers above.

2. Some cancelled postage stamps are of value. It depends on the stamp. Consult the Century Stamp Co., Beaverhall Hill, Montreal, or the Marks Stamp Company, 462 Spadina Ave., Toronto.

* * *

POTATO PROSPECTS

I wish you would advise me on the outlook of the potato market. You hit the market alright other years in your forecasts, so hope you will take the time to give me a brief outline of the situation.—Leo J. Lane, Bayfield, N.B.

Answer.—It is a little early yet to be able to get any reliable information regarding the crop. This matter will be dealt with in our columns within the next two or three weeks.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following: .....

.....

.....

Name .....

Address .....



The Government Building and Western Entrance to the Exhibition.

CANADIAN NATIONAL EXHIBITION AN INDICATION OF PROSPERITY



LOOKED at from every standpoint the Canadian National Exhibition this year was one of the very finest of the long line of successful fairs held in Toronto. In spite of four wet days, three of them most unpleasant and disagreeable, the attendance climbed up to 946,400, the second largest turnout in the history of the fair. Had the weather man been kind there is no question that this year's crowds would have smashed all past records. As far as the Exhibition itself was concerned it was a record-breaker. There never were more numerous exhibits. They were truly national in that they represented the best products of the best firms from coast to coast. Thousands of Canada's best manufacturers this year surpassed all their previous efforts and made exhibits at the big exhibition that were studied with the keenest interest and real profit by the visitors. One feature of the huge fair that was particularly gratifying to the management was the very large number of new exhibitors. While some of the older firms which have been showing for years felt that owing to war conditions they were not justified in making their usual displays, there was no vacant space. On the contrary, every inch of available exhibiting space was taken and so great was the demand in some lines that the directors may have to provide additional accommodation.

Splendid Results

The results of the Exhibition were most gratifying not only to the exhibitors but also to the thousands of visitors. There is no place where the manufacturers can come into such close personal touch with the masses of the people as at a fair. There is no place where the public can see all that is latest and best, improvements that have been made, new lines that are being manufactured and new ways of doing things as at a fair. This is of mutual advantage and profit to both the manufacturers and the public and at Canada's greatest fair this highly desirable condition reaches its maximum. Visitors to the fair saw demonstrations of new equipment, investigated all kinds of new goods and got into personal touch with the firms making them and will undoubtedly buy millions of dollars' worth of goods as a result. They will tell their friends and they will want them, too, and this means further opportunities for business. The manufacturers who spent no little time and money this year in presenting attractive displays of their products were amply repaid by the splendid results they obtained and freely admitted it. They found a full measure of encouragement for the efforts they had put forth and one of the most important results is the foundation laid for future business. The effects to be gained by showing

(Continued on page 56)



The life-like cow and sheep in this H.A. Exhibit was a feature of the Dairy Building displays.



Fac-simile of the new H.A. Oleomargarine plant. It was made entirely of H.A. Brand Oleomargarine.



The inviting display of Domestic Shortening in the Manufacturers' Building.

THE H. A. BRAND EXHIBITS

THE exhibit of the Harris Abattoir Company, Limited, in the Dairy and Inspected Meats Building, was one of the most attractive and interesting displays ever made at the Canadian National Exhibition.

We realize that many of our readers throughout the country were unable to visit Toronto, and for this reason we publish in this issue a few photographs of this exhibit. These cannot of course do justice to the display, but they will give some idea of the effort made to interest the consuming public in "H.A." brand and "York" brand products.

The display in the corner window consisted of a background of the choicest steer beef, and in front of this was a steer and two lambs dressed in a very life-like manner; arranged in a semi-circle in front of this was a very appropriate display of war food products, viz., beef tongues, beef livers, beef hearts, beef brains, beef tripe, calves' heads, calves' feet, calves' breads, etc. A card explained to the public how the eating of one pound of such products releases 1½ pounds of beef for the boys overseas.

These products were very well demonstrated in the Patriotic Food Building by one of New York's most famous chefs, Leon Derouet, who made numerous tasty dishes, and who explained fully his methods of cooking. Every meat product used in this demonstration was produced under Government inspection in the plant of the Harris Abattoir Company.

In the main exhibit "H.A." brand oleomargarine held the centre place in the front windows, the display consisting of a model of the plant of the Harris Abattoir Company, Limited, West Toronto. This was carved in "H.A." brand oleomargarine in exact proportion to the actual plant as it will appear when present building operations are completed. The plant is actually 500,000 times the size of the model, which occupied the whole of one window.

To add to the attraction of this model a guessing contest was carried on by which everyone guessing within 15 pounds of the weight of oleomargarine used in the model received a prize. The prizes were:

Guess exact weight 10 pounds "Domestic Shortening"; guess exact weight 10 pounds "H.A." brand oleomargarine; guess within 5 pounds 5 pounds "H.A." brand oleomargarine; guess within 6 to 10 pounds 3 pounds "H.A." brand oleomargarine; guess within 11 to 15 pounds 2 pounds "H.A." brand oleomargarine.

Many thousands of guesses were handed in and at the time of going to press the winners had not been determined. The actual amount of the "H.A." brand oleomargarine used was 329 pounds, as weighed on Monday after the close of the Exhibition.

In the window to the left of the oleomargarine was a display of "H.A." smoked meats, sausage and cooked meats while on the other side was a similar display of "York" brand products. These display brought out very clearly the superiority in trim and appearance of the Harris Abattoir Company products. You could hardly wait for an opportunity to try some "H.A." or "York" brand bacon, ham, or sausages. They were certainly attractive.

The window to the extreme right displayed very attractively "H.A." brand poultry, butter, eggs and other produce. The "H.A." brand eggs in cartons brought out very clearly the advantage of selection in eggs—every egg in a carton was selected as to quality and size. They are all guaranteed when sold.

In the Manufacturers' Building was a very attractive booth for demonstrating the virtues of "Domestic Shortening" (see illustration). Every householder had an opportunity of here placing an order for "Domestic Shortening" to be delivered through her dealer. Naturally very many such orders were received.

In the Patriotic Food Building this company had two booths used for demonstrating in a practical way "H.A." brand oleomargarine and "Domestic Shortening"; as in the Manufacturers' Building orders were taken here from householders to be delivered through dealers specified.

In the Process Building in conjunction with the W. A. Freeman Company refrigerator exhibit, the Harris Abattoir Company again brought to the public's attention their line of cooked meats, sausages and "H.A." brand war foods—beef tongues, hearts, livers, tripe, etc.

Altogether we would say that the Harris Abattoir Company could not have done much more to bring to the attention of the householders of Canada the superb quality of their "H.A." brand and "York" brand food products.



The Attractive Display of Gunns Limited in the Dairy Building.

GUNN'S QUALITY PRODUCTS A CENTRE OF INTEREST

THE quality of the products manufactured by Gunns Limited, Toronto, is universally recognized. It has been established to the satisfaction of a multitude of merchants, who have found it a means of building a lasting business in provision lines with their customers.

Gunns Limited display at the Canadian National Exhibition provided a fine showing of the lines on which the firm enjoys such a justly high reputation. The outer setting of the display, boxed flowers, ferns, and trailing vines, with clumps of ferns deftly arranged on pillars and posts, added much to its attractiveness.

In the corner of the display case was a monster fur feathered turkey, startling in its lifelikeness. In front were two rustic baskets tied with bows of brightest crimson, and filled with the largest, finest eggs that one could wish to see. To one side of this group was displayed a large exhibit of butter and cheese, with some fancy dressed fowl forming the foreground.

In another section were to be found samples of the cooked meats prepared by the firm, ox tongue, ham and tongue, pressed pork, jellied hock, all beautifully moulded, and the famous boiled ham manufactured by the company.

Further on there were small table displays of back and breakfast bacon, Maple Leaf Brand lard, and Easifirst shortening, while the whole display was backed by a showing of first prize beef to delight the butcher's heart.

There was the usual contest in connection with this display, a contest that was entered into heartily by the multitude of people who visited the Dairy Building. Each person who discovered the number of times the word "Gunns" could be seen on the different products in the display was to receive a substantial prize from the company's products.

In the Manufacturers' Building there was another attractive display arranged by the firm for the demonstration of their well-known shortening, "Easifirst" Here demonstrators were constantly at work, not only explaining the merits of this economical, healthful shortening, but actually cooking with it under conditions that more or less paralleled the conditions to be found in any kitchen. The interested crowd that constantly thronged about this booth was the best possible evidence of the very real interest that was aroused regarding this product.



The attractive setting for Gunns Easifirst Shortening in the Manufacturers' Building.

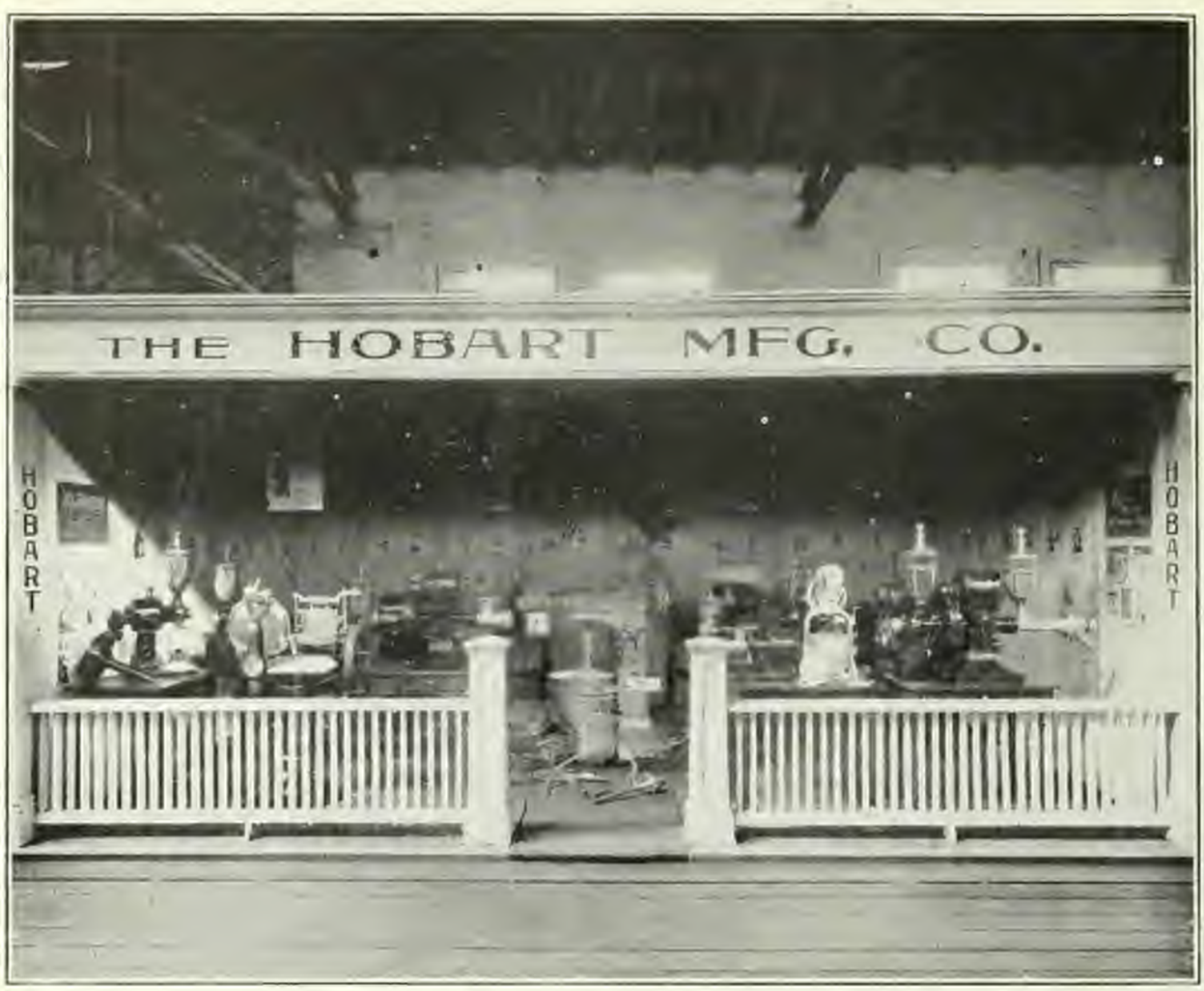
GUNN'S EASIFIRST

Makes Many New Friends

NOT only was Gunns, Limited, booth in the Dairy Building a general centre of interest to those visiting the Exhibition, but most of those who saw this display found time to visit the second display in the Manufacturers' Building, where the shortening manufactured by the firm and marketed under the name "Easifirst" was demonstrated.

The booth was one of the most attractive in the building, bright colored flags and buntings, brilliantly lighted, were softened by the presence of banks of ferns. In these attractive surroundings demonstrators were constantly engaged in pointing out the merits of Easifirst in the various activities of the kitchen. The booth itself was arranged in the form of a modern kitchen, and cakes and other dainties were actually cooked in the booth, giving evidence of what this economical, healthful shortening could do, while the appetizing looking cakes that were displayed would have satisfied anyone of the merits of Easifirst.

The practical nature of this exhibit was a point that appealed to almost every housewife, and a very real interest was evidenced in the display. Many, it is true, stopped because the exhibit was of an old and well tried friend, but there were others who were strangers to the product, who came and saw, and became enthused with its merits, and expressed themselves as determined to use it in the future.



The Hobart Manufacturing Co. display of the mechanical aids to the grocer, butcher, confectioner and others.

THE HOBART MANUFACTURING CO. EXHIBIT

THE display of the Hobart Manufacturing Company at the Canadian National Exhibition probably contains the most variegated lines of mechanical assistance for the grocers, confectioners and butchers of any booth on the grounds.

There are machines for every imaginable use all electrically operated and requiring only the screwing in of a switch plug to do away with the old toilsome hand grinding.

The centre of the display this year is occupied by the new cake mixer. It is in use by many of the most prominent confectioners, while government activities and public institutions generally have found it a wonderful time saver. It will not only stir cake, but will whip cream, beat eggs, mash potatoes, and do a dozen or more other things too numerous to mention. On one side of this large machine is another somewhat similar though of a much smaller size; this is known as a "kitchen aid," and its name accurately presents its purposes. It will do almost anything in the kitchen that requires beating or kneading or stirring.

To the front again on the right is a combined Hobart coffee grinder and peanut butter maker, one of the machines that have jumped into instant favor with the grocery trade. There is a smaller sized machine for grinding and refining coffee, and a bewildering array of coffee grinders of every size.

Another new machine that has leaped into favor of late owing to the new programme of conservation is a wheat grinder for grinding whole wheat, rye, corn, rice and similar grains. This little machine has helped many grocers to build up a substantial and profitable business in substitute flours, a business that will stand them in good stead for all time.

Then there is the equipment especially designed for the butcher trade. First of all the meat chopper, that eliminates the wastage in the store and makes easy a one time toilsome task. A bone grinder is another novel machine that also helps to make the wastage of the butcher shop provide a profit. Then there is additional equipment that can be attached to any of the larger machines, tool sharpeners, vegetable slicers, bread crumbers, these latter two being especial value in hotels and large public institutions, and last, but certainly not least, the Van Berkel meat slicer, distributed in Canada by the Hobart Mfg. Co., of Toronto, which has won a deserving reputation as the premier meat slicer of them all.



The ever popular booth of the Red Rose Tea Co.

"RED ROSE" SERVICE AGAIN A FEATURE AT EXHIBITION

IT is not always possible for pictures to convey the meaning that lies behind them. For that reason the picture of the booth of the Red Rose Tea Co. shown above falls far short of the mark in illustrating the feeling prevailing behind the scenes. The photograph is just a good illustration—back of it is a service which was in daily evidence and which was appreciated by the thousands of people who came to enjoy a cup of Red Rose tea.

The Red Rose standard of service has been reached after years of careful attendance on the wishes of the people and there was no departure from their usual method of conducting their booth—the service was of the best. Unquestionably the service was a big factor in the success of this exhibit—what did it constitute?

The tea was always freshly made—it was served in real dainty china cups—it was served by bright, cheerful young ladies, whose one desire was to see that everyone was served as quickly as possible.

It must be remembered that there was a constant rush at all times of the day and night, that the necessarily limited capacity of the booth was taxed to take care of the crowds, yet each cup was immaculately clean and the quality of the tea never varied. It was prepared properly and carried that touch of distinction which is winning for Red Rose tea an ever-increasing following.

Many retailers visited the booth and took advantage of the opportunity provided for them to rest in the special room provided for their convenience. It is undoubtedly true that they were all favorably impressed with what the company were doing to bring the name Red Rose before the actual consumer. It spelled opportunity for many retailers to develop big tea sales in their own community and the answer will be shown in their efforts to be distinguished as Red Rose tea headquarters.

There must be one factor which impressed the retailer as it did the crowds being served with tea, and that was the unquestioned honesty of the goods. Herein the merchant has an opportunity to develop trade of the kind which brings the customer back, and that is the only kind which counts. There are thousands who, during the Canadian National Exhibition, paid visits to this booth—some more than once—who are now more than ever impressed with the Red Rose quality. The service was a strong link in the chain to bind their loyalty to Red Rose.

The Red Rose tea booth demonstrated the quality of the goods and gave an expression of the service which this company considers paramount in its dealings with either merchant or consumer. Fairness and good goods were dealt out at this booth and explained to the persistent crowd in attendance there.



WHIPPED CREAM AT A MOMENT'S NOTICE

ALMOST every housewife has been through the trying experience of spending a solid half hour trying to whip cream that would not whip, and many housewives have given up using the delicious desserts that are prepared with whipped cream because of the toilsome process of whipping. With the newly-improved product "Sure Whip" manufactured by Bowron Bros., Limited, Hamilton, Ont., all the old toilsomeness is removed and delicious desserts can be made at a moment's notice. A half teaspoonful of "Sure Whip" added to a half pint of cream, and the task is done in a jiffy. There is no taste to announce the fact that it has been used; there is no injurious content, as the product merely assists a natural chemical process in neutralizing the acids in the cream and turning the butter fat into whipped cream. As a result the cream whips quicker and stays sweet longer than under the old arduous method. Moreover, there is no need to go to the expense and trouble of ordering whipping cream as the ordinary cream with its 20 per cent. of butter fat whips readily with assistance of "Sure Whip." Even the cream at the top of the milk bottle may be readily whipped as it contains 18 per cent. butter fat, and "Sure Whip" will work with as low a percentage of butter fat as 16 per cent., providing the cream is thoroughly chilled and is 24 hours old.

The product is a help to housewives, opening a long vista of attractive desserts and relishes that have hitherto been neglected because of their uncertainty. Write for booklets.

A WONDERFUL LITTLE TABLET TO LIGHTEN WORK

WASHING is the housekeeper's bugbear and anything that tends to make it easier is assured of a ready interest. Probably this is the reason why the Toro Tablet booth under the grandstand at the Canadian National Exhibition was such a centre of attraction for the women.

This product, manufactured by Bowron Bros., Limited, Hamilton, Ont., it is agreed by everyone who has used it, is a genuine boon to the tired housewife. The product has numerous points of advantage over many similar products on the market. To begin with it is harmless to the most delicate fabrics, and the finest, filmiest dress goods can be washed in it without fear. Moreover, the old toilsome task of rubbing the dirt out is entirely done away with. For fine fabrics the tablet is used alone.

For general washing Toro is dissolved in hot water, making a soft soap which keeps indefinitely without souring, and is ready for use at all times. It is placed in the boiler and the water brought to a boil. The cloth or woolen to be cleaned is left in the hot suds for a certain time, and is then merely rinsed in clear water and the task is completed. There is no blinding steam, no disagreeable odor, no toilsome task of soaking clothes overnight. Everything is simply and easily done. Even flannels and woolens, the bane of washday, are cleaned without shrinking and without labor. Is it any wonder that the manufacturers boast that the Toro Tablet is a boon to women?





Some Novel Lines Were Displayed in the Attractive Booth of Wagstaffe Limited in the Manufacturers' Building.

SOME NOVEL LINES OF WAGSTAFFE PRODUCTS

So much of the public attention is directed toward the boys overseas that the exhibit of any line of goods that tended to add to their comfort and convenience found a ready audience. Possibly it was this that kept the Wagstaffe, Limited. booth so constantly before the public, for this enterprising Hamilton firm has adapted several of their foremost products for the use of the boys in the trenches. There is first of all the Christmas pudding, put up in one and two pound tins, that can be opened readily with an attached key. Of course, they can be used by anyone, anywhere, but they were especially designed to meet the needs of people who are anxious to send a Christmas reminder to the boy in France. Then there are individual glass jars of jams and preserves and marmalade, small enough to find a place in the trench box, and large enough to be a delightful change from regular army fare.

But, while special attention was devoted to these lines the needs of the folks at home were not overlooked. There was a special display of bramble jelly and green fig and pineapple marmalade, some of the newer lines created by the firm.

But one of the most important items of the exhibit was the display of bulk and cut peels. In these days when English fruit peels are off the market, and American peels are practically unobtainable, it is well to have a Canadian source of supply, and these lines manufactured by this firm have to take second place to nothing for quality and appearance. This product was displayed in bulk and in one pound boxes of mixed peel, orange, lemon and citron peel, each in a separate compartment so that the housewife could use them mixed or individually as her taste dictates. Unquestionably these examples of newer products from the well known Wagstaffe lines will be in great demand on account of their opportune and seasonable nature, to say nothing of their established quality.



The Booth of the Nutrient Food Company in the Manufacturers' Building was always a centre of interest.

CHOCOLATTA

THE above photograph by no means does justice to the exhibit of this wonderful food-drink. Owing to the crowds which surrounded the booth from early morning until closing time the photograph had to be taken so early in the morning that the light was bad. One naturally wonders what there is to any product to get the grip on the consumer that this one is so rapidly obtaining.

Chocolatta is made from genuine liquor chocolate (not cocoa), milk and sugar in powdered form. The butter fats are removed and replaced by the fats naturally contained in the chocolate; each particle of milk is thus surrounded by chocolate so that when the powder comes in contact with the acid juices of the stomach it does not form a hard, indigestible curd but remains in a liquid condition; consequently the digestive juices can get at every particle which produces that comfortable feeling so often mentioned by the users of Chocolatta. For the same reason convalescents, old people, nursing mothers and all those suffering from any digestive disturbance will find it a veritable boon. For the boys at the front "Chocolatta" is just the thing. Millions of cans have gone to them, and the most enthusiastic letters are the result. An officer in the Princess Pats writes: "Next to tobacco Chocolatta is the greatest and best of all." Try it as a "nightcap" and note how well you sleep. It is all nourishment, there is no sediment and all you have to provide is boiling water. The more powder you add the richer it is, but from two to three heaping teaspoonsful make a very fine teacup full. For lunch try a cup with bread and butter or a biscuit. You will be more than pleased with this excellent food-drink. It is made by the Nutrient Food Co., Toronto, and in the United States by Curtice Brothers Co., Rochester, N.Y., makers of the famous Blue Label food products.



The Attractive Home of the KKovah Products in the Manufacturers' Building.

KKOVAH HEALTH SALTS A LEADING LINE AT EXHIBITION ENTIRELY NEW LINES

THE extremely attractive display of Kkovah Health Salts and other Kkovah products was one of the features of the various exhibits at the Canadian National Exhibition in Toronto during the past couple of weeks. The display was in charge of Mr. Harris and other travellers of Maclure and Langley, Limited, Toronto, the Canadian selling agents. The various lines were arranged neatly in pyramid fashion and the decorations forming the background were neat and emphasized Kkovah goods.

Kkovah Health Salts was the leading line on display. This product has been on the Canadian market for fifteen years. It was first manufactured in England about thirty years ago and has received many diplomas and gold medals for the excellence and purity of its ingredients.

Kkovah Health Salts has proved its value in more ways than one. During the early days of the war when the soldiers at the front were not always able to secure good drinking water, Kkovah Health Salts meant health to many, and the taste acquired then for this preparation has been multiplied enormously. Kkovah Health Salts may be taken as a medicine solely, but when taken regularly as a beverage preclude the possibility of any need as a laxative. Increasingly large numbers are becoming adherents of this delightful drink.

And there are other Kkovah preparations. There is Kkovah Egg Substitute, which as the name implies is a real egg preparation minus the eggs. This has been manufactured to take the place of eggs in dry materials such as cakes or pastry, the results being as good or better than when eggs are used. This is a standardized product and there is no question of condition of each tin. It is always uniform and will yield uniformly good results.

The fact that no eggs were required was also a feature of the display of Kkovah Custard. Substitutes were plainly in favor, and when the visitors found that here was "a perfect egg custard but no eggs required" they were quick to enquire into the merits of this line. And the merits of this product are many, its uses are many, and to look at it poured out in the little custard cups was a sure means of encouraging the people's hunger.

Not only has the custard value from the fact that it is not necessary to use eggs to secure such a delightful dessert but the ease with which it is prepared is a big item in these days when time is such a vital factor.

"The lid is your measure." There is something which is a means towards universal success in the preparation of this line. The lid of the container holding the powder is an actual measure, one lid full of the powder making one pint of custard. One heaping lid full of the powder is sufficient for a delightful custard pie. Kkovah Custard is the only custard sold with a measure.

These lines have been manufactured by Sutcliffe & Bingham, Ltd., Manchester, England, for about thirty years, and are being distributed throughout Canada by Maclure & Langley, Limited, Toronto, Montreal and Winnipeg.



Postum Cereal Exhibit, one of the busiest in the Manufacturers' Building.

POSTUM PRODUCTS WIN NEW FRIENDS

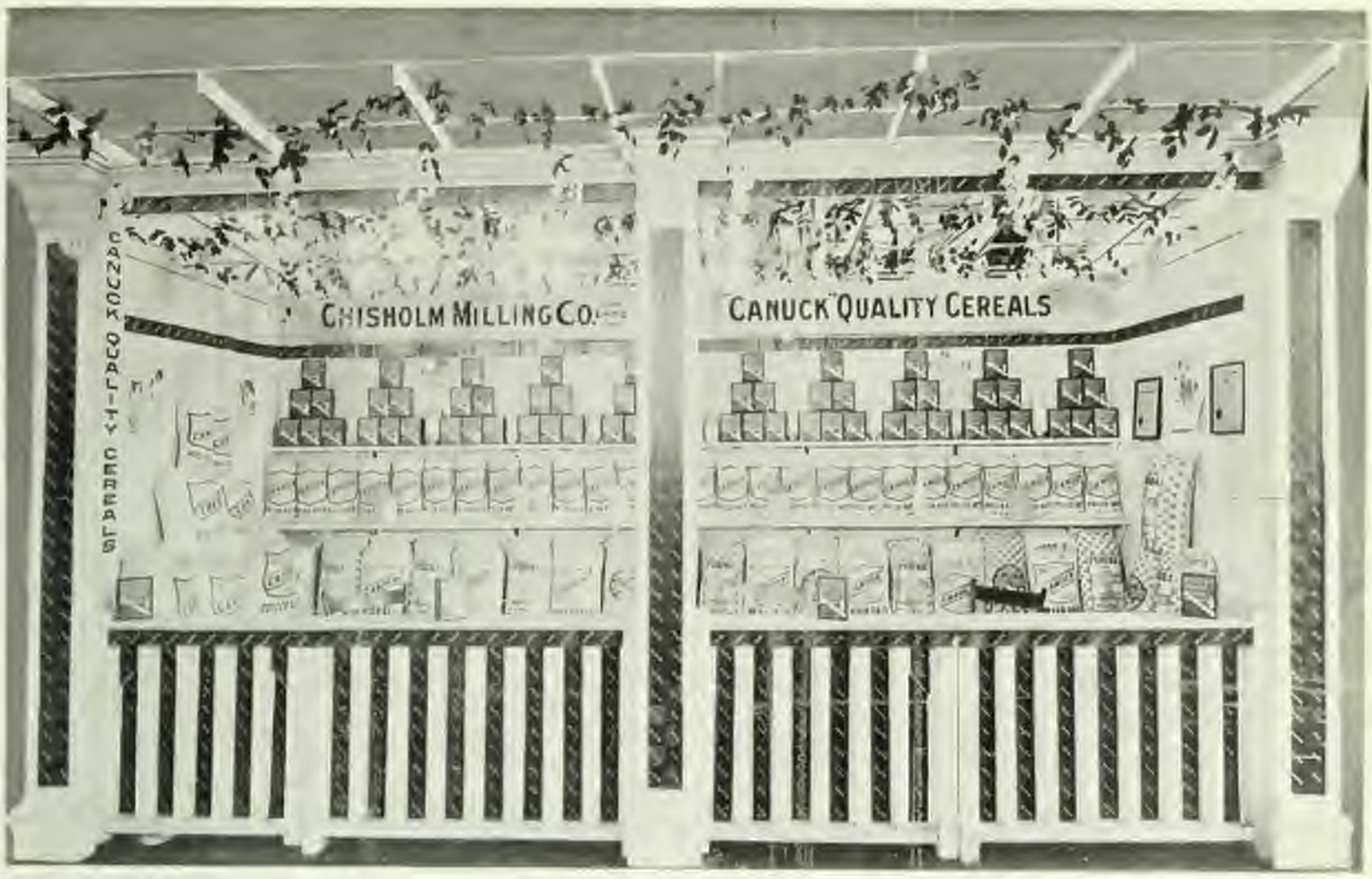
THE exhibit of the Canadian Postum Cereal Company, Ltd., at the Canadian National Exhibition has always been a centre of interest, but this year the exhibit seemed to have grown in favor. Never before had so many people visited the exhibit, and never had they displayed such keen interest in the products of the company. There were constant demonstrations of Postum, Grape-Nuts and Post Toasties, with always an eager, interested crowd in attendance.

There was also a brisk sale of the products of the company. This was not a money making scheme for the company, as the sales were made in co-operation with the local trade, the profit from each sale going to the merchant with whom the company regularly dealt. In this way it was possible to introduce the products to the public without in any way undermining the local grocers' business.

Among the striking facts noted during the course of the exhibition was the growing popularity of Post Toasties. More orders were left by grocers than it was possible to fill immediately, and the purchasers all spoke of the growing popularity of the product among their customers.

Grape-nuts, too, proved more than usually popular and had a ready sale. As for Postum, the market maintains its heavy demand, much of this product now being shipped to the soldiers overseas.

Speaking generally the feeling generally expressed toward Postum, Instant Postum, Grape-Nuts and Post Toasties might well be summed up in the motto that underlines an attractive decorative panel at the booth, a panel representing the pyramids, "Things built right endure." It is unquestionably the fact that the high quality of these products has been maintained during the war period.



The home of the Checker Board Products in the Pure Food Building.

THE CHECKERBOARD A SIGN OF QUALITY

THERE was a note of distinction to the Chisholm Milling Company booth in the Pure Food Building. It was outlined in the checkerboard design that is familiar to all users of the company's products, and that has become synonymous with all that is best in milled products.

All the products manufactured by the company were tastefully arranged in a way to catch the attention of the passer-by. There was the Ralston Wheat Food. In their efforts to meet the demands of the Canada Food Board the composition of this food has been changed by the addition of 20 per cent. of barley. This change, however, does not in any way impair the high esteem in which this product is held. The firm is also the manufacturer of Purina Whole Wheat Flour, a cereal especially prepared for infants and invalids, a food that is practically unequalled for its health-giving qualities. Co-operating with the Canada Food Board, the Chisholm Milling Company is making no effort to push these lines, but is devoting its attentions largely to the many lines of substitute flours, among these substitute products for which this firm was widely and favorably known before the new restrictions on the use of wheat products brought them so generally to the fore. Among these popular and well-established products, that have been perfected by years of careful investigation and experimentation might be noted Canuck Rolled Oats and Oatmeals. Gold Dust Cornmeal, fancy yellow cornflour, white cornflour, pearl hominy and hominy grits. All these products have come into wide use, and the checkerboard design which identifies the Ralston products of the company is a familiar sight in the progressive grocery stores in the land. Their quality is an established fact and under the new conditions they are becoming better known every day.



The Harry Home Booth, Home of the W ell Known Double Cream Products.

DOUBLE CREAM LINES A CENTRE OF INTEREST

ONE of the most attractive booths in the Manufacturers' Building was that of the Harry Horn Company. At the rear of the booth was an attractive painting of a scene representing the serving of Double Cream products. Large electric globes threw this painting into sharp relief and gave prominence to the beautifully arranged display. During every hour of the day the booth was a centre of activity. Six demonstrators were in attendance showing the interested housewife the many unusually attractive ways in which the Double Cream Custard could be served. These demonstrations were changed each day so that the visitors found always something new to interest them at this booth, and so enthusiastic were they that thousands of tins of the Double Cream Custard were sold. An introductory package of three of the Double Cream line was also very popular with the visitors to the booth.

This year, as formerly, the Harry Horn Company gave away basket carriers. They were to be seen in every part of the grounds, an effective bit of advertising and a service that was greatly appreciated by the public.

One of the interesting points about the exhibit was the way the merchants from out of town as well as the city flocked around to gather from the display some suggestions to be used later on in their own stores. The display consisted of Double Cream Custard, Double Cream Egg Substitute, Double Cream Baking Powder and Double Cream Salad Dressing Powder. There was also a glass show case attractively displaying Cocoalet (a prepared cocoa) a new product that is just being put on the market by the company. The exhibit was managed by the Ontario representative, Mr. A. J. Smith.



Exhibit of the Brantford Scale Co., which attracted many retail exhibitors.

BRANTFORD SCALES, MEAT SLICERS AND CHEESE CUTTERS

THE booth of the Brantford Scale Company is once again one of the interesting spots of the Exhibition, and the number of grocers who stop at the booth and mention the fact that they have used with satisfaction one or more of the company's machines, is an eloquent tribute that was paid to the goods manufactured by the company.

The Brantford Scale Company is an entirely Canadian concern and is proud of the fact. It is a fact, too, that Canadian citizens might well be proud of also. It is no mean achievement to enter the field, already served by manufacturers from across the line, and by the sheer merit of the product find a ready and extensive sale.

The product of the Brantford Scale Company in the matter of general appearance did not have to take second place to any similar display on the grounds, while they are made in a variety of designs that will meet the requirements of any trade. More than that, for accuracy and dependability it is generally conceded by all who have had occasion to use them they could not be surpassed.

The new enclosed scale is one of the features of the exhibit. It is the last word in scale making. All the working parts are covered, and it is protected from any and all the dangers that can beset a scale.

The exhibit of scales, however, is only a part of the Brantford Scale Company's line. The company also shows a fine line of meat slicers and cheese cutters that are the unquestioned equal of anything at present on the market.

The bright metals of the booth make a charming appearance against the varigated colors of the decorations, and have made this display one of the attractive spots in the Process Building.

But the fact that the machines are Canadian made is the point that seems to stick longest in the memory of the visitors to the booth.

It might be interesting to note that not only have these machines found favor with the Canadian merchants, but they are also being introduced to the American trade and are finding a ready market in the United States, the company now being represented in that field.



Purity Oats Featured in the Western Canada Flour Mills' Exhibit in the Manufacturers' Building.

WESTERN CANADA FLOUR MILLS COMPANY, LIMITED

PURITY Flour has become a household word and its good qualities pass without question. It is hardly necessary, therefore, to lay any particular stress on this point. The booth of the Western Canada Flour Mills Co., Ltd., in the Manufacturers' Building at the Canadian National Exhibition was in itself so attractive as to arrest the attention even of many who had become tired at gazing at so many interesting displays, and not only was it very attractive but of an educational nature as well.

This company has been co-operating to a considerable extent with the Canada Food Board to conserve wheat and wheat products as much as possible, and in this year's exhibit the company has put forward oat products (**Purity Oats** and **Purity Oatmeal**) as the best substitutes for Purity Wheat Flour. In the glass showcase, which formed the front of the booth, was displayed a very appetizing array of home baking, demonstrating the possibilities of cooking with substitutes; and in the case of bread, twenty per cent. of oat products were successfully used. In discussing the methods of bread making with Purity Oats, the food experts in attendance stated that the best results were obtained by soaking the rolled oats in scalding water before adding them to the bread mixture.

In the Pure Food Building, there was another exhibit of Purity products, displayed under the auspices of the Canada Food Board. There again, of course, the emphasis was laid upon substitutes for wheat flour. At both of these exhibits, recipe booklets, dealing with the method of employing these substitutes, were given away to every visitor, while demonstrators (experts in their line) made doubly clear any points that might be in doubt. Unquestionably in this service the company provided an assistance that was greatly appreciated by everyone that visited the booth. Anyone interested in wheat substitutes can obtain a copy of the booklet the Western Canada Flour Mills Co. have prepared by mail by applying to their head office at Toronto.



The Thomas J. Lipton Tea Booth always thronged by eager crowds

DIRECT FROM THE TEA GARDEN TO THE TEA POT

INTEREST centred in the Thomas J. Lipton booth at the Canadian National Exhibition not from the mere fact that it is possible to secure a cup of tea, coffee or cocoa there, but people in increasing numbers are appreciative of the fact that tea served at this booth is "Direct from the tea garden to the teapot." In this way they are assured of a uniform blend, a standard of excellence from which there is no variation.

Lipton's is the only tea house in Canada which owns its own plantations, does its own blending and packing, and maintains its own selling organization. That is what enables Lipton's to give a higher quality tea at a lower cost than any other packing house in Canada. The Lipton plantations cover thousands of acres including many of the largest and most famous tea and cocoa estates in Ceylon, among which might be mentioned Bunyan, Ovoca, Eadella Lesmoir, Cairnhill, Mulkalana, Lowlands, etc., etc. It is small wonder then that crowds assemble at this booth to enjoy a cup of tea, cocoa or coffee, prepared by experts and served by young ladies whose interest centres in pleasing the individual.

A feature in the display this year was the showing of new cartons in which Lipton teas and cocoa are now packed. These cartons replace the former tin foil package and are very attractively prepared. That they will prove popular with the retailer is already in evidence, some dealers specifying clearly that they want their tea in cartons. As a shelf line the carton is undoubtedly a winner as the packages can be arranged so neatly with little danger of their tipping over.

Lipton coffee is proving a line on which the demand shows steady growth. Put up in sealed airtight tins, the arrangement of the display was very attractive and many of the crowds thronging the booth testified to their preference in ordering coffee. There are two blends sold by Lipton which represent the finest grades of coffee obtainable.

The new carton is being used to pack Lipton Instant Cocoa in and a well-arranged exhibit of this line was shown. Lipton cocoa is pure, instant, soluble, and thoroughly economical. Approval of this product was expressed in numerous quarters, the fact that it does away with the boiling required by other cocoas being a decided factor in its favor.

The arrangement of the display as a whole was excellent. The various lines were arranged in pyramid style and the many forms of advertising were placed to form an attractive background. The booth was the centre of crowds both day and night eager to taste the beverage of their choice.



The realistic patriotic display of the Swift Canadian Co.



The attractively displayed exhibit of Swifts Premium Oleomargarine

SWIFT CANADIAN CO. EXHIBITS

THE Swift Canadian Co. had several exhibits in the various buildings, but the display in the Dairy Building had a particular appeal at this time on account of its war-time nature. In the foreground of their large spacious booth was a miniature reproduction of their Toronto plant, and stretching back from it a vista of the many military camps throughout the Dominion. It was a wonderfully ingenious display that was interesting to the youngsters as well as older folks. It was a living picture; trains travelled to various destinations, automobiles sped along the highways, soldiers marched past, and aeroplanes raced through travelling clouds, while warships and ocean liners entered and left the various seaports. The whole display gave a splendid idea of the way the great packing industry of Swift Canadian Co. is associated with the mighty war activities of the country.

In connection with this exhibit was a representation of a model camp, complete with tanks, aeroplanes, dug-outs, wire entanglements, etc., which also created considerable interest.

Another display of the company in the Dairy Building was of an entirely different nature. This featured Premium oleomargarine. Among spotlessly white surroundings the ingredients of this product were shown to the interested crowds and the demonstrators in charge were kept busy serving samples to visitors. It is questionable if any argument raised in favor of this economical spread for bread could have been more eloquent than this practical demonstration to the Canadian housewife.



The Swift Canadian Company's booth in the Manufacturers' Building devoted to the demonstration of Cotosuet.

Besides the exhibit in the Dairy Building, Swift Canadian Co. had a booth in the Manufacturers' Building in the form of a model kitchen. In this ideal kitchen the demonstrators were busy making pies, cakes, biscuits, etc., and showed the interested visitors by actual demonstration how Cotosuet shortening met all cooking and baking requirements.

In the Pure Food Building, which was under the auspices of the Canada Food Board, the company had three booths showing products which tend to replace exportable foods.

One artistic white booth had a display of Premium oleomargarine and here again the public were given the opportunity to sample this economical spread for bread. The Canada Food Board demonstrators used this product in their demonstrations and showed how Premium oleomargarine was also satisfactory for all cooking purposes as well as table use.

Another attractive booth was their show of Cotosuet shortening where this product was exhibited on glass covered marble tables, where the recipe booklets given were greatly in demand. On account of their dainty surroundings these displays always drew large crowds.

Probably one of the most interesting exhibits in this building was their show of miscellaneous fancy meats, such as calf brains, livers, kidneys, ox tails, pork snouts, etc. These products, whose substantial food value is just beginning to be appreciated, were shown in a glass refrigerator in their natural state, while in a glass covered case adjoining were displayed appetizing dishes of some of these fancy meats already prepared for the table. This exhibit was never without an interested crowd on account of the fact that the use of these miscellaneous fancy meats is advocated by the Canada Food Board. Many people were surprised that such dainty dishes could be made. This exhibit was in itself sufficient proof that these products are not only nutritious but make very appetizing and economical meals.

The recipe booklets showing how to prepare these various miscellaneous fancy meats were greatly in demand and their distribution should materially assist the increased sale of these products. The Swift Canadian Co. will furnish a supply of these booklets to dealers requesting same.



Showing the possibilities of many meat products often wasted. The Swift Canadian Company booth in the Pure Food Building.



The attractively arranged booth of the William Davies Co. in the Dairy Building.

A DAINTILY ARRANGED DISPLAY

IT is not always the easiest thing to give a touch of novelty to an annual display, but in their exhibit in the Dairy Building of the Canadian National Exhibition, the William Davies Company have achieved something of a novelty in an unusual daintiness of arrangement. Massive carcasses of beef were there, of course, flawless specimens to delight the butcher's heart, but while they were an important factor of the display they did not monopolize the interest. Rustic boxes gay with flowers and trailing vines framed the display windows and in this attractive setting were arranged a number of daintily-spread tables displaying the other products of this well known packing plant, including smoked and cooked meats, jellied meats, bologna, pure lard and "Peerless" shortening, with a fine display of butter and eggs. The attractive setting of these products gave them an unusually appetizing appearance, visualizing to the housewife the possibilities of these important additions to the household fare.

The centre of the exhibit was backed by an attractive painting of the Toronto plant and head offices of the company. In front of this was a section given over to one of the features of the exhibit, viz., a contest of skill. In the centre was a large glass receptacle filled with white beans, and thousands put their judgment to the test in trying to estimate the number of these beans. Around this centre were grouped the various prizes. The two first prizes were two whole sides of the company's famous Wiltshire bacon. The second prize was a 20-pound pail of lard, the third four dozen tins of pork and beans and the fourth 10 pounds of "Peerless" Oleomargarine — prizes well worth an effort, so evidently thought the people who every day visited the display.



The William Davies Co. display shortenings, pickles and canned good in the Manufacturers' Building.

A DEMONSTRATION FOR THE MERCHANT

NOT only were the William Davies Company represented in the Dairy Building of the Canadian National Exhibition with a mammoth display, but in the Manufacturers' Building also there was another attractively arranged booth in which were brought before the eyes of the multitude of visitors the various products manufactured by the company.

Backed by an effectively-arranged booth were two special size display cases in which were arranged, in a way that could not fail to appeal to the visitor, canned meats, pork and beans, wrapped hams and bacon, "Peerless" shortening, pure lard and "Peerless" pickles. The display was a masterpiece of arrangement, and many a merchant made a mental note of the methods employed in order that he might make use of the suggestions in his own business.



The practical use of the W. A. Freeman counters and refrigerators was demonstrated to many at this Exhibit.

THE W. A. FREEMAN AND CO., LTD., EXHIBIT FEATURES

IT is not always possible to present to the patrons of the Canadian National Exhibition a display in which nothing exhibited has ever been displayed before. It is the fact that in this year's exhibit this company shows a line of refrigerators and counters that are entirely new in their arrangement, their equipment and their design that makes the display of such unusual interest.

Every piece of equipment in the booth is either entirely new or has some feature connected with it that places it in advance of its competitors.

One of the new designs that is of unusual interest is an ice refrigerated counter top for the small merchant who handles a line of cooked and smoked meats, but who cannot afford one of the more expensive counters, or whose store possibly is not large enough to accommodate one of the larger kind. This refrigerated enclosure is made to fit on top of any standard counter. It has plate glass front and top, the refrigerating units are small tanks that are in the rear of the counter, and are filled with ice and salt. With this counter an even temperature can be maintained for 24 hours with one filling.

Another ice counter of a more pretentious character has ice chests at each end with the top of these chests made in counter form, giving ample room for scales or meat cutter or for wrapping purposes. The central chamber is plate glass fronted and topped for the display of goods that are at the same time under refrigeration. In this counter the cold air circulates under the slab and up through it, making the most complete and efficient circulation in a counter of its type yet devised. The meats were displayed for nine consecutive days and were in as fresh and wholesome a condition at the end of that period as when first exhibited.

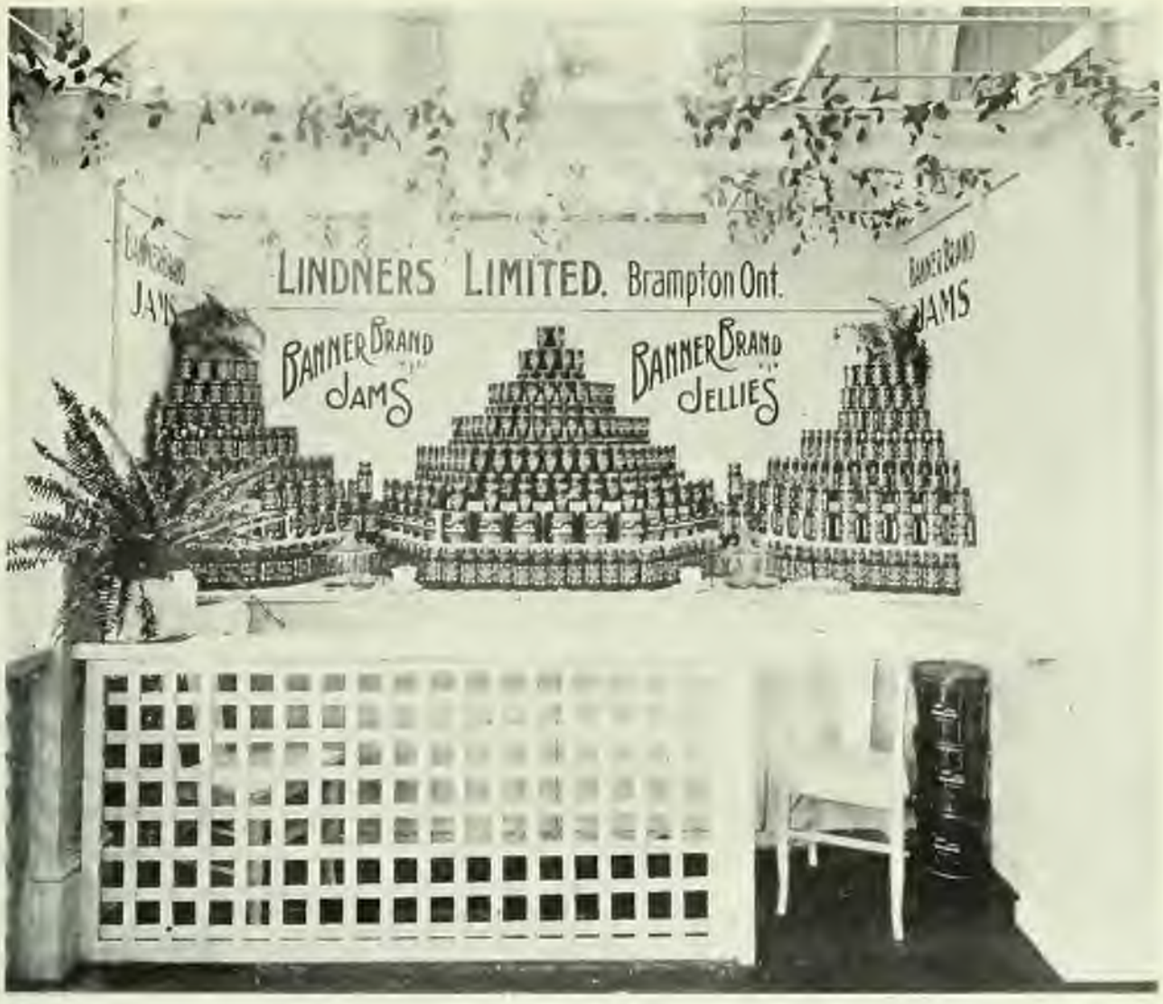
In a new mechanical refrigerated counter a change has been made in the arrangement, the coils being at the top just under the top glass instead of in the rear as formerly. This leaves an added display space of approximately 10 inches, and leaves a full opening at the rear. The counter has a sloping front that gives the necessary perspective so necessary for the attractive display of goods and gives a full range of vision from both front and rear. There is not an inch of wood in the counter, it has a galvanized iron frame, with all the exposed parts of heavy cast bronze beautifully nickeled. The front is of white "vitrolite" with marble base trim and the top of heavy glass. It is a counter especially designed for the heavy meat market trade, maintaining an even temperature of 40 to 45 degrees throughout the entire enclosure and for this reason is pre-eminently suited for butter display. It is indeed the ultimate in refrigerated counters. The fish counter in the exhibit is an elaboration of the No. 20 counter manufactured by the company. It has two ice chambers 18 inches in depth for the ice which is so essential for the proper preservation of fish, together with the refrigerating coils in the rear. The ventilation is so perfect that there is absolutely no smell, and the counter can be installed anywhere in the store. It maintains an even temperature of 24 to 32 degrees. This counter has obtained the unqualified approval of the Canada Food Board.

In the storage refrigerator too there have been some changes. It has the usual Freeman patented features for removing the warm air, while its special lining of heavy papering plus a cork filling makes it possible to maintain an unusually even temperature. The newly improved, easily operated door latch is another feature that has been very favorably commented upon.

The ice machine is of the well known Freeman Brunswick design that needs no comment. It has been the means of helping the butcher and grocer to make a little more profit without increasing their costs for some years past, and will no doubt continue the good work.

There is also an interesting display of meat slicers, meat choppers, and small equipment of the well known manufacture of the company.

All meats shown in the display were of the famous H. A. brand, manufactured by the Harris Abattoir Co., Ltd., Toronto.



The Dainty home of the Banner Products of Linders, Limited.

THE BANNER BRAND A SIGN OF QUALITY

A DAINTY booth gay with artificial flowers and bright with three mounting pyramids of bottled jams and marmalades displayed the products of Linders, Limited, of Brampton. The display was fittingly located in the Pure Food Building, which is largely devoted to the Canada Food Board's campaign of conservation. Fittingly located, because in featuring their Banner Brand products, the company feel that they are putting on the market a jam that while delightfully appetizing and of the very highest food value, is generally conceded to be one of the cheapest foods on the market.

The products manufactured under the Banner Brand are fine blended jams, these are by no means to be confused with compound jam that may contain many fillers and many substitutes. The Banner Brand contains, on the other hand, nothing but the finest pure fruit, pure cane sugar and pure apple juice. There is none of the pulp of the apple introduced, merely the pure juice. This addition takes nothing from the delightful quality of the jam, a fact that was borne out by the repeated complimentary comments made by those who stopped to sample the product. The addition does not alter the flavor, nor detract one iota from the food value, but it does enable this product, pure as the purest jam, to be sold at about half the price of the pure jam. Of course, the company manufactures a strictly pure jam, that is marketed under the name, "Linders' Preserves," but in these days of high living costs, they are putting the stress on the cheaper product, knowing that for all practical purposes the public is securing in these Banner products something that is equal to the best.

Linders, Limited, started in a small way in Toronto. They occupied three different factories in Toronto which were outgrown one by one. Four years ago they moved to Brampton, and have now what they claim to be the most up-to-date sanitary jam factory in the country. It is in these favorable conditions that Linders' "Banner Brand" products are made.



The Spirit of Canada



The Plaza with the Horticultural and Transportation Buildings in the background and in the middle distance the beautiful electric fountain.

CANADIAN NATIONAL EXHIBITION

Continued from page 33.

at an exhibition like the Canadian National are far-reaching, and those who had exhibits at the fair this year never had that fact more strikingly impressed upon them. They came in contact with thousands of the best and most progressive merchants of the Dominion and with hundreds of thousands of the best people who compose the vast buying public. To many, especially the newcomers among the exhibitors, the results were a revelation of the potentialities for the stimulation of trade and they reaped a rich reward. They learned, also, the supreme importance of keeping closely in touch with the buying public and many of them plan to revise their activities, especially along advertising lines, with a view of strengthening and broadening the contact they have established with the buyers at large.

Women Big Buyers Now

Many firms are realizing that with nearly half a million of Canada's best men either overseas or in training for war service that there is a big new factor in merchandizing to-day and that is that the women of the country are now to be reckoned among the big buying powers. That the women are alive and anxious to learn about all that is new and best was shown not only by the hundreds of thousands of those who attended the Canadian National Exhibition but by the keen interest they took in the displays and the many questions with which they plied the exhibitors. Most of these questions were of an eminently practical nature, the kind that the manufacturer likes to be asked because they give him an opportunity of showing just what his goods will do. It is unnecessary to state that the manufacturers or their demonstrators took full advantage of every opportunity of this kind and as a result not only obtained a great many good orders but entered in their books long lists of prospects which will be followed up and from which further business will result.

There were, of course, many merchants and thousands of people who for one reason or another were unable to come to the fair. These people will find much to interest them in the following pages and a close study of them is not only worth while but profitable. Merchants will find many invaluable suggestions for displays and for advertising and publicity campaigns. Buyers will find not only information but illustrations of all that is latest and best among the products of Canada's leading firms. Every page that follows is worthy of the closest perusal.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

CURRANTS for Canada are a possibility this year. A new order issued by the British Government gives free importation to the United Kingdom on condition that all currants arriving in England are delivered to the Food Control Board at fixed maximum prices, according to grade. Under this arrangement definite advice is given of one shipment of 2,500 tons, with further shipments of 7,000 tons expected to follow right away.

Quotations are being made for new crop in expectation of shipping opportunity on about a relative basis to Canada. Prices will be high and may prove prohibitive here, as lowest grade will have to retail for at least 30c per pound.

Latest advices from the Allied Purchasing Board are to the effect that purchase of salmon commandeered for the British Government would not be more than usual percentage, estimated at 75 per cent. of pack. It is also intimated that it is not the intention of the Board to commandeer full quantities of the higher grades, which means there will be some available for the Canadian market. However, in respect to sockeye, owing to the short pack, there is a possibility that they will take over full pack of that grade.

MONTREAL—It is evident that there will be a good brisk trade in all circles within a very short time. Jobbers have been securing all the available supplies that they can requisition, and even then there will be a decided shortage of some goods. New apricots have been received here, and raisins, too. There was one jobber reporting a shipment of special goods from France, these taking a month in transit. Price changes include advances on several lines, but the most important is an increase in the price of the St. Lawrence Sugar Refining Co.'s sugars, and also on their line of cane syrups. In the matter of sugar the advance is 40c per 100 pounds right through. Other refiners' prices are firm, but no changes have been made.

Barcelona filberts advanced in New York, and the importers here raised their prices one cent. Cotton wrapping twines are up 8c per pound. Jams and olives are revised to higher levels. New pack pea prices are named, and these are somewhat lower. Temporary prices are out on tomatoes, but it will be a week or two before the definite basis is announced. Other changes include advances for baking powder, cocoanut and olives. Some new currants have been received, and raisins and apricots also. Indications point to a somewhat lower price basis for rice, but these will be of a temporary nature, it is expected.

New flour prices are expected to be out at once and the news will be awaited with interest. An advance of price is probable, as also for wheat feeds. The outlook for business is encouraging.

TORONTO—Salmon largely overshadows other items in the market locally, but the outlook on all lines except sockeye seems better than had been expected. In view of existing high prices it is possible supplies retained for domestic trade will be sufficient for the demand.

Spices in practically all instances rule, with a firm undertone. Peppers are in better demand and with wide export demand in sight for United States importers, the market there, which might otherwise have proved wobbly, tends towards stability. Cloves are scarce and high; allspice in active demand in a rising market, and whereas nutmegs are quiet, stocks in first hands are small and poorly assorted. Seeds and herbs show greater activity in many grades, with spot supplies on many lines none too heavy.

The sugar situation is no easier, and only by strict adherence to present regulations will distribution be effected to best advantage. Maritime refiners may be in this market a little more liberally after removal of prohibited freight rates on Thursday of this week. Their entry may ease off the situation to some extent.

Flour has advanced 40c per barrel, and bran and shorts are also up $2 per ton, higher freight rates being largely responsible for these new figures.

WINNIPEG—Laundry soaps are very firm in price and advances of from 15c to 25c per case have been made by some manufacturers.

All lines of candy are hard to get owing to restrictions on candy manufacturers, supposed to be lifted September 1, being continued until the first of the year.

Manitoba is now facing a distinct sugar shortage. The scarcity will, it is thought, continue for some time on account of heavy demand for preserving purposes. Prices are very firm, and some sugar coming to hand is very high in price.

Coffee prices are holding very firm, and a scarcity exists. Wholesalers look for an advance in price in the near future.

QUEBEC MARKETS

MONTREAL, September 11. — There are not a great many changes this week but those made indicate advances for various lines with one exception. There is a fair volume of business, and this is of course somewhat smaller than would obtain were there a more complete range of goods to meet the trade needs.

Cotton Twines, Jams And Olives Higher

Montreal.

TWINES, JAMS, OLIVES.—Among other advances this week are new high prices for cotton twines. The increase is equal to 8c per pound by one jobber and his quotations now are 73-74 cents per pound for 4-ply and 69-70 cents for 3-ply. Upton's jams are also up. This increase applies to the 30-pound pails and the increase is one cent per pound to 16c on these; 2c per tin on the 4-lb. tins, which now are 67c each, and 5c per dozen on the 12-oz. jams which now are $2 per dozen.

Libby's olives are higher about 5 to 7½ per cent., this increase being attributable to the higher cost of packing and material. Manzanilla grade are quoted at $3.15 for 16-oz. jars; $2 for 8-oz., and for Queen in similar sizes the prices are $2.30 and $3.65.

Advance in Cocoanut; Baking Powder Up

Montreal.

COCOANUT, BAKING POWDER.—Advances are announced for cocoanut in all sizes and shapes, the increase being 2c a pound. The 1 lb. packages are now selling on the basis of 35½ to 37c per pound. Dally's baking powder is on a new basis and the new prices indicate an increase and are as follows: 4 oz. size, $1.15 per doz.; 6-oz., $1.60; 8 oz., $2.15, and 16 oz., $3.80. The old prices were, respectively, $1.05; $1.50; $2.00 and $3.25 per dozen.

Sugar Advances Forty Cents

Montreal.

SUGARS.—The feature of the week is an advance in the price of the St. Lawrence Sugar Refineries Ltd.'s sugars. The same is effective as from 5 p.m. September 10 and applies to granulated and yellow and other sugars of their make. This indicates the rising costs with which refiners are confronted, and is doubtless necessitated by the shorter runs of the refineries which makes producing costs increase, and also because of the advanced costs of laying raw sugar down. What other refineries are likely to do is uncertain but there is reason to anticipate advances by them in the immediate future.

The situation is no better, supplies being limited, and particularly in view of the present heavy needs of householders and canners with the preserving season at its height. The outlook indicates an advancing market.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 10
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-920
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Cane Syrup Makes a Full Dollar Advance

Montreal.

SYRUPS AND MOLASSES.—The advance of a full dollar per hundred pounds in the price of cane syrup bears out the definite tendencies indicated in CANADIAN GROCER last week. This is a considerably higher advance than is usual at one time and becomes effective immediately. There is a heavy demand and the use of syrups by large and small bakers is increasing and accounts largely for the heavy business that the refiners are able to report. Molasses is still available but in restricted quantities; the undertone is firm and the market steady.

It is probable that there will still be a heavy sale for syrups as the shortage of cane sugar has resulted in a request being sent out by the Food Controller to make use of more corn syrups and the like in various ways. Supplies of these are ample at present and dealers will probably be replenishing stocks now that the summer season is past.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07¼
Half bbls. or quarter bbls., ¼c per lb. over bbls		
Kegs	....	0 07¾
2-lb. tins, 2 doz. in case, case	....	4 80
5-lb. tins, 1 doz. in case, case	....	5 40
10-lb. tins, ½ doz. in case, case	....	5 10
20-lb. tins, ¼ doz. in case, case	....	$ 05
2-gal. 25-lb. pails, each	....	2 25
3-gal. 38½-lb. pails, each	....	3 40
5-gal. 65-lb. pails, each	....	5 50
Cane Syrup (Crystal Diamond)—		
2-lb. tins, 2 doz. in case, per case		7 00
Barrels, per 100 lbs.		9 75
Half barrels, per 100 lbs.		10 00

Barbadoes Molasses—	Prices for Island of Montreal
Puncheons	1 03
Barrels	1 06
Half barrels	1 07

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Producers Slow To Market Honey

Montreal.

HONEY AND MAPLE PRODUCTS.—The supply of maple syrup that exists has found its way pretty generally into the hands of the special products makers and those selling it in a large way. Some small lots of sugar and syrup are in the retailers' hands but these are small and the prices obtaining are such as to make a definite price spread difficult. In the matter of honey producers in this part of the country are said to have very good stocks in some cases, but there is not much movement to the market in view of the high prices that are being asked by producers. Quotations are advanced somewhat by the jobbing trade here and the same will be seen below.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 22	0 25
Honey, Clover—		
Comb (fancy)	....	0 28
Comb (No. 1)	....	0 26
In tins (60 lbs.)	....	0 25
Honey Buckwheat, tins or bb's.	....	0 23

May Be Temporary Decline in Rice

Montreal.

RICE.—There is enough rice in the local market to meet all requirements. For this there has been a good steady demand, but it is probable that there will be a temporary decline in some quotations to cover the next few weeks. At the same time, in view of the conditions in Japan it is difficult to anticipate much lowering of quotations here. Said a large importer to CANADIAN GROCER this week: "The rice riots in Japan are an index of the scarcity of rice there. This may be taken to show the position at producing points and is fairly illustrative of what the markets are likely to be here. It does not suggest a lowering of prices, permanently at least."

Rice, fancy	9 75	10 25
Ice Drips—Japan	....	11 25
Carolina	12 50	15 00
"Texas," per 100 lbs.	....	9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon "B" 9 50	9 75	9 80
Rangoon CC	9 25	9 50
Mandarin	....	10 00
Special pickling	....	9 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15'	0 16

Beans Will Move With Colder Weather

Montreal.

BEANS.—That there will be a better and even a splendid demand for beans in the coming weeks is undoubted. The coming of colder weather will facilitate movement considerably. In the meantime there is enough stock in jobbers hands to more than meet all requirements of the trade and the market condition is unchanged and prices hold also.

Beans—		
Canadian, hand-picked, bush.	8 25	8 40
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 25	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

In Primary Markets Filberts Advance 4c

Montreal.

NUTS.—This week there is a stronger undertone to the market on Barcelona filberts. As a matter of fact the advances in New York totaled four cents per pound and the importer's advance here to the jobbers was one cent. This presages a revision to the trade and this will probably be made during the week. All lines are selling well and the undertone is firm. One prominent importer bought six carloads of shelled nuts in New York a week or two ago and there is evidence of enough supply to meet the needs for immediate future as well as present trade.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Lilberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Apricots Here; Dried Fruits Move

Montreal.

DRIED FRUITS.—There will be enough dried fruit, think the jobbers to meet the trade of the next few weeks. New crop apricots have been received and also raisins. It is likely that the United States government will absorb a great deal of the supplies and this will leave less for the trade needs of the country. All around the undertone of the markets is firm and advances are probable for various fruits as supplies decrease. It is very probable that early filling of trade wants will prevent disappointment later.

Apricots—		
Choice	....	0 25
Slabs	....	0 23
Fancy	....	0 30
Apples (evaporated)	0 18	0 20
Apples (fancy)—		
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	....	0 12
Muscatels, 4-crown, lb.	....	0 12½
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12½
Valencias, selected	....	0 10½
Valencias, 4-crown layers	....	0 11½
Currants, old	0 24	0 29
Do., new	....	0 32
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	0 19	0 19½
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 12½
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12¾

Pimentos Advance; Cloves Scarcer

Montreal.

SPICES.—The export trade in pepper is heavy and there is a good demand from many points. Locally there is enough supply and prices are firm but unchanged. Cloves are scarcer but the market on these is quiet. Mustard seed is high and range of prices here is from 35 to 40c. Pimentos are gradually advancing in primary points although there is no change here.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk	...	0 45
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Java Tea 3c Higher Owing to Exchange

Montreal.

TEA.—The tea markets are always in the position of being subject to change without notice. This is something that has developed in the primary markets for some time past and this week cables indicate an advance in exchange rates alone which will mean a net advance of three cents for Java teas. Japans are coming along slowly and the prices are higher. Locally a large tea packer informed CANADIAN GROCER that good teas were not available in large quantities at all. Larger imports are looked for. It is generally expected that retail stocks will have been much reduced and that trading will soon assume normal proportions.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Holding Coffee For Higher Prices

Montreal.

COFFEE.—There is an inclination upon the producers of the south to hold out for higher prices on their coffee holdings and interest centres around whether they will be able to bring buyers to see their viewpoint and pay the advanced prices. Here there is a steady feeling although it is suggested that there may be higher quotations. The position on cocoa is also unchanged.

Coffee, Roasted—		
Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)	....	....
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

New Peas $1.45; Tomatoes Quoted $1.80

Montreal.

CANNED GOODS.—The anxiety of the trade is not stayed yet as regards the outlook for salmon. The probability is that there will be some supply of red fish and chums. It also is expected that a quantity of pinks will be available. The latest figures indicate that about 450,000 cases of red salmon will be taken by the Allied Purchasing Commission, and 300,000 of pinks. As the matter stands there is little promise of any stock for trade purposes excepting that of the poorer grades.

New pack peas are on a more favorable price basis, $1.45 being quoted for the "standards." There will be a good deal of the new pack in jobbers' hands from now on. New pack tomatoes are coming to hand and for immediate purposes a price of $1.80 has been named the jobbing trade by the packers. This is not to be taken as an opening price for it is really an accommodating quotation only to facilitate immediate trading.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
Sovereign, 1-lb. flats	....	4 50
Do., ½-lb. flats	....	2 30
1 lb. flats	....	4 62½
1 lb. talls, cases 4 doz., per doz.	....	4 50
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	2 10
Pinks, 1-lb. talls	....	2 60
Cohoes, 1-lb. talls	....	3 40
Red Springs, 1-lb. talls	....	2 70
Red Springs, ½ lb.	....	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65

Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	**4 90**
Tomatoes, 1s	....	**1 25**
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	....	2 35
Do., fancy, 20 oz.	....	1 57½
Peas, Morens Ex fine	....	2 25
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	4 00
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Strawberries, 1918 pack (2s)	....	4 00
Rhubarb, 2½s	....	2 60
Blueberries, 2s, doz.	....	1 85
Blueberries, gallons	....	7 00
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Potatoes, Can. Sweet, 2½-lb. tins	....	2 10
Potatoes, Cal. Sweet, 2-lb. tins	....	2 75
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Pineapples, 2s	....	3 10
Pineapples (grated), 2s	....	2 90
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

New Flour Price May Be Fixed 40-50c Higher

Montreal.

FLOUR AND FEEDS.—The flour situation has given rise to many rumors, some of them being vague. At time of writing this report there was no definite decision as to what the price basis will be for the coming year. It is probable that announcement will be made at once covering this important point and indications would suggest that an increase may be made of from 40 to 50 cents per barrel. In addition to the fixing of this price millers hope to ascertain the basis on which wheat will be allotted them by the Food Controller. Once these points are settled mills will start to grind flour for their plants are about ready for the crop that awaits milling. In view of the higher basis that will have to be arranged for flour feeds also will be advanced somewhat. What the increases will be are not obtainable at this writing but from $1.50 to $2 per ton will probably be considered essential advances on wheat feeds. In the meantime there is much expectancy on all sides till these questions are disposed of.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	**10 95**
Car lots (delivered), Bakers	....	**11 05**
Small lots (delivered)	....	**11 15**
Bran, per ton	....	**35 00**
Shorts	....	**40 00**
Crushed oats	61 00	70 00
Barley meal	67 00	72 00
Barley chop	67 00	72 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	....	60 00
F.O.B. Ft. William	....	58 00
Feed oats, per bushel	....	1 10

Rye Flour Quoted $6.75; Spot Rolled Oats Firmer

Montreal.

CEREALS.—The situation on rye flour has eased somewhat. This is the result of decreased trading, for the short supply of wheat flours has caused a decrease in the amount of business available for substitute flours. There will be an early stimulus to trading when the new flours are milled, undoubtedly. Rolled oats are firmer for immediate offerings although there is an inclination to quote less for requirements some weeks ahead. Cornmeal too is steady and firm, the fluctuations of the Chicago market not being reflected here at present.

Cornmeal, Pure Gold	....	7 00
Cornmeal (Gold Dust)	6 25	6 60
Cornmeal (bolted)	4 25	4 50
Barley, pearl	7 50	8 25
Barley, pot, 98 lbs.	6 00	6 25
Barley flour, 98 lbs.	6 25	6 75
Buckwheat flour, 98 lbs.	....	7 25
Corn flour, 98 lbs.	5 80	6 00
Corn flour (standard)	....	5 45
Rice flour	8 75	9 00
Oat flour	....	6 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 25
Oatmeal (standard-granulated and fine)	6 50	6 60
Peas, Canadian, boilling, bush.	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags	5 20	5 40
Rolled oats (family pack.), case	5 70	5 80
Rolled oats (small size), case	2 05	2 10
Rolled wheat (100-lb. bbls.)	....	6 75
Rye flour (Can.), 98 lbs.	6 75	7 50
Do. (American), 98 lbs.	....	6 85
Self-raising flour—		
3-lb. pkgs., doz.	....	2 85
6-lb. pkgs., doz.	....	5 60

Potatoes Plentiful; Boats Buy Heavily

Montreal.

VEGETABLES.—The present markets are in nowise short of potatoes. As a matter of fact there are many offered and these are readily absorbed for the consumptive demand is steady and heavy. Many are finding their way into the stores of the large seagoing boats, and this accounts in part for the active trading. The bag price this week is down to $1.50. Other items in the list are without change with the exception of head lettuce which is quoted at 75c per dozen. All around the vegetable demand is heavy and good prices are being obtained.

Beans, new string (20-lb. bag)	....	1 00
Beets, new, bag	....	1 00
Cauliflower (Montreal), doz.	0 75	1 00
Corn (sweet), doz.	0 15	0 20
Cabbage (Montreal), doz.	....	1 00
Carrots, bag	....	1 00
Carrot (new), doz.	....	0 30
Celery (Montreal), Doz.	....	0 75
Cucumbers (Montreal), doz.	....	0 25
Egg plant, doz.	....	0 75
Lettuce, curly (doz.)	....	0 30
Lettuce (Montreal), head	....	0 50
Leeks	1 00	1 50
Mint	....	0 20
Mushrooms, lb.	....	0 90
Onion, spring doz.	....	0 25
Onions, Can., bag (70 lbs.)	....	2 25
No. 1 Yellow (70 lbs.)	....	2 25
No. 1, Red (70 lbs.), crate	....	2 50
Oyster Plant	....	0 50
Parsnips, new, bag	....	1 50
Parsnips, new (doz.)	....	0 25
Parsley (Canadian)	....	0 20
Potatoes, Montreal new (80-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag	....	**1 65**
Pumpkins (doz.)	....	2 00
Romane	....	**0 50**
Rhubarb, doz.	0 25	0 35
Spinach, box	....	0 75
Squash (Huber), doz.	....	2 00
Turnips, new, per bag	....	1 25
Tomatoes (hothouse), lb.	....	0 15
Do., Red	....	0 50
Tomatoes, Montreal (box)	0 60	1 00
Do., Rose	....	0 75
Vegetable Marrow (doz.)	....	0 75
Watercress (Can.)	....	0 40

Advance of Season Brings Many Fruits

Montreal.

FRUITS.—The time has arrived when fruits are in freer supply and greater variety. It also is possible now to buy some of the staple fruits on a better price basis and this will be still more favorable. Peaches and pears are arriving in better supply this week and prices run from 75c to $2.50 per basket according to quality and size. Tokay grapes are to hand also. Bartlett pears are selling in boxes at $4.25 to $4.50. Each week sees an increase in the variety of apples offered and Alexanders and Duchess are now selling on this market. There is a very active demand for all lines offered, and in a general way prices hold high.

Apples—		
American Duchess or Yellow transparent	....	....
Do., (in bbls.), No. 1	....	5 00
Do. (in bbls.), No. 1	....	4 50
Do. (in bbls.), No. 2	....	4 00
No. 1 Alexanders ,bbl.	....	4 50
No. 2 Alexanders, bbl.	....	4 00
Duchess No. 1	....	4 50
Duchess No. 2	....	3 50
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch	....	4 50
Blueberries, Saguenay (box of 18 quarts)	....	2 75
Canataloupes (45 size), crate	....	6 50
Do., (15 size), crate	....	3 00
Cocoanuts, sack	7 25	8 50
Grapes (California fancy), 4 bask	....	3 00
Grapes—		
Tokays	....	2 50
Malagas	....	2 50
Grape fruit (fancy Jamaicas)	.3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	**5 00**
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina)	8 00	9 00
Lemons (choice)	....	7 00
Melons, Montreal, Musk (basket of 12)	....	14 00
Melons (musk), crate of 10-12	....	2 25
Do., basket	1 00	1 25
Lemons (California seedless)	....	8 00
Oranges, Valencia lates	10 50	11 00
Oranges, California navels	....	10 00
Oranges (bitter)	4 00	5 00
Plums (Cal.), crates	....	3 00
Do., basket	1 75	2 00
Do., 11-qt. baskets	....	1 25
Do., 6-qt. baskets	....	0 75
Do., 11-qt. Pears	....	1 25
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Pears, Cal., eating, small box	....	4 50
Do., Barletts	4 25	4 50
Peaches—		
No. 1, Canadian—		
11-qt. baskets	....	1 25
6-qt. baskets	....	0 75
Crawfords	2 25	2 50
Elbertas	2 00	2 25

ONTARIO MARKETS

TORONTO, September 11.—An advance of 25c per case has been made in some lines of soap during the week. Waterglass is also higher and lines have been revised to higher levels.

Supplies of comb honey are considered light and clover has advanced in some quarters to narrow the range. Supplies of sugar show no improvement for the week.

Business generally is considered very good, though keeping track of restrictions and Government regulations entails additional bookkeeping, etc.

Sugar Supplies Show No Improvement; Firm Tone

Toronto.

SUGAR.—There have been no new developments in the sugar situation during the past week. Some supplies are coming forward, but these are by no means sufficient to take care of the present demand. For the immediate future no relief is looked for, but it is intimated that strict adherence to the regulations now in force will result in a more equalized distribution.

A new price on refined sugar has been named in the States, but whether this will be reflected here is not certain as yet. It is understood that the new price allows refiners an advance of 15 cents per 100 pounds in the market between raws and refined. This increase is granted because the raw sugar shortage will mean increased refining costs per unit, and because of increased cost of labor, material and containers. It is further stated that the jobbers, wholesalers and retailers will not be allowed to sell their present stocks at the advanced price, but will only be entitled to their usual margin over cost.

Atlantic, extra granulated	9 39
St. Lawrence, extra granulated	9 39
Acadia Sugar Refinery, extra granuated	9 39
Can. Sugar Refinery, extra granulated	9 04
Dom. Sugar Refinery, extra granulated	9 09

Canada Sugar differentials: 60-lb. sacks, 10c over 100-lb.; 20-lb gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Soap Higher; Lamp Chimneys, Waterglass Up

Toronto.

SOAP, WATER GLASS.—New prices have been named on Gold, Lenox, and P. & G. White Naptha soap during the week. This provides for an advance of 25 cents per case, new prices ranging as follows: Gold, less than 5 boxes, $7.50 per case; 5 boxes and upwards, assorted, $7.45; 10 boxes and upwards, $7.40; Lenox, less than 5 boxes, $6.50 per case; five boxes and upwards, $6.45; 10 boxes and upwards, $6.40; P. & G. White Naptha, 7.25, $7.20 and $17.15 for similar quantities.

Water Glass has been revised in price and the new quotations which represent an advance are for 36/20 tins $1.65 dozen. Guelph soap chips in barrels have been advanced to 12 cents a pound; 50-pound boxes are being quoted at $6.50 per box.

An advance in Lamp Chimneys has also been made, the A size in 8-dozen cases being quoted at $8.90 per case, and in four-dozen cases $5.00 per case. B size lamp chimneys in six-dozen are being quoted at $7.75 per case, and in three dozen cases $4.50 per case.

Olives, Mince Meat Register Advances

Toronto.

OLIVES, MINCEMEAT.—A new price on olives has been anounced, Libby's Queen 24- No. 10 selling at $2.30 per dozen, and the Manzanilla, 48- No. 5, $1.15 per dozen; 48- No. 6, $1.55; 24- No. 8, $2.00; 24- No. 10, $2.35; 24- No. 16, $3.15, and 12 Royal jars, $3.95. Gorman Eckert & Co. Queen Olives, 24- No. 10s are now $2.40 per dozen; and their Manzanilla 48- No. 5 size $1.10 per dozen; 48- No. 6 size at $1.45.

Libby's mincemeat is being quoted at advanced prices, Kits 25-lbs. selling at 27¼c per pound; 12- Royal jars at $6.25 per dozen; 36- No. 1 cartons at $2.25 dozen. Stuart's marmalade is selling at $3.00 dozen for 24- 16 oz.; $3.80 for 12-22 oz.; and 78c each for 12- 4-lb. tins. Aylmer red pitted cherries at $3.15 dozen and Niagara Falls red pitted cherries at $3.25 are also higher.

Syrups Moving Freely; Molasses Demand Better

Toronto.

SYRUPS, MOLASSES.—Manufacturers and jobbers report a splendid movement of corn syrup. The sugar shortage has undoubtedly been a factor in this strong movement, as the use of all available substitutes is being strongly urged by the Canada Food Board. Quotations have held firm and unchanged at the figures given below. Molasses are also selling quite freely and stocks generally reported pretty fair. Prices on the different grades are given below.

Corn Syrups—		
Barrels, per lb.		0 07¼
Cases, 2-lb. tins, 2 doz. in case	4 80	5 30
Cases, 5-lb. tins, 1 doz. in case	5 40	5 90
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08¾	0 09
Cases, 2-lb. tins, 2 doz. in case	....	6 50
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	6 80

Some Salmon May be Available; Sardines Up

Toronto.

CANNED GOODS.—It is understood that the Government will reserve 25 per cent. of pinks for the civilian trade in Canada and that the domestic requirements will be taken care of from that and from a few shipments of better grades which were made earlier in the season. Retailers have been buying all the salmon which they could secure with the result that jobbers' stocks have been reduced considerably. It is intimated that there is still a lot of salmon available and the result of the Government purchase of salmon will really not be reflected for a few months yet as far as the consumer is concerned.

Canning factories are busy putting up tomatoes, and operations on corn are expected to be in full swing before long. The outlook is that the tomato pack will be large and that corn which early in the season looked so doubtful may now be nearly normal. The growth and development of the corn during the past six weeks has been nothing short of remarkable, and present indications are that the pack will reach very satisfactory proportions.

King Fisher sardines, 100- ¼s, in oil, are being quoted at $12.00 per case, or 12¼ per tin in broken lots, and Wide Awake sardines, 100- ¼s, in oil, at $10.50 per case, or 11c per tin in smaller quantities.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 55	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	1 85	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s		1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 95	0 98
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10

More Prunes, Peaches, etc., May be Taken

Toronto.

DRIED FRUIT.—Latest advices from the United States indicate that the Government there in commandeering part of the crop of prunes, peaches and apricots did not take into consideration the additional levy of man-power as provided for in the new draft law. This being the case, it is possible that a further percentage of the crop may be taken for Government requirements and it looks as though supplies for civilians will be restricted to a very low level.

It is quite likely some Grecian currants will be available for the Canadian market though prices are very high and may prove a prohibitive factor.

Apples, evaporated, Ontario	....	0 19
Do., da., Nova Scotia	....	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	0 43¹
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats. lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25s, faced	....	0 18
40-50s, per lb., 25s, faced	0 16½	0 17½
50-60s, per lb., 25s, faced	0 15	0 16½
60-70s, per lb., 25s, faced	0 13½	0 14
70-80s, per lb., 25s, faced	0 13½	0 14
80-90s, per lb., 25s, unfaced	0 12	0 13½
90-100s, per lb., 25s, faced	0 11	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	....	0 15
Valencia, Cal.,	0 10½	0 11
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 13½	0 15½

Teas Holding Firm; Better Demand Noticeable

Toronto.

TEAS.—Teas are holding in a very stiff market at all primary points and although no changes have been made locally, higher prices may be expected when importers have to go into the market again. Fine teas are very scarce with the prices being held at a very firm level.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Demand Fair; Supplies Very Good; Firm

Toronto.

COFFEE.—The situation shows little change. So far supplies have taken care of the demand but the restrictions holding importers down to 70 per cent. of last year's importations will very likely make coffee scarce in a few months' time. Relief may be looked for to some extent if negotiations now under way for the release of a boat for direct shipment are successful. In the meantime stocks are in fair shape and prices hold without change.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

All Lines Are Firm; Demand Improving

Toronto.

SPICES.—A special price issued on peppers last week has been withdrawn and quotations on black range from 44 to 46c and white 50 to 55c per pound. The market on these is fairly well stabilized just now and no immediate change is looked for. Further details as to the markets are given elsewhere in this issue. Business generally shows some improvement and is expected to be better for some time to come.

	Per lb.	
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Picking spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 65	0 75
Coriander, whole	0 25	0 28
Carraway seed, whole	0 96	1 00
Cream of Tartar—		
French, pure	1 00	1 10
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Nuts Holding Firm; Demand Remains Good

Toronto.

NUTS.—All lines are holding firm. A slight improvement in the demand for peanuts has been reported and the trade as a whole is quite satisfactory. Range of quotations to-day follows:

Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz.	....	0 18
Brazil nuts, lb.	....	0 75

Bean Outlook Serious in Some Respects; Crop Good

Toronto.

BEANS.—Stocks of beans are very heavy throughout the country and unless some means of utilizing these is found it is thought there will be considerable waste. New crops look to be in very good shape and are expected to be very good quality.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked	....	8 00
Can. White Kidney Beans, bush.	....	9 00
Japanese Kotenashi, per bush.	....	8 00
Rangoons, per bush.	6 50	6 75
Limas, per pound	0 19	0 20

Good Demand Continues For Various Rices

Toronto.

RICES.—The movement of rices continues along very satisfactory lines. Prices hold without change and indications are that jobbers' supplies are equal to present demands. The range of quotations follows:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu	....	13 00
Do., Mujin, No. 1	....	12 00
Do., Pakling	....	11 50
Tapioca, per lb.	0 14	0 15
White Sago	0 14¾	0 16

Rolled Oats Selling Freely; Other Lines Fair

Toronto.

PACKAGE GOODS.—With the coming of cooler weather it is expected that the demand for rolled oats which has been so marked during the past month will continue along very satisfactory lines. Prices on new crop oats show comparatively little recession as yet, and unless marked declines become effective lower prices may not be looked for on rolled oats and oat meal. Quotations for the week have held firm and unchanged with similar conditions applying to other lines.

CULINARY STARCH

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 80
Rolled oats, round, regular 18s, case	2 05	2 12½
Rolled oats, square, 20s	5 60	5 80
Shredded wheat, case	....	4 25
Cornstarch, No 1, pound cartons	....	0 11¾
Do., No. 2, pound cartons	....	0 10¾
Laundry starch, in 1-lb. cartons.	0 10¼	0 11¾
Do., in 6-lb. tins	....	0 13¼
Do., in 6-lb. boxes	....	0 13¼
Do., in 100-lb. kegs	....	0 11¼

Range Honey Prices Narrows; Comb Scarce

Toronto.

HONEY, MAPLE SYRUP.—Indications are that comb honey is scarce. Very good supplies of clover honey are coming to hand, and a narrowing of the range of prices is noted in an advance registered in some quarters during the week. A splendid demand is reported from practically all sources and the retailers are showing a disposition to sort up their stock, which had become rather badly depleted.

Maple syrup is moving in usual quantities and no change in price has been recorded.

Honey—		
Clover, 5 and 10-lb. tins	0 26	0 30
60-lb. tins	0 25	0 28
Buckwheat, 60-lb. tins	....	....
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Jars, 7-oz., doz.	....	....
Do., 10-oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz., doz	....	....
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal	....	2 00

Peach Supply Better; Crop Short

Toronto.

FRUIT.—Peach supplies show no improvement during the week but indications are that the peach crop is short. Prices show little change for the week, 11-quart baskets ranging from $1.25 to $1.40 each. Some Colorado peaches in bushel baskets are coming along and these are said to be very good quality. Apples from the State of Washington are expected soon, and it is undertsood some B. C. Wealthies are now on the road. B. C. McIntoshes should be available up to next week. Supplies of grapes are none too plentiful although a decline has been made during the week. Oranges are slightly higher at primary points, but quotations locally remain about the same. Jamaican grape fruit has arrived on the local market with sizes 64s, 80s, and 96s selling at $6.00 per case.

Apples—		
Early, 6-qt. basket	0 20	0 25
Do., 11-qt. basket	0 30	0 50
Do., bbls.	3 00	4 00
Do., Cal. Gravensteins, case.	....	3 50
Do., B.C. Crab, box	....	2 50
Bananas, per lb.	0 06	0 06½
Blueberries, per 11-qt. basket	1 75	2 50
Grapes, Cal., Malagas, crate	2 50	2 75
Do., Cal., Tokays, crate	3 25	3 50
Grapefruit—		
Jamaican, 64s, 80s, 96s	....	6 00
Oranges—		
Valencias —		
126s	....	9 00
150s, 176s	....	10 00
200s, 216s, 250s	10 00	10 50
288s, 300s	10 00	10 50
324s, 360s	7 50	8 00
Jamaicas —		
176s, 200s, 216s	....	7 50
Lemons, Cal., case	8 00	8 50
Do., Verdilla	8 00	9 00
Pineapples—		
Floridas, 30s, 36s, case	5 50	6 00
Peaches, Can., 6-qt. basket	0 85	0 90
Do., 11-qt. basket	1 25	1 40
Do., Cal., Elbertas, box	....	2 00
Do., Colorado, fancy, bushels	....	4 50
Do., Colorado, fancy, boxes	2 15	2 25
Pears, Cal., Bartlett	3 50	3 75
Do., early Can., 11-qt. basket	0 60	0 85
Plums, early, Can., 6-qt. basket	0 40	0 60
Can., 11-qt. basket	0 85	1 00
Do., California, box	2 75	3 00

Vegetable Supplies Good; Onions Easier; Canteloupes

Toronto.

VEGETABLES.—Onions are in very good demand and the trade report conditions generally satisfactory. Prices are lower, from $3.25 to $3.50 per 100-pound bag being asked and the quality is very fine. Cabbage is none too plentiful and no change in price has been made. Potatoes are holding high, about $2.10 per bag being usual quotation. Local canteloupes are in good supply and good demand. The salmon flesh are selling at $1.25 to $1.50 per 16-quart basket. The demand in all lines is considered good and supplies are coming through quite freely for the majority of lines. Range of quotations follows:

Beets, Can., doz.	0 15	0 25
Cabbage, Can., crate	1 25	1 35
Do., do., doz.	0 75	0 90
Cantaloupes—		
Do., Can., 11-qt. basket	0 50	0 75
Do., Can., Salmon Flesh, 16-qt. basket	1 25	1 50
Carrots, doz. bdles.	0 20	0 30
Corn, doz.	0 12½	0 17
Cucumbers, Can., basket	0 35	0 40
Egg Plant, basket	0 40	0 50
Gherkins, 6-qt. basket	0 35	0 65
Do., 11-qt. basket	0 75	1 50
Onions, Can. Yellow, 100-lb. bag	3 25	3 50
Do., 75-lb. bag	....	2 75
Do., Pickling, 11-qt. basket	1 50	2 25
Parsley, basket	0 40	0 50
Peppers, green, basket	0 40	0 60
Potatoes, Canadian, bag	....	2 10
Tomatoes, basket	0 35	0 60
Turnips, basket	....	0 30

MANITOBA MARKETS

WINNIPEG, September 11.—The wholesale trade has not, as yet, heard anything with regard to the embargo on the salmon business. It is, however, believed that small quantities of red salmon will be released to the trade. A shipment was sent the day before the embargo to this city and the jobbers are trying to distribute the small quantity proportionately. There was very little change in the wholesale trade throughout the week.

Sugar is Scarce; Prices Very Firm

Winnipeg.

SUGAR.—Manitoba is now facing a sugar shortage. Prices are very firm on this commodity and are expected to remain such. Refineries at Halifax and St. John are now turning out quantities and a shipment is expected soon. A little B.C. sugar is now being shipped at the high price of $11.60 per granulated 100. Montreal refineries are in no better shape and are unable to fill their orders. There is a great shortage in the city and it is likely to continue for some time on account of the heavy demand for preserving purposes.

Nut Prices Steady; Peanuts Cent Lower

Winnipeg.

NUTS.—Prices have been very steady on nuts for the past two weeks. Peanuts have dropped a cent in price.

All Lines of Candy Are Hard to Get

Winnipeg.

CANDY.—All lines of candy are hard to get owing to the restrictions on candy manufacturers supposed to be lifted on September 1 being continued until the first of the year.

Coffee Prices Firm; Advance is Expected

Winnipeg.

COFFEE.—Coffee prices continued firm throughout the week and it is hard to get. Wholesalers predict a rise in price in a very short time.

Green Coffee—	
Rio, New York Grading No. 5, per lb.	0 20
Do., do., No. 7	0 19
Santos, fine old crop	0 23½
Bourbon	0 25
Mexican	0 30
Bogota A	0 30
Costa Rica	0 34

Laundry Soaps Take a Jump in Price

Winnipeg.

SOAPS.—Laundry soaps are very firm in price and advances of 25 and 15 cents were made on some lines throughout the week. Gold Soap and P. G. Naptha advanced 25 cents and Lenox rose 15 cents. Jobbers expect a rise of price in other lines.

U. S. INCREASES TIN IMPORTS

Statistics just compiled by the United States Bureau of Foreign and Domestic Commerce show that the fiscal year ending June 30 last, was a record one so far as our imports of tin are concerned. The total imports of metallic tin were 69,731 long tons as compared with 67,529 tons in the fiscal year 1916—the previous high-record year, and 44,722 long tons in the fiscal year 1914—the last pre-war year. Interesting to note is the fact that while in 1914 our importations of tin from the United Kingdom and from the Straits Settlements formed 90 per cent. of the total, in 1918 they amounted to only 55 per cent. of the total The loss was compensated for by heavier shipments from Bolivia, Australia, and the Dutch East Indies.

The growth of our infant tin-smelting industry is shown by the fact that approximately 13 per cent. of our 1918 imports came to us in the form of ores, mostly from Bolivia. A comparison of the figures for the last six months of the fiscal year, as compared with the first six months, shows a surprising decrease in shipments from the United Kingdom and the Dutch East Indies, with increases from the Straits Settlements, Hong Kong, China, South America, and Autsralia.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, September 10.—Latest restrictions on sugar are being viewed in their relation to the apple situation. Producers and handlers are acting on expectation that demand for apples this season will be heavy as they require little sugar in cooking and none eaten as raw dessert. Lard generally is firm, but compound has slumped and is quoted at from 26c to 26¾c per pound. Butter is steady; New Zealand butter is again on market for the first time since shortly after war. Margarine has dropped to 32½c per pound. Fresh eggs are holding at 68 cents a dozen. Cheese is steady at 26½c. Oranges are firm but lemons have dropped to $8.50 per case.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	....
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 89
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	....	33 00
Do., new, per lb.	....	0 02½
Lard, pure, in 400-lb. tierces, lb.	....	0 32½
Lard compound	0 26	0 26¾
Butter, fresh made creamery, lb.	....	0 52
Cheese, Canadian	....	0 26½
Margarine	....	0 32½
Eggs, new-laid, in cartons, doz.	....	0 68
Oranges, box	....	9 50
Lemons	....	8 50
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, September 10.—Rolled oats has advanced 25c. Gold and White Naptha soap 25c per case, Lenox 15c. New pack tomatoes are now here and are selling at $4.10 in some quarters. Sago and tapioca are both 14c. Quotations on new pack California fruits, Delmonte 2½'s; peaches are $9.90; pears $10.50; apricots $9.30; cherries $12.50. Small lots of sockeye salmon 1's are offering at $17.75; ½'s at $18.25. Local potatoes are down to $37 per ton. Lemons are also easier at $11. Local mills expect to be grinding wheat in about ten days. Eggs are higher at $13.50 to $14.

CALGARY:

Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.	....	10 35
Rye flour, 49s, per bbl.	....	12 20
Cornmeal, 24s, per bbl.	....	12 30
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	5 25
Rice, Siam, cwt.	10 00	11 00
Rice, Japan	11 00	12 00
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 14
Sago, lb.	....	0 14
Sugar, pure cane, granulated, cwt.	....	10 92
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 49
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	18 30
Eggs, new-laid ,case	13 50	14 00
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, stand. case, spot	....	4 10
Do., to arrive	4 10	4 50
Corn, 2s, standard case	....	5 50
Do., new	3 35	3 60
Peas, 2s, standard case	....	3 60
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	7 50	8 10
Do., new pack	....	8 50
Raspberries, 2s, Ontario, case	....	....
Do., new pack	8 50	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated ,lb.	0 16	0 19
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	17 75
Do., halves	....	18 25
Potatoes, per ton	....	37 00
Oranges, Valencias, case	....	9 75
Lemons, case	....	11 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, September 10.—Eggs are becoming scarcer and price is going up, to-day's quotations ranging from 40 to 45c per dozen. New prices have been named on canned goods; tomatoes at $4.75 to $5.00 and corn at $4.85 are lower. Gallon apples at $2.40 to $2.75 are also lower, but pineapples at $6, strawberries at $8.50 and raspberries at $8.70, are all higher. Sugar is now $10.94. Tapioca is quoted at 14c. Cocoanut shows an advance of three cents pound. Proctor and Gamble's soaps, Gold and White Naphtha, are up 25 cents case, Lenox 15c case.

REGINA—

Beans, small white Japans, bu.	....	7 50
Beans, Lima, per lb.	....	....
Flour, standard, 98s	....	5 20
Molasses, New Orleans, gal.	....	0 75
Rolled oats, bails	....	4 85
Rice, Siam, cwt.	....	9 25
Sago and tapioca, lb.	....	0 14
Sugar, pure cane, gran., cwt.	....	10 94
Cheese, No. 1 Ontario, large	0 26	0 27
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	18 00
Bacon, lb.	....	0 47½
Eggs, new-laid	0 40	0 45
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	4 75	5 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	3 60	5 20
Apples, gal., Ontario	2 40	2 75
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	4 65
Plums, 2s, case	....	3 40
Salmon, finest Sockeye, tall, case	....	18 00
Salmon, pink, tall, case	....	9 25
Pork, American clear, per bbl.	40 75	41 00

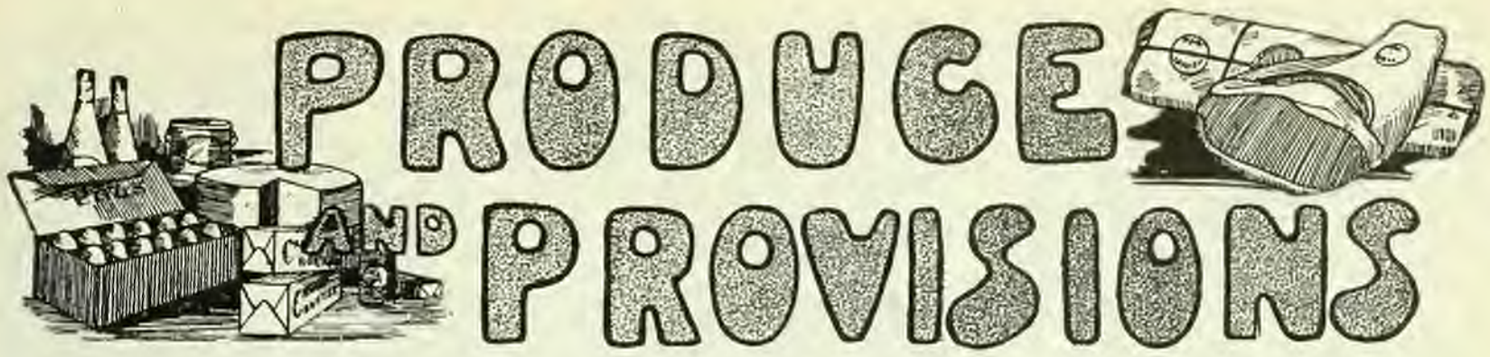
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., September 10.—Flour shows a general increase this week to $12.35. Molasses finally touches dollar mark, being quoted at 96c to $1. White beans are easier at $8.25 to $8.50. Eggs, hennery, 50c to 55c, case 47 to 48c. Butter higher, creamery selling at 44c to 47c, dairy 38c to 42c, tub 37c to 40c. American pork advances but with wider range, $56 to $66. Potatoes are lower at $2.75 to $3. Onions, Canadian, are lower, 100 lb. bag selling at $2.85 to $3. Nova Scotia apples are now offering $2.50 to $4.50.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	12 35
Cornmeal, gran., bags	....	7 00
Cornmeal, ordinary, bags	3 90	3 95
Corn flour, 98 lbs.	....	4 00
Rye meal, 98 lb. bag	....	8 00
Rye flour, 98 lbs.	....	9 00
Rice flour, per pound	....	0 11
Potato flour, per pound	....	0 18
Oatmeal standard, per bbl.	....	12 75
Molasses, extra fancy, gal.	0 96	1 00
Rolled oats, bbl.	....	12 00
Beans, yellow-eyed	9 25	9 30
Beans, Canadian, white	8 25	8 50
Rice, Siam, cwt.	10 25	10 35
Sago and tapioca, lb.	0 18	0 19
Sugar—		
Standard, granulated	9 45	9 50
No. 1, yellow	8 95	9 00
Cheese, N.B., twins	0 24½	0 25
Eggs, fresh, doz.	....	0 65
Eggs, case	0 47	0 48
Breakfast bacon	0 35	0 38
Butter, creamery, per lb.	0 44	0 47
Butter, dairy, per lb.	0 38	0 42
Butter, tub	0 37	0 40
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	56 00	66 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont, case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	2 75	3 00
Onions, Can., 100-lb. bags	2 85	3 00
Lemons, Cal., Messina,	9 00	10 00
Oranges, Cal., case	10 00	12 00
Grapefruit, case	....	7 50
Bananas, per lb.	0 07½	0 08
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	2 25	2 50



Making Produce Business Profitable

Problems in the Provision Business of the Merchant in the Small Town and Village—How This Business Can be Made Profitable

THE stocking of the provision department with butter and eggs presents a problem that is of vital importance to the merchant. Moreover, this problem is not only one for the city store, it is indeed rather one that has to be solved by the small town and village. The larger cities are well served by the large provision houses. The merchant in the small town, however, is cut off from this way of assuring himself of a regular supply of even quality because the merchant in these towns must deal with a number of customers a goodly percentage of whom are actual producers of these goods. He must get his supply from his own customers, and at the same time get it so that he may be able to make a small profit in the transaction, and satisfy the balance of his trade.

The Dangers of the Exchange System

This is a problem that faces a very large proportion of the merchants. Here is the customer who has butter and eggs to sell. The storekeeper is the natural buyer, the middleman between the producer and the provision house, and the producer naturally expects the merchant to take his products. If he doesn't they will take their produce and their trade elsewhere. It is this close connection between the farmers' produce and the farmers' trade that makes the produce business for the small town merchant such a complicated affair. If the butter or eggs are not of the quality he desires how can he avoid taking them without losing the trade of the customer?

There is, of course, no infallible rule. The merchant used to be at the mercy of the farmer, and used to accept blindly anything that he brought in. These products were in turn shipped to the produce man, and because of their poor quality sold at a small figure. The merchant was the loser instead of the producer.

Of recent days, however, there has been a tendency to be more independent. One thing that has helped toward this end is the fact that many merchants are now paying for their produce with cash rather than with merchandise. This makes it look more like a real deal to both parties. Moreover, cash is an incentive to the farmer.

Having Egg Days

One merchant also obtained good results by designating certain days as egg days and on these days he paid a small premium for deliveries. It enabled him to handle this business at times when he was not usually rushed and it also assured a regular delivery of eggs, and in this way did away with one of the chief difficulties in handling this business.

Moreover, merchants as a rule at present are coming to a better understanding with their customers. Many merchants are charging back losses in candling, a thing unheard of a few years ago. They have convinced the producer



A well arranged fish department in a provision store, that of Henry Gatehouse, Montreal.

that it is good business for both of them to ship a good product. The market pays better for them, and it is a futile business paying express rates on rotten eggs, and under the new regulations the produce man cannot show more than a very limited amount of wastage, so it behooves the merchant to be more and more careful in handling this business.

It is a business that certainly requires attention, but there are many merchants who are making this handling of butter and eggs one of the large sources of income in their business.

There are other merchants who are depending on their own trade to dispose of the produce that is brought to them. Naturally they are able to handle only a very limited supply, and from that on must refuse to receive further supplies. In many instances that simply means that the farmers' trade will go elsewhere. This business of handling produce is one of the most profitable produce is one the grocer of the small town can engage, but he must, to ensure himself this profit, also assure himself that this business is being conducted in a business-like way.

OYSTERS TO BE HIGH

In speaking this week with one of the largest Montreal importers of oysters CANADIAN GROCER was informed that oysters will be high this fall and winter.

He said:—"Already the prices have opened high and another advance has just been made of 25 cents per gallon."

"What are the reasons for this?" was asked.

"The labor problem and the cost of this is a big factor. Then there is a certain amount of disorganization at the producing points and a third reason for high prices is that of new transportation costs. It is very probable that prices to be reached will set new high records and this will place oysters in the luxury list and retard their sale, in all probability."

LIQUID OSTRICH EGGS PROVE SATISFACTORY

"A small consignment of liquid ostrich eggs was recently sent from South Africa for examination at the Imperial Institute, London, with a view to ascertaining the value as a substitute for liquid hens' eggs in confectionery. The material proved to be similar in composition to the commercial liquid hens' and ducks' eggs. The opinions of confectioners were favorable, and another consignment of the eggs is being obtained from the Union for further trials."

VETERANS WILL OPERATE CANNING PLANT IN B. C.

Negotiations are under way in Vancouver looking toward the establishment of a co-operative salmon cannery on the Pacific Coast to be owned and operated by returned soldiers. A. H. Sherman, of the Defiance Packing Co., has agreed to finance the undertaking and will retain for his work of managing the concern one-half of the stock in a company which would be known as the Veterans' Co-operative Canning Co., the capital of which would be $150.000. All employees of the company would be returned soldiers who would hold all the stock not held by Sherman, who agrees to give the soldiers an opportunity of purchasing his shares at a fair price at a time to be decided upon.

A COLD STORAGE TRAILER

The problem of moving fresh meat from the "Yards" to the branch houses has been solved by one large Chicago packer. A cold-storage car has been made into a trailer for a motor truck and is thus hauled through the streets of the city like any commercial trailer.

The trailer is 23 feet, 11 inches long, and 7 feet 6 inches wide. The roof is 11 feet 3 inches from the ground. The conveyance will carry 12 tons in addition to its own weight. It is built of wood and steel and has a 4-inch layer of cork on the roof, bottom and ends, with a 3-inch layer on the sides.

The refrigeration system comprises a series of pipes, running the length of the car along the sides and ceiling. On these pipes the meat is hung. The cooling is done by the dense air system and requires neither brine, ice nor liquid of any kind. An even temperature can be maintained at all times.

Three trailers are used to one truck. One is being filled, one emptied and one transported at the same time, thus saving hours of labor and relieving freight congestion. The new refrigerator car is proving of great service in the meat-packing industry.—Illustrated World.

MERGER IN B. C. SALMON PACKING CIRCLES

Eight salmon canning companies in British Columbia recently consolidated under the name of the Northern B. C. Fisheries, Limited, capitalized at $2,000,000. The concerns that have been merged are the Draney Fisheries, Limited, Namu; Kimsquit Fisheries, Limited, Kimsquit; Tallheo Fisheries, Limited, Bella Coola; Skeena River Commercial Co., Limited, Port Essington; Port Edward Fisheries, Limited, Port Edward; Kincolith Fisheries, Limited, Mill Bay; Portland Fisheries, Limited, Kumeon; the Namu Box Co., Namu.

The officers of the new company are: R. V. Winch, president; Henry Doyle, R. F. Winch, F. A. Futcher, F. J. Coulthard, vice-presidents; R. E. Walker, secretary. The head office of the company will be in Vancouver, B.C.

The purpose of this amalgamation is to stabilize the earnings of the various companies involved. It frequently happens that a cannery at one spot has a very lean season, and a cannery at another spot equally strategically situated has a very profitable season. By those interested in the constitutent companies pooling their interests they are reasonably assured of constant dividends, provided a poor season does not obtain throughout the entire northern district. The amalgamation will further have the advantage to the constituent companies of one set of books, one office, one purchasing department, one selling agency, thus cutting down overhead charges.

W. L. Irish, grocer and confectioner, Winnipeg, has sold to Mrs. Sarah Bjalin.

The Selkirk Trading Co., general store, Grande Prairie, Alta., has sold to Owens & Johnson.

Poultry Receipts Lighter Than Normal

Demand From Unexpected Sources Resulted in the Sale of Immature Birds, and as Result Full Grown Stock Are Somewhat Limited

WITH the Thanksgiving date set and so more definitely fixed in the public attention the question of available supplies of poultry to meet the demand of this season is of some importance to the dealers.

Judging by present indications the stocks will be unusually light. While with the advancing season the receipts are beginning to show some slight improvement, they are yet considerably below the normal for this time of year.

One reason for this condition has been the activity of American buyers on this market in the early part of the season. These buyers made heavy purchases of immature turkeys and ducks, the farmers selling readily enough owing to scarcity of feeds and shortage of help. This fact has resulted in an actual scarcity of feeds at the present time. Turkeys especially are very limited and there is not much doubt but that they will be unusually high priced.

At this time of year there is usually some movement of turkeys into storage for the Christmas trade. This year, however, this movement has been practically negligible as compared with other years.

Chickens, too, are in very light supply. The fact is that there were only very limited stocks carried over from the previous year, and that for some months past the present year's stocks which would normally have been going into storage to meet the demands of the winter months have been going into consumption to meet the immediate needs.

The same conditions apply to ducks and geese. Light present supplies with limited or exhausted reserves indicate that there is every likelihood of unusually high prices in these lines also.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

BUTTER tendencies, which showed a firmer feeling last week, have developed into an advance of about two cents per pound. Supplies are rather light, though requirements of the trade are being met.

Eggs are also on the upward trend, quotations showing an advance of from one to two cents per dozen. The quality of present arrivals is much better, and the demand being good, offerings are quickly absorbed.

Declines in buying prices for ducklings, hens and spring chickens have been made, and selling prices on chickens are also down somewhat. Where the supply shows some improvement, the demand keeps up at good levels and takes care of practically all arrivals.

Lard shows a stiff advance in some quarters, and shortening also firmed up somewhat during the week. Supplies are light but equal to present demands. A very strong market on both products seems probable, though some prices favoring the buyer are available this week on shortening.

Steak cod has gone up another cent per pound. Fresh halibut is in very light supply for a few days, and dealers have had to resort to frozen stock to take care of orders. Steak cod and mackerel, frozen, are also selling. The first ciscoes are being offered this week, and oysters are also available in fair quantities at high prices. The season's outlook is that present basis of selling will show little, if any, recession in price.

Smoked Meats Selling; Pork Movement Light

Montreal

PROVISIONS.—There was not a great deal of change during the week in the hog markets. As a matter of fact the position of the dressed hog market is such that the abattoir men do not anticipate a great deal of change in the matter of price, for the immediate future at least. If there was to be an improvement in delivery, the market would not absorb a great deal of the increase, but heavier delivery is not looked for. Prices are holding without material change although the range is from $29 to $29.50 for medium dressed hogs this week Smoked meats are steady and quite firn. but no changes have been made.

Hogs, Dressed—		
Abattoir killed, small	29 00	29 50
Do., heavy, 225-275 lbs.	26 50	27 00
Hogs, live	20 00	20 25
Hams—		
Medium, smoked, per lb.— (Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34¼
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		$58 00
Clear fat backs (bbl.)		60 00
Short cut clear pork (bbl.)		58 00
Heavy mess pork (bbl.)		55 00
Bean pork (bbl.)		54 00

Lard Steady and Firm Under Improved Demand

Montreal.

LARD.—Under an improved demand there is a firmer feeling for lard and an advance within the week will not be surprising. The better movement of this line has been looked for and the cooler weather will bring this about. There is a fair amount of stock and prices are steady without change.

Lard, pure—	
Tierces, 400 lbs., per lb.	0 31
Tubs, 60 lbs.	0 31½
Pails	0 31¾
Bricks, 1 lb., per lb.	0 33

Shortening Higher; Advance One Quarter Cent

Montreal.

SHORTENING.—There is a firmer feeling in the shortening market and this is borne out in an increase of a quarter of a cent per pound. There is some demand and will be more from now on. The greater freedom of import is not expected to affect the position here appreciably as there is no change with regard to the import of cottonseed oil.

Shortening—	
Tierces, 400 lbs., per lb.	0 26
Tubs, 50 lbs.	0 26½
Pails, 20 lbs., per lb.	0 26¾
Bricks, 1 lb., per lb.	0 27¾

Steadier Market Now for Margarine; Unchanged

Montreal.

MARGARINE.—Indications point to a generally better market for margarine. This is due to more favorable weather conditions, and the coming season will undoubtedly see a large sale among the retail trade. Prices are firm but without change. With butter high and likely to rule so, there is likelihood of prices firming.

Margarine—		
Prints, according to quality, lb.	0 31½	0 32
Bulk, according to quality, lb.	0 30½	0 31

Creamery Butter Up 1c; Receipts Still Large

Montreal.

BUTTER.—The firm position still obtaining on butter is shown this week by an advance of one cent per pound for creamery. Dairy butter remains unchanged. The bidding at the auction sale last week was positively responsible for the advance in creamery although the active absorption of stock continues from week to week. Receipts for the season have been large and show that more than 55,000 packages above the receipts of 1917 have arrived here.

Butter—		
Creamery prints (fresh made)		0 47
Creamery solids (fresh made)		0 46
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice		0 37

Cheese Buying Prices Firmer; Fair Movement

Montreal.

CHEESE.—Among bidders in the country there has been considerable activity and as a consequence prices paid by them advanced one-eighth cent. As far as local trading is concerned this is fair and the market is unchanged. Although movement is active receipts are less to date than those for 1917, the decrease exceeding 20,700 boxes.

Cheese—	
Large, per lb.	0 23½
Twins, per lb.	0 24
Triplets, per lb.	0 24
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

Select and No. 1 Eggs Advanced One Cent

Montreal.

EGGS.—Following upon recent firming tendencies the market recorded an advance of one cent. per dozen on selects and number ones. There is still a heavy consumptive demand and the prices in Western Canada are strong and high. It would seem that the continued demand is likely to hold prices on a continued high basis. Receipts for 1918 to date have been 194,068 cases against 211,809 for the same period of 1917.

Eggs—		
Selects	0 52	0 53
New-laid	0 48	0 49
No. 2		0 45

Farmers Too Busy to Market Poultry

Montreal.

POULTRY.—Produce travellers from the country report that farmers are so

occupied with threshing and other necessary work at present that they are not attending to any extensive marketing of their poultry. Receipts are short of requirements still and it is hardly expected that there will be much improvement for some time. New specially milk-fed broilers are available in limited quantities.

	Live	Dressed
Young ducks, lb.	....	0 45- 0 50
Old ducks (fat)	0 25	....
Broilers, 3 to 4 lbs. pair	0 30	0 40- 0 43
Broilers (milk fed spec'l)	0 31- 0 32	....
Turkeys (old toms), lb.	0 28	0 38- 0 38
Turkeys (young)	....	0 40
Geese	....	0 30
Old fowls	0 27- 0 28	0 35- 0 36

Oysters Will be Higher; Fish Supply Lighter

Montreal.

FISH.—Submarine activity is again responsible for decreased supply of East Coast fish. The same condition obtains with regard to shipment from Pacific Coast points. In addition to these shortages supplies from the Great Lakes have declined to below normal, with the single exception of whitefish. Sales of pickerel and salt fish are improving but high prices for these is limiting sales. With Fall "Ember" days on next week demand will again improve. Oysters are up 25c per gallon and will continue to be high owing to labor shortage, transportation, etc.

SMOKED FISH.		
Haddies (fresh cured)	0 15	0 16
Haddies, 'llet	0 18	0 20
Smoked herrings med.) per box	0 23	0 24
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	2 25
Kippers, per box 40/50	2 25	2 50
SALTED AND PICKLED FISH		
Haddock (per bbl.), 200 lbs.	....	16 00
Herring (Labrador), per bbl.	14 00	15 00
Herring (Labrador), ½ bbls.	7 00	7 50
Herrings, No. 1 lake (100-lb. keg)	....	6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	....	37 00
Salmon (B.C. Red)	....	28 00
Sea Trout, red and pale, per bbl.	20 00	22 00
Sea Trout (½ bbls.)	10 50	12 00
Green Cod, No. 1, per bbl. (med.)	....	20 00
Green Cod (large bbl.)	....	21 00
Mackerel, No. 1, per bbl.	....	32 00
Mackerel (½ bbl.)	....	16 50
Codfish (skinless), 100-lb. box	....	16 00
Codfish, 2-lb. blocks (24-lb. case)	....	0 18
Codfish (skinless), blks. "Ivory" Brand, lb.	....	0 16
Codfish, boneless, lb. (arcording to package)	0 16	0 20
Codfish, shredded, 12-lb. box	....	2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	15 00	16 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 18
Cod, dry (bundles)	....	14 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	....	0 50
Prawns, lb.	....	0 30
Shrimps, lb.	....	0 30
Scallops, per gallon	....	4 00
Oysters—		
Ordinary, gal.	....	2 75
Cape Cod shell oysters, bbl.	....	15 00
5 gal. (wine) cans	....	12 50
1 gal. (wine) cans	....	2 75
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	9 00
FRESH FROZEN SEA FISH		
Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 08	0 09
Halibut	0 22	0 23
Halibut (medium)	....	0 24
Haddock	0 07½	0 09
Mackerel	0 14	0 15
Cod—Toms, bbl.	....	4 00
Cod Steak, fancy, lb.	0 10	0 11
Salmon, red	0 21	0 22
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22
FRESH FROZEN LAKE FISH		
Pike, lb.	0 11	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	....	0 12
Doree	0 13	0 14
FRESH FISH		
Haddock	0 09	0 10
Steak cod	0 11	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout	....	0 45
Pike	0 11	0 13
B.C. Salmon	0 28	0 30
Salmon (Gaspe)	0 26	0 28
Gaspereaux, lb.	....	0 06
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	....	0 23
Eastern Halibut (med.)	....	0 25
Flounders	0 07	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	....	0 15
Mackerel, lb.	0 14	0 15
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	....	0 24
Shad	0 15	0 16
Swordfish	....	0 22

Meats Are Firm; Live Hogs Same

Toronto.

PROVISIONS.—All lines of dressed meats have held firm during the week and no changes have been recorded. The supplies are equal to present demands, which it is said show a steady improvement.

There is nothing new to say about live hogs. The price of $19.50 per cwt., fed and watered, is still ruling and buyers intimate this price will likely hold throughout the week.

Range of prices on various lines is given herewith:

Hams—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 44	0 46
Trimmed, with rib in	....	0 47
Boneless, per lb.	0 48	0 50½
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.	0 34	0 34½
Wiltshire (smoked sides), lb.	0 37	0 41½
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 31	0 32
Do., aver. 70-100, lb.	0 28½	0 29
Fat backs	0 32½	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 52½	0 54½
Shoulders, roast, without dressing, per lb.	0 47	0 49
Barrel Pork—		
Mess pork, 200 lbs.	52 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lbs.	56 00	59 50
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars	....	19 75
Live, fed and watered	....	19 50
Live, f.o.b.	....	18 75

Lard Goes Higher; Demand Being Met

Toronto.

LARD.—The firm tendencies outlined in CANADIAN GROCER last week and previous weeks have developed into a sharp advance in some quarters, 31½c per pound, tierce basis, being reached. Quotations now range from 30½ to 31½c per pound and the feeling prevails that lower figures are not likely in view of comparatively light supplies. Present demands are being met and sales show improvement right along.

Lard, pure, tierces, 400 lbs., lb. 0 30½ 0 31½
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Stiffens; Demand Very Good

Toronto.

SHORTENING.—Higher prices have been reached in some quarters on shortening, 26 to 26½c per pound, tierce basis, being quoted, while 25½c is lowest market figure. It is intimated that some recession from the lower figure is also being made, buyers benefiting to the extent of ½c to 1c per pound. Supplies are in fair shape and the demand shows improvement.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26½
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Holding At Unchanged Levels

Toronto.

MARGARINE.—There are no new developments to record in regard to this market. The demand seems to be very good and prices have held without change. Supplies are equal to calls being made upon them.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Butter Records Advance; Supplies Rather Light

Toronto.

BUTTER.—The firmer tendencies noted in butter last week have developed into an advance in price. Quotations are up from one to two cents per pound all the way around, the light supply being a factor in bringing this about. Fresh creamery prints are being quoted at 47 to 48 cents per pound and fresh separator dairy prints at 43 to 45 cents per pound. The range of quotations follows:

Creamery prints, fresh made	0 47	0 48
Creamery solids, fresh made	0 46	0 47
Dairy prints, fresh separator, lb.	0 43	0 45
Dairy prints, No. 1, lb.	0 39	0 41

Eggs Go Higher; Good Demand Apparent

Toronto.

EGGS.—Supplies show some improvement during the week and most certainly the quality of the eggs arriving to-day is very much better than a month ago. Prices have stiffened and extras to-day are being quoted at 52 to 54 cents per dozen, an advance of 2 cents. The other grades advance in proportion, the range

being given below. The demand continues very good.

Eggs—		
New-laids, in cartons, doz.	0 56	0 58
Do., extras, doz.	0 52	0 54
Do., No. 1, doz.	0 48	0 50
Do., splits and No. 2, doz.	....	0 40

Sales Cheese Good; Supplies Satisfactory

Toronto.

CHEESE.—A very good sale of cheese is reported. Supplies are reaching the market in ample quantities. There is no change in the situation as far as the markets are concerned.

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Ducklings, Hens, Chickens Go Lower; Demand Fine

Toronto.

POULTRY.—Declines have been registered in the prices being paid on ducklings, hens, and spring chickens. Prices are down from 1 to 2 cents per pound, and the selling price on dressed spring chickens to the retail trade is also lower. The supply shows some improvement, but owing to the good demand there is little accumulation; as a matter of fact it is said that there are very few in for feeding. The range in quotations is given herewith:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 16-$....	$....-$....
Duckling	0 23-	....- ....
Turkeys	0 25- 0 28	....- ....
Roosters	....- 0 18	....- ....
Hens, over 4½ lbs.	0 27- 0 28	....- ....
Hens, under 4½ lbs.	0 23- 0 25	....- ....
Chickens, Spring, 2 lbs. or over	0 30- 0 32	....- ....
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

		Dressed
Hens, light	0 33	0 35
Do., heavy	0 35	0 37
Chickens, Spring	0 45	0 48
Ducklings	0 35	0 38
Turkeys	0 36	0 40

Cod Goes Higher; Ciscoes, Oysters Now on Market

Toronto.

FISH.—Steak cod is somewhat firmer during the week and is being quoted at 11½ to 12 cents per pound. The first shipment of ciscoes arrived on the local market and is being quoted at 18 cents. The first shipment of oysters is also in and are being sold at $3.10 per gallon. Although this price is fairly high, dealers do not look for any recession from this figure. Supplies are said to be none too plentiful; it is indicated that high prices will rule all season. Fresh halibut is off the market for the present week, and dealers are selling frozen stock. These are being quoted at from 20 to 21 cents per pound. Frozen mackerel is also selling, being quoted at 15 cents per pound. Supplies of herring are very scarce on account of the bad storms with which the fishermen have had to contend. To-day's prices range as follows:

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 11½	0 12
Do., market, lb.	0 09½	0 10
Flounders, lb.	0 10	0 11
Flukes	....	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.	0 08	0 08½
Do., dressed, lb.	0 09	0 10
Mackerel, lb.	....	0 16
Plaice, dressed, lb.	0 10	0 11
Soles, dressed, lb.	0 09	0 11
Salmon, B.C., fresh, headless, dressed, lb.	....	0 25
FRESH LAKE FISH		
Herring, dressed, lb.	0 09½	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 15	0 16
Frog's Legs, lb.	....	0 50
SMOKED FISH		
Ciscoes, lb.	....	0 18
Haddies, Chicken, lb.	....	0 12
Do., Fillets, lb.	0 15	0 17
Do., Finnan, lb.	0 12½	0 14
Herring, Kippered, box	1 75	2 00
FROZEN SEA FISH		
Cod, Steak, lb.	....	0 10
Halibut, lb.	0 20	0 21
Mackerel, lb.	....	0 15
OYSTERS, per gallon	....	3 10

Flour Advances 40c; Milling Soon General

Toronto.

FLOUR.—An advance of 40c per barrel in government standard flour has been reached, due principally to increased freight rates. The present price is $11.35, advancing from $10.95. Milling operations will, it is expected, be general in another couple of weeks' time, supplies of new crop wheat now being marketed and quantities sufficient to carry along the mills should soon be available.

Bran And Shorts Up $2 Ton; Heavy Demand

Toronto.

MILL FEEDS.—New prices have been named on bran and shorts which provide for increases of $2.00 per ton in each instance. Increased freight rates, recently effective are largely instrumental in this increase. Prices in carload lots are for bran, $42, and shorts, $37 per ton. A heavy demand is in evidence already and mills anticipate some difficulty in taking care of all business offering. Local dealers are also likely to have some difficulty in handling to advantage owing to minimum carload weight being raised. There will be little opportunity of having cars assorted with flour and feeds as they wish—feeds are too scarce and carload weight will have to be made up from half flour. The feeds being the quicker seller it is not hard to determine where the dealer comes in—his feeds gone and still lots of flour and no straight cars of feed likely.

Government Standard Corn Flour Now Selling

Toronto.

CEREALS. — Government standard corn flour, composed of 75 per cent. yellow corn and 25 per cent. white corn flour is now being offered, the price being made at $10.85 per bbl. Barley flour at $6.75, white corn flour at $6.75 and rye flour at $7.75 per 98 lb. bag are all up 25c in some quarters. Golden cornmeal is selling up to $6.50 in 98's.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	6 75
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	6 50
Do., fancy yellow, 98s	....	6 75
Corn flour, white, 98s	6 50	6 75
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 25	5 50
Oatmeal, 98s	6 00	7 00
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	7 75
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

Hogs Now Selling at Nineteen Cents

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market stands now at 19 cents and the trade here considers the price in harmony with the eastern market. No change in price is expected. There has been very little change in provisions.

THE SUGAR SITUATION

America, which made exports of 140,000,000 bushels of wheat in the closing crop year, where less than 20,000,000 bushels surplus appeared, is called upon now to exercise like virtue with sugar.

The burden of maintaining allied supplies falls on our resources.

No sugar comes from central Europe, none from Java; from Hawaii and West Indies less than usual.

French sugar territory is overrun by German armies; French sugar mills are taken and destroyed.

Submarine sinkings and losses by battle have cost us great stores; labor shortage makes inroads on production.

For England the allowance is 2 pounds of sugar a month; for France, 1 pound; for Italy, 1 pound. America seeks to share equally with all who sit at the common table, joined in the common defense.

This is the way the United States Government points the necessity of a radical curtailment in sugar consumption.

ENGLAND LIFTS RESTRICTION ON CONSUMPTION OF BACON

Exports of beef from the United States during the month of June totaled 92,173,000 pounds, of which 95 per cent. went to the United Kingdom, France, England, and Belgium. The monthly average of beef exports for the three years preceding the war was 1,066,000 pounds.

Pork exports for June totaled 169,331,000 pounds, of which 83.5 per cent. went to the four Allies. The average monthly exportations of pork for the three years preceding the war were 41,531,567 pounds.

The amount of pork products received in England has enabled that country to lift the restrictions on the consumption of bacon.

Win new customers with this quality sea food



INDIAN CHIEF BRAND CLAMS

have that degree of super-excellence so much approved by discriminating people.

The rigid precautions taken in the process of packing and sealing preclude the slightest possibility of anything but tip-top quality in every can.

Indian Chief Brand Clams are sealed without solder or acid the very day they are taken from the beds.

At a time when fish foods are becoming increasingly popular, because of meat conservation, every good grocer should stock and push the sales of Indian Chief Brand Clams — the line of profit and customer satisfaction.

SHAW & ELLIS
POCOLOGAN, N.B.
License Nos. 1-718. 8-24395.

Evidence is not wanting

to show that the real food value of quality Sea Foods is becoming more widely known and appreciated.



The grocer can turn this situation to his advantage by featuring

BRUNSWICK BRAND SEA FOODS

the reliable, quick-selling line that is winning new friends daily throughout the Dominion.

Give Brunswick Brand a trial today and see for yourself what dependable lines they are.

Select your requirements from this list:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros.
LIMITED
Black's Harbor, N.B.

If any advertisement interests you, tear it out now and place with letters to be answered.

"PEERLESS" in Name and Quality



No trouble at all to sell a successful product such as this

WE want you to share with us some of the success we are having in connection with *"Peerless" Shortening.*

Dealers who are handling this product tell us that their customers buy it again and again—because they know they can always pin their faith to it.

For cake and pastry making as a shortening — for frying foods—for every purpose for which a frying fat can be used *"Peerless" Shortening* gives the highest satisfaction.

Not only is it much cheaper than lard or butter—it is more economical in use and goes farther. That's a "worth while" argument these days, isn't it?

The unusually attractive packages make a fine display, too, and are well worthy of the high grade product they contain. Why not order to-day—through our traveller—or by mail?

In 1 lb. Sanitary Cartons and 3 lb., 5 lb., 10 lb., 20 lb., 50 lb. Bright Red Tin Pails

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packer's License No. 13-50

If any advertisement interests you, tear it out now and place with letters to be answered.



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.

RELEG

Pronounce "REAL EGG"



The Housewife's favorite egg substitute

In these days of high prices such a dependable and inexpensive substitute, as Releg is much in demand.

Releg gives the same baking results as eggs, at a fraction of the cost.

Show Releg in your displays. Have every housewife try it once. Then they'll use it right along.

RELEG COMPANY, Regd.

34 King Street, Quebec, Canada

The VINEGAR SEASON IS ON

We make all strengths in both Spirit and Cider

Write us for prices.

Taylor & Pringle Co., Ltd.

Owen Sound, Ont.

P. E. I. PRODUCE

We solicit your enquiries for

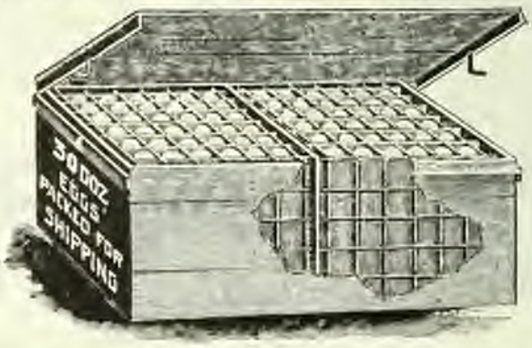
POTATOES
FULL COOKED DINNERS
SEED POTATOES
P. E. I. CLAMS

Carvell Bros.

Wholesale Grocers and Produce Merchants

CHARLOTTETOWN - - P. E. I.

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

CANNED SALMON

Notwithstanding the embargo placed by the Canadian Government on new pack canned salmon, we are in a position to supply your requirements for prompt shipment from our actual stock.

We offer the following grades:

Red Sockeye, tall
Red Spring, tall
Northern Pink, tall
Chums, tall

We have also a nice assortment of
Cohoes, Pinks, and Chums,
½'s flat.

As usual, our prices are most reasonable.

CALIFORNIA DRIED EVAPORATED FRUITS

Shipments of evaporated peaches from the coast will be very small. We have a full assortment in stock, comprising:

Choice, 25 lbs. unfaced,
Extra Choice, 25 lbs. unfaced,
Fancy, 25 lbs. unfaced.

APRICOTS

A very large quantity of Apricots is to be taken by the American Government for shipment to France, and prices have been soaring of late. We carry a full assortment:

Standard, 25 lbs. unfaced,
Slabs, 25 lbs. unfaced,
Choice and Fancy, 25 lbs. unfaced.

CALIFORNIA FIGS

The market is absolutely bare of Figs. We offer a straight car of this year's pack, under "FEZ" Brand, for fall delivery, comprising:

White Adriatic, 10/16 oz. bricks.
White Adriatic, 70/4 oz. bricks.
White Adriatic, 20/8 oz. bricks.
White Adriatic, Smyrna style, 10 lb. boxes.

Don't hesitate to place your order early. Mostly all lines of California Fruit and Raisins have been withdrawn by California packers. We have the finest assortment in stock, and large quantities rolling.

NEW JAPAN TEAS

SEASON'S BEST PICKINGS NOW IN STORE.

We have always secured our teas from the best shippers in Japan, and we are offering you the best values to-day under the market.

Our service is the best.

Our prices always attractive, and we carry the largest assortment to be found in any wholesale business.

PLACE YOUR ORDERS WITH A "RELIABLE" FIRM.

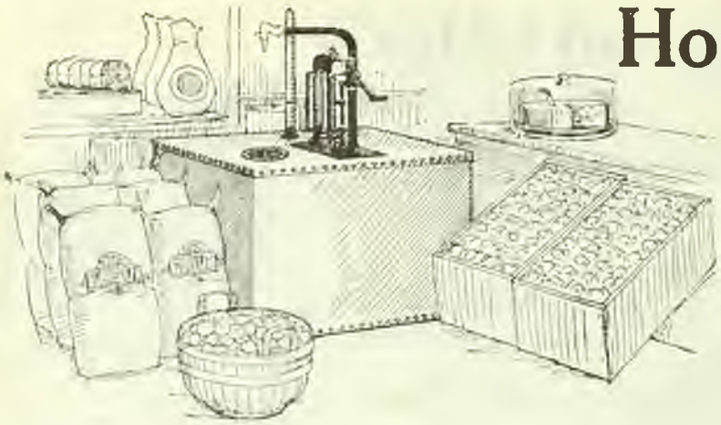
L. CHAPUT, FILS & CIE, LIMITÉE

WHOLESALE GROCERS

2, 4, 6, 8, 12 and 15 DeBresoles Street, Montreal

Established in 1842

How I Sell More Oil



A Bowser System eliminates objectionable oil odors. It's a guarantee of security for your other stocks.

Is your service still handicapped by the old mussy barrel and measure system? Are your profits still eaten up by dripping, splashing and over-filled cans?

A moment's reflection will convince you that the only safe, accurate and profitable way to handle Oil is by the

BOWSER OIL STORAGE SYSTEM

There's no waste with the Bowser—no oil-soaked floors—no contaminated merchandise—no constant fire menace—no loss of time—no inconvenience.

The Bowser measures accurately and quickly, direct to the customer's can. It keeps the oil pure and clean and keeps it so indefinitely. This is what the Bowser has done for me.

PARTICULAR GROCER.

Wouldn't you like further information on this? Ask us. No obligation at all.

S. F. Bowser & Company, Inc. 66-68 Fraser Ave., Toronto

Sales Offices in all Centers ***Representatives Everywhere***

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

CARRYING CAPACITY



"The Babcock Carries the Largest Load"

Babcock Commercial Bodies

Four reasons for BABCOCK SUPREMACY:

1. *Strength*
2. *Lightness*
3. *Durability*
4. *Beauty*



PATENTED CONSTRUCTION

The cut shows an "X-Ray" picture of the patented steel construction that is the foundation of all Babcock Bodies. This "steel skeleton" shows how the angles and bars form a rigid unhendable and unbreakable groundwork on which the other "interchangeable" styles are founded. By easy and quick transfer of standardized parts, any one of four styles of delivery bodies can be made upon one original basic body. The complete bodies are the most perfect ever made and the prices are most reasonable and attractive.

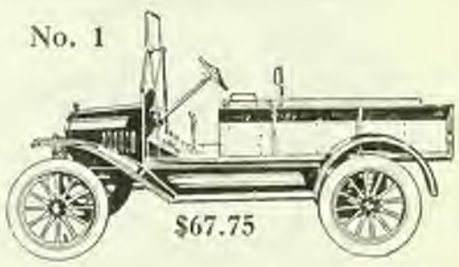
Send for 1918-1919 Style Folder and Prices and Terms

We make all styles of Bodies for every commercial purpose and for every line of business Our New Folder gives good illustrations of the leading styles, and we shall be glad to supply you with prices and terms on the regular lines or to quote prices on special bodies made to order.

If there's no agent in your town we will supply you direct —Write Us.

If there is no agent in your town, write for direct quotations. If you know of a well established firm to act as agent, please call his attention to this opportunity.

No. 1



$67.75

No. 2



$105.25

CARRIAGE FACTORIES, Limited

Head Offices: Excelsior Life Building, TORONTO
Sales Offices: Montreal, Toronto, Winnipeg

If interested, tear out this page and place with letters to be answered.



Worth featuring at any time

MATHIEU'S NERVINE POWDERS

Neuralgia, Headaches, Sleeplessness and other nerve complaints are effectively removed with

MATHIEU'S NERVINE POWDERS

Free from harmful drugs, such as morphine, chloral, opium, etc., these nerve soothers may be safely recommended to everybody requiring a quick and sure remedy for nerve troubles.

Stock Mathieu's Nervine Powders now and add to your profits.

J. L. Mathieu Co.
SHERBROOKE - QUEBEC

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



When the consumer's confidence in its goodness is so generally expressed it requires no long argument to point to the advantage of your constantly stocking **Cow Brand Baking Soda.**

Church & Dwight, Limited
MONTREAL

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

If any advertisement interests you, tear it out now and place with letters to be answered.

Whittemore's Shoe Polishes

Quality Variety







For a Big Seller

BOSTONIAN CREAM — The ideal cleaner for kid and calf. You'll need a good stock of brown for brown glazed kid and mahogany calf —also the cordo-tan for cordovan leather. Then there's the white BOSTONIAN for all colors of glazed Russia calf, vici or dongola kid or patent leather—also light and dark gray, and any other color or shade.

And Here's the Paste

NOBBY BROWN PASTE—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it —you'll repeat on it.

For red or oxblood there's the same size package of PEERLESS OXBLOOD PASTE.



RUSSET—2 Sizes



BROWN—2 Sizes



WHITE—2 Sizes



RED—2 Sizes



BLACK—2 Sizes

Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.





If any advertisement interests you, tear it out now and place with letters to be answered.

THE FRIENDS OF FRANCE

216 Poplar Plains Road, Toronto

August 20th, 1918.

Canadian Milk Products, Limited,
Toronto, Ont.

Gentlemen:—

Please accept our grateful thanks for your donation of 3 cases of Klim for French relief work. This generous gift will gladden many a heart in poor stricken France. "A true gift of providence" is how one writer expresses the value of Klim.

The other day we received a letter from one of the doctors who is working in the front line clearing station who says that Klim is absolutely invaluable especially for gassed men, and he says there is nothing we could send which is a greater help in their work. Klim is used in France for badly gassed and wounded soldiers, for babies, for the sick, and particularly for tubercular patients. Nearly every letter that comes to us from France whether from refugees, soldiers, doctors or surgeons in charge of hospitals bears testimony to the value of Klim and brings a request for more. We feel that such remarkable unanimity of opinion proves the worth of Klim beyond any doubt.

Faithfully yours,
THE FRIENDS OF FRANCE,
(Sgd.) Mrs. A. E. Wells.

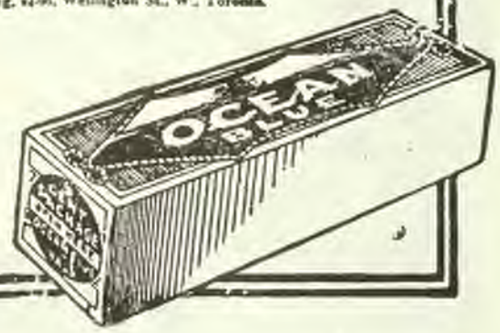
"Canada Food Board License No. 14-242"

OCEAN BLUE

stands for all that is implied in the word "QUALITY." And quality too at a popular price. No Grocer has regretted stocking OCEAN BLUE since his customers came to know the 5c. "OCEAN" quality.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Grey Building, 24-26, Wellington St., W., Toronto.



QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers. Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	0 90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6-lb. boxes	0 30
Diamond, ¼s, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS—	Per doz.
Milk medallions, 5-lb. boxes	$0 39
Nonpareil wafers, 5-lb. boxes	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 30
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95



EGYPTIAN RAT EMBALMER
WILL ABSOLUTELY RID YOU OF YOUR RAT MENACE.

The price is $3.00 for the big one pound package, enough to destroy all the rats, however numerous, on 2,000 square feet of floor space—IN ONE NIGHT and WITHOUT ODOR.

When used in sufficient quantity, according to directions, we guarantee a thorough riddance.

Used with success by some of the largest wholesalers and manufacturers.

ALBERT HUGLI
Distributor
1070 BATHURST STREET, TORONTO

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

Canada's Crops Will Reach the Billion Mark

One billion dollars will probably be the cash value to Canada of this season's crops East and West. In making this estimate for THE FINANCIAL POST OF CANADA, F. M. Chapman, editor of *The Farmers' Magazine*, bases his calculations on the closest possible observation by experts of conditions in every district. Miss Cora Hind's first figured estimate of the Western harvest puts the average yield for wheat at 18 bushels, indicates a yield of just under 150,000,000 bushels, and a value of $527,000,000. The details are contained in THE POST of Sept. 7th, and form reassuring reading for Canadian business men. Other important contents of this issue of THE POST are indicated by these headlines:—

Speculation at Ottawa as to Government Railway Board.
Non-Taxable Victory Bonds Are Held Expedient.
Washington Sets Dead-Line for Canadian Industry.
Has Montreal Power Bought Public Service Corporation?
Canada's Crops Estimated—(Two Keen-Edged Articles)
Stream of Gold and Silver From Canada to the States.
Decline of War Exports During the Present Year.
Flour Mills Bare of Stocks—Puzzled Over Profits.
Bank Clearings Again Ahead of Last Year's Total.
Banks and Wheat Crop Financing.
Where Are Canada's Increased Funds in Circulation?
Protection From the Wily Forger—A Responsibility Case.
Diplomat, Dishwasher and Diamond Merchant—(Biography).
Clean-Up of Victory and Other Bond Markets.
Remarkable Price Advance of Allied Bonds.
Quebec's New Department Is Under Debate.
League Formed to Stop Fires in Ontario.
Building Costs in Montreal Are Near Prohibitive.
Land Sales of Hudson's Bay Co. are a Record.
Waste Salvaging a Profit-Winner of Conservation.

These are by no means all the interesting and important contents of THE FINANCIAL POST of Sept. 7th, but they will indicate to you the business worth of this thoroughly Canadian and constructive specialized newspaper. Send for a trial subscription and test this for yourself. The cost is only $3.00 per year. Your business will profit by your regular reading of THE POST. Here is a convenient order form to fill in:

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will pay subscription price $3.00 per year on receipt of bill, or you may draw on me for this.

Name .....

Address .....

C.G. 7D

Foreign and Domestic

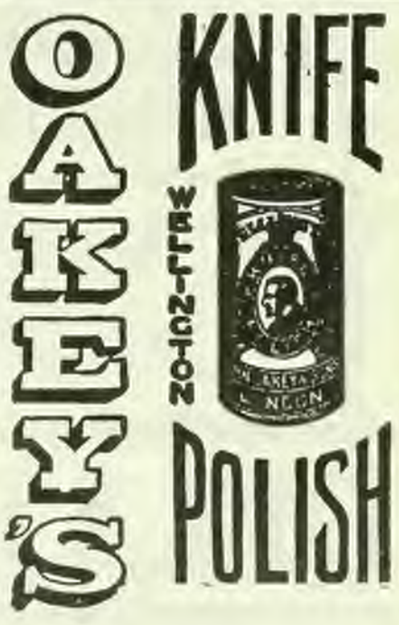
FRUITS
AND
VEGETABLES

BUTTER
AND
EGGS

For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.



John Oakey & Sons, Limited
London, S.E. 1, England
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

If interested, tear out this page and place with letters to be answered.

THE GROCER
handling
COPELAND'S

Diamond C Brands

Corn Flour and Corn Meal

has a product he can recommend with every confidence of having a satisfied customer.

Milled from the highest grade American Corn.

G. COPELAND & SONS
MIDLAND and PENETANG, ONT.
HEAD OFFICE. MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

FINEST CRYSTAL GELATINES
Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can.	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD., CONDENSED MILK

Terms net 30 days.

Eagle Brand, each, 48 cans	$9 00
Reindeer Brand, each 48 cans	8 70
Silver Cow, each 48 cans	8 15
Gold Seal, Purity, each 48 cans	8 00
Malflower Brand, each 48 cans	8 00
Challenge Clover Brand, each 48 cans	7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, Large, each 24 cans	6 00
Reindeer Brand, Small, each 48 cans	6 25
Regal Brand, each 24 cans	5 65
Cocoa, Reindeer Brand, large, each 24 cans	6 00
Reindeer Brand, small, 48 cans	6 25

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

	Per Case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.
Lunch Ham—1s, $6.45; 2s, $13.50.
Ready Lunch Beef—1s, $4.45; 2s $9.
English Brawn — ½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.
Geneva Sausage—1s, $4.95; 2s, $9.45
Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.45; 2s, $9.
Cooked Tripe—1s, $2.45; 2s, $4.45.
Stewed Ox Tail—1s, $2.45; 2s, $4.45.
Stewed Kidney—1s, $4.45; 2s, $8.95
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4; 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.
Beef Steak and Onion—½s, $2.90; 1s, $4.45; 2s, $8.45.
Jellied Hocks—2s, $9.95; 6s, $29.80.
Irish Stew—1s, $3.45 ;2s, $6.75.
Cambridge Sausage—1s, $4.45; 2s, $8.45.
Boneless Chicken—½s, $5.90; 1s, $8.95.
Boneless Turkey — ½s, $5.90; 1s, $8.95.
Ox Tongue—½s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.
Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65; 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consommé, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s, $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65; Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.65; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s (flat), $2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—¼s, $2.35; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.35; 1s, $2.50; 3s, $4.80.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.25.
Smoked Vienna Style Sausage—½s, $2.45.
Pate DeFoie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $2.45.
Potted Beef Ham—¼s, 75s; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Vea—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $17.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.75; ½s, $2.85; 1s, $4.15.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.35.
Ham—¼s, $2.35.
Tongue—¼s, $2.35.
Venison—¼s, $2.35.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s 30c.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

1918 Pack Now Ready

These Jams are so excellent in quality that they sell readily to the most particular jam users.

Furthermore, there's a margin of profit on every sale that makes displays worth while.

FURNIVALL-NEW, Limited

Hamilton, Canada

We always have a few carloads of

2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST



GET READY FOR CHRISTMAS TRADE

The increasing demand for TOBIN'S "PEERLESS" OVERSEAS BOXES is causing us some unrest, for we are forcibly reminded that raw materials are going up, and the supply nothing near the demand.

So grocers of wisdom get in your orders at once—or the other fellow who has stock will coin the money you should have. The three sizes are the embodiment of strength, lightness and convenience in packing for France and England.

All prices will be withdrawn on the 15th Sept. That's the situation to-day. Now get busy if you want stock, while it's here. Prices mailed on application.

J. TOBIN & SONS - OTTAWA, ONT.



FIRST AID IN THE KITCHEN +

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK

Have you read page 88? It will interest you.



"McCASKEY"

Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCaskey Systems

Limited

245 Carlaw Ave., - Toronto

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., Maclean Publishing Co.

TORONTO

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D., or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American travelling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,

143-153 University Ave., Toronto.

Send me / us THE FINANCIAL POST for four months for One Dollar. Money enclosed / to be remitted

(Signed) .....

C.G. .....

"CANADIAN"

Peaches, Plums, Pears and Grapes

The above lines of fruit will be arriving this week in quantities. We are receiving these from some of the largest and best growers in the Niagara district and will be in a position to fill all orders promptly.

Fresh supplies of imported fruits, viz., Oranges, Lemons and Bananas always in stock.

McBRIDE BROS.

35 Church St., - TORONTO

Elberta Peaches

For Preserving

We are headquarters for peaches, handling the crops of some of the largest growers.

Get in touch with us.

WHITE & CO., LTD.

Phone Main 6243

TORONTO

Canada Food Board License No. 277

ARRIVING THIS WEEK

One Car EXTRA FANCY Jersey ALBERTA PEACHES in Bushel Baskets.

One Car EXTRA FANCY Oregon BARTLETT PEARS.

Bananas, Oranges and Lemons
ALWAYS IN STOCK

Domestic Fruits and Vegetables
Peaches, Pears, Plums, Apples, Tomatoes, Peppers, Cucumbers, Egg Plant, etc. Arriving Daily.

The House of Quality.

HUGH WALKER & SON

Established 1861 Guelph, Ontario

Preserving Fruits

PEACHES, PEARS, PLUMS, GRAPES.
CARS OF THE FINEST SELECTED FRUIT ARRIVING DAILY.

TOMATOES

PEPPERS, CUCUMBERS, CORN, SQUASH, EGG PLANT, PUMPKIN, CITRONS. WE HANDLE THE BEST.

APPLES

DUCHESS, RED ASTRACHAN AND BEST FALL VARIETIES IN BARRELS AND BASKETS. CALIFORNIA GRAVENSTEINS IN BOXES. FANCY WRAPPED FRUIT.

IMPORTED FRUITS

PEACHES, PEARS, PLUMS, MALAGA AND TOKAY GRAPES.

POTATOES

We buy and sell Potatoes and Winter Vegetables in carload quantities. Get in touch with us.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS

If any advertisement interests you, tear it out now and place with letters to be answered.



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ltd., Delectaland, Watford, England. 469

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only $1.25 per insertion if used each issue in the year.

BARRELS

(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

GRECIAN CURRANTS OFFERING

Quotations are now being made for new crop currants in expectation of shipping opportunity. Prices will be in a relative basis to those named by British government as prices Food Board there would pay for standard grades.

Figures are considered almost prohibitive as the cheapest line could not retail under 30c per pound, and that would allow mighty small margins to importer and retailer.

SOME SALMON FOR CANADA

It is intimated by the Allied Purchasing Board that the purchase of salmon, commandeered for the British government, would not be more than the usual percentage which it is said has always been 75 per cent. of the pack It is further indicated that it is not the intention of the Board to commandeer full quantities of the higher grades, which means that there will be some available for the Canadian market. The exception to this, however, may develop in respect to sockeye, as owing to the short pack there is a possibility of their taking over the full pack of that grade.

From the above it will be seen that with the possible exception of sockeye, fair supplies may be available for domestic trade, and in view of the high prices ruling sufficient to take care of the demand is a probability.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

All these ads will have position on a live page each week containing reading matter.

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Every reader will see the ads in the Buyers' Market Guide.

SUGAR BAGS
With or Without Liners
E. Pullan, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

SITUATIONS WANTED

GROCERY CLERK, 15 YEARS' EXPERIENCE, single, wishes to make change from present position. Box 438, Canadian Grocer.

BETTER PROPOSITION WANTED BY EXperienced man. 25 years in wholesale grocery, produce, packing house, fruit. Thoroughly practical, capable, enterprising, and highly competent accountant. Just the man for manager, broker agent. Box 431, Canadian Grocer, Toronto.

WANTED BY EXPERIENCED GROCER POSItion as manager; best of references. Apply Box 432, Canadian Grocer, Toronto.

WANTED — POSITION WITH WHOLESALE grocer or manufacturers' agent by grocer with long retail experience. Apply Box 434, Canadian Grocer, Toronto.

WANTED — POSITION AS MANAGER FOR general store. Sixteen years' experience. Best references. Open October first. French and English. Box 436, Canadian Grocer, Toronto.

SITUATIONS VACANT

WANTED—EXPERIENCED GROCERY CLERK at once. Send recommendation and salary expected. Box 428, Canadian Grocer.

EXPERIENCED CLERK WANTED — MUST speak English and French, and be a good salesman. Good salary paid to the right man. Apply by letter to J. E. Baillargeon, Farnham, Que.

FOR SALE

$3,500 GENERAL STOCK, SPLENDID farming district, Lambton County. Sales practically cash. Increase 55% in three years. Rent low. Investigate this safe buy. Box 430, Canadian Grocer, Toronto.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FOR SALE OR RENT.

BRICK STORE 24' x 60' TWO STOREYS HIGH. Ideal location for a general business. Situated in a rich agricultural district village, population 340. Proprietor has sold his stock and retired. Possession at once. Apply E. Richards, Melbourne, Ontario

GENERAL MERCHANDISE BUSINESS. Smart village, County Grey. Clean stock. About $10,000. Store can be bought or rented. Reasons, poor health. Box 427, Canadian Grocer.

Travellers Wanted

For wholesale grocery, old established business. None but first-class salesmen need apply. Good opening for right men. Country and city.

WARREN BROS. & COMPANY
Queen and Portland Streets, Toronto



PAPER BALERS
Turn Waste Into Profit
Made in 12 sizes.
Send for catalog.
Climax Baler Co.
Steel "Fireproof" Hamilton, Ontario

Cash in on Your Book Debts

Get that which is rightfully yours.

WE CAN TURN THOSE BOOK DEBTS OF YOURS INTO MONEY if you'll just authorize us to do so.

Our organization is big enough to collect quickly anywhere. Ask to see our special forms. They'll be mailed you free.

The Nagle Mercantile Agency
Westmount (Montreal) Que.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is $11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value $26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000		Wholesale Discount	Net
2 for 25c	2	50 NOBLEMEN	$100.00	$5.00	Less 10%	$4.50
10c	2	100 PERFECTION	72.00	7.20	"	6.48
3 for 25c	2	100 GRAND MASTER..	64.00	6.40	"	5.76
30c	20	100 MIDGETS (5 in a box)	48.00	4.80	"	4.32
5c	1	100 LORD TENNYSONS	41.00	4.10	Less 5%	3.90
5c	1	50 Cables	40.00	2.00	"	1.90
						$26.86

Business name .....Address .....

Send by ..... Express

*If you send cash with order, deduct 2% cash discount and remit $26.32 only.

SEND IN YOUR ORDER PROMPTLY

503

Sell A SUPPLY—Not A SAMPLE



Simcoe Brand Baked Beans are so widely known and so well liked, that usually a suggestion is all that's necessary to change your customers' order from "a can" to a *Case*.

SIMCOE BRAND BAKED BEANS
(with Tomato Sauce)

is a staple article of diet on which there are no restrictions. It sells to all classes, at all seasons. Rich, nutritious, delicious. Good hot or cold—no trouble to serve. Should be stocked now by every grocer and by every good housewife.

DOMINION CANNERS LIMITED HAMILTON, CANADA

" The Seal of Quality "

Dominion Canners, Limited - Hamilton, Ontario









HERE is what Lloyd George says about the value of Time. Surely he is absolutely right on this tremendous question:

> **"Time—time is a hesitating and perplexed neutral. He has not yet decided on which side he is going to swing his terrible scythe. For, at the moment, that scythe is striking both sides with fearful havoc. The hour will come when it will be swung finally on one side or on the other.**
> **"Time is the deadliest of all the neutral powers. Let us see that we enlist him among our allies. The only way to win time is not to lose time."**

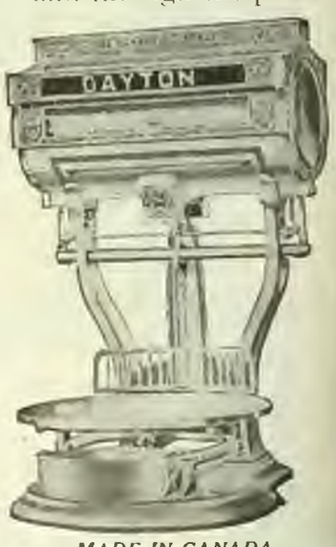
These are strong words. They come from one of the clearest thinkers of the age—a self-made man—a successful man—one who has always realized the value of Time. You too are a part of the nation. Time is just as important to you as to anyone else.

TIME! You can save it in every weighing transaction—

MONEY! You guard your profits every time you glance at the price-calculations made for you by the—

Dayton Automatic Scale

Many merchants pay for a full scale equipment *they do not possess* by *time wasted in walking*, through not having a sufficient number of scales—and through the profits they lose by guessing at the weight and value of goods when using the old style scale.



The stocks you retail merchants must carry to-day are vastly more valuable than ever before. The clerks you hire to-day are not always as experienced as they used to be. Yet they cost you more. Protect your profits and give your clerks a chance to show their worth—use the Dayton Automatic Scale.

Dayton Computing Scales

Royce and Campbell Avenues **TORONTO**

Frank E. Mutton, Vice-President and General Manager

Division International Business Machines Co., makers of International Time Recorders and Hollerith Electric Tabulators.

MADE IN CANADA

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 20, 1918 No. 38

Concentrated Beef

The Great Body Builder



Nothing Can Take Its Place

IN these times of national stress when housewives are seeking those foods that yield the greatest nourishment for the least cost, Bovril stands out pre-eminently, unquestionably the greatest food value in the grocery store.

Bovril contains, in concentrated form, the elements that give beef its special place as a food. It is also a powerful aid to the assimilation of other foods.

Our extensive Fall and Winter advertising campaign has now started in the press from coast to coast. Why not profit to the fullest extent from this publicity by putting in a Bovril window? Appropriate display cards sent free, charges paid.

Bovril, Limited

25-27 St. Peter St. Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.



EVERY SALE GUARANTEES A REPEAT

THERE are needs in every home for Ioco Liquid Gloss and Household Lubricant. Their many and varied uses keep them always in demand and make them easy to sell.

Every time you sell a can of Household Lubricant or Ioco Liquid Gloss, you make a nice profit for yourself, and you give your customer an exceptionally good value. Quality and quantity considered, you are able to offer just about twice the value in Ioco Liquid Gloss and Household Lubricant that you can offer in any other similar products.

Ioco Liquid Gloss is the most satisfactory polish to be had for finished surfaces of all kinds. It is excellent for polishing automobiles and carriages, as well as for cleaning and polishing furniture. It is unequalled for use on the dust cloth.

Household Lubricant is non-gumming, non-corrosive. It prevents rust, serves for all light household lubricating purposes, and is very effective for use in cleaning and polishing windows, mirrors, cut glass and automobile window-shields.

If you are not handling Household Lubricant and Ioco Liquid Gloss, write to us at 56 Church Street, Toronto, for our very attractive dealers' proposition.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES



Show This Borden Product Regularly

Borden's
ST. CHARLES
EVAPORATED MILK

has a higher percentage of Butter Fat than is demanded by the Government regulations for Evaporated Milk.

Its quality is only equalled by its great economy. It has been aptly termed **"The Milk that cuts the cost of cooking."**

Put St. Charles Brand before your customers' notice and recommend it.

It will repeat.

Borden Milk Company, Ltd.

"LEADERS OF QUALITY"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

The Trade Newspaper the Logical Medium for Your Advertising These Days

WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

	Issues per year	Minimum price for page space	Cost for a year's advertising
Dry Goods Review	12	$35	$ 420
Men's Wear Review	12	30	360
Canadian Grocer	52	24	1,248
Hardware and Metal	52	24	1,248
Bookseller and Stationer	12	25	300
Sanitary Engineer	24	16.70	400

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

The MacLean Publishing Co,. Ltd., Toronto, Canada

Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

WE still have a quantity of screw caps for catsup and chili sauce bottles for immediate delivery and will be pleased to quote on your requirements for the present season. These caps are lacquered both inside and out, and suitable for either cork or crown finished bottles.

As the quantity available is not large, we strongly advise immediate action. In your enquiry please state the size of the bottle, and whether cork or combination finish is used.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

Double Reason for Selling Shirriff's

There are two reasons for the growing popularity of Shirriff's Jelly Powders:

First—A good jelly makes all kinds of attractive desserts at low cost. That appeals to the housewife nowadays when she is saving in many ways.

Second—Shirriff quality has won first place in the estimation of constant users everywhere. For this double reason you can make splendid sales of



Shirriff's *Jelly Powders*

There is a full range of delicious fruit flavors made from fresh, ripe fruit, including raspberry, pineapple, strawberry, lemon and wild cherry.

Give Shirriff's a chance to boost your sales by ordering a case now.

Imperial Extract Co., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

It's always good

We don't care how particular that customer of yours may be, she's bound to approve of the unbeatable quality so very evident in every grain of Royal Acadia Sugar.

Here's sugar that is *absolutely pure cane,* one hundred per cent. sweet, entirely dependable, all the time.

Are you selling it?

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

An Apple to bed and Doctors would beg?

Caldwell's Pure Sweet Apple Cider is the pure free juice of the finest hand-picked apples grown in the famous Niagara fruit belt.

Manufactured in what is perhaps the most modern cider factory on the Continent, Caldwell's Pure Sweet Apple Cider is "nature's own drink."

Such a delicious beverage is certain to be very popular this Fall.

Your jobber supplies Caldwell's in 5-gallon tins, 10, 20 or 35-gallon packages, 12, 20 or 25-gallon casks.

The Caldwell Cider Company
NEW TORONTO

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.
SOLE AGENTS FOR CANADA
F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

REMEMBER

COWAN'S COCOA—

"Perfection Brand" Purest and Best

SELL IT!



PUSH IT!

Canada Food Board License No. 11 608

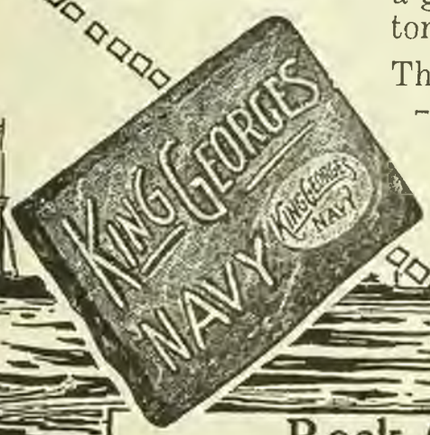
B-24

KING GEORGE'S NAVY

CHEWING TOBACCO

Make it a leader in your tobacco department. You'll find it a ready seller, a good profit maker, and a certain customer-pleaser.

The wholesale trade handles King George's Navy. If you would stock a real "live" line order a supply to-day.



Rock City Tobacco Co., Ltd.

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue

TORONTO, ONTARIO

Clark's Soups

Highly Concentrated

Tomato
Vermicelli Tomato
Celery
Consomme
Green Pea
Julienne
Mutton Broth



Ox Tail
Pea
Scotch Broth
Vegetable
Chicken
Mulligatawny
Mock Turtle

Guaranteed absolutely pure

Clark's Tomato Soup

is well worth featuring.

The quality is second to none, the Clark advertising makes it a popular seller and your margin is good.

QUALITY TELLS.

W. CLARK, LTD. MONTREAL

Clark's

CANADA FOOD BOARD LICENSE No. 14-216

If any advertisement interests you, tear it out now and place with letters to be answered.

METALS · CHEMICALS · GLASS
B&SH Established 1790

Ask Our Prices When in the Market for

Cream of Tartar	Cream of Tartar Substitute
Tartaric Acid	Citric Acid
Borax	Blue Vitriol
Glycerine	Castor Oil

We can make immediate shipment from stock.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S

Products that sell:

MAPLE BUTTER CHOCOLATE BUTTER
HONEY BUTTER SWEET NUT BUTTER

Ask for *BAINES CONFECTIONS*

Manufactured by

Canada Maple Exchange Limited, Montreal

After the War——What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of CANADIAN GROCER

If any advertisement interests you, tear it out now and place with letters to be answered.



THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

Celebrated Seville Orange Marmalade

containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from your wholesale grocer before the advance

WAGSTAFFE, Limited

PURE FRUIT PRESERVERS

Hamilton - Canada

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

There's Big Money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work

If you're looking for good results, connect with us now.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

The Canada Nut Co., Limited
"Specializing in Shelled Peanuts"
Large stock always on hand
VANCOUVER, B.C.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co.
WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents.
Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage Storage Distr'-bution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St., W. Toronto

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

On Spot
Tapioca and Sago
Both Singapore and Penang. Lowest price.
W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO

BRITISH COLUMBIA

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

Just try how MacKay's will sell



IT'S THE REAL MACKAY

You can strongly recommend this delicious, wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

John MacKay Co., Limited
BOWMANVILLE, ONT.

It is the superior quality that continually brings *new* buyers, and holds the trade of *old* customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED
The Gray Bldg., 24-26 Wellington St. W., Toronto

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING, MONTREAL

JOHN E TURTON
Wholesale Grocery Broker
MONTREAL

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

NORWEGIAN SARDINES (STYLE SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal

Extra Sales with Marsh's Grape Juice

We'll send a 5-case lot or more (prepared) to any part of Ontario or Quebec. Stock Marsh's and get a share of the demand.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont.

Rose & Laflamme, Ltd., Montreal, Que.



THE NEW APPETISER

Delicious Flavour **SAVORA** *Delicate Aroma* **SAVORA**



Savora will please your customers. It cannot help but please them. For it is made with Colman's D S.F. Mustard, and is without doubt the very best Mixed Mustard on the market.

So you can hand out a jar of Savora and look for tangible evidence of approval in many repeat sales.

Savora comes in large and small jars to retail at 35c and 25c respectively.

MAGOR, SON and COMPANY, LIMITED

161 ST. PAUL ST. W., MONTREAL Canadian Agents 30 CHURCH ST., TORONTO

JAPAN TEA

NEW CROP—NOW IN STORE

☞ Prices are very much higher than last season.

☞ Our purchases were made at the opening of the Japan Market, before the second advance, and we can quote lowest local market prices.

CEYLON AND INDIAN BLACKS

☞ Finest cup quality, Pekoes and Orange Pekoes, at several cents per pound under present import prices.

☞ All purchases made within the next two weeks will show a big saving on the prices which will be ruling on the market next month.

☞ Every package of our Teas guaranteed to give satisfaction to your trade or return at our expense.

KEARNEY BROS., LIMITED

TEA Merchants COFFEE

ESTABLISHED 1874 33 ST. PETER STREET, MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXII. TORONTO, SEPTEMBER 20, 1918 No. 38

Grocer Must Be Freed from Liability

Court Cases Over Light-Weight Flour Have Rested Unjustly Upon the Grocer—He Has a Right to Sell Weighed Goods at the Weight Given by the Manufacturer —Shrinkage in Flour the Cause of Trouble—The Probable Effect of Indiscriminate Prosecution

AT a recent meeting of the grocers' section of the R. M. A. of the Toronto district it was moved that the increasing number of convictions for short weight in bags of flour should be taken up with the Canadian Flour Millers' Association, and that it should be intimated to this association that in the event of further prosecutions taking place, that there would be no other remedy for the retailer to adopt than to weigh each individual package as it was delivered and to return any bags not of full weight.

Grocer the Scapegoat

This resolution brings more or less to a head a question that is of serious moment to the grocer, because he is being made the scapegoat for conditions for which he is not responsible. When the grocer purchases packaged goods he believes and has reason to believe that the weight shall be correct as far as it is possible to assure this correctness. In the case of flour it is not, however, always a possibility. There are certain shrinkages that occur in flour under storage that may very possibly decrease the weight of goods that when packed were absolutely full weight.

Wherever the responsibility rests, however, it should not be upon the grocer, and the campaign by the authorities of the city of Toronto and other centres does not achieve any useful object.

The Grocer's Case

One of the recent cases in court was that of the Loblaw Stores Limited, a chain of stores operating in Toronto. This organization was fined for the selling of a packaged flour that was found to be slightly under weight. They sold of course goods bought from a reputable milling firm, and goods of a given weight. There was no intention to defraud in either case, neither did anyone profit by the short weight.

F. E. Robson, secretary-treasurer of the company, in a letter to CANADIAN GROCER presents the case as follows:

"Editor Canadian Grocer:

"According to law as it stands at present, the merchant is held to be responsible for the shortcomings of every product passing through his hands, which is right in theory but often grossly unfair in practice, because thousands of articles pass through a grocer's hands in sealed or tied packages which cannot possibly be examined without spoiling the contents. Any merchant opening unit packages sealed by manufacturers should be tabooed. The protection to the customer is the name of the manufacturer on the package or bag. Reputable manufacturers willingly accept the responsibility for their own goods and rightly so, because it is the basic principle of all trade-marks and advertising (namely proprietory right and proprietory responsibility).

"The attached letter is a case in point where we unfortunately had to assume the responsibility in the courts where the responsibility should have rested on the millers. Our guarantee is not only to give absolutely full weight but enti e satisfaction or we gladly refund the full purchase price to any unsatisfied customer. Loblaw Stores, Limited."

The Other Side

The letter from the milling concern in question presents the other side of the scale. It reads as follows:

"We beg to acknowledge receipt of yours of yesterday and regret indeed that you have been placed in the position you state, by virtue of being fined for light weight in sacks of flour supplied to you by us. It would seem to me that the action taken by Dr. Hastings' department in connection with weights of flour will drive the mills out of supplying the retail trade with small sacks of flour.

In the first place, it is impossible on account of the unskilled labor that is to be had at the present time to weigh as accurately as we have done heretofore and even with the most modern scales obtainable the variation seems to occur in the weights of small sacks.

"In checking up the weights of flour in our warehouse we find that a variation exists and that the average weight shows an average above that which is sold. We would also point out to you that after the flour leaves the mill whether in storage in our warehouse, or in your stores, the shrinkage is bound to take place, the amount of this shrinkage being conditional on the weather. In fact, we have had a ninety-eight-pound sack of flour lose as high as three and a half pounds in three months' storage. Yours very truly,

Murray Brown,
Vice-President and Gen. Manager.
Alexander Brown Milling and Elevator Co., Limited, Toronto.

Shrinkage of Flour

There are unquestionably two sides to the case. It is a well known fact that flour contains from 12 to 14 per cent. of moisture. In cold or wet weather or in cold or damp storage, wheat or milled flour will take on further moisture, a fact that will account for variations in weight. A sack of wheat milled and weighing 98 pounds at the mill may shrink to the extent of about 1 pound when shipped to a warmer climate, this is the consensus of opinion of many representative millers, while under extreme conditions the loss may be even heavier. In the small packages the danger of shrinkage is of course materially increased. It is more exposed to climatic changes than is the larger bulk package. Then, too, there is, of course, the fallibility of the original weigher to be considered. This is, of course, as likely to work to the advantage of the purchaser as to their disadvantage. Unfortunately, however, these complaints for short weight have not been made upon the basis of the gross number of packages, but upon the individual package and the retail distributor is made the victim.

Grocer Must Be Freed of Liability

This is indeed a serious situation for the grocer, for as the final vendor he must bear the onus in any action for short weight, though he is absolutely guiltless of any association with the weighing. However it is dealt with, there seems the likelihood of difficulty. If the grocer has to weigh every package of flour received, there is little to be gained by the packaging, and if the miller is made responsible, in all likelihood he will cease to pack these smaller packages. Whatever is done, however, the retailer must certainly be protected from prosecution for a fault for which he is in no way responsible.

New Crop Sugars Will be Higher

Sugar Commission Reaches Understanding With Cuban Planters—Price Shows Strong Advance Over That of Last Season—New Crop That Will Come on the Market Beginning in December Will Average About a Dollar a Hundred Higher—No Improvement in General Situation.

CONDITIONS arising in the raw sugar markets indicate that with the opening of the new season there will be in all probability a fairly substantial increase on the high prices already being paid for sugar.

The claims of the Cuban growers that it was impossible for them to produce sugar under the increasingly difficult labor conditions at the old price of 4.60 f.o.b. has resulted in their demanding a new price of 5.60 f.o.b. The International Sugar Committee has arranged, however, with the growers to compromise on a price of 5.50. This is, of course, a substantial increase, and must of necessity mean higher prices. The Sugar Equalization Board of the United States has already set the price of next year's sugar on this new basis at 9 cents less 2 per cent. seaboard refining points. Wholesalers and retailers are also required to sell at the old price basis till their stocks are exhausted, and no system of equalizing will be permitted.

Sharp Advance Certain at New Year

While this decision is unquestionably in the public interest it will mean eventually a very sharp advance. In Canada there is no restriction imposed against equalizing prices as yet, nor possibly is it needed. Canadian supplies are so limited in the hands of every party from the refiner to the retailer, that it has become a matter of almost day to day supply, so that the arrival of the new crop sugars in December will find the Canadian refiners practically bare of raws, and the wholesaler and retailer with comparatively negligible supplies. The change from the old stock sugars to new stock will probably mean an advance of about $1 a hundred. This will merely cover the item of increased payment to the Cuban planter, and is further subject to any other variation in the market. The grocer then may as well be prepared for this advance for it is coming beyond a question.

Beet Sugar Prospects Not Improving

There is no improvement in conditions to be expected from beet sugar, while in Canada the estimated will be 17,000 tons, a considerable increase over that of previous years, it must readily be seen that it can represent only a very small element in the sugar trade. Moreover, the United States beet sugar prospects for the coming season are roughly 27,000 tons short of the present season's production. Moreover unquestionably the beet sugar interests will be placed on a level with the cane sugar men and the two crops will be distributed on practically an even basis.

No Change in Sugar Stringency To Be Expected

As far as the general situation goes there has been no improvement in the prospect. In Java the present season is drawing to its height, and sugar is a practical drug on the market. There are enormous supplies available were it possible to find ships to transport them. There can be no expectation of any change in the situation here, however, for there is no chance that any material amount of tonnage will be released for this trade for a long time to come. Sugar is at a discount in Java, of course, so much so that the Dutch Government to prevent the absolute ruin of the planters has refused to permit the export of any shipments of sugar sold at less than 2.72 cents a pound. Java is too far away to be a factor, and the sugar prospects in othe rsections are no more encouraging than they have been this year. The world is certainly facing another year of sugar scarcity, coupled with increased prices. There is no way of augmenting the supply, but it is possible to limit the demand; therein lies, of course, the only solution of this vexed problem.

TUNA CATCH SHOWS MARKED DECLINE

The tuna catch is only half what it was this time last year, which may necessitate a raise in the price of this sandwich filler, according to Fish and Game Commission officials.

The reason for the scarcity is the fact that at the beginning of the season the Japanese turn fishermen were on strike and did not begin fishing until July 15, when the season was half over.

In July only 5,000,000 pounds were caught, as against 9,000,000 pounds caught last July, and in August 3,000,000 pounds, as against 9,000,000 pounds last year. As a rule, about 30,000,000 pounds are taken annually, but the supply is keeping up with the demand, according to the Commission.

FRENCH WALNUTS MAY BE EXPORTED

The American consul general at Paris has reported in a cablegram of September 3 that a ministerial decree of September 1 permits the exportation of walnuts of the 1917 crop to England and the United States without special authorization, provided shipment is started before September 30. The prohibition against the exportation of walnuts of the 1918 crop remains in effect.

West Agitates For Change in Canada Food Board

Are Dissatisfied With the Way Matters Are Going, and Are Preparing to Urge a General Redistribution of Forces in the Board

WINNIPEG, Sept. 17.—For some time past there has been growing throughout the west a general feeling of dissatisfaction toward the Canada Food Board. The dissatisfaction is not based on any very tangible cause as far as can be learned but it is none the less there. While the suggestion that J. D. McGregor, the director of production, had left the board because he found it difficult to see eye to eye with the chairman of that body was hushed up, and while Mr. McGregor announced that there was no friction between himself and the minister, Mr. Crerar, he went no farther than that. and it is generally understood that his decision to leave the board was at least partially influenced by the fact that some difference of opinion had arisen.

There has certainly been a good deal of discussion on the matter in the western provinces, and there is a growing tendency to feel that the board's actpersonelle of the Board. There is a tendency to feel that hte Boards activities have entailed some more than ordinarily burdensome conditions on the west, and that many conditions imposed did not take full enough cognizance of western conditions. The feeling has not centred in one class but in many wholesalers and retailers, manufacturers, jobbers and credit managers, all are well represented, there was some very pointed criticism directed against the Canada held recently in Winnipeg, at which a large variety of trading interests were represented there was some very pointed criticsm directed against the Canada Food Board, and means were discussed for bringing before the government the need as they saw it for very drastic changes in the administration of this department.

Among the people whose names are being more or less frequently suggested as a possible holder of the Food Controller's office is that of P. B. Tustin, who for many years past has been head of the City of Winnipeg's food and dairy division. Mr. Tustin was associated with the Food Controller's office during the regime of the Hon. W. J. Hanna, and continued in that association when Mr. Thomson took over the duties. There was a rumor of reported disagreement shortly after however and Mr. Tustin returned to his duties in Winnipeg.

The license of D. J. Long, general merchant, of Claire, N.B., has ben cancelled. The cause of the cancellation was the sale by Mr. Long of 1,000 pounds of sugar to the Fort Kent Drug Company of Fort Kent, Maine.

Tainted Fruit Jar Ring Not Harmful

Elaborate Investigations Have Established the Presence of Phenol, but in Such Minute Particles as to be Entirely Harmless—No Fear of Ring That Has Not a Distinct Odor—Only Small Percentage Affected

WHILE investigations have proved conclusively that traces of phenol have been found in certain rubber jar rings, an elaborate series of investigations have gone to prove that beyond the characteristic and somewhat disagreeable odor of the product, the presence of phenol has had and can have no serious effects.

Ralph King, Toronto manager of the Dominion Glass Company, states that it is, as far as they can determine, the rings distributed by their company attached to glass jars of their manufacture that have caused the difficulty. These rings are manufactured for the company by a Canadian rubber concern, and through some fault in manufacture of a certain proportion of these rings traces of phenol have remained, which has given ground for this scare.

Only Small Proportion Tainted

Exhaustive investigations made by the Dominion Glass Compapny has demonstrated the fact that only a comparatively small proportion of the glass jars sent out have been equipped with these tainted rings. Unfortunately, however, they have been widely distributed, and it is impossible to get track of all of them. The company have also sold rubber rings in packages. These rings, however, they have been assured by the manufacturing company, have been made under a different process and are free from phenol. As the company have not had a single complaint from the many thousands of packages of these rings sent out, the statement of the rubber company is definitely corroborated. The Dominion Glass Company is doing everything in their power to get track of all of the offending rings. They urge that the merchants selling their goods should investigate to see if any of the goods in their stock give evidence of the odor of phenol, and they will gladly replace any of these goods on request.

Odor of Carbolic the Unmistakable Evidence

If the rings have no such odor the merchant may unhesitatingly recommend them. Phenol has an extremely penetrating and persistent odor, the minutest particle will make itself unmistakably evident. There is no possibility of it being present and undetectable.

As for the people who have already made use of jars that may possibly be tainted, there should be no thought of throwing the contents away. It has been definitely proved by numerous tests that the drug is present in such minute quantities that it could not possibly have the very slightest effect of an injurious nature. The odor alone is the chief trouble.

Absolutely no Danger

Phenol, or carbolic acid, it is stated, is not one of the more dangerous poisons, it is used internally as a medicine in vastly larger proportions than could possibly be found on a rubber jar ring. It would take half an ounce of the drug to prove fatal. It is therefore evident that there is no need for any fear in using the fruit even when the odor indicates it has been affected by phenol.

Odor Rapidly Disappears on Exposure to Air

It has also been discovered in the course of these investigations that especially with certain varieties of fruit the odor will entirely disappear if the fruit is left exposed to the air for an hour or so after the jar has been opened. For instance, rhubarb has been found to be tenacious of odor, while strawberries and raspberries, if left exposed in an open dish for a couple of hours before serving, will be found to be entirely free from any hint of odor, even though at the time of opening it was most marked. Moreover, the presence of this drug will have no effect on the keeping quality of the goods and the housekeeper need not consider the matter until it is time to open the jar.

Accusations of German Machinations a Silly Invention

So much for this phase of the subject. The serious part of the matter is not in the discovery of the presence of this drug, but the way in which the newspapers of the country have featured the matter. To ascribe it to German agencies is of course absurd, the newspapers publishing this childish yarn must have known that it was absurd, but it has caused a panic among the housekeepers

Continued on page 21.

Further Increases in the Freight Rate

Advance Becomes Effective For all Canada on October 7, and Entails an Extra Charge of Half a Cent a Hundred on All Carload and Less Than Carload Shipments

ANOTHER freight rate advance following closely on that of some months ago is to become effective on Oct. 7. By this new tariff the rate per hundred pounds is advanced by one-half cent for carloads and less than carloads at all points in the Dominion. An advance which was made in March of this year raised the rates at four points in Canada, Toronto, Montreal, Windsor and Walkerville. These points are again affected by this latest increase, so that in Toronto after October 7 the rate will be five cents per 100 for less than car lots and 3¾ cents for straight car lots. At Montreal the rate for less than car lots will be 6 cents a hundred. The minimum charges of 25 cents for shipments of 300 pounds and under, and 35 cents for shipments weighing over 300 pounds remain unchanged.

The new tariff enumerates a further list of exceptions that are not of much interest to the grocer alone, but are of some importance to the general store that handles many of these lines. This is a list of the exceptions to which the new rate will not apply.

Ash sifters, bakers' ovens, baths, brooms (straight shipments), cereals and pop corn (straight shipments), churns, cork, cotton batts, cotton wadding, cream separators, elevators and parts, electric light bulbs, globes, glass, hats, machines and machinery (all kinds), portable buildings, stoves, furnaces and parts, utensils (garden), washing machines.

How It Works

The firms affected by the list of "Exceptions" make their own arrangements with the carters. Some of them have to pay more, but it is generally believed that they will continue to have their business handled by the firms who have been looking after it in the past rather than shift to other carters who have not been in the business long. One manufacturer stated to HARDWARE AND METAL that the new carters might not be as responsible when it comes to either looking after goods or settling for any damages as the firms which have been in business for years.

"As far as I have been able to learn," he said, "the cartage firms are fully justified in increasing rates. They have to pay more for labor, and feed was never so high. It costs more in every way to operate the business and they are faced with the alternative of either making an increase in their rates or of going out of business. They recently granted wage increases to teamsters and to the men who handle the goods. Every part of the cartage business now costs much more than it ever did before."

All shippers interested in the new schedule of rates are being urged to ascertain from cartage agents what rates will apply on these articles when the new rate becomes effective.

Hamilton, Ont., Grocers Have Hilarious Time

Gathering Technically Known as "The Hump" Proves Great Success Despite the Bad Weather

EVERY year the Grocers' Picnic is one of those big events that marks a red figure on the calendar, that is a big day when the grocers and their families and friends, to say nothing of their acquaintances and casual strangers, gather together. But the Hump, the second big event of the grocers' year, is a thing all his own, not even friend wife is present to remind father that he will be too sore to-morrow to weigh a pound of sugar. It's a big day, and a big idea, a gathering of the grocers, and their friends, the travellers, just to kick over the traces a bit in a riotously hilarious time, to get together, to forget any little differences, and any petty annoyances. That's one way of developing a fine spirit of comradeship.

The hump this year had to gather steam against rather trying conditions. It was chilly and not a little moist. However, once gathered at the Driving Park, Dundas, which was this year the scene of the festivities, things began to move, and there was exercise enough to keep everyone warm. Two baseball games started the performance. The first teams were captained by the two redoubtable Johns, Knox and Brown. The first team lined up after this manner:

John Knox	Pitcher	W. Foot
Palmer	Catcher	Elliott
Bard	First Base	Plater
J. Venator	Second Base	Book
Reall	Third Base	J. L. Brown
F. White	Short Stop	Linder
Levis	Left Field	Vinall
T. Mitchell	Right Field	Schroeder
Huntley	Centre Field	Gillies

It was a great game and one of wild enthusiasm. Out at short Freddy White was the life of the party. He was as bright as his cap, which is no mean comarison. Sometimes he stopped the ball and sometimes he didn't, but he never lost his beaming good humor. Jacob Venator on second was also a very bright star. It was a bright game throughout, but John Knox had somewhat the edge on his opponents and his team edged out a very respectable margin of runs, the score being 21 to 12.

At the same time there was another game of baseball going on. Some of those who by reason of growing years, or expanding waist line, or just a natural shortness of breath did not feel themselves in the class of the professionals named above were yet not to be defrauded of a game. These champions were captained by W. Smye and J. Young respectively. The teams were about equally divided as to weight as follows: Smye, Moncur, Smith, Crawford, Copple, E. Cress, J. Forth, Sykes, Dale, Cummings against J. Young, Swelan, A. Cress, J. Hastings, Peebles, S. Thompson, A. Lewis, A. Kuntz, W. Malcolmson, Gage, Mowbry. Victory fell to the banners of Smye by a score of 18 to 16.

The conclusion of the two ball games was the signal for the commencement of a very unique series of sporting events. It started with a smoking race in which each participant was given a pipe and matches, the pipe to be lighted at the start and kept lighted over the course of the race. This was a very popular event, many of the grocers evidently feeling that they were unusually gifted in keeping a pipe lighted; however it was definitely decided that T. Mitchell, F. White and J. Omand were especially gifted in this way in the order named.

The wheelbarrow race that followed was won by T. Mitchell and C. Jamieson, with M. Sullivan and W. Foote second and S. Thompson and J. Dale third.

Just about this time the rain began to come in real earnest, and the crowd proceeded to the pavilion, where the balance of a hilarious afternoon was spent. The following were the events and the winners.

Clothes pin pulling race—W. Foot and L. Tufford, M. Sullivan and F. White. F. Thompson and G. Dale.

Boxing contest—H. Elliott, T. Mitchell S. Thompson.

Ball throwing—B. Hill, T. Mitchell, L. Copple.

Bull headed charge—F. White, M. Sullivan, W. Frost.

Hitting the bottle—H. Young, J. Forth, W. Foot.

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An effective use of fruit as an interior display is a great inducement to sales. The photo shows the A. G. Bain & Co. store, Hamilton, Ont.

The Retailer and His Salary

What He Should Get, and Why and How on What Basis is it Computed?—An Essential Point in Successful Business Fully Discussed

By HENRY JOHNSON, Jr.

ATTACHING a short editorial on the subject of "The Retailer and His Salary," a merchant writes me as follows:

"Dear Sir,—The enclosed editorial touches on a matter that would stand a lot of elucidating. The subject has been puzzling me for years and I suppose there are others in the same boat.

"It is not a question whether the owner's salary should be charged into the expense account. That seems to be well understood. The question is, how should the amount of that salary be arrived at?

"This matter does not seem to have received much attention in your articles. Do you think you could give it some thought and space in the near future?"

"Yours, etc., L. J."

I have touched on this point many times, sometimes at some length, but evidently not all have noted the fact; and anyway it may be just as well to give it some extended discussion.

Those who have given the matter study have tended to follow it out logically along lines of almost pure theory. From that we get the deduction, quite commonly met with, that "the proprietor is worth what he could earn as the salaried manager of another's store; otherwise, why should he not get out of business and into a position which would pay him a better salary?" But there are practical factors to be weighed in any balance of this character.

Hard to Let Go

Many a man finds himself in business with an investment which represents many years of accumulation—his own or somebody else's—which he cannot dispose of without severe loss, perhaps ruin, and which yet he has not been able to bring to a point where he can run into the expense account what might look like a just salary—that is, not and take the money out. In this case he might charge to expense what he considered the right monthly sum, then charge most of that into surplus, crediting expense, in the hope of being able to offset it by later surplus earnings; or he might carry it into capital account and have it pile up as additional investment to be considered as increased investment-liability. But that at best would be mere theory. If later the business is made to pay, if circumstances change or, best of all, if the difficulties develop new plans whereby he is able to make the business a real success, all those theories will take care of themselves.

The impact of the steel of character on the flint of circumstances and environment is what produces the fire of initiative in most of us. It is obvious that until we have thus developed ourselves we are not worth as much to our business as afterwards; so why should we get full pay until afterwards? Practically, we won't—so that is where we stop in this blind alley.

Further, the man working on salary for another has no interest beyond that salary, while he who works for himself has the entire future development of the business to look to and centre his hopes upon. A man is amply justified in working for himself for less than he'd charge another for his time. Conversely, when he has developed success out of his business, he is entitled to draw a salary vastly in excess of what he would have to pay another to run his business, even if that other be practically more capable than himself.

$100,000 a Year for Part Time

One very big merchant I know worked himself into huge success beginning with $500 after a disastrous failure some twenty years ago. With his then "record" it is doubtful if he could have got a job as manager of much more than a popcorn stand. He worked in his own store as only a man bent on success at any cost can work, and he got the barest living out of it himself. But things from the vantage ground of success, he remembered all that, and drew a salary commensurate with his former work. To-day, with a big business he puts in only a few hours a week—when and as he likes—with absences of months at a time, and draws $100,000 yearly salary which goes into the expense account before his managers can show any profit for the year. It is commonly said that the young men are doing the work; that they are "smarter than the Old Man" and all that; but the Old Man did his share before any of those boys were in business, and he showed his superior metal by the fact that he went into his own business instead of working for others.

Practical Application

Here is another angle: The merchant who does a small business must pay himself much more than he who does a large one, or he could not keep alive. For example, the man who does $6,000 of business a year cannot live on 1 per cent. or 2 per cent. on his sales; for that would be $5 to $10 a month. Even if he slept under the counter, had no family and did his own cooking, the $10 monthly must be absorbed, figure it how you may, and probably he could not keep covered. But the man who sells $500,000 annually can take good care of a big family and live in comparative luxury on 1 per cent., and get along better than most of us on ½ per cent.

One big cash grocer I know has three stores and does $3,000,000 a year. He draws $12,000, or 4 10 per cent. But, asked what would be a fair salary for a man to manage his business, he said "at least $3,000," and conceded that probably he'd have to pay $5,000 to get a really competent man. And you will note that $5,000 would be 1 6 per cent. on sales. This man's business is one of full service, except credit.

Another cash grocer of the limited service kind, that is, one who neither charges nor delivers, sells $510,000 in three stores. He draws $4,200 a year or .8235 per cent.—a little over 4/5 per cent.

A cash grocer who renders the most exacting service permitted by present day customs, except giving credit, does $260,000 a year and pays himself $3,000 salary, or a trifle more than 1.15 per cent.

A full-service grocer, whose business is 60 per cent. credit and whose lines are of the finest, does $75,000 a year and pays himself $1,500, or 2 per cent.

What Will Government Let You Take?

One of the factors in this equation is limited by what the Government will let you take. One man ended up last year on his old-time plan of drawing a very small salary which varied with his needs—in fact, was only a drawing account. When he made his income returns, he asked what he might reasonably charge off for salary, and the amended figures which resulted saved him $1,000 of income tax.

From all of this it may be seen that there is hardly any rule, and yet the facts and practices show the practical outworking of a sound theory, that the proprietor of a small business is worth more to that business than it is possible for the owner of a big business to be. Follow it down to the man who runs a small stand all by himself. He wastes nothing avoidable. He does not steal from himself. He fills in every minute of the day in useful work. That is why, though handicapped by limited capital, a small stock and poor location, he steadily works up against the competition of the largest merchants. So he is able to pay himself from 5 to 8 per cent., or even more, on his sales.

The man in the above citations who runs the $75,000 business and pays himself 2 per cent. on sales, or $1,500, does so much more in his store than the man who draws $12,000 on $3,000,000 sales, that not only is he entitled to the 2 per cent. but might draw 4 per cent., considering comparative practical value. He only keeps it down to 2 per cent. because he can pay living expenses out of

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THE CARLESS SUNDAY

SUNDAY car driving has become a settled habit among the people of Canada, and habits are hard to break, yet in the cities at least last Sunday was almost carless, and the streets had the appearance of 20 years ago, before the automobile had become anything but a novelty. It is a tribute to the people that without compulsion they voluntarily gave up their pleasures for the public good. The need for gasoline has become imperative, and the pleasure ears can save it, and they have done so generously.

THE PEACE OFFENSIVE CHECKED

THE Austrian peace offensive, that was of course generalled from Berlin, has been dealt with, as everyone hoped it would be. Having failed to achieve success the Teutonic Allies are eager to close the matter while they have yet some captured territory to lend them a false appearance of success. They have once again been told that the terms of peace have already been stated. The bully has at last met match and begins to howl. The Allied nations who have gone through four years of danger and difficulty without a whimper will see to it that he has reason to howl. Only so can the world be made a safe and decent place to live in.

A FAIR DIVISION NEEDED

A LITTLE over a week ago the town of Woodbridge, Ont., found itself without sugar. The thrifty housewife with her fruit to be canned found that nowhere in town could a pound be purchased. On that same day when the housewives were engaged in their bootless search, there lay at the station at Woodbridge, consigned to a local bee-keeper, 50 hundred-pound bags of sugar, shipped by a Toronto firm. Now recently a regulation has been passed licensing bee-keepers to purchase sugar for the feeding of bees. That is a just and necessary legislation. Bees must have sugar and the best of it to feed them through the winter. Bees, however, do not any more than humans require that their whole winter's supplies should be furnished them in one glorious meal. Fifty bags of sugar was a year's food, yet it was delivered in one day, while the human consumers of sugar went unsatisfied. The attention of the Food Board has been called to this matter and they are investigating it. It needs investigating. It is the type of foolish mismanagement that can do enormous harm.

WHY THIS WASTE?

TRAVELLERS riding between Hamilton and Toronto on Wednesday of last week on the Grand Trunk Railway noticed large gangs of employees diligently engaged in burning ties. Bonfires dotted the road for miles, as they probably dotted other lines of this and other railroads in different parts of the country. Yet a few miles away people were being turned from the doors of the fuel dealers and some of these same people may a month or so hence be actually suffering and in misery for the need of just such fuel as the railway company was paying high wages to have destroyed. In other years the railways permitted the sectionmen to take the discarded ties, but discontinued this practice because there was a developing tendency as a result to discard ties that had not outlived their railroad usefulness. These are problems to be faced of course, we are not claiming that the argument is entirely against the railroad. But in times like these some other solution than that of destroying the ties should be found. Waste nowadays is a crime. It can be called by no milder term, and the waste of fuel is as serious a factor in this country as is a waste of food.

MILK PRODUCT STANDARD WELL MAINTAINED

IN a recent bulletin dealing with condensed, evaporated, sterilized and powdered milk, the Dominion Analyst gives a very satisfactory report on the various samples purchased from all parts of the Dominion. Of 120 samples only three were found to fall below the accepted standard. All of these were from British Columbia. Dr. McGill, is, however, quick to state that this is not a stricture against this province, but a statement of a fact that the present regulations are not suited to a country that spreads over a territory seven thousand miles in width. He suggests the probability of a change in the standard to meet existing conditions. This change would in all probability give a record of 100 per cent. perfection, a record that might well make us proud.

Current Events in Photograph

THE OLD WORLD MEETS THE NEW

In the present war there have been many striking contrasts, but none more so than this scene from somewhere near the Italian front. Here in the quiet cloister the monks meet for a moment the emissaries of the outer world with an evident cordial welcome.



TAINTED FRUIT JAR RINGS

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who in many instances have readily accepted this suggestion. It is this factor that is the serious one for the handlers of these goods; for that reason the merchant handling these lines should be well posted in the matter, and should be able to convince his customers that it is only a comparatively infinitesimal number of these rings that have been affected, analytical examinations of various other brands of packaged rings having shown an entire absence of any undesirable substance, while even among those sent out by the company whose rings have been found to be affected a very large proportion would be found to be absolutely free from any undesirable characteristic.

Extensive Investigation

As has been stated, extensive investigations have been made. Mr. McGillivray, of the Canada Food Board and Dr. McCullough of the Provincial Board of Health of Ontario have made innumerable tests, all of which have demonstrated the fact that no danger was to be feared from the use of these imperfect rings. In view of these facts the Attorney-General of Ontario, the Hon. I. B. Lucas, has made a statement covering the matter. This statement is as follows:

The Attorney-General's Report

"After a conference between the Chief Officer of Health for the Province and representatives of the rubber company by which the rings were manufactured, the Dominion Glass Company and the Food Controller, the following facts were adduced:

"Phenol, or carbolic acid, is used in the manufacture of some of the rings supplied to the glass trade. Some 3,000 gross of these rings were placed on the market. In the preparation of the rings in question, .017, or seventeen one-thousandths of a grain of phenol is used in each. In their further preparation the process used is of such a character that even this trifling quantity would ordinarily become evaporated. In some cases it appears that the phenol has remained in the rings, and in the process of preserving may have communicated its odor, which is very penetrating, to the fruit. A number of chemists, including the chief chemist of the board, have given as their opinion that although odor may have been communicated to the fruit in some cases, there is absolutely no danger to the user of the fruit. These views are supported by the fact that the medicinal dose of phenol is one to three grains, while the maximum amount in a ring is only .017 of a grain. Of that the chairman of the Canadian Research Council says:

Only Small Percentage of Phenol

"'Traces of carbolic acid were found all right, but the quantity was so small that a humming-bird might have swallowed the whole amount in one of them and not have suffered even a headache.'

"Mr. Rogers, government analyst, reported that in the Bracebridge case, while the rings contained a small quantity of phenol, the fruit showed none. The board has evidence in their possession to the effect that a gentleman had jars of all varieties of the fruit complained of and which had an odor of phenol brought to his home and emptied into glass vessels. Of these he partook freely at successive meals without the slightest ill effect, and further, that on exposure to the air the phenol odor rapidly disappeared. For this reason any fruit having an odor of the kind, which is very characteristic, should be exposed to the air. There is no need to destroy it.

"Phenol is commonly used as an internal remedy in the dose already mentioned. The fatal dose is about half an ounce.

Absolutely no Danger

"The Provincial Board of Health, having these facts in view, desire most confidently to assure the public that preserved or canned fruit of any kind showing the odor of phenol may be used with perfect safety."

J. J. McCabe and W. B. Stringer are in New York City where they have gone to confer with the importers of Carlo Pomo lemons as to what action is to be taken in regard to shipment which has reached New York. These are said to be in very bad condition and may represent a total loss.

Persistent Advertising a War Time Necessity

Chairman of Federal Trade Commission Points Out Danger in Policy of Discontinuance or Curtailment of Advertising—Good-will the Most Valuable Asset of a Business—To Relax Now is to Invite Bitter Competition Later

By HON. WILLIAM B. COLVER, Chairman, Federal Trade Commission

DISCONTINUANCE or even sharp curtailment of advertising because of temporary war conditions would seem to imperil the most valuable asset that any business has—namely, its good-will. No more faulty logic can be found than that which would impel a manufacturer to cease building for the future by means of advertising simply because the output of his factory is, for the time being, restricted; or because diversion of his facilities to war work has operated to withhold his goods from accustomed markets. In modern business there can be no sufficient-unto-the-day policy.

In advertising the business man has built up the intangible or spiritual side of his business, if such it may be designated, as distinct from the material side. It is the spiritual side, as represented by good-will, that is slower of growth and that is the more seriously jeopardized by neglect—neglect which could take no more disastrous form than an interruption to advertising.

For example, if I have the requisite capital I can build alongside the plant of the Columbia Graphaphone Company a factory equal in all respects to the Columbia manufactory. Assume that I can turn out an instrument comparable in every way to the Columbia product and in equal numbers. Yet I am not even a going concern. I cannot sell that instrument to the public in profitable quantities until I build up the good-will that the Columbia Company has acquired by years of advertising.

Good-will, in my estimation, is far more valuable than the physical property with which it is linked. The physical property is, in a measure, useless without the vitalizing spark of good-will. A soap company's plant might be completely destroyed by fire, and yet the havoc would not extend to the commercial identity represented by the name of their soap. Far from sustaining loss, the good-will inherent in the trade name would, if anything, be enhanced by reason of that trait of human nature which makes the public the more eager to obtain that which is denied to it or which is obtainable only with difficulty.

That, at times such as the present, there should be some hesitancy regarding advertising policy may be because it has never been scientifically determined what proportion of advertising expense is an operating charge and what proportion a capital charge. In my estimation, only a small part, if any, of advertising expenditure is properly chargeable as a current item of sales expense; but is, rather, when translated into terms of good-will, a permanent investment and hence a capital charge. Given this conviction, it must appear quite as short-sighted to discontinue advertising merely because the war has momentarily interrupted distribution as it would be deemed unwise of a manufacturer to junk a portion of his factory equipment because there had been interruption to its use.

The manufacturer who has converted his factory to war work and has therefore interrupted the production of his original line, does not tear down and discard his expensive machinery to save the insurance premiums or other similar expenses. It would be just as sensible for a manufacturer, whose commercial integrity is founded upon advertising, to abandon his advertising campaign in order to save the carrying charge on his greatest asset—good-will.

Many "Sales" Made Long in Advance

Not the least of the considerations, certainly, that argue for the continuance without interruption of the advertising of all the concerns that will come back after the war, is that sales are in reality made long in advance of the actual transaction that we commonly refer to as the "sale." This will be especially true in the war period.

For example, I have no doubt that, even under the normal pre-war conditions, thousands of persons who did not possess a musical instrument were sold on, say, the Chickering piano. They might be without means for the time being to carry out their determination to own a Chickering, or there might be other deterring reasons—for instance, a family might be planning removal to a new home, and therefore disposed to postpone purchase. The underlying fact in each such case is, however, that the prospect had absolutely made up his or her mind to some day own a piano and had come to the conclusion that the piano when it is purchased will be a Chickering.

Such anticipatory sales may not be precisely on a plane with transactions where an initial payment has been made, but certainly they do have a real value, and are a part of the intangible assets of the business. For the maintenance of such an asset, however, it is essential that there be reiteration and reminders in the form of continuous advertising that keeps alive the interest and the conviction of the prospect once won. Otherwise a competitor, with repeated well-told selling talks, will effect the mental sale and hold it. It would appear that the opportunities for thus, in effect, making sales for future delivery must be especially favorable during the war, when the barrier to immediate consummation of the trade is likely to be found not in lack of purchase price, but in inability to obtain delivery of the goods.

Seemingly the prospect who is converted by advertising under such circumstances is likely to be especially firm in allegiance. I fancy I hear him saying: "I may not be able to get Wesson's Oil now, but when I can get it I am going to have it." The more rapid turnover of money that has come to a considerable portion of the population incident to the war period is bound to encourage the planning in the present for purchases that will be made in the future, when stocks of goods again become available. I imagine I can hear many a citizen reasoning somewhat in this wise: "I have always wanted that set of Dickens or that Pianola, but I put off making the purchase, and now I can't get them. However, you can bet that as soon as we get out of this war mess I am going to act without delay and before anything else occurs to interfere."

Persistent Advertising is Insurance

There is scant justification, it would seem, for the misgivings of the advertiser who is prone to allow his investment in good-will to go by default merely because he suspects that popular demand or the conditions of distribution may undergo some radical change after the war. If a business man is basing his expectations upon an unworthy product he might as well abandon it at once and for all. For the manufacturer, however, who has faith in his product there is every reason to have faith in the future and every incentive to take out insurance in the form of persistent advertising.

The form that this war-time advertising can take to best advantage is a question for the judgment of the experienced advertising men, who are familiar with the business interests whose good-will is to be safeguarded. The copy may take the form of good-will advertising, so-called. It may be explanatory of the Government demand, which curtails civilian supply. Again, it might specifically aim at creation of after-the-war demand. If the responsibility were mine I believe that I would be tempted to try, in the present predicament, what might be termed

tantalizing copy—messages that would provoke the Damn-the-Kaiser sentiment on the part of Americans temporarily deprived of articles on which they are, if anything, more solidly sold than ever before.

Dominating the minor considerations of ways and means is the big idea that an advertiser is justified, in the face of suspended animation, commercially speaking, in doing everything within his power to sustain his commercial integrity and preserve his commercial identity. Let the corporation with such an asset use its surplus, employ its undivided profits, or even borrow money to protect, by means of consistent and insistent advertising, that invaluable intangible asset—good-will, which is the one thing that cannot be bought out of hand after the war.

They told me when I was a youngster that "even the Lord can't make a two-year-old calf in a minute." Big advertising spreads after the war will meet equally big spreads. Business will bid for public attention and interest on a bull market. The purpose will be to put a punch into the good-will that has gone flabby. The man who goes into that contest with a public attention and interest which he has never allowed to relax will go in with his good-will trained to the minute. He will win.

U.S. CHOCOLATE AND COCOA MANUFACTURERS GIVE UP USE OF TIN CANS

Chocolate and cocoa manufacturers of the United States have signified their willingness to effect substantial savings in tin and steel by packing their products in containers made of other material, as set forth in resolutions adopted by the Committee of Cocoa Bean Grinders and Consumers, in conference with the Food Administration.

Manufacturers will adopt new containers not made of tin or any other metal as soon as present stocks are used up, which must not exceed a period of five months at most, according to the resolutions. These containers will be square or oblong, instead of round, to save packing space.

Size Range Limited

It was further recommended that cocoa and chocolate, sweetened or unsweetened, in powdered form, shall be put up in packages not smaller than one half pound, or in packages of 1, 5, 10, 25, 50, or 100 pounds, and barrels and cases. This eliminates certain sizes and will effect a saving of labor and material.

BLYTH PROVISION HOUSE CEASES BUSINESS BECAUSE OF FOOD BOARD REQUIREMENTS

McMillan & Co., who for several years past have conducted a produce business in Blyth, Ont., have discontinued business. They give as the reason the large expenditure that would be necessary in order to meet the requirements of the Food Act, by stocking many lines of substitutes not now carried.

LETTERS TO THE EDITOR

THE QUESTION OF BAD EGGS

Editor Canadian Grocer:

I notice in the daily press that two of our large produce commission firms have been punished for not charging back the proper percentage of bad eggs and I understand it is the intention of the framers of this law to charge it back to the retail merchant, of course always the retail merchant. Everything is done to make things just as pleasant for the merchant as possible.

Now in all reasonableness and fairness I would like to ask who should be punished or made to pay for a bad article, but the one who first sells it. The owner of the hens, whoever he or she may be.

If all this loss were charged back to the merchant, in my case it would mean either I would have to engage an expert to candle eggs as our present staff could not take the time as eggs always come in at rush hours and the customers are always in a hurry to be waited on or else we will all have to reduce the price to make allowance for the bad ones.

And that, Mr. Editor, will be the plan adopted by buyers all over the country.

Which means a loss to the honest person who brings No. 1 eggs to the market because some will persist in bringing in any kind of eggs, good or bad. Now I don't believe in criticising unless you have a remedy to offer and my idea of the proper way, and the only way, to handle the bad egg business is for the government to compel every individual who sells eggs to procure a rubber stamp with their number and have it registered and make them stamp every egg they sell and make every producer and dealer sell every week. The merchant always does, and if eggs are gathered regularly every day and stamped and got to market every week and not allowed to stay in the nests for the hens to sit on them for three or four days and they don't bring in the nests of eggs they find in the grain fields or the corner of the fence that have been there for a week or two there will be no stale eggs. And when the number is on them the blame can be placed where it belongs. Some may say it cannot be done but it is being done now by the egg circles in our district and it is the only way to give each producer what he should get and not put the blame for one person's dishonest act upon another. Thanking you, yours respectfully, G. L. Luery,

General Merchant, Sterling, Ont.

THE FOOD BOARD AND THE RETAILER

Editor Canadian Grocer:

Mr. Thomson's Board has certainly been criticized fully by the press and public but thanks are due him from the retailers for many little things that were at first overlooked. A local paper contains the following: "Persons who have relatives or friends in wholesale grocery houses are no longer able to get supplies at wholesale prices by buying through them. This has been stopped entirely." The newspaper does not tell the public that the Food Board prohibits them from selling any person who has no license. And again from the same paper: "As a result of investigation by a representative of the Canada Food Board that a wholesale house in a certain Canadian city that has had a wholesale and retail license has now lost their wholesale license." This concern was always understood by the trade to be a subsidiary to one of the leading grocery houses and was used to work off goods on the consumer as a wholesale house. Now they will have to sail under true colors, thanks to the Food Board. For years the post-office employees, police and several factories have been supplied by these people at jobbers' prices. Recently, when the employees of a large clothing firm wanted their usual supplies, they were told that as they were not licensed they could not have the goods. The employees reported this to the office of the clothing firm who wrote to the president of the Retail Grocers' Association disclaiming all knowledge of what their help had been doing and regretting that the dignity of their firm's name had been so lowered by the action of their employees. If the retailers have any trials and tribulations that they want to get off their chest, I think they should report them to the Food Board.

C., Hamilton, Ont.

BORDER CITIES R. M. A. MEET

At the recent meeting of the Border Cities R. M. A. held at Windsor, Ontario, a very enjoyable and profitable evening was spent. Among the speakers were D. A. Brown of the "Alsopure Ice Co., Detroit, and W. C. Kennedy, M.P.

NO MODIFICATION OF APPLE EXPORT EMBARGO

A definite announcement is made by the department of agriculture that there is no possibility of removal or modification of the embargo on the shipments of apples and other fruits to Great Britain until shipping conditions change for the better.

"Every foot of available steamship space," says the department, "is required for the transportation of men, munitions and food. The Canadian apples as well as many other articles of food are not considered essential, and until shipping facilities are in a much more stable condition than at present all efforts to modify the apple embargo must be futile."

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Grocery dealers in this province are complaining of the difficulty experienced in securing stocks. Few orders are filled in full and stocks in many lines are depleted.

S. M. Jones, of the Food Controller's office, has been touring New Brunswick conferring with wholesale and retail grocers regarding the sale and use of flour substitutes. During his trip it was pointed out to him that the prices fixed by the Government for sales to the consumers were actually less than the figures for which the substitutes could be purchased. Mr. Jones promised to submit a full report on the matter to the department.

Quebec

Joseph Etienne Pelland, grocer, Montreal, has been registered.

David McAllister of Chute à Blondeau was in Montreal this week.

C. Ritz, Eastern manager of Robin Hood Mills, was in Ottawa this week.

J. E. Pollard, manager of the Quaker Oats Co.'s Montreal office, returned from his holidays.

W. B. Davies, Canadian general manager for Thos. J. Lipton, was in Montreal during the week.

Joseph E. Legault, Montreal, has been registered under the name the Royale Cremerie & Epicerie.

Thomas Katz, Montreal, has been registered under the firm name the Lagauchetiere Meat Market.

Delle Olympe Cardinal & Oscar Leduc, Montreal, have been registered as the Westminster Meat Market.

Harson Mady and Trak Mady, Grimsby, have been incorporated as a general store under the firm name H. & T. Mady.

W. H. Halford, managing director of the Meiji Trading Co., Montreal, was in Toronto and Western Ontario points for a couple of weeks.

The many friends of Walter Paul, Sr., veteran Montreal grocer, will be sorry to learn that he is suffering from the effects of a recent fall at his home. Latest reports to CANADIAN GROCER indicated improvement, and it is hoped that Mr. Paul will be enabled to resume his active interest in the business in the near future.

Ontario

J. Lyle, Hamilton, has sold to P. G. McFerian.

F. B. Utting, Toronto, has sold to G. R. Stacey.

Fanny Hamster, Toronto, has sold to Clarke & Stone.

F. B. Beckles, pork and provisions, Toronto, has sold out.

Wm. Dixon, Toronto, has been succeeded by M. P. O'Connor.

Rennie E. Kemp, Trenton, suffered loss in a fire that recently visited the town of Trenton.

The stock of W. R. Dawson & Co., general store, Petrolia, has been purchased by R. Sturrett & Co., Petrolia.

W. J. Quinn who for a number of years has carried on a confectionery and baking business in Thessalon, Ont. has added a grocery department to his store.

R. H. Percy has opened a new grocery store at the corner of Main and Mill streets, Smith's Falls. The business will be conducted on a cash and carry basis.

F. W. Young of Seeley's Bay, Ont., has purchased the premises in Tecumseth ward, Picton, recently owned and occupied by Mr. S. E. Vanhorn as a bakery and general store, and will conduct a dry-goods and grocery business there. This property was formerly owned by Mr. E. F. Case. The building is centrally located for the trade of that part of the town over the bridge and is most suitable for the purpose for which Mr. Young has purchased it.

Western

John Hanna, Calgary, Alta, has sold out.

F. Whitwell, butcher, Bounty, Sask., has sold out.

W. E. Heard & Co., Saskatoon, Sask., have sold out.

Stephen Horymyk is opening a general store in Vegreville, Alta.

John R. Eaton, butcher, Springwater, Sask., has discontinued business.

Samuel Kelsey, Edmonton, has been succeeded by J. T. McCreath.

S. S. Meloff, general store, Mikado, Sask., has been burnt out.

Stear & Lax, grocers, Brandon, Man., have dissolved partnership.

McCallum & Bell, butchers, Central Butte, have dissolved partnership.

B. Welch, general store, Laird, Sask., has been succeeded by Max Weeke.

W. T. Dixon, butcher, Glenavon, Sask., has been succeeded by Geo. Ransom.

H. E. Williams, Buchanan, Sask., has been succeeded by Stouloff & Berzovsky.

The Polish Cooperative Association, general store, Coleman, Alta., has sold out.

Fairfield & Garfin, Ltd., general store, Minburn, Alta., has discontinued business.

Tweed & Co., general store, Gull Lake, Sask., have been succeeded by J. O. Hambly.

The partnership of Davies & Daniels, confectioner & grocer, Zeelandia, Sask., has been dissolved.

Letters of incorporation have been granted to the Houghton Trading Co., Ltd., Houghton, Ont.

Fruitland, Ltd., 172 Osborne street, Winnipeg, have sold their stock and fixtures at this address to Mike Brokofsky.

The Bayard Trading Co. general store, Bayard, Sask., has sold its coal shed and coal and hardware stocks to the Western Canada Saw Mill Yards.

COBOURG AND ALNWICK FALL FAIRS CANCELLED

The directors of the Cobourg Central Exhibition have now decided to cancel the Fall fair, which was expected to have been held on Oct. 1 and 2. This is owing to war conditions and also to the holding of the big tractor demonstration in Cobourg.

The directors of Alnwick Agricultural Society have also decided to postpone their annual fair held at Roseneath until September, 1919.

NEW WHOLESALE GROCERY FIRM FOR MONTREAL

Montreal is to have a new wholesale grocery firm. This will be known as Pinard Pierre and Grenier Limited. It is the firm's intention to use commodious premises at the corner of Mount Royal and Mountain Streets. This will be a convenient location for the north end district of Montreal.

Both Mr. Pinard and Mr. Pierre have been employed, it is understood, by the wholesale grocery firm of Hudon Hebert and Co.

QUEBEC GROCER SUFFERS BY FIRE

Early Saturday morning fire broke out on Richardson Street, Quebec. Despite the prompt arrival of the fire brigade, before the flames could be controlled the fire had spread to the grocery store of J. B. Gobeil. The actual damage by fire to the store was comparatively limited, but the damage by water was severe. A large quantity of goods owned by Mr. Gobeil and stored in a nearby outbuilding were completely destroyed by fire.

U.S. PROHIBIT COMBINATION SALES

The United States Food Administration prohibiting combination sales has been amended effective September 1, 1918, making it applicable to combination sales of sugar and cornmeal.

Hereafter the only combination sale permitted will be the combination of wheat flour with one or more wheat flour substitutes as prescribed by the Wheat Conservation Rule.

U. S. WHOLESALERS AGREE TO CONSERVE TIN

Wholesale grocers of the United States promised their heartiest co-operation in saving tin, steel, and paper by changes in methods of packing foodstuffs, after a conference of Food Administration officials and a representative committee of the National Wholesale Grocers' Association.

Elimination of odd and small sizes in tin containers, doing away with wasteful practices and conservation of labor, were suggested as means by which the wholesalers can serve the national interest. Tea, coffee, spices, baking powder, and other products were discussed as possibilities for packing in nonmetal containers.

SERIOUS HARM IN UNREASONABLE PRICES

A wire from important Pacific Coast interests stated that $12 had been offered to growers for new lima beans. These offers, it was declared ,came from a few irresponsible parties with less than a dozen cars available for shipment. It was offers, it was declared, came from a few weeks until more limas were harvested, thereby lowering the price a dollar or two a hundred. The present price was denounced as "positively foolish and harmful."—*The Canner*, Baltimore, Md.

U.S. GETS LARGE PERCENTAGE OF AVAILABLE TIN

Two-thirds of the pig tin supply of the world is to be received by the United States under a pooling arrangement made at a recent conference at London between representatives of this country, Great Britain, France and Italy. This was announced by the War Industries Board, which said that all shipments of pig tin and tin ores to this country will be consigned to the American Iron and Steel Institute, which will distribute it at regulated prices to the consumers.

Quotations of pig tin already have fallen fourteen cents a pound since the pooling agreement was entered into, the board announced.

BIG SURPLUS CANADIAN PEAS

That there is a large surplus of Canadian peas was intimated to CANADIAN GROCER this week by a large dealer in this line, and one who makes a specialty of them. He estimates that there are at the present time in the hands of Ontario and Quebec dealers fully 150,000 bushels, and that, with a large yield for the present season probable, there will be a greater quantity in the market than for some time. He also estimates that there will be a considerable loss if the demand is not soon accelerated, for peas do not keep well for a long period. It looks as if the markets would reflect this condition, unless the demand increases materially.

Khedive Farmers Supply Co., general store, Khedive, Sask., has been succeeded by Sam Cohan.



Private Hinson Walton, who was employed with Samuel Irons, retail grocer, in West St. John, N.B., before enlisting, has been reported suffering from gunshot wounds in the right leg.

Corporal Henry T. Ward, who has been admitted to a hospital at Letreport suffering from gunshot wounds in the left leg, was employed with Cheyene & Company, retail grocers, St. John, N.B., before going overseas.

George Bastin, formerly employed as chauffeur with A. L. Goodwin & Company, St. John, was killed in action on August 8, when the Canadian advance began. Mr. Bastin, who was thirty-five years of age, is survived by his wife and three children.

Pte. Henry A. Stotts has been wounded by gunshot in the left foot, according to a recent report. He went overseas with the C. M. R. in 1915, and has been wounded twice. He is a native of Canada, and was employed by the Christie Brown Co., Toronto, before enlisting.

Robert Imrie, 306 Crawford street, Toronto, has received information that his son, Pte. F. H. Imrie, has been gassed in the recent severe fighting. Private Imrie enlisted in January of this year, and went overseas soon afterwards. In June he went to France with reinforcements for the 20th Battalion. Before entering the service he was a grocer in Toronto.

Pte. Joseph Durand, whose parents reside at 228 Munro street, Toronto, is officially reported as admitted to No. 22 General Hospital, Camiers, suffering from shell gas poisoning. He enlisted with the Sportsmen's Battalion in October, 1916, and has been 18 months in France. He was born in Belleville, Ont., 22 years ago, and before enlisting was employed by the Wm. Davies Co., Toronto.

Word has been received recently that Captain C. Ross Cameron, of Peterboro, Ont., son of John A. Cameron, of the Perkins-Ince Company, Toronto, had been killed in action in the recent fighting. Capt. Cameron was a native of Peterboro, a graduate of the Peterboro Collegiate Institute, and was at the head of the office staff of the Wm. Hamilton Company, Peterborough, before his enlistment.

Lieut. A. B. Cameron, of Moosejaw, Sask., who left as a sergeant in the 179th battalion, has been reported wounded. He was an instructor at Dibgate Camp while in England, leaving there for France as a private. He regained his stripes on the field and for meritorious work was awarded the Military Medal and recommended for a commission, which he took out last winter. Prior to enlistment he was a traveller for the Robin Hood Company, of Moose Jaw.

Pte. Edwin J. Alexander received gunshot wounds in the left hand and leg, according to advice received. He was born in Wales, and came here at the age of 19. Previous to enlisting with the 208th Irish Fusiliers he was with Swan Bros., grocers, on King street, Toronto.

Pte. Vernon Dowson, son of R. Dowson, retail grocer, 234 Queen Street W., Toronto, is serving at the front. He was born at Johannesburg, South Africa, and came to Toronto in 1913. He then attended Jarvis Street Collegiate, enlisting from that school in 1916 with the 201st. He transferred to the 198th and subsequently left England for France in March of 1918 with the 2nd C. M. R. He became attached to the 75th, with which battalion he has served until transferred on August 22nd to the R. A. F. He is just twenty-two years of age.

PROMINENT N. B. MERCHANT PASSES

Timothy Collins, a Lifelong Resident of St. John and Well Known in the Wholesale and Retail Trade, Passes Away at a Ripe Age

In the death of Timothy Collins, St. John lost one of the outstanding figu in the grocery business. Mr. Collins, who had reached a ripe age, had for many years been one of the most prominent citizens and had taken an active interest in public affairs.

Born in Ireland, Mr. Collins came to St. John while an infant with his parents and had resided here all his life. Early in life he entered the wholesale grocery business, and for the last thirty-two years has done business at the same stand in North Market Street. His devotion to business, his sound judgment, and keen enterprise had won him a large measure of success and he had accumulated a considerable fortune.

As chairman of the St. John Board of Health, Mr. Collins had displayed great interest in matters relating to the public health.

In recent years Mr. Collins had been active in the affairs of the Knights of Columbus and had been chiefly instrumental in securing for them the fine club house they now occupy. He had also been active in the C. M. B. A. and had assisted in organizing the Y. M. C. A. and has taken an active interest in the work of this organization. He was a past president of the F. M. A. and had also been associated with the New Brunswick Temperance Union.

Throughout the city Mr. Collins had many friends and his funeral was an impressive tribute to the place he had held in the respect and affection of the community.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

TWENTY MILES FROM A STORE

How much flour may be sold to a farmer who lives 20 to 25 miles from town for his winter's supply?

BROMHEAD TRADING CO.,
Bromhead, Sask.

Answer—There is no legislation on this point. For a person living ten miles from a store it is permissible to sell 120 days' supply. We think it is a reasonable interpretation of the spirit of this regulation, however, that if this party is so located as to be upwards of 20 miles from a store, that you might sell sufficient quantities to meet his needs for any length of time that he may be out of reach of the store.

* * *

FARMER WHO HAS GRAIN GROUND MUST BUY SUBSTITUTES FROM MILL

From whom can I buy Liverpool coarse salt? When a farmer takes his own wheat to be ground does he have to take 25 per cent. of substitutes?

A. M. SHEPPARD,
Fergusons Falls, Ont.

Answer—Liverpool salt is an English product very difficult to obtain at the moment. Try Barrett Stewart, Montreal, the agent. 2. Yes. Under a new ruling operative Sept. 6, the farmer who has his own wheat ground at the mill is under the same category as anyone making a direct purchase. He must take one pound of substitute flour with every four pounds of flour. It is to be noted, too, that bran and shorts are not considered as substitutes.

* * *

THE HARVARD SYSTEM

Will you kindly send to my address a copy of the "Harvard System" of accounting, and oblige

JAMES J. MORLEY,
Sydney, N.S.

GLEN E. WILSON,
Centreville, N.B.

Answer The Bureau of Business Research, Harvard University, Cambridge, Mass., have notified us that owing to the increasing cost of paper, the Bureau has imposed a charge of 50 cents on their publications. The Bulletin dealing with the retail grocery business is No. 3.

* * *

MAKERS OF HORSE BLANKETS AND COVERS

Will you kindly give me the names of the manufacturers of horse blankets and covers in Canada, also the names of some American manufacturers of the same?

THE NATIONAL BROOM & BRUSH CO.,
Montreal.

Answer—The following list of manufacturers will probably be of service:

Horse Blankets B. F. Ackerman, Son & Co., Peterborough, Ont.; Adams Bros. Harness Manufacturing Co., Toronto; the B. & M. Manufacturing Co., Edmonton, Alta.; S. H. Burbidge, Ottawa; Brook Woollen Co., of Simcoe, Ltd., Simcoe, Ont.; A. E. Brubacher & Co., Baden, Ont.; Burlington Windsor Blanket Co., Toronto; J. Darch & Sons, London, Ont.; Gananoque Harness Works, Gananoque, Ont.; the Glen Woollen Mills Co., Ltd., Glen Williams, Ont.; Gourock Ropework Export Co.; the Great West Saddlery Co., Ltd., Winnipeg, Man.; Heney Carriage & Harness Co., Montreal; S. Jeffrey & Son, Port Perry, Ont.; Jas. Tolley & Sons, Ltd., Hamilton, Ont.; Lamontagne, Ltd., Montreal; Magog Woollen Mills, Sherbrooke, Que.; J. Pickles, Winnipeg, Man.; Reiner Bros. & Co., Wellesley, Ont.; the Slingsby Manufacturing Co., Brantford, Ont.; Smart-Woods, Ottawa; Robert Soper, Hamilton; Samuel Trees & Co., Toronto; Trees Spriggs Co., Winnipeg, Man.; Turber Beeton & Co., Victoria, B.C.; J. J. Turner & Sons, Peterborough, Ont.; J. Walshaw & Sons, Bolton, Ont.; Watchorn & Co., Merrickville, Ont.; Woodbridge Rudd Harness Co., Ltd., Toronto.

Covers—Bromley & Hague, Ltd., Winnipeg, Man.; Canadian Consolidated Rubber Co., Ltd., Montreal; Mattress Co., Edmonton, Alta.; Finnie & Murray, Winnipeg, Man.; the Guelph Oiled Clothing Co., Guelph, Ont.; H. Horton & Sons, St. John, N.B.; John Leckie, Ltd., Toronto; Merchants Awning Co., Ltd., Montreal; the D. Pike Co., Ltd., Toronto; Raymond Bros., Ltd., London, Ont.; Thomas Sonne, Sr., Montreal; Scythes & Co., Ltd., Toronto; Robert Soper, Hamilton, Ont.; Tobin & Sons, Ottawa; Tower Canadian, Ltd., Toronto; J. J. Turner & Sons, Peterborough, Ont.; Woodbridge Rudd Harness Co., Ltd., Toronto.

American Manufacturers—United States Tent & Awning Co., 28 Desplaines St., Chicago, Ill.; A. J. Tower, 24 Simmons St., Boston, Mass.; L. M. Meyer Co., Springfield, Mass.; American Commercial Corp., 356 Broadway, New York City; Canton Tent & Awning Co., Canton, Ohio; Cleveland Akron Bag Co., 40th and Perkins Ave., Cleveland, Ohio.

* * *

SELLERS OF HONEY

Kindly give us the names of any parties from whom we can buy comb or extract honey.

WOODMAN & McKEE,
Coaticooke, Que.

Answer—Honey is as yet very scarce. Supplies, however, can be secured from the following: Gunn Langlois, Ltd., St. Paul Street, Montreal; Smalls, Ltd., 101 Parthenais St., Montreal; Canada Maple Exchange, 344 Delorimier Ave., Montreal, and from wholesale grocers, the Bowes Co., Toronto; Gunn's, Ltd., Toronto; Whyte Packing Co., Toronto; White & Co., Toronto.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following: .....

.....

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Name .....

Address .....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

LATEST advices at hand are to the effect that the Allied Purchasing Commission demands in salmon all the sockeye and red springs pack, along with 75 per cent. of the pinks and cohoes. The remaining 25 per cent. of the last two, along with chums, are to be left for civilian trade in Canada and Australia. The outlook is that this arrangement will stand, though an effort to have at least a small percentage of the better grades held for Canadian trade is being made.

The United States Government has notified the trade that they will require the entire crop of Oregon prunes, in sizes 50-60s, 60-70s, 70-80s and 80-90s. This will leave only 30s and 100s, with perhaps about 30 per cent. of 40s, for civilian use, and Canada will have to be content with having prunes of these sizes for her civilian trade. Similar commandeering of the California prune crop occurred some time ago, so no better assortment of sizes can be looked for in that quarter.

A wire just to hand from California states that terrible damage has been done the new crop of prunes on account of the unseasonable and extremely heavy rainfall in producing districts. The crop is said to be very seriously damaged.

The Government has advised importers that licenses for the importation of Malaga raisins will not be granted. There was some hope expressed two or three weeks ago that some shipments might be allowed in, but the Government has definitely decided against this course.

An embargo has been placed on the further import of tapioca to Canada. The Government indicates that no further permits to bring in will be granted, which means present stocks will have to take care of the trade. Spot stocks are pretty well cleaned up, and are in strong hands.

MONTREAL—Grocery markets in Montreal are taking on a gradually improving outlook as far as activity is concerned. There is one thing confronting jobbers which causes more concern, and that is the matter of securing supplies. As one large jobber stated to CANADIAN GROCER this week: "The luxury list is getting very small, and we have little to sell that could be so classed; the people have to be satisfied with regular and more staple lines. Price changes are mostly of an advancing nature, and include sugar, sugar crystals, cotton rope, chicory, salmon, soaps, sal soda, gelatine, olives, coffee, and knife polish.

Declines are made for wrapping paper and paper bags, package rolled oats, canned tomatoes, catsup and spaghetti. Rice was marked down slightly.

TORONTO—New prices have been set on Government standard wheat flour which shows an advance of 55c per barrel over figures prevailing last year. This is due almost entirely to increased freight rates recently put into effect, and the same is true of mill feeds, which are up $2 per ton over prices effective last year. Government standard corn flour, consisting of 75 per cent. of yellow and 25 per cent. of white corn, is now being offered in liberal quantities.

Brazil coffee has stiffened somewhat in sympathy with markets at primary points, and it is intimated that spot stocks are becoming pretty well depleted. Fine teas are still scarce, and the market very strong.

There is a possibility that some Spanish olive oil may reach this market. The Government of Spain recently lifted the embargo for the balance of the year, and importers are exerting every effort to secure bottoms to bring some shipments over.

Sugar is still scarce, and advances of from 25c to 40c per 100 pounds have been made by the majority of refiners delivering sugar.

WINNIPEG—Jobbers are still experiencing considerable difficulty in obtaining sugar from the refineries. The B.C. refineries declare that they cannot fill any more orders for shipping to Regina. In the past, these refiners looked after the biggest part of Saskatchewan's orders, and it will now cause a still further burden to the thrown on the backs of the Eastern refineries. This will cause an additional shortage. Eastern refineries report that they will be able to fill more orders now than for the past four weeks.

Wholesalers declare that they expect a drop in the price of white beans in the very near future. The new crop is expected on the market very soon, which will send the price of the commodity down considerably.

The tea market has been very firm all week, and prices are expected to advance before long.

All lines of jam are very firm and a number of lines are expected to advance before long. Jobbers seem to agree that jam is a good buy at the present price.

QUEBEC MARKETS

MONTREAL, Sept. 18.—Changes in grocery markets are more numerous this week and most of the alterations indicate advances. This is a condition that gives promise of continuing, for it is harder to get supplies from week to week. Trade is fairly good.

Bottle Prices Advance; Will Affect Essences

Montreal.

BOTTLES, ESSENCES.—There has gradually come about such a change in the price of bottles of various sizes that essence jobbers and makers feel that they will have to ask more money for essences than the present prices call for. Bottles, they assert, are costing from 25 to 75 per cent. more than they did before the war and that any increases made in the meantime have not been commensurate with the added costs to them of containers.

Advances For Sal Soda, Olives, Gelatine, Soaps

VARIOUS LINES.—Increases are in effect this week for sal soda. The new prices are $2.20 to $2.25 per 100 lbs.—a slight increase. Libby's olives are advanced 5 per cent. Comparative prices are as follows: 8 oz., $2.25 per doz.; 10 oz., $2.40, and 16 oz., $3.25. Gelatine in the 12 1-lb. size is up 30c per case to $1.50. This was definitely predicted tendency in CANADIAN GROCER of August 30. Soap, in standard makes, are advanced 25c per case by some jobbers, the present price being $7.50.

Further Advances Made By Sugar Refineries

Montreal.

SUGAR.—Several of the refineries have remarked their prices on refined sugars and those making changes are the Atlantic Sugar Refining Co., which has advanced to the basis of $9.35, and Acadia and Dominion, which are selling at $9.50. This makes three prices again for sugar, $9.50 by three refineries and $9.35 for one, while the Canada Sugar Refining Co.'s price is unchanged at $8.75. The situation is more than difficult, as far as supplies of raw sugar are concerned and the refineries have had to work on shortened hours, some of them operating about half the time. It is not improbable that there will be further advances in the market and refiners are not counting on the future to any extent. Rumors have stated that the price for raws was fixed in the States, but these are given as premature, refiners state.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 35
Acadia Sugar Refinery, extra granulated	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-920
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Cotton Rope Higher; Also Sugar Crystals

Montreal.

COTTON ROPE, SUGAR CRYSTALS.—Advances are again made in the price of cotton rope. This approximates 4c per lb. and the new prices are: for ¼ to 3-16, 69c, and for larger than 3-16ths, 68c. Raw Jamaica sugar crystals are advanced again, the new quotation being half a cent higher to 8c lb. Wellington knife polish is raised from $2.25 to $2.40 per doz.

Declines in Bags And Wrapping Paper

Montreal.

WRAPPING PAPER AND BAGS.—A slight decline has been made effective in the price of various paper bags and wrapping paper. Grey brown is down ⅛c to 5⅝c per lb.; manila wrapping is down ¼c to 6c; heavy kraft paper bags are lower through a change of the discount from 25-27½ per sent .and ordinary paper bag discount is now 35 per cent. and was 30 per cent.

Canadian Chicory Up; Spaghetti, Catsup Down

Montreal.

VARIOUS LINES.—Chicory scored an advance this week of 5c per lb., the Canadian variety being quoted by the jobbing trade at 40c per lb. Clark's spaghetti in tomato sauce with cheese is lower, the half-pound size being $1.40 per doz.; 1 lb., $1.90, and 3 lb., $3.35. The former prices respectively were $1.65, $2.15 and $3.50. Clark's catsup is somewhat lower. Eight ounce is now $2.20 per doz.; 12 oz., $2.75, and 16 oz., $3.40. This is a decline of 5c each on the two first named and of 10c on the latter.

Tomato Price May be $1.50 to Jobbers; Fruits Steady

Montreal.

CANNED GOODS.—The delay in announcing new pack tomato prices has been again deferred owing to recent weather conditions and other factors. It is expected that there will be an early announcement. Independent packers have been naming a price of $1.70 per dozen on "three's" and this is somewhat under the Association's prices. Some of the trade expect that there will be a split between the present temporary price of $1.80 and $1.50 f.o.b. factory, probably around $1.65, to be finally decided upon. In the meantime there is a softer tendency and with a good pack in prospect it is expected there will be a more favorable basis than was thought of a while ago. Salmon will undoubtedly be scarce and jobbers who have stocks are in a position to take care of a somewhat good demand that obtains from the trade. There is a good surplus of fruit of various kinds in some of the jobber's hands from last season. An advance of 15c per doz. in "Chum" salmon is made.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
Sovereign, 1-lb. flats	....	4 50
Do., ½-lb. flats	....	2 30
1 lb. flats	....	4 62½
1 lb. talls, cases 4 doz., per doz.	....	4 50
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	2 25
Pinks, 1-lb. talls	....	2 60
Cohoes, 1-lb. talls	....	3 40
Red Springs, 1-lb. talls	....	2 70
Red Springs, ½ lb.	....	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Tomatoes, 1s	....	1 25
Tomatoes, 3s	2 40	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 30	2 60
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	....	2 35
Do., fancy, 20 oz.	....	1 57½
Peas, Morens Ex fine	....	2 25
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	4 00
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Strawberries, 1918 pack (2s)	....	4 00
Rhubarb, 2½s	....	2 60
Blueberries, 2s, doz.	....	1 85
Blueberries, gallons	....	7 00
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Potatoes, Can. Sweet, 2½-lb. tins	....	2 10
Potatoes, Cal. Sweet, 2-lb. tins	....	2 75
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Pineapples, 2s	....	3 10
Pineapples (grated), 2s	....	2 90
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Molasses to be Higher; Syrup Sales Increase

Montreal.

MOLASSES, SYRUPS.—More molasses is due to arrive here within the next short while. This will be of such volume as to materially relieve the present shortage, though it is frankly stated that the demand for all products with any sweetening value to them is such as to absorb available supplies readily. There seems every reason to look for a quick sale for all molasses that Canada can possibly get this fall, and one of the large importers stated to CANADIAN GROCER this week that advances were bound to come again. In the matter of corn and cane syrups demand is steady and has been of larger proportions than

heretofore at this season of the year. Prices are ruling steady this week.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07¼
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07¾
2-lb. tins, 2 doz. in case, case..	....	4 80
5-lb. tins, 1 doz. in case, case..	....	5 40
10-lb. tins, ½ doz. in case, case	....	5 10
20-lb. tins, ¼ doz. in case, case	....	$ 05
2-gal. 25-lb. pails, each	....	2 25
3-gal. 38½-lb. pails, each	....	3 40
5-gal. 65-lb. pails, each	....	5 50
Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case		7 00
Barrels, per 100 lbs.		9 75
Half barrels, per 100 lbs.		10 00

	Prices for	
Barbadoes Molasses—	Island of	Montreal
Puncheons	....	1 03
Barrels	....	1 06
Half barrels	....	1 07

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Revisions For Rice Make Better Quotations

Montreal.

RICE.—As definitely predicted in the columns of CANADIAN GROCER last week, rice has registered a slight decline in some quarters on a couple of lines. The following prices are quoted for "B": In bags of 250 lbs., $9.40; 100 lbs., $9.50; 50 lbs., $9.55, and 25 lbs., $9.70. For "CC" the corresponding prices are: 250 lbs., $9; 100 lbs., $9.10; 50 lbs., $9.15, and 25 lbs., $9.30. It is stated in some quarters that there will be but a temporary lowering of prices and that a return to higher levels will later be made.

Rice, fancy, per 100 lbs.	9 75	10 25
Ice Drips—Japan	....	11 25
Carolina	12 50	15 00
"Texas"	....	9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon "B"	9 25	9 50
Rangoon CC	9 10	9 50
Mandarin	....	10 00
Special pickling	....	9 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15'	0 16

Walnuts Much Firmer And Filberts Advanced

Montreal.

NUTS.—Advances were made by importers to the jobbers for filberts. This amounted to two cents per pound for "in the shell" variety, and followed an advance made in the primary markets of 4c. Walnuts, too, are firmer and the importer's advance of four cents makes the jobber's position such as will require a further increase of his prices to the retail trade. There is a fairly good supply at the higher prices and trade is good. Peanuts will be available in good supply, it is stated, and the demand for these is heavy and will be, so many being used in various ways by the larger consumers.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Lilberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Tendency Points to Dried Fruit Advances

Montreal.

DRIED FRUITS.—The position here is somewhat undefined. Importers are taking orders for later delivery and the restrictions imposed make it quite awkward to trade in any but immediate business. There is still a fairly good range of fruits available and the tendencies are firm, so that it is expected advances may be made all around of about one cent per pound. Evaporated apples will be arriving later and it is early to state what the position will be on these. Some new crop goods have already arrived and these are being distributed in some cases to the trade. Considerable anxiety is shown in the United States over reported damage to the Santa Clara prune crop through recent excessive rains. The reports are not reassuring.

Apricots—		
Choice	....	0 25
Slabs	....	0 23
Fancy	....	0 30
Apples (evaporated)	0 18	0 20
Peel		
Faced	....	0 19
Choice	....	0 17
12 oz., per pkge.	....	0 16
Pears	....	0 16
Drained Peels (old)—		
Citron	....	....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatls, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	....	0 12
Muscatels, 4-crown, lb.	....	0 12½
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12½
Valencias, selected	....	0 10½
Valencias, 4-crown layers	....	0 11½
Currants, old	0 24	0 29
Do., new	....	0 32
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	0 19	0 19½
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 12½
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12½

City Spice Demand Improves; Good Stocks

Montreal.

SPICES.—From the city trade demand for spice is better than for a long while past and if this continues it will fully counterbalance the somewhat dull position that obtains with respect to country business. Jobbers state that there will be a better demand from the latter source later in the season, but in the meantime they feel that there is a good deal of stock in the retailer's hands. There are also good stocks in the holders' hands here. Cloves and pimentos are both firmer and the former are active in the New York markets.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk	....	0 45
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Tea Delivery Service Shows Great Improvement

Montreal.

TEAS.—Direct importers and jobbers are greatly pleased with the improved delivery service that has manifested itself for some time from the Pacific Coast and also across the Pacific water routes. The large transportation companies are evidently making every effort to facilitate delivery over their lines preparatory to the heavier movement of fuel and foodstuffs later. Jobbers are confident that there will be a gradual improvement in demand from the trade, and in the meantime all tendencies are firm and the advancing labor market in the Orient is one further indication of the advances that are likely to obtain from time to time for various brands of tea.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Advance of One Cent in Prices of Coffee

Montreal.

COFFEE AND COCOA.—There has been a distinctive hardening of the coffee prices to the importer and this has

made jobbers' prices firmer, too. The changes have not been large, but sufficient to cause a revision of quotations and these are marked up one cent per pound all around. More coffee is gradually being consumed in Canada and there is a noticeable increase in sales, speaking broadly. Stocks are reported very satisfactory and it transpires that there has been a freer movement into Canadian roasters' and jobbers' hands than was thought possible a few months ago. Cocoa is still in limited demand, some sellers report, but with cooler weather there will be improvement in this respect.

Coffee, Roasted—		
Bogotas, lb.	0 29½	0 33
Jamaica, lb.	0 25	0 29
Java ,lb.	0 39	0 42
Maracaibo, lb.	0 28½	0 31
Mocha, lb.	0 34	0 38
Mexican, lb.	0 23	0 27
Rio, lb.	0 34	0 38
Santos, Bourbon, lb.	0 28	0 31
Santos, lb.	0 27	0 30
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	. ..	0 25

Honey Will Be High But in Good Supply

Montreal.

HONEY AND MAPLE PRODUCTS.—Most reliable reports to CANADIAN GROCER indicate that there will at least be a good supply of honey from this province, although it is likely that prices will rule high. This will be attributable to increased values in common with other commodities as well as to the fact that some sections have not produced well. In any case there is now available a larger variety of sizes and the prices, while higher than they were a year ago, will doubtless not prevent ready distribution to the trade, the food value appealing to many. As far as maple sugar and syrup are concerned the season is well over and stocks pretty well depleted.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal...	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 22	0 25
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Honey—Buckwheat, tins or bbls.	....	0 23

Apples Freer But Firm; Melons Holding High

Montreal.

FRUITS.—All season there has been a real firmness to the melon markets and prices have ruled high. This is characteristic of quite a percentage of fruits and for all there is a very splendid demand. Apples have been easier to obtain of late but there is still a tendency to ask full prices for choice fruit. Plums and peaches are now coming to the market and in much larger quantities, with a consequently lower price range. There is still a firm basis for oranges, bananas and lemons.

Apples—		
American Duchess or Yellow transparent	....	....
Do., (in bbls.), No. 1	....	5 00
Do. (in bbls.), No. 1	....	4 50
Do. (in bbls.), No. 2	....	4 00
No. 1 Alexanders, bbl.	4 50	5 00
No. 2 Alexanders, bbl.	4 00	4 50
Do., Rose	1 00	1 50
Duchess No. 2	....	3 50
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch..	....	4 50
Blueberries, Saguenay (box of 18 quarts)	....	2 75
Canataloupes (45 size), crate	....	6 50
Do., (15 size), crate	....	3 00
Cocoanuts, sack	7 25	8 50
Grapes (California fancy), 4 bask	....	3 00
Grapes—		
Tokays	....	2 50
Malagas	....	2 50
Grape fruit (fancy Jamaicas)..	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	5 00
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina)	8 00	9 00
Lemons (choice)	....	7 00
Melons, Montreal, Musk (basket of 12)	....	16 00
Melons (musk), crate of 10-12	....	2 25
Do., basket	1 00	1 25
Lemons (California seedless)	....	8 00
Oranges, Valencia lates	10 50	11 00
Oranges, California navels	....	10 00
Oranges (bitter)	4 00	5 00
Plums (Cal.), crates	....	3 00
Do., basket	1 75	2 00
Do., 11-qt. baskets	....	1 25
Do., 6-qt. baskets	0 75	1 00
Do., 11-qt. Pears	....	1 25
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Pears, Cal., eating, small box	....	4 50
Do., Barletts	4 25	4 50
Peaches—		
No. 1, Canadian—		
11-qt. baskets		1 25
6-qt. baskets	....	0 75
Crawfords	2 25	2 50
Elbertas	2 00	2 25

Good Tomatoes Higher; Lower Potatoes Probable

Montreal.

VEGETABLES.—This district certainly has had a splendid array of vegetables for many weeks past and there still is a good variety, even better as the weeks pass. Now that the time approaches when the outside sources begin to market their potatoes some see the possibility of lower quotations on potatoes. In the meantime there has been a steady and heavy absorption of locally-grown varieties and prices range around $1.65 to $1.75 per bag. Good tomatoes are holding high, some bringing as much as $1.50 per gin box. Turnips and carrots are easy at 85c to $1 per bag, while parsnips are firm and have sold as high as $3 per bag or $2 per dozen bunches.

Beans, new string (20-lb. bag)	2 00	2 25
Beets, new, bag	0 75	1 00
Cauliflower (Montreal), doz.	0 75	1 00
Corn (sweet), doz.	0 15	0 20
Cabbage (Montreal), doz.	0 50	1 00
Carrots, bag	0 85	1 00
Celery (Montreal), Doz.	....	0 75
Cucumbers (Montreal), doz.	....	0 25
Egg plant, doz.	1 00	2 00
Gherkins, box	....	3 00
Lettuce, curly (doz.)	0 30	0 40
Lettuce (Montreal), head	0 50	0 75
Leeks	1 00	1 50
Mint	....	0 20
Mushrooms, lb.	....	0 90
Onion, spring doz.	....	0 25
Onions, Can., bag (70 lbs.)	....	2 00
No. 1 Yellow (70 lbs.)	....	2 25
No. 1, Red (70 lbs.), crate	....	2 50
Oyster Plant	....	0 50
Parsnips, new, bag	2 00	3 00
Parsnips, new, doz. bunches	....	2 00
Parsley (Canadian)	....	0 20
Potatoes, Montreal new (80-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag.	1 65	1 75
Pumpkins (doz.)	....	2 00
Romane	....	0 50
Rhubarb, doz.	0 25	0 35
Spinach, box	....	0 75
Squash (Huber), doz.	....	2 00
Turnips, new, per bag	....	1 00
Tomatoes (hothouse), lb.	....	0 15
Do., Red	....	0 50
Tomatoes, Montreal (box)	0 50	1 00
Do., Rose	1 00	1 50
Vegetable Marrow (doz.)	....	0 75
Watercress (Can.)	....	0 40

Temporary Advance Made in Flours and Feeds

Montreal.

FLOUR AND FEEDS.—An arrangement was made to take care of the higher costs which millers had to face for bags, increased freight, etc This has been covered by an advance of forty cents per barrel in the price of old wheat flours, and until the new schedules can be worked out for the coming season. There will probably be a definite ruling this week and advances are looked for. The feed price basis for shorts and bran has also been changed and $2 per ton added, making the new prices for shorts $42 per ton and bran $37. There is very little old wheat available for milling but new crop flour is already on the way from the West and will be here in a few days. Millers are hopeful that they will soon be able to mill flour uninterruptedly throughout the coming season.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	11 35
Car lots (delivered), Bakers..	....	11 45
Small lots (delivered)	....	11 55
Bran, per ton	....	37 00
Shorts	....	42 00
Crushed oats	61 00	70 00
Barley meal	67 00	72 00
Barley chop	67 00	72 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	....	60 00
F.O.B. Ft. William	....	58 00
Feed oats, per bushel	....	1 10

Package Oats Easier; Cereal Movement Fair

Montreal.

CEREALS, ETC.—There was a slight decline in one line of package oats and the new prices are $2 per case for the small size and $5.60 for the family package. This is a decline of 10c and 20c respectively. There is a steady but only a fair movement of some cereals, but on the whole trade has been seasonable. Cornmeal tendencies are somewhat easier. Corn, rice, and rye flour and also oat flour have come to be in more active demand, with very good supplies available. There is a reported scarcity of buckwheat flour and the serious frost of last week in Quebec has made the prospect of new crop supplies decidedly uncertain. With a heavy surplus of old crop peas there is a probability of lower tendencies on split and whole peas.

Cornmeal, Pure Gold	....	7 00
Cornmeal (Gold Dust)	6 25	6 60
Cornmeal (bolted)	4 25	4 50
Barley, pearl	7 50	8 25
Barley, pot, 98 lbs.	6 00	6 25
Barley flour, 98 lbs.	6 25	6 75
Buckwheat flour, 98 lbs.	....	7 25
Corn flour, 98 lbs.	5 80	6 00
Corn flour (standard)	....	5 45
Rice flour	8 75	9 00
Oat flour	....	6 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 25
Oatmeal (standard-granulated and fine)	6 50	6 60
Peas, Canadian, boilling, bush.	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags	5 20	5 40	5 50
Rolled oats (family pack.), case	5 70	5 60
Rolled oats (small size), case	2 00	2 05
Rolled wheat (100-lb. bbls.)	....	6 75
Rye flour (Can.), 98 lbs.	6 75	7 50

Do. (American), 98 lbs.	....	6 85
Self-raising flour—		
3-lb. pkgs., doz.	....	2 85
6-lb. pkgs., doz.	....	5 60

Prospect of Lower Bean Prices Coming

Montreal.

BEANS.—While recent weather conditions have much impaired the outlook for a large yield of beans in this province, it is stated that there was a general harvesting in several districts already, and that there will be a fairly large yield here. If the weather improves soon there will be a favorable return yet from other parts. Then, with the outlook of a big yield from Japan the prospect indicates that there will be lots of beans and at better prices than obtained all season. Present business is still quiet.

Beans—		
Canadian, hand-picked, bush.	8 25	8 40
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 25	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

ONTARIO MARKETS

TORONTO, September 18.—Higher prices have been named by several refiners on sugar. Supplies are still rather light and the outlook rather uncertain for the next two or three weeks. Additional lines of laundry soaps are up and a revision in manufactured cotton goods, such as clothes lines, wrapping twine, lamp wick, etc., has been made; this provides for advances in each instance. The salmon situation is no better and government requirements are to absorb a larger portion of the prune crop.

Sugar Records Advance; Supplies Still Small

Toronto.

SUGAR.—Supplies show little, if any improvement during the week, and whereas some refiners expect a little sugar, others again will not have any to offer during the present week. Better conditions are not looked for for another two or three weeks, but by that time it is hoped some relief may be in sight. An advance in price has been made in practically all quarters, Acadia, St. Lawrence and Dominion being based at $9.79 locally, and Atlantic $9.64 per 100 pounds for granulated. The new prices which will be paid for next season's Cuban crop have been set and will mean an increase over to-day's figures, approximating $1 per 100 pounds. The crop will begin to be available in December and distribution will be arranged by the United States Food Administration under conditions similar to those prevailing last year. This eliminates the speculative element largely and assures an equitable distribution between all the allied consumers including Canada's

Atlantic, extra granulated	9 64
St. Lawrence, extra granulated	9 79
Acadia Sugar Refinery, extra granulated	9 79
Can. Sugar Refinery, extra granulated	9 04
Dom. Sugar Refinery, extra granulated	9 79

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Cotton Clothes Lines, Wrapping Twine

Toronto.

COTTON GOODS.—The very strong market which has prevailed on raw cotton in the South for the past two or three months has been reflected in many manufactured lines. This is shown for the week in the change in cotton clothes lines which for the 30 ft. are now quoted at $3.00 per doz.; the 40 ft. at $3.40; the 48 ft. at $4.00; 50 ft. at $4.25; 60 ft. at $5.15; 72 ft. at $6.15; and 80 ft. at $7.00. Cotton twine has made an advance also, the three ply being quoted at 68 to 70c per pound, and the 4 ply at 73 to 75c per pound. Lamp wick, size A, at 95c to $1.05 per roll, size B at $1.40 to $1.50 per roll and size D at $2.25 per roll is another item to reach higher levels.

Lamp chimneys, A size, in eight dozen cases are being quoted at $8.75 per case, and size B in 6 dozen cases are being quoted at $7.50 per case. Carpet tacks 6 oz. blued at 75c. and tinned at 85c. per dozen, 8 oz. blued at 90c. and tinned at $1.05 per dozen have also advanced.

Six-Cent Chocolate Bars; Replace Five-Cent Line

Toronto.

CHOCOLATE CONFECTIONS.—A change in Cowan's chocolate confections has been made and six cent. lines now replace the five cent. lines so long in evidence. New prices on some of the more familiar lines are: Royal milk chocolate, 6c. cakes, 2 dozen in box, per box $1.05; almond nut bars, 24 bars, per box $1.05; maple buds 6c. pkges, 4 dozen in box, per box $2.00; filbert nut bars. 24 in box, per box $1.05; ginger bars, 24 in box, per box $1.05; Regal milk chocolate bars, 24 in box, per box $1.05; puffed rice bars, 24 in box, per box $1.05; Queen's dessert bars, 24 in box, per box $1.05.

Jelly Powders Up 20c; Other Lines Revised

Toronto.

JELLY POWDERS, OTHER LINES.—The advanced price of sugar along with restrictions placed on manufacturers has resulted in an advance of 20c. per dozen being made in the price of jelly powders. Manufacturers intimate price has been held down as long as possible and conditions now prevailing have made this move necessary.

A revision in sweet cocoanut to higher levels is looked for in the near future.

Higher prices have been named on Taylor's Borax Soap, to-day's price being $7.50 per case. Surprise Soap at $7.50 and Comfort Soap at $7.50 per box have also reached a higher scale of quotations. Life Buoy Soap has advanced to $6.40 per box. An advance in Cow Brand Soda has been made, the 8 oz. now selling at $3.90, the 10 oz. at $3.60, and the 16 oz. at $3.60 per case. Sun Ammonia powder in three dozen cases is quoted at $2.60 for the large and $1.70 for the small. It is intimated that the available supply of cider this year will be rather small, and orders are being taken on the basis of being able to supply. Belleville cider has advanced to 43 cents per gallon. Peg Top Cigars are being quoted to the trade at $48.00 per m.

Sales Syrup Maintained At Good Levels; Molasses

Toronto.

SYRUPS, MOLASSES.—The action of the Canada Food Board in advocating the greater use of corn syrup has borne fruit in a greater volume of sales during the past couple of weeks. Manufacturers and jobbers report a splendid sale of this line, and shipments are going forward freely. No change in the prices has been made, and none is looked for in the immediate future. Molasses are also selling freely, and whereas some lines are reported in light supply, the general feeling is that there is sufficient to take care of the trade. The range of prices is given herewith.

Corn Syrups—		
Barrels, Crown or Bee Hive, per lb.		0 07¼
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case		4 80
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case		5 40
Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case		5 10
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case		5 30
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case		5 90
Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case		5 60
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	9 25	9 50
Cases, 2-lb. tins, 2 doz. in case	6 50	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10. kegs	....	6 50
West India, No. 5. kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50

Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	6 80

Salmon Situation Still Unsettled; Tomatoes, Corn

Toronto.

CANNED GOODS.—The latest report on the salmon situation is that the Allied Purchasing Commission has demanded all the Sockeyes and all the Red Springs. They further expect to take 75% of Pinks and Cohoes, which will mean that 25% of these will be available for domestic use along with the pack of Chums. It is also noted that amount not wanted by the Board is to supply both Canada and Australia. Definite advice as to whether this ruling will stand is not yet available. The outlook for a heavy pack of canned tomatoes has been affected to some extent by the adverse weather conditions of the past week; however, indications are that with a week or ten days of real bright, warm weather, the results will prove very gratifying. Corn looks very good and a very fair pack is looked for.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 55	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	1 80	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 95	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10

Government Takes More Prunes; No Malaga Raisins

Toronto.

DRIED FRUITS.—The United States Government has notified the trade that they will require everything in the 50-60, 60-70, 70-80, 80-90 sizes of prunes which will leave only the 30s and 100s for domestic use with perhaps 30 per cent. of the 40s also available. This applies to the Oregon crop as the California crop had already been commandeered in virtually the same sizes. This is in line with tendencies outlined in CANADIAN GROCER last week. Latest prices from California indicate that terrible damage has been done to the new crop of prunes on account of the unseasonable and extremely heavy rain-fall in the producing districts. The crop is said to be very seriously damaged. The Dominion Government has definitely decided not to allow any importation of Malaga raisins. There was some hope expressed a couple of weeks ago that some shipments would be allowed to come in, but this has been banished in an order just to hand, advising that no importations will be permitted.

Apples, evaporated, Ontario	....	0 19
Do., da., Nova Scotia	....	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	0 43½
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25s, faced	....	0 18
40-50s, per lb., 25s, faced	0 16½	0 17½
50-60s, per lb., 25s, faced	0 15	0 16½
60-70s, per lb., 25s, faced	0 13½	0 14
70-80s, per lb., 25s, faced	0 13½	0 14
80-90s, per lb., 25s, unfaced	0 12	0 13½
90-100s, per lb., 25s, faced	0 11	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	....	0 15
Valencia, Cal.,	0 10½	0 11
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13¼
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 13½	0 15½

Tea Situation Holds in Unchanged Position

Toronto.

TEAS.—There have been no new developments in the tea situation during the week. Finer grades of tea continue scarce locally and advices from primary points are that high prices are the order of the day. There has been no change made in quotations locally, which range as follows—

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Toronto.

Very Strong Market on Brazils; Stocks Light

Toronto.

COFFEE.—The market locally is very strong, Brazils being up ? to 3c in sympathy with primary points. Supplies so far have been equal to the demand, but a marked scarcity in spot is said to be developing. An advance in Seal Brand Coffee has been made, the one-half pound tins selling at 44c. per pound, the one pound tins at 43c. per pound, and the 2 pound tins at 42c per pound.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 26	0 32
Santos, Bourbon, lb.	0 32	0 35
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Coriander, Carraway Seed, Cinnamon Go Higher

Toronto.

SPICES.—Higher price levels have been reached in some quarters on coriander seed, carraway seed, celery seed and cinnamon. Coriander is quoted at from 30 to 35c.; carraway at a minimum of $1.00; celery seed at 75c. and cinnamon at 55 to 60c. per pound. A narrower range is also noted in cloves which run from 80c up. Paprika is reported scarce and nutmegs are also in light supply. The range of quotations being made follows:

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 45
Celery seed, whole	0 65	0 75
Coriander, whole	0 25	0 35
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	1 00	1 10
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Firm Tone Noticeable in Nuts; Selling Well

Toronto.

NUTS.—A very firm tone is noticeable in all nuts and quotations show a tendency to stiffen; this is revealed in filberts and brazil nuts particularly.

Supplies are very good in most lines and the demands of the trade are being met. Sales are considered very good.

Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 45	0 48
Walnuts, lb.	0 78	0 82
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.	....	0 85

Bean Crop May Be Affected by Weather

Toronto.

BEANS.—The unfavorable weather prevailing during the past week or ten days if continued any longer is sure to affect the new bean crop adversely and result in a poor quality bean again this year. The outlook to date has been for a fine product but continued wet weather will change this. The demand continues along rather narrow lines and prices are unchanged.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked	....	8 00
Can. White Kidney Beans, bush.	....	9 00
Japanese Kotenashi, per bush.	....	8 00
Rangoons, per bush.	6 50	6 75
Limas, per pound	0 19	0 20

Tapioca on Embargo List; Supplies Light

Toronto.

RICES.—Tapioca has been placed on the embargo list and importers have been advised that no further permits to bring in will be granted. There are some supplies of flake tapioca at Vancouver, diverted from the United States, it is understood, but this is a small seller in Canada. Spot stocks of medium pearl which has the call are pretty well cleaned up and are in strong hands.

Package Goods Holding Firm; Some Lines Moving

Toronto.

PACKAGE GOODS.—Little excitement prevails in the various lines of package goods. The trade generally is quiet though rolled oats continue to move forward quite freely. Prices in all lines are firmly held and unchanged as follows:

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 80
Rolled oats, round, regular 18s, case	2 05	2 12½
Rolled oats, square, 20s	5 60	5 80
Shredded wheat, case	....	4 25
Cornstarch, No 1, pound cartons	....	0 11¾
Do., No. 2, pound cartons	....	0 10¾
Laundry starch, in 1-lb. cartons.	0 10¼	0 11¾
Do., in 6-lb. tins	....	0 13¼
Do., in 6-lb. boxes	....	0 13¼
Do., in 100-lb. kegs	....	0 11¼

Honey Very Firm; Supplies Fair; Maple Syrup Steady

Toronto.

HONEY, MAPLE SYRUP.—The market in honey is holding very firmly and supplies are considered very fair. An active demand has been apparent, retailers showing a desire to replenish stocks prety well depleted. Maple syrup is in normal demand and prices hold unchanged.

Honey—		
Clover, 2½-lb. tins	....	0 29
5-lb. tins	0 28	0 28½
10-lb. tins	....	0 28
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case.	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal	....	2 00

Italian Lemons Arrive; Box Apples Coming

Toronto.

FRUIT.—The shipment of Carlo Pomo lemons so long expected have reached New York and are in very bad condition, it being thought they will represent a total loss. Box apples are arriving a little more freely from B.C. Wealthies and McIntosh Reds are offering and Jonathans looked for next week; Prices are fairly high. Local barrel stock is also selling now and the situation in Nova Scotia looks strong, packers showing little disposition to quote. Tokay grapes are firmer and it is intimated severe loss has been occasioned by the heavy rains which will curtail supply and make for higher prices. California lemons show an easier tendency, due, it is said, principally to light demand prevailing during changing season. Alberta peaches are looked for in fairly good quantities this week but prices are very high. Supplies are considered light. Plums are arriving freely and the market is easier. Bartlett pears are about done and the harder varieties are now starting. Range of prices on all lines follows:

Apples—		
Early, 11-qt. basket	0 30	0 50
Do., 11-qt. basket	0 30	0 50
Do., bbls.	3 00	4 00
Do., B.C. Crab, box	....	2 50
Do., B.C. McIntosh Reds, box	3 25	3 50
Bananas, per lb.	0 06	0 06½
Grapes, Cal., Malagas, crate	2 75	3 00
Do., Cal., Tokays, crate	....	3 50
Do., Canadian, basket	0 40	0 50
Grapefruit—		
Jamaican, 64s, 80s, 96s	....	6 00
Oranges—		
Valencias—		
126s	....	10 50
150s, 176s	....	10 50
200s, 216s, 250s	....	10 50
288s	....	10 50
324s, 360s	7 00	7 50
Jamaicas—		
176s, 200s, 216s	....	7 50
Lemons, Cal., case	6 00	7 50
Do., Verdilla	8 00	9 00
Pineapples—		
Floridas, 30s, 36s, case	5 50	6 00
Peaches, Can., 6-qt. basket	0 90	1 15
Do., 11-qt. basket	1 25	1 50
Do., Colorado, fancy, boxes	....	2 00
Pears, Cal., Bartlett	3 75	4 00
Do., Can., 6-qt. basket	0 50	0 75
Do., do., 11-qt. basket	0 75	1 00
Plums, early Can., 6-qt. basket.	0 40	0 50
Can., 11-qt. basket	0 75	0 85
Do., California, box	2 75	3 00

Sweet Potatoes Arriving; Onions Move Freely

Toronto.

VEGETABLES.—The first arrivals of New Jersey sweet potatoes are being offered this week at $3.75 hamper. Local potatoes are very scarce and prices have stiffened though with better weather conditions lower levels are looked for in another couple of weeks' time. A splendid sale of onions is reported and prices continue low with quality very high. Supplies are coming along quite freely and the trade seems to be taking more interest in this line.

Cabbage, Can., crate	....	1 35
Do., do., doz.	0 75	0 90
Cantaloupes—		
Do., Can., 11-qt. basket	0 40	0 60
Do., Can., Salmon Flesh, 16-qt. basket	0 75	1 00
Carrots, doz. bdles.	0 20	0 30
Corn, doz.	0 12½	0 17
Cucumbers, Can., basket	0 35	0 50
Gherkins, 6-qt. basket	0 35	0 65
Egg Plant, basket	0 50	0 60
Do., do., choice small	0 75	0 85
Do., 11-qt. basket	0 75	1 00
Do., do., choice small	1 25	1 50
Onions, Can. Yellow, 100-lb. bag	....	3 00
Do., 75-lb. bag	2 50	2 75
Do., Pickling, 11-qt. basket	1 25	2 50
Parsley, basket	0 40	0 50
Peppers, green, basket	0 40	0 60
Potatoes, New Jersey sweet, hamper	....	3 75
Potatoes, Canadian, bag	....	2 35
Tomatoes, 6-qt. basket	....	0 35
Do., 11-qt. basket	0 50	0 60
Turnips, basket	....	0 30
Vegetable Marrows, crate	....	0 75

New Prices Named on Govt. Standard Flour

Toronto.

FLOUR.—The new price on government standard wheat flour, 74 per cent. extraction, has been definitely set at $11.50 in car lots, track. This shows an advance over last year's figure of 55c, and is brought about largely by advanced freight rates recently put into effect, and slight increase in price of wheat. Milis in the West are now operating on new crop wheat and Eastern mills will be generally active in another couple of weeks.

FLOUR

Government Standard, 74% Extraction.

Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 50

Feed Prices Stand At Advance of $2.00 Ton

Toronto.

MILL FEEDS.—Prices adopted on bran and shorts stand at the advance noted last week of $2 per ton, making to-day's price on bran $37, and on shorts $42 in carloads, track, Ontario points. Milling operations will be general in another couple of weeks and a better output of feeds may be expected, but that it will equal demands is considered doubtful.

MILL FEEDS—

	In carlots, track
Bran, per ton	$37 00
Shorts, per ton	42 00

Flurry in Rolled Oats; Corn Flour Price Set

Toronto.

CEREALS.—Some low prices have been made on rolled oats the past few

(Continued on page 36)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Sept. 17.—The manager of the Vancouver Milling and Grain Co. has gone to Japan to open an office in Kobe owing to increased Oriental business. The price of bakers' flour has been fixed at $10.30. The potato market is all awry. Some big Chinese growers are unloading and there is no settled price among producers. Wholesalers are selling at $28 to $32. The butter market is firm without any change. The return of New Zealand butter to this market has made little difference. Fresh eggs are quoted at 70 cents. The cheese market is easier and reductions are looked for. Lard is firm and shortening easier. Grocers report trade in staples good but demand for fancy stuff continues weaker.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	....	**9 45**
Flour, war grade, Manitoba, per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	....
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 89
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	28 00	32 00
Do., new, per lb.	....	0 02½
Lard, pure, in 400-lb. tierces, lb.	....	0 32½
Lard compound	0 26	0 26¾
Butter, fresh made creamery, lb.	....	0 52
Cheese, Canadian	....	0 26½
Margarine	....	0 32½
Eggs, new-laid, in cartons, doz.	....	0 70
Oranges, box	....	9 50
Lemons	....	8 50
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 17.—Rolled oats have dropped 45c, making 80's $4.80. New flour expected to be ready this week; the price will be $10.80 barrel. Compound lard is down 1c. Belly bacon up ½c. Hams are up 1c. Pure lard 3's are $18.90. New pack tomatoes two's and half, $4.20. New pack peas 2's, $3.60. Lamp chimneys have again made a small advance. Since last report a remarkable scarcity of sugar has developed, some retailers in city are quite out, and country points are said to be worse than city. Oranges are up $1 per case. Lemons down $1.

CALGARY:

Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.	....	10 80
Rye flour, 49s, per bbl.	....	12 20
Cornmeal, 24s, per bbl.	....	12 30
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	4 80
Rice, Siam, cwt.	10 00	11 00
Rice, Japan	11 00	12 00
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 14
Sago, lb.	....	0 14
Sugar, pure cane, granulated, cwt.	....	10 92
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 49
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	19 90
Eggs, new-laid ,case	13 50	14 00
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, stand. case, spot	....	4 20
Corn, 2s, standard case	....	5 50
Do., new	3 35	3 60
Peas, 2s, standard case	....	3 60
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	7 50	8 10
Do., new pack	....	8 50
Raspberries, 2s, Ontario, case	....	....
Do., new pack	8 50	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated ,lb.	0 16	0 19
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	17 75
Do., halves	....	18 25
Potatoes, per ton	....	37 00
Oranges, Valencias, case	....	10 75
Lemons, case	....	10 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Sept. 17.—A shipment of Saskatchewan butter is on its way to Siberia according to announcement made in the city to-day. The consignment consists of 57,500 pounds, comprising two carloads. It will be used by the Canadian expeditionary force to Siberia. The butter was shipped by Saskatchewan Co-operative Creameries, Ltd. A consignment of Ontario grapes arrived from St. Catherines early this week and retailed at 65 cents. Basket eggs are scarcer and prices are soaring. New potatoes seem to be plentiful and quoted about $1.25 bushel.

REGINA—

Beans, small white Japans, bu.	....	7 50
Beans, Lima, per lb.	....	....
Flour, standard, 98s	....	5 20
Molasses, New Orleans, gal.	....	0 75
Rolled oats, bails	....	4 85
Rice, Siam, cwt.	....	9 25
Sago and tapioca, lb.	....	0 14
Sugar, pure cane, gran., cwt.	....	10 94
Cheese, No. 1 Ontario, large	0 26	0 27
Butter, creamery	....	0 50
Lard, pure, 3s, per case	.....	18 00
Bacon, lb.	....	0 47½
Eggs, new-laid	0 40	0 45
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	4 75	5 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	3 60	5 20
Apples, gal., Ontario	2 40	2 75
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	4 65
Plums, 2s, case	....	3 40
Salmon, finest Sockeye, tall, case	....	18 00
Salmon, pink, tall, case	....	9 25
Pork, American clear, per bbl.	40 75	41 00
Potatoes, bushel	....	1 25

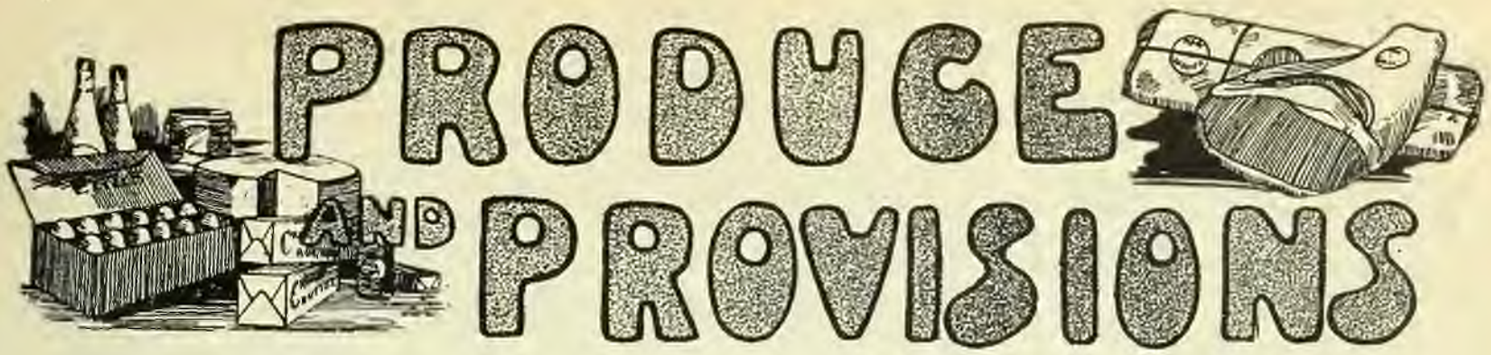
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 17.—Business continues good throughout the province with sales steady and collections satisfactory. The market is quiet as regards price changes. Flour advanced to $12.70; rolled oats off $11.75; sugar is up again, granulated selling at $9.85 to $9.90; yellow $9.35 to $9.40. Fresh eggs are quoted at 50c to 55c. Lemons are lower and are quoted $8 to $9. Grapefruit advanced and is selling $7.50 to $8. Bananas easier and are quoted at 7c. Ontario plums, eleven quart package, $1.25 to $1.56. California peaches $3.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	12 70
Cornmeal, gran., bags	....	7 00
Cornmeal, ordinary, bags	3 90	3 95
Corn flour, 98 lbs.	....	4 00
Rye meal, 98 lb. bag	....	8 00
Rye flour, 98 lbs.	....	9 00
Rice flour, per pound	....	0 11
Potato flour, per pound	....	0 18
Oatmeal standard, per bbl.	....	12 75
Molasses, extra fancy, gal.	0 96	1 00
Rolled oats, bbl.	....	11 75
Beans, yellow-eyed	9 25	9 30
Beans, Canadian, white	8 25	8 50
Rice, Siam, cwt.	**10 25**	**10 35**
Sago and tapioca, lb.	**0 18**	0 19
Sugar—		
Standard, granulated	9 85	9 90
No. 1, yellow	9 35	9 40
Cheese, N.B., twins	0 24½	0 25
Eggs, fresh, doz.	0 50	0 55
Eggs, case	0 47	0 48
Breakfast bacon	0 35	0 38
Butter, creamery, per lb.	0 44	0 47
Butter, dairy, per lb.	0 38	0 42
Butter, tub	0 37	0 40
Margarine	**0 30**	**0 32**
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	56 00	66 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont, case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	2 75	3 00
Onions, Can., 100-lb. bags	2 85	3 00
Lemons, Cal., Messina	8 00	9 00
Oranges, Cal., case	10 00	12 00
Grapefruit, case	7 50	8 00
Bananas, per lb.	....	0 07
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	....	3 00



Selling Cooked Meats in the Fall Fair Season

These Events Are a Fruitful Source of Demand That Should Not be Neglected—Timely Advertising is an Effective Way of Building Trade

THIS is the Fall fair season and, as is usually the case, there will be, for a few days at least, an enormously increased demand for all kinds of cooked meats. This is a good season for the merchant to make a special effort in regard to these lines, to draw them prominently to the attention of the public, and to advertise them in every way possible.

Timeliness To These Goods

There is a character to these goods that makes them peculiarly suitable for use at certain specific times—times when a maximum of nourishment is required at a minimum of effort. When these occasions arise the goods should be thrust on the public attention. This type of advertising will be far more effective than a general appeal, for here you are appealing to a need that the buyer actually feels and to which he will readily respond.

It is wise, of course, to keep these goods always to the fore, because they are beginning to bulk more and more largely in the business done by every progressive grocery, but when a certain definite and specific appeal can be made, an appeal that will focus the attention of the public on the value of these goods, it is surely too good an opportunity to be missed.

The Need of Advertising

In the photo presented herewith is to be found a suggestion for calling attention to these lines at this particular time without devoting the entire power of the window to these few lines

There are many changes and elaborations of this idea that may be made effective selling forces. Interior displays, too, should be used at such times as these so that the busy housewife looking for something convenient for the lunch basket will be immediately struck by the idea.

It is possible, too, to feature in the same way and at the same time lines of sardines and canned fish, all suitable for sandwich making.

A Profitable Department

Some merchants are inclined to consider these produce lines, because of the element of danger from waste that is a condition of this business, too dangerous to be profitable. That is, of course, a fallacy, as it has been proved time and time again, and there is no surer way of losing trade than to neglect this important department. It is one of the premier departments of the store. Not only from the actual profits on these immediate produce lines, but because of the business that it draws in other lines. But to get the advantage of this factor the merchant must push this line, and must take advantage of every opportunity to popularize these products.



An effectively arranged Fall Fair window, featuring easily served foods.

Enormous Wastage of Eggs a Crime

Illinois Department of Agriculture Tabulates Enormous Losses and Explain Their Reason and Their Cure—An Almost Similar Condition Exists in Canada

AT a recent exhibition at the State Fair in Illinois, the Department of Agriculture of the state made a stirring appeal for a discontinuance of the enormous wastage in eggs. The appeal for the need of conservation was backed by the startling statement that over three and one-half billion eggs, or 25,038 carloads were lost a year.

Enough eggs are lost through spoilage and deterioration at the present rate of production in the United States, it is pointed out, to supply two eggs a day to an army of 4,938,904 soldiers, and the value of these eggs that are going to waste amounts to $122,735,500 a year.

The statistics and comparisons, presented by John B. Newman, superintendent of the Division of Foods and Dairies, are of special significance in view of the fact that they were worked out in connection with the recent conference in Washington called by the Federal Bureau of Chemistry and the U. S. Food Administration for the purpose of adopting plans for cutting down egg losses.

The total egg production of the United States is estimated at 80,000,000 cases; storage stock, 8,000,000 cases; prompt consumption, 72,000,000 cases. Total number of cases lost, 10,015,000; annual loss from all causes, $122,735,500.

The following suggestions in reference to the necessity of employing better methods in saving the egg supply have been prepared by John B. Newman, superintendent of the Division of Foods and Dairies, Illinois Department of Agriculture.

Make Every Egg Count

We need every ounce of food produced in this country to help win the war. Because of their highly concentrated food value, and other reasons, eggs are a most important form of food. Don't let eggs deteriorate or spoil. Be sure every egg you market is a good one. More good eggs at home make possible the sending of more red meat to the soldiers abroad who are fighting for our cause.

Means of Protection

Twenty-five per cent. of the eggs during the hot summer months become rotten, and a much larger per cent. show great deterioration. With proper understanding and care, almost all the eggs can be conserved with profit to the producer, to the dealer and to the consumer.

Every egg you sell or offer for sale must be fit for human food. Farmers, country merchants, hucksters, shippers and others, can render patriotic service by candling all eggs, by taking proper precautions to prevent egg losses and by observing the rule that requires an egg candling certificate in every case.

Ways of Conserving Eggs

Provide plenty of clean nests. Gather eggs twice daily in the hot weather, and market them at least twice a week. Keep eggs in a cool, ventilated place. Do not wash eggs.

Candle all eggs at the time of purchase. Pay only for the good edible eggs, returning the bad ones to the producer.

How the Shipper Can Help

Ship all eggs as soon as possible after each transaction. Keep eggs out of the sun. Eliminate all delays. Ship to storage and consuming points in refrigerator cars. Get the product to market as fast as possible.

All receivers of eggs should use care and intelligence in handling them. Eggs should always be recandled when weather conditions make this advisable. Refuse to accept any case that does not contain a properly filled out egg candling certificate.

By exercising more care to save and conserve and by constantly remembering that every good egg helps Uncle Sam; every bad egg, the Kaiser.

If the loss can be conserved, consumers in August would not be paying producers 70 cents the dozen for strictly fresh eggs from the nest, as is now the case in this section of the country.

These are American facts and figures, but conditions are no different in Canada—this wastage is a crime.

RETAILER AND HIS SALARY

Continued from page 19

that and he does not like to see a charge of more than 2 per cent. on his own books for his own salary.

To sum up. It might be best to conclude that the proprietor's salary must begin, at the bottom of the scale of business, with what he can just live on. As the business grows, it should be reduced as rapidly as possible to, say, 2 per cent. on sales. Thereafter, reduction may not be so vital a matter and need not be so scrupulously carried out; and in any case, I do not think any merchant should fail to charge out 1 per cent. on sales for his own salary. I do not think, for example, that the biggest merchant cited should draw less than $30,000 salary. That would be 1 per cent., and his business should, in my opinion, show a profit over that.

It will be mighty instructive to have further discussion of this subject.

WEEKLY MARKET REPORTS

(Continued from page 33)

days and there seems to be quite a flurry in the market. It is expected, however, that this will pass and the market steady down. Government standard corn flour price has now been set at $10 per bbl. White corn flour is only for sale to biscuit and butcher supply manufacturers now and the price has been named at $11 per bbl.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	6 75
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	6 50
Do., fancy yellow, 98s	....	5 40
Corn flour, white, bbl.	....	11 00
Do., Government standard, bbl.	....	10 00
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 25	5 50
Oatmeal, 98s	6 00	7 00
Potato Flour, lb.	....	0 18
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	7 75
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Sept. 18.—Jobbers are still experiencing considerable difficulty in obtaining sugar from the refineries. The B.C. refineries declare that they cannot fill any more orders for shipping to Regina. In the past, these refineries looked after the biggest part of Saskatchewan's orders and it will now cause a still further burden to be thrown on the back of the eastern refineries. This will cause an additional shortage. Eastern refineries report that they will be able to fill more orders now than for the past four weeks.

Quick Action on Part Of Salmon Dealers Needed

Winnipeg.

CANNED SALMON.—The British Ministry of Food Authority has wired his buyer in British Columbia demanding all sockeyes and red springs also 75 per cent. cohoes and 75 per cent. pinks, leaving chums and other grades for division in Canada and Australia.

Coffee Market Has Been Very Firm

Winnipeg

COFFEE.—The coffee market has been very firm during the past week and prices are steadily advancing. Difficulty is being experienced in the obtaining of coffee through the United States.

Green Coffee—	
Rio, New York Grading No. 5, per lb.	0 20
Do., do., No. 7	0 19
Santos, fine old crop	0 23½
Bourbon	0 25
Mexican	0 30
Bogota A	0 30
Costa Rica	0 34

Expect Drop in Price Of White Beans Soon

Winnipeg.

BEANS.—Wholesalers declare that they expect a drop in the price of white

(Continued on page 39)

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

HIGHER prices have again been named on lard and the range of quotations has widened perceptibly, as will be noticed in a spread of two cents between high and low levels. The market is very firm and the tendency is towards present high figure. The supply is considered light owing to short hog receipts and little improvement in this respect is looked for until farmers have more time to market their product.

Butter prices are again on the upward move and an advance of 1c in creamery and 2c in dairy is reported in some quarters. Receipts are said to be light and with advancing market are thought to be exercising an influence on demand for margarine. This latter line is moving quite freely at unchanged prices.

Eggs are higher and a marked falling off in the supply is reported. Those coming to hand are very good quality and are being readily absorbed under influence of good demand.

Dressed meats of various kinds are higher. Smoked hams are scarce and plain and boneless backs have advanced in price. Higher levels have also been reached in bacon and cooked meats. Mess pork and short cut backs are somewhat easier.

Prices to the trade on spring chickens and ducklings are lower in some quarters and further recessions are looked for. The feeling exists that to-day's prices are too high and a lowering of the scale of quotations is possible. Supplies are coming to hand quite freely and the demand is very good.

Hog Market Firmer; Prices May Go Up

Montreal.

PROVISIONS. — There is more strength of undertone than usual this week and there was quite an effort on the part of sellers to force prices up for what they had to dispose of. On the other hand the buyers held out with the result that there was no change and last week's quotations still hold for live hogs, as well as for dressed. With the bidding more active and receipts continuing rather on the light side it is not improbable that the next few days will see an advance. Rough stuff moves freely and in consideration of the light offering of choice hogs the prices paid for roughs went as high as $18 for live. The undertone is decidedly firm also on cured meats, but these are without change and selling well.

Hogs, Dressed—		
Abattoir killed, small	29 00	29 50
Do., heavy, 225-275 lbs.	26 50	27 00
Hogs, live	20 00	20 25
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		$58 00
Clear fat backs (bbl.)		60 00
Short cut clear pork (bbl.)		58 00
Heavy mess pork (bbl.)		55 00
Bean pork (bbl.)		54 00

Lard Supplies Scarcer; Quarter Cent Higher

Montreal.

LARD.—Although demand for lard is better it has not yet reached the active position it will attain later. The amount of stock in this market is rather limited and a further advance of a quarter of a cent per pound has been made all around.

Lard, pure—	
Tierces, 400 lbs., per lb.	0 31¼
Tubs, 60 lbs.	0 31¾
Pails	0 32
Bricks, 1 lb., per lb.	0 33¼

Steadying Market For Shortening; Unchanged

Montreal.

SHORTENING.—There is quite a steadier feeling to the market with a firm undertone, but an unchanged price basis prevailing on the new list of last week. Supplies are ample for the trade needs of the present.

Shortening—	
Tierces, 400 lbs., per lb.	0 26
Tubs, 50 lbs.	0 26½
Pails, 20 lbs., per lb.	0 26¾
Bricks, 1 lb., per lb.	0 27¾

Indications Point to Good Margarine Sales

Montreal.

MARGARINE.—The jobbing trade is confident of a returning demand for margarine very soon. In fact there is an improvement already and with such weather conditions as will prevail from now on there is reason to expect that the movement will be larger from week to week. Prices are firm with the tendencies to higher levels and some are asking 33c now for the better grades, in prints.

Margarine—		
Prints, according to quality, lb.	0 32	0 33
Tubs, according to quality, lb.	0 30½	0 31

Butter Sold Up 2¼c at Auction; Advances 1c

Montreal.

BUTTER.—Keen buying of butter offered here is a continued feature of the situation. So keen was this activity at various points that bids reached as much as 2¼c above previous prices at the auction sales. As a consequence of the firm tendencies, there is an advance in creamery of one cent per pound. Certain reports of last week as to the quantities in various hands here seem to have been erroneous, as some butter has been sold and is carried in storage for the buyers for the time being. There seems to be a continuing consumptive demand of large proportions and the tendencies are remaining very firm. The high prices prevailing in New York naturally have a firming effect here.

Butter—		
Creamery prints (fresh made)		0 48
Creamery solids (fresh made)		0 47
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice		0 37

Cheese Firm and Steady With Receipts Good

Montreal.

CHEESE.—There is a good movement of cheese to this port. The receipts indicate that factories are still making a large amount of cheese and the movement for export account is steady and heavy. In a trade way there is not much change, sales being fair but without much interest more than the average obtaining in a seasonable way. It has been hinted in one quarter that the Dairy Produce Commission would probably pay a little more money for their requirements.

Cheese—	
Large, per lb.	0 23½
Twins, per lb.	0 24
Triplets, per lb.	0 24
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

New Laid Eggs 56c; Scarcity is in Sight

Montreal.

EGGS.—Fifty-six cents for new-laid eggs at this season of the year is a good price and this is the quotation made by the jobbing trade. Selects also are firmer at 53c, while number ones are 49c and number twos 45c. Supplies are coming in from Prince Edward Island and Ontario points but these, considering the heavy consumptive demand, are inadequate. For new-laids in particular, the market is very strong and one of the largest jobbers states that it is quite probable that storage stocks will soon be broken into if the demand is sustained.

Eggs—		
New laids	....	0 56
Selects	....	0 53
No. 1	....	0 49
No. 2	....	0 45

Shipment Poultry Slow; More Expected This Week

Montreal.

POULTRY.—Last week's strike of express employees seriously interfered with the delivery of poultry to the jobbers here. Shipments were much congested, but it is expected that this week will see a real improvement in this respect. There is a sufficient consumptive demand to take care of a large volume of poultry and there will very likely be an increased supply available in the near future. Prices are firm, but without change.

	Live	Dressed
Young ducks, lb.	....-	0 45- 0 50
Old ducks (fat)	.... 0 25	....
Broilers, 3 to 4 lbs. pair	....- 0 30	0 40- 0 43
Broilers (milk fed spec'l)	0 31- 0 32	....- ....
Turkeys (old toms), lb..	.... 0 28	0 38- 0 38
Turkeys (young)	....-	....- 0 40
Geese	....-	....- 0 30
Old fowls	0 27- 0 28	0 35- 0 36

Scarcity Fish Supply; Still Active Demand

Montreal.

FISH.—Difficulty is still experienced in getting enough fish to meet the requirements of the trade. There are advances this week in the price of fillet haddies, Labrador herring, pickled turbot, oysters in cans and in fresh cod, dore, pike, smelts and swordfish. There are declines applying to bullheads and B. C. salmon.

SMOKED FISH.		
Haddies (fresh cured)	0 15	0 16
Haddies, fillet	0 19	0 20
Smoked herrings med.) per box	0 23	0 24
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	2 25
Kippers, per box 40/50	2 25	2 50
SALTED AND PICKLED FISH.		
Haddock (per bbl.), 200 lbs.	....	16 00
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)	....	6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	....	37 00
Salmon (B.C. Red)	....	26 00
Sea Trout, red and pale, per bbl.	20 00	22 00
Sea Trout (½ bbls.)	10 50	12 00
Green Cod, No. 1, per bbl. (med.)	....	20 00
Green Cod (large bbl.)	....	21 00
Mackerel, No. 1, per bbl.	....	32 00
Mackerel (½ bbl.)	....	16 50
Codfish (skinless), 100-lb. box.	....	16 00
Codfish, 2-lb. blocks (24-lb. case)	....	0 18
Codfish (skinless), blks. "Ivory" Brand, lb.	....	0 16
Codfish, boneless, lb. (arcording to package)	0 16	0 20
Codfish, shredded, 12-lb. box	....	2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	16 00	17 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 18
Cod, dry (bundles)	....	14 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb..	....	0 50
Prawns, lb.	....	0 30
Shrimps, lb.	....	0 30
Scallops, per gallon	....	4 00
Oysters—		
Ordinary, No. 1, gal.	....	2 75
Cape Cod shell oysters, bbl.	....	15 00
5 gal. (wine) cans	....	13 00
1 gal. (wine) cans	....	2 75
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	9 00
FRESH FROZEN SEA FISH		
Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 08	0 09
Halibut	0 22	0 23
Halibut (medium)	....	0 24
Haddock	0 07½	0 09
Mackerel	0 14½	0 15
Cod—Toms, bbl.	....	4 00
Cod Steak, fancy, lb.	0 10	0 11
Salmon, red	0 21	0 22
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22
FRESH FROZEN LAKE FISH		
Pike, lb.	0 11	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	....	0 12
Doree	0 13	0 14
FRESH FISH		
Haddock	0 09	0 10
Steak cod	0 12	0 13
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	....	0 45
Pike	0 12	0 13
B.C. Salmon	0 25	0 27
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	....	0 06
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	....	0 23
Eastern Halibut (med.)	....	0 25
Flounders	0 07	0 10
Perch	....	0 09
Bullheads	....	0 12
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	....	0 15
Mackerel, lb.	0 14	0 15
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	....	0 25

Dressed Meats Go Up; Hogs Firm

Toronto.

PROVISIONS.—A general stiffening of the prices on the various lines of dressed meats has been shown during the week. Smoked hams and backs are very high and very scarce, and the backs show advances of from 1c to 2c per pound. Breakfast and roll bacon are also higher and cooked meats show a generally firmer tone. Mess pork and short cut backs are slightly easier. The demand for all lines is reported as very satisfactory.

Live hogs show no change, being quoted at $19.50 per cwt. fed and watered, with indications that this price will hold all week. The run is light and is not expected to show much improvement until farmers have more opportunity to market their hogs. Range of quotations is given herewith:

Hams—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 45	0 47
Trimmed, with rib in	....	0 47
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, per lb.	0 40	0 46
Roll, per lb.	0 35	0 36
Wiltshire (smoked sides), lb.	0 37	0 40
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 31	0 32
Do., aver. 70-100, lb.	0 28½	0 29½
Fat backs	0 32½	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 54	0 55
Hams, roast, without dressing, per lb.	0 51	0 55
Shoulders, roast, without dressing, per lb.	0 45	0 50
Barrel Pork—		
Mess pork 200 lbs.	50 00	54 00
Short cut backs, bbl., 100 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00
Hogs—		
Dressed, 70-100 lbs. weight	28 50	29 00
Live, off cars	....	19 75
Live, fed and watered	....	19 50
Live, f.o.b.	....	18 75

Upward Movement in Lard Continues; Light

Toronto.

LARD.—Higher prices are again in evidence during the week and a wide range is provided for in quotations now available. Prices being asked are from 30½c to 32½c per pound, tierce basis, and a narrowing of the range towards the higher level would not be surprising. Supplies are considered light and in view of light hog receipts may not show much improvement for another two or three weeks. The demand is good and is expected to show further activity during the next couple of months.

Lard, pure, tierces, 400 lbs., lb. 0 30½ 0 32½
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints. 1½-1¾c higher than tierces.

Shortening Firm; Active Demand

Toronto.

SHORTENING.—The market remains very firm with tendencies towards slightly higher prices though no change in the range given below is apparent. A very active demand is in evidence and supplies are equal to present requirements of the trade. October and November are looked forward to as very heavy selling months and present interest is forerunner to what may be expected.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26½
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Demand For Margarine Brightens Materially

Toronto.

MARGARINE.—The demand for margarine shows some improvement. This is attributed to the cooler weather with better opportunity for storing. Retailers are showing considerable interest in this line, due to the fact that butter prices are on the increase.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Butter Registers Further Advances; Receipts Light

Toronto.

BUTTER.—A further stiffening in the price of butter is noticeable in some quarters during the week. Fresh made creamery prints now range from 47 to 49 cents, an advance of one cent in the higher figure. Dairy prints, fresh separator, also show a higher range in a stiffening in price to 45 cents per pound; No. 1 dairy prints are being quoted at 42 to 43 cents per pound. Receipts are considered light in some quarters, and this has been a factor in the increased prices on the market.

Creamery prints (fresh made)..	0 47	0 49
Creamery solids (fresh made)..	0 46	0 48
Dairy prints, fresh separator, lb.		0 45
Dairy prints, No. 1, lb.....	0 41	0 43

Very Firm Market on Eggs; Demand Good

Toronto.

EGGS.—The market on eggs is very firm. The demand is considered very good and a marked falling off in the supply is reported; some sources report receipts as very good. The quality of the eggs is very good and prices as shown below show a wider range than for the past week.

Eggs—		
New-laids, in cartons, doz.....	0 58	0 59
Do., extras, doz.	0 53	0 55
Do., No. 1, doz.	0 48	0 51
Do., splits and No. 2, doz.....	0 40	0 42

Cheese Continues on Its Normal Course

Toronto.

CHEESE.—Sales have been maintained at a very satisfactory level, supplies reaching the market in ample quantities. There has been no change in price recorded, and conditions in general may be termed the same.

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Chickens, Ducklings Easy; Supplies Improve

Toronto.

POULTRY.—Prices being paid for spring chickens and ducklings show a little easier tone in some quarters during the week, and a revision in prices being quoted to the trade is also in evidence. Spring chickens dressed are being quoted to the trade at from 42 to 45 cents and ducklings from 35 to 36 cents; these prices have served to widen the range of figures previously prevailing. Supplies are very good and the demand is also considered satisfactory. The feeling exists, however, that prices today are too high, and it is possible that another scale of quotations, somewhat lower than now prevailing, may be looked for in the next two or three weeks. Prices to-day range as follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 16-$....	$ ....-$....
Ducklings	0 20- 0 23	....- ....
Turkeys	0 25- 0 28	....- ....
Roosters	....- 0 18	....- ....
Hens, over 4½ lbs.....	0 25- 0 28	....- ....
Hens, under 4½ lbs...	0 23- 0 25	....- ....
Chickens, Spring, 2 lbs. or over	0 30- 0 33	....- ....
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

		Dressed
Hens, light	0 33	0 35
Do., heavy	0 35	0 37
Chickens, Spring	0 42	0 48
Ducklings	0 35	0 38
Turkeys	0 36	0 40

Halibut Goes Higher; Supplies Fresh Fish Light

Toronto.

FISH.—An advance in the price of halibut has been made during the week, quotations on the medium now being 22½ to 23 cents per pound, on the chicken and large, 21½ to 22 cents. White fish has also gone to higher levels, an advance of 1c per pound being noticeable in prices to-day of 16 to 17c. Fillets are very firm at 18c per pound, and an advance in kippered herring to $2.75 per box has been made. Bloaters are now being offered at $2.50 per box, and shrimps are selling at $1.75 per can. Supplies of the fresh fish are considered very light, and the demand at the present time is exceeding the supplies. Quotations being made to-day range as follows:

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 11½	0 12
Do., market, lb.	0 09½	0 10
Flounders, lb.	0 10	0 11
Flukes	....	0 15
Halibut, medium, lb.	0 22½	0 23
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 08	0 08½
Do., dressed, lb.	0 09	0 09½
Mackerel, lb.	....	0 16
Plaice, dressed, lb.	0 10	0 11
Soles, dressed, lb.	0 09	0 11
Salmon, B.C., fresh, headless, dressed, lb.	....	0 25

FRESH LAKE FISH

Herring, dressed, lb.	0 09½	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 16	0 17

SMOKED FISH

Ciscoes, lb.	....	0 18
Bloaters, box	....	2 50
Do., fillets, lb.	....	0 18
Do., Finnan, lb.	....	0 14
Herring, Kippered, box	....	2 75
Shrimps, can	....	1 75

FROZEN SEA FISH

Cod, Steak, lb.	....	0 10
Halibut, lb.	0 22½	0 23
Mackerel, lb.	....	0 15
OYSTERS, per gallon	....	3 10

Provisions Firm; Egg Prices Show No Change

Winnipeg.

PROVISIONS.—The provision market has been very firm during the week. Live hogs have sold at 19 cents all week, while the high prices for cattle have been 15¾ cents.

The egg market has been very steady throughout the week with prices showing very little change. Jobbers are now quoting their prices at 42 cents per dozen.

WINNIPEG MARKETS

(Continued from page 36)

beans in the very near future. The new crop is expected on the market very soon which will send the price of the commodity down considerably.

Canned Tomatoes Are Expected on Market

Winnipeg.

CANNED VEGETABLES.—The canned vegetable market has been fairly active during the week. The new canned tomatoes are expected on the market very soon and it is expected that the prices are to be very reasonable although slightly higher than before.

Prices on Siam Rice to be Higher

Winnipeg.

RICE.—Siam rice is expected on the market very soon and prices are likely to be higher than before while the new tapioca and sago crop is expected in about three months at lower prices.

Extra fancy, Japan, 100-lb. bags.....		0 10½
Fancy Japan, 100-lb. bags		0 09½
Choice Japan, 100-lb. bags		0 08½
Siam, 100-lb. bags.....		0 09¼
Tapioca, lb.	0 13½	0 14
Sago, lb.	....	0 11

Tea Market Firm; Advances Looked For

Winnipeg.

TEAS.—The tea market has been very firm all week and prices are expected to advance before long.

Jam Prices Are Expected Higher

Winnipeg.

JAM.—All lines of jam are very firm and a number of lines are expected to advance before long. Jobbers seem to agree that jam is a good buy at the present price.

Chocolate Nut Bars Jump 15 Cents

Winnipeg.

CANDY.—The output of candy has been cut 50 per cent. and has made it very bad for the trade. Chocolate nut bars, selling at 90 cents per two dozen, have advanced to $1.05.

Sugar Shortage Hurts The Fruit Trade

Winnipeg.

FRUITS.—The fruit market has been fairly active all week but the want of sugar has affected a number of points, it being hard to get enough for preserving purposes. Prospects are very good for fruits.

The grape crop in Ontario is not as good as was expected and prices are expected to be higher. Prices on cranberries are easier but an advance is expected.



If you want your share of the fish demand

—if you want to swing a goodly portion of this fast-growing and very profitable demand to your store you should begin featuring

BRUNSWICK BRAND SEA FOODS

right now.

Ask your wholesaler to supply you to-day. You'll like the way these quality Sea Foods will sell, and your customers will like them, which means repeat business and good profits for you.

Here is the list:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops



Connors Bros., Ltd.

BLACK'S HARBOR, N.B.

HELP WIN THE WAR

with

Freeman's Green Bone Cutter



By raising chickens and feeding them GREEN CUT BONE to make them lay eggs. The sale of GREEN CUT BONE is a paying proposition to thrifty merchants. The demand is large for these goods in city and country places.

BONE CUTTER ATTACHMENT fixed to a FREEMAN No. 40 CHOPPER. A USEFUL store FIXTURE.

Write for Catalogue and Price List

Manufactured by

The W. A. Freeman Co., Limited

HAMILTON, ONT.

Representatives:

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547

HEINZ

Canadian-American Food Products

57 VARIETIES

Canadian Factory, Leamington, Ont.
Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co.
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., tLd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

"PEERLESS" in Name and Quality



No trouble at all to sell a successful product such as this

WE want you to share with us some of the success we are having in connection with *"Peerless" Shortening.*

Dealers who are handling this product tell us that their customers buy it again and again—because they know they can always pin their faith to it.

For cake and pastry making as a shortening — for frying foods—for every purpose for which a frying fat can be used *"Peerless" Shortening* gives the highest satisfaction.

Not only is it much cheaper than lard or butter—it is more economical in use and goes farther. That's a "worth while" argument these days, isn't it?

The unusually attractive packages make a fine display, too, and are well worthy of the high grade product they contain. Why not order to-day—through our traveller—or by mail?

In 1 lb. Sanitary Cartons and 3 lb., 5 lb., 10 lb., 20 lb., 50 lb. Bright Red Tin Pails

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL **TORONTO** **HAMILTON**

Canada Food Board Packer's License No. 13-50



Help Conserve Our Meat Supplies

"INDIAN CHIEF" BRAND CLAMS

offer your customers a dandy substitute—a sweet, pure, wholesome fish food that represents sensible meat substitution in its most economical and practical form.

You cannot recommend a better sea food than Indian Chief Brand Clams. They will open up on your customer's table just as sweet and just as fresh as the day they were taken from the clam beds.

Remind your trade, too, that Indian Chief Brand Clams are ready cooked. Heating to a simmer makes them ready to serve—a fact that will appeal to both the restaurant trade as well as to the housewife.

Make Indian Chief Brand Clams a leader in your fish department. It will pay you.

Shaw and Ellis, Pocologan, Charlotte Co. N. B.



A dandy substitute for eggs—the best obtainable — and one that always gives satisfaction.

Pronounced "Real Egg." In packages of four different sizes.

Show it in your displays and recommend it.

It's worth while.

RELEG CO. Regd.
Quebec, Canada

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

COUNTRY PORK SAUSAGE

Absolutely Pure Pork Meat Only

Made up in that old farm style which gives them appearance, which sells on sight, and with a taste that brings repeat orders.

Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.

J. M. SCHNEIDER & SONS, Limited

"The Sausage Makers"

KITCHENER, ONTARIO

Canada Food Board License No. 13-20

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

When Writing to Advertisers Kindly Mention this Paper.



Worth featuring at any time

MATHIEU'S NERVINE POWDERS

A grand remedy for Neuralgia, Headache, Sleeplessness and other nerve complaints.

Free from morphine, chloral, opium or any harmful drug.

A dandy little line to recommend. A line that always satisfies and always repeats.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE QUEBEC

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.



Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans FOOD PRODUCTS Watford

139

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying insist on this brand

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want —if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

Canada's Trade Position With U.S.A. Improves

A FIFTY MILLION DOLLAR improvement in Canada's trade balance with the United States is noted from records of the first seven months of 1918. Canada is buying less in the States, and America is buying more from Canada. This is good business, and offers an encouraging outlook. The details are contained in THE FINANCIAL POST of Sept. 14.

WHEAT CROP CONDITIONS

Threshing is now general throughout the North-West, and the yield is in almost every case ahead of expectations. The quality also is very good, the berries plump and of fine color. This matter is dealt with in detail, with the latest facts on the new method of financing the wheat harvest, in THE FINANCIAL POST of Sept. 14th.

FOOD CONTROLLER MAY FIX MILK PRICES.

"One of the most radical steps yet taken by the government in relation to price control" would be the fixing of milk prices. THE FINANCIAL POST of Sept. 14, from which the words are quoted, gives the latest business news developments in this direction.

$15,000,000 FOR DOMINION STEEL GROWTH.

The new plate mill being built for the Dominion Steel Co. will occupy a building a quarter of a mile long. Orders for it for five years' operation have been guaranteed by the Government. It is only a small part of the developments being undertaken though it will cost about $5,000,000. Total cost of the extensions going ahead will be over $15,000,000. On page 1 of THE FINANCIAL POST for Sept. 14 you will find further details.

OTHER CONTENTS OF THE POST

All the foregoing important business news items affecting Canada and eventually affecting your own business welfare are on the front page of THE POST of Sept. 14, and they are by no means all the interesting items on page 1, or one-tenth of the valuable contents of THE POST. Here is a partial list of other headings from the current issue:—

Millions Being Asked for 1919 Wheat Seed.
Allied Nations to Associate on a Business Basis.
Sir Thos. White Points Out Firm Position of Canada.
Canada Steamships Co. May Earn $4,500,000 in 1918.
Ten Million Munitions Order for Canada Cement Co.
Bank Clearings in Eastern Canada Are Much Higher.
"Financial Policeman" For the Allied Countries.
Lloyd's Opinion of Big Business and Big Banks.
Canada's Bonds Are Advancing in U.S. Market.
Victory Loan Organization a Main Factor.
Prospects of Life Insurance Never Brighter.
Building to be Restricted in the United States.
Improvement in Canadian Building During August.
The Part of Gas in Solving Our Fuel Problems.

To ascertain the business value to you of a closer acquaintance with these and the other interesting contents of THE FINANCIAL POST OF CANADA for Sept. 14, just fill in and send this form:—

The Maclean Publishing Company,
154 University Ave., Toronto.

Send me a sample copy of THE FINANCIAL POST OF CANADA. I am interested in .....

Name .....

Address .....

C.G. 9C

Foreign and Domestic

FRUITS
AND
VEGETABLES

BUTTER
AND
EGGS

For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.

OAKEY'S KNIFE POLISH



John O-key & Sons, Limited
London, S.E. 1, England
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

If any advertisement interests you, tear it out now and place with letters to be answered.

THE GROCER
handling
COPELAND'S

Diamond C Brands
Corn Flour and Corn Meal

has a product he can recommend with every confidence of having a satisfied customer.

Milled from the highest grade American Corn.

G. COPELAND & SONS
MIDLAND and PENETANG, ONT.
HEAD OFFICE. MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

We always have a few carloads of
2's and 2½'s

CANNING SHOOKS
ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St. Montreal, Que.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK
Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, ¼s., 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb., boxes, 30 bixes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

Toronto Prices

	Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1.05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in boxe, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

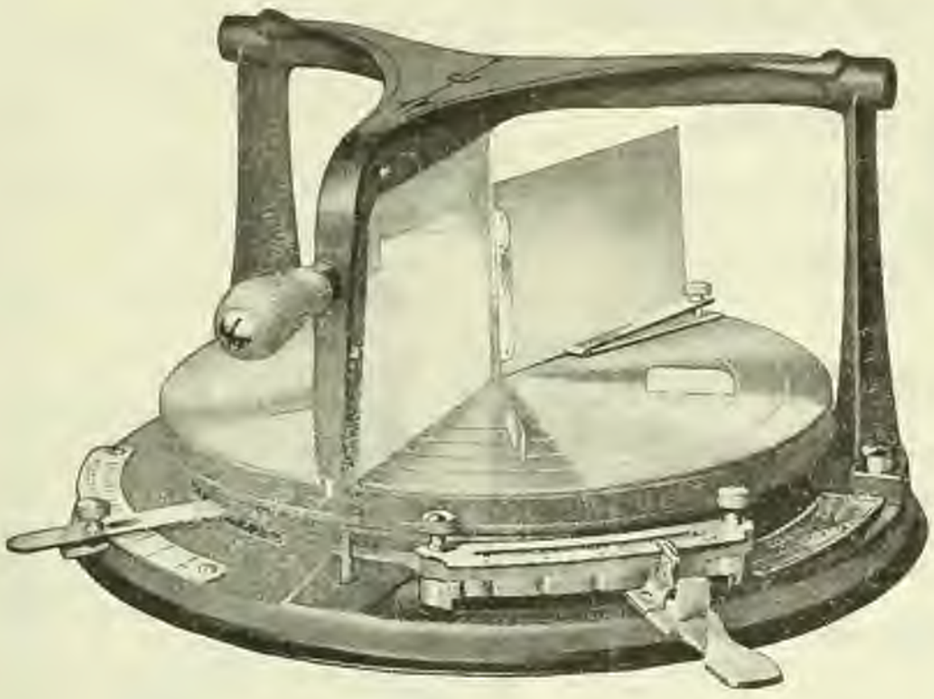
10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

Don't give away your cheese

Use a

DAYTON CHEESE CUTTER



It cuts, it prices, it guards your profits

Base made from one solid piece of pressed steel. Cutting board of five-ply veneer. High-grade Bessemer steel knife, heavily tinned.

Under the Templeton patents provides for the exclusive "centre to circumference" cutting blade that begins cutting on its inside point and cuts a shearing slice from the centre of the radius outward and downward, thus ensuring against pushing and crumbling of the cheese. Absolutely clean and sanitary. The cut cheese is guarded against exposure and evaporation by the knife and shield—no cover is required. Computing Chart, showing prices per pound, can be changed instantly to meet varying market conditions. Cuts to weight in ¼, ½, ¾ and 1 lb. cuts. Cuts in values from a cent's worth on up to the full value of the pound at the prevailing market price.

Every grocer needs this up-to-date Dayton Cheese Cutter. Made in Canada.

Let us send you our latest Catalogue just off the press.

DAYTON COMPUTING SCALES

ROYCE AND CAMPBELL AVENUES, TORONTO

FRANK E. MUTTON,
Vice-Pres. and Genl. Mgr.

Division International Business Machines Co., also makers of International Time Recorders and Hollerith Electric Tabulators

If any advertisement interests you, tear it out now and place with letters to be answered.

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

War Conditions

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S
DOG CAKES
Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can.	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 00
Reindeer Brand, each 48 cans.	8 70
Silver Cow, each 48 cans	8 15
Gold Seal, Purity, each 48 cans	8 00
Mayflower Brand, each 48 cans	8 00
Challenge Clover Brand, each 48 cans	7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 00
Reindeer Brand, small, each 48 cans	6 25
Regal Brand, each 24 cans	5 65
Cocoa, Reindeer Brand, large, each 24 cans	6 00
Reindeer Brand, small, 48 cans	6 25

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per Case
Carnation, 16-oz., talls (48 cans per case)	6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.

Lunch Ham—1s, $6.45; 2s, $13.50.

Ready Lunch Beef—1s, $4.45; 2s, $9.

English Brawn—½s, $2.90; 1s, $4.95; 2s, $9.90.

Boneless Pig's Feet ½s, $2.90; 1s, $4.95; 1s, $9.90.

Ready Lunch Veal Loaf ½s, $2.40; 1s, $4.45.

Ready Lunch, Beef-Ham Loaf—½s, $2.40; 1s, $4.45.

Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.45.

Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.50.

Geneva Sausage—1s, $4.95; 2s, $9.45

Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.

Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.

Jellied Veal ½s, $2.90; 1s, $4.45; 2s, $9.

Cooked Tripe—1s, $2.45; 2s, $4.45.

Stewed Ox Tail 1s, $2.45; 2s, $4.45.

Stewed Kidney—1s, $4.45; 2s, $8.95.

Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.

Sausage Meat—1s, $4, 2s, $7.75.

Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.

Beef Steak and Onions—½s, $2.90; 1s, $4.45; 2s, $8.45.

Jellied Hocks—2s, $9.95; 6s, $29.80;

Irish Stew—1s, $3.45; 2s, $6.75.

Cambridge Sausage—1s, $4.45; 2s, $8.45.

Boneless Chicken — ½s, $5.90; 1s, $8.95.

Boneless Turkey — ½s, $5.90; 1s, $8.95.

Ox Tongue—½s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.

Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.

Tongue Lunch—1s, $6.75.

Beef Suet—1s, $4.90; 2s, $8.50.

Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.

Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85.

With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.

Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consommé, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65, Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.35; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20.

Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s (flat), $2.95.

Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.

Sliced Smoked Beef—½s, $2.35; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.

Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.

Spaghetti with Tomato Sauce with Cheese—½s, $1.85; 1s, $2.50; 2s, $4.30.

Tongue, Ham and Veal Pates—½s, $2.25.

Ham and Veal Pates—½s, $2.25.

Smoked Vienna Style Sausage—½s, $2.45.

Pate De Foie—¼s, 75c; ½s, $1.40.

Plum Pudding—½s, $2.45.

Potted Beef Ham—¼s, 75c; ½s, $1.40.

Beef—¼s, 75c; ½s, $1.40.

Potted Tongue—¼s, 75c; ½s, $1.40.

Potted Game (Venison)—¼s, 75c.

Potted Veal—¼s, 75c; ½s, $1.40.

Potted Meats (Asorted)—¼s, 80c; ½s, $1.45.

Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.

Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40.

Devilled Meats (Assorted)—¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.

Ox Tongue — 1½s, $14.50; 2s, $17.50.

Lunch Tongue—1s, $9.95.

Sliced Smoked Beef — ¼s, $1.75; ½s, $2.85; 1s, $4.15.

Mincemeat—1s, $3.45.

Potted Chicken—¼s, $2.35.

Ham—¼s, $2.35.

Tongue—¼s, $2.35.

Venison—¼s, $2.35.

Chicken Breast—½s, $9.95.

Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.

Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s, 30c.

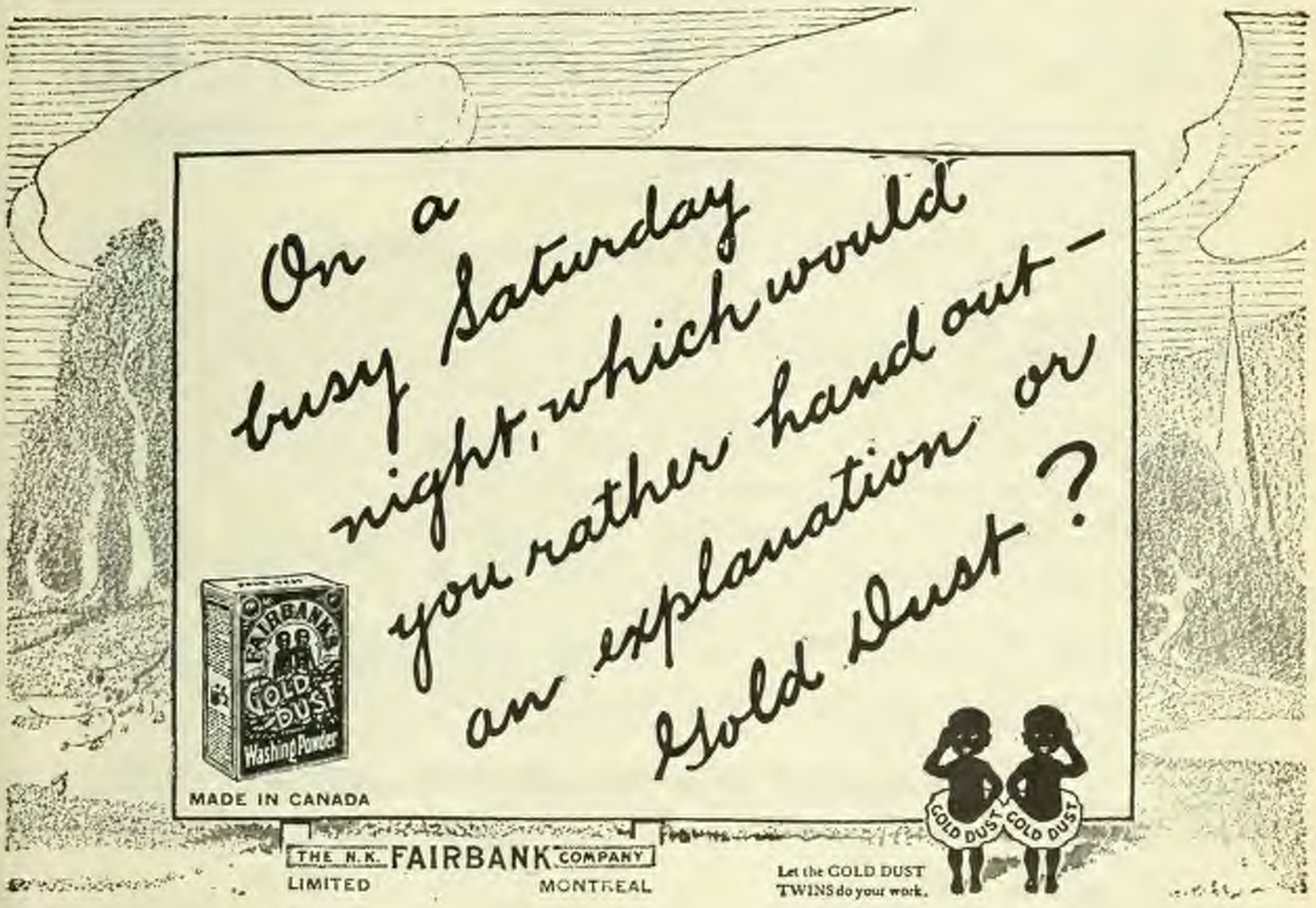
Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—George Hodge & Sons, Limited. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Saskatoon**—The H. L. Perry Co., Ltd. **Manitoba**—The H. L. Perry Co., Ltd., Winnipeg.

The Furnivall label is a guarantee that the contents are customer-pleasing in the extreme, because made from Selected Fruits and Pure Cane Sugar under ideal factory conditions.

The 1918 Pack is now at your disposal.

FURNIVALL-NEW, Limited
Hamilton, Canada





GET READY FOR CHRISTMAS TRADE

The increasing demand for TOBIN'S "PEERLESS" OVERSEAS BOXES is causing us some unrest, for we are forcibly reminded that raw materials are going up and the supply nothing near the demand.

So grocers of wisdom get in your orders at once—or the other fellow who has stock will coin the money you should have. The three sizes are the embodiment of strength, lightness and convenience in packing for France and England.

All prices will be withdrawn on the 15th Sept. That's the situation to-day. Now get busy if you want stock, while it's here. Prices mailed on application.

J. TOBIN & SONS - OTTAWA, ONT.

Please Mention this Paper when Writing to Advertisers



Took a Chair in Borden's Kitchen

AND stayed right there until he got his place in the Cabinet. Such, in brief, is the story of how one Minister got in, as told by J. K. Munro in the course of an article in September MACLEAN'S.

"A Close-Up of Union Government"

This article will be found distinctly interesting and refreshing, for it appraises the various members of the Government on their nine-months' spell impartially, fearlessly and humorously. Mr. Munro is a member of the press gallery, and he has watched the Cabinet members with a close and critical eye for nine months, and he knows their weaknesses as well as their greatness, and he chronicles their foibles unerringly. It makes good reading.

The September issue contains the following other features:

"Our Mary," the first of a splendid story of Mary Pickford.
By Arthur Stringer

"Buried Alive!" a gripping story of underground warfare.
By Lieut. C. W. Tilbrook

"Less Petty Politics, More Common-Sense," a fearless discussion of the war situation. *By Lieut.-Col. J. B. Maclean*

Five splendid stories by well-known Canadian authors—Arthur Stringer, W. A. Fraser, Alan Sullivan, Archie P. McKishnie and Allen C. Shore.

The Events of a Warring World

The Review of Reviews section, made up of reprints from the best articles published the world over, contains an especially readable grist. Some of the articles are:

Lloyd George Founds New Secret Service.

Germany's Latest Plan to Enslave World.

Pretorius, Wonderful British Scout.

Is the Devil at Large?

Will Attack Holland Soon?

German Staff Live in Filth.

Germany Sought Peace in 1915.

Prophecies of the New Joan of Arc.

Ludendorff is Now Dictator.

Will Labor Dominate Britain?

And a dozen more equally good

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Canada's National Magazine

At All News Stands - 20 Cents

Preserving Peaches

Sweet Potatoes

Grape Fruit

B. C. McIntosh Apples in Boxes

WHITE & CO., LTD.

Phone Main 6243
TORONTO

Canada Food Board License No. 277

CANADIAN PEACHES

Owing to the Express Companies refusing to handle the lino-covered baskets, we have been obliged to make arrangements with some of our best shippers to use the patent cover. This will enable us to fill all orders promptly.

You will soon be wanting lots of peaches, plums, pears and grapes for your Fall Fair. Avoid disappointment by booking your order with us. A full line of all other domestic and foreign fruits always in stock.

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35 Church St., - TORONTO

ARRIVING THIS WEEK

One Car EXTRA FANCY Jersey ALBERTA PEACHES in Bushel Baskets.

One Car EXTRA FANCY Oregon BARTLETT PEARS.

Bananas, Oranges and Lemons
ALWAYS IN STOCK

Domestic Fruits and Vegetables
Peaches, Pears, Plums, Apples,
Tomatoes, Peppers, Cucumbers,
Egg Plant, etc. Arriving Daily.

The House of Quality.

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Established 1861 Guelph, Ontario

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PEACHES, PEARS, PLUMS, GRAPES.
CARS OF THE FINEST SELECTED FRUIT ARRIVING DAILY.

TOMATOES

PEPPERS, CUCUMBERS, CORN, SQUASH, EGG PLANT, PUMPKIN, CITRONS. WE HANDLE THE BEST.

APPLES

DUCHESS, RED ASTRACHAN AND BEST FALL VARIETIES IN BARRELS AND BASKETS. CALIFORNIA GRAVENSTEINS IN BOXES. FANCY WRAPPED FRUIT.

IMPORTED FRUITS

PEACHES, PEARS, PLUMS, MALAGA AND TOKAY GRAPES.

POTATOES

We buy and sell Potatoes and Winter Vegetables in carload quantities. Get in touch with us.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS

Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

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Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only $1.25 per insertion if used each issue in the year.

BARRELS

(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

MARKET BRIEFS

The advanced price of sugar along with restrictions placed on manufacturers has resulted in an advance of 20c. per dozen being made in the price of jelly powders. Manufacturers intimate price has been held down as long as possible and conditions now prevailing have made this move necessary.

* * *

Tapioca has been placed on the embargo list and importers have been advised that no further permits to bring in will be granted. There are some supplies of flake tapioca at Vancouver, diverted from the United States, it is understood, but this is a small seller in Canada. Spot stocks of medium pearl which has the call are pretty well cleaned up and are in strong hands.

* * * *

The United States Government has notified the trade that they will require everything in the 50-60, 60-70, 70-80, 80-90 sizes of prunes which will leave only the 30s and 100s for domestic use with perhaps 30 per cent. of the 40s also available. This applies to the Oregon crop as the California crop had already been commandeered in virtually the same sizes.

* * * *

The Dominion Government has definitely decided not to allow any importation of Malaga raisins. There was some hope expressed a couple of weeks ago that some shipments would be allowed to come in, but this has been banished in an order just to hand, advising that no importations will be permitted.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

All these ads will have position on a live page each week containing reading matter.

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

HIGHEST PRICES PAID
for all kinds of
Poultry and Fresh Eggs
KAVANAGH PROVISION COMPANY
372 Bleury Street., Montreal
Telephones: Uptown 4620 and 4621; Night, Up 1980

SUGAR BAGS
With or Without Liners
E. Pullan, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY.
SELECTED EGGS. CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

SITUATIONS WANTED

GROCERY CLERK, 15 YEARS' EXPERIENCE, single, wishes to make change from present position. Box 438, Canadian Grocer.

BETTER PROPOSITION WANTED BY EXperienced man. 25 years in wholesale grocery, produce, packing house, fruit. Thoroughly practical, capable, enterprising, and highly competent accountant. Just the man for manager, broker agent. Box 431, Canadian Grocer, Toronto.

WANTED — POSITION AS MANAGER FOR general store. Sixteen years' experience. Best references. Open October first. French and English. Box 436, Canadian Grocer, 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.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FOR SALE OR RENT.

BRICK STORE 24' x 60' TWO STOREYS HIGH. Ideal location for a general business. Situated in a rich agricultural district village, population 340. Proprietor has sold his stock and retired. Possession at once. Apply E. Richards, Melbourne, Ontario

CASH GROCERY BUSINESS AVERAGING $450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

42 FEET OF WALL WALKER BINS (OAK). Good condition. Will sell at a bargain. Apply Box 732, North Bay, Ont.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS



Del Monte
BRAND
QUALITY

Here is Better War-Time Business

Not only because they are true conservation foods which you can sell patriotically—

But because they have the quality that brings your customers back for more—which means quick turnovers—

That's why it pays to sell DEL MONTE Products.

Your customers are using more quality fruits and vegetables than ever before to keep their war-time menu healthful and appetizing. And they know DEL MONTE quality.

The DEL MONTE Brand covers a wide line of fruits, vegetables and food specialties, including all varieties of California Canned Fruits and Vegetables; Jellies, Jams, Preserves, Catsup, Olives, etc.; Hawaiian Pineapple; Dried Fruits and Raisins—all famous for their goodness and purity—all of the same high DEL MONTE quality.

We are doing our best to supply the increased demand, but never before has the call for DEL MONTE Products been as heavy as it is right now. *Order through your jobber.*

CALIFORNIA PACKING CORPORATION
San Francisco, California



Del Monte
CALIFORNIA
CANNED FRUITS & VEGETABLES
DRIED FRUITS & RAISINS

TRADE MARK

Small's

NOTICE

Cost of Glass, Tin and Maple is increasing every day. Send your Jobber estimates of your fall and winter requirements for Small's Maple Goods and secure benefit of present prices, also carload rates, lake and rail

SMALL'S FOREST CREAM BUTTER in lithographed tins, and SYRUP in glass, have a clean, attractive appearance. No loss from leakage or fermentation. We are overcoming obstacle of high rate



of freight on these packages by shipping exclusive fourth class cars to all jobbing centers. Be the first to sell SMALL'S FOREST CREAM PURE QUEBEC SYRUP. It has a smack that lingers.







Above Represents Actual Size

Dozen costs $2.40; Retails at 25c or 30c ea.

Ask your jobber also for Small's "Forest Cream," Pure Quebec Syrup. It has the true smack of the Maple Season

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE : TORONTO, SEPTEMBER 27, 1918 No. 39

MADE IN CANADA



MADE IN CANADA

Spreads Like Butter

The never-varying good quality of Ingersoll Cream Cheese is the dealer's surest guarantee of a profitable turnover and satisfied customers. Every individual package is enclosed in a heavily paraffined carton that carries the cheese to the consumer in a very sanitary and well appearing package. Fresh stocks are carried by our agents from coast to coast who will promptly fill all orders made to them.

The Ingersoll Packing Co., Ltd., 38 Colborne St., Toronto
The Whyte Packing Co., Ltd., 33 William St., Montreal.
A. A. Wilson, Richmond St., London.
Lyons King, McNab St., Hamilton.
W. F. Elliot, The Symes Telfer Bldg., Port William.
H. H. Trowbridge, 256 Albert St., Ottawa.
Jas. Craig, Ontario Chambers No. 3, Kingston.
Mason & Hickey, 287 Stanley St., Winnipeg.
Mason & Hickey, Regina.
Mason & Hickey, Saskatoon.
Mason & Hickey, Edmonton.
Mason & Hickey, Calgary.
Mason & Hickey, Vancouver.
Mason & Hickey, Brandon.
G. T. Armstrong & Son, Ltd., Sherbrooke, P.Q.
R. F. Cream & Co., Quebec.
G. W. Nickerson Co., Prince Rupert.
J. I. Davis & Son, 328 Main St., St. John, N.B.
Gaetz & Co., P.O. Box 107, Halifax, N.S.
Armour & Co., Sydney, N.S.
J. A. O'Leary & Co., St. John's, Newfoundland.

Manufactured by

The Ingersoll Packing Co., Limited

INGERSOLL, ONTARIO, CANADA

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

What the O-Cedar Polish Trade Mark Means



O-Cedar Polish Mops are well made—the mop itself being of the finest wearing texture—carefully treated. The fact that this product bears our trade-mark is the greatest assurance you can give your customer that this mop is the best that can be bought for the money.

O-Cedar Polish is skilfully tested. Before we place our trade-mark on a bottle of O-Cedar Polish we first make certain that this bottle of O-Cedar Polish is up to our standard —that it is just as good as any bottle of O-Cedar Polish we have ever manufactured. There is only one O-Cedar quality.



THEY SELL THEMSELVES--IF PROPERLY DISPLAYED

In order to create sales (other than those created by our advertising) you will find it very profitable to make frequent window displays of O-Cedar Products. Selling just as well in Summer as in Winter, these lines make an excellent profit for you. (Beautiful window cards and window hangers furnished upon request.)

Write your jobber to-day about the O-Cedar special assortment and O-Cedar Profit Deals.

CHANNEL CHEMICAL CO., LTD.
TORONTO, ONTARIO

BEANS, RICE, PEANUTS, WALNUTS
ORANGES AND OTHER ORIENTAL PRODUCTS

DIRECT IMPORTERS AND EXPORTERS
FROM AND TO THE ORIENT

FUJITA & CO., LTD.

Head Office: KOBE, JAPAN. Branches: VANCOUVER, B.C.

SEATTLE, YOKOHAMA, TIENTSIN, NATE AND TSINTOW

Western Distributors:

W. H. ESCOTT CO., LTD.
WINNIPEG

CALGARY, EDMONTON, REGINA, SASKATOON, FORT WILLIAM

It is good policy to vigorously push the *Borden's*



Borden's



Borden quality and Borden purity are giving Borden milk products the *entree* into more and more homes every day.

Your best customers are well aware that Borden's milk products offer them condensed milk, evaporated milk, coffee and cocoa in the purest and most satisfactory state.

A Borden window display will put you in touch with the growing demand for these popular lines.

Every good wholesaler supplies Borden's.



Bordens



Borden Milk Company, Limited

Leaders of Quality
MONTREAL

Branch Office, No. 2 Arcade Bldg.
VANCOUVER, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.



Bowes TRADE MARK

MINCE MEAT

A Wholesome Food in An Attractive Package

The new containers for Bowes Mince Meat are strikingly lithographed tins and will make a dandy display for shelves or windows.

And the content of these tins is the same uniformly good product that your customers know so well.

The season is rapidly approaching when Bowes' Mince Meat will be one of your fastest selling lines.

You should get your requirements lined up NOW.

ORDER FROM YOUR JOBBER OR DIRECT

FALL CAMPAIGN

ON WITH

SIMCOE BRAND BAKED BEANS

(WITH TOMATO SAUCE)

Ask Your Jobber for Full Particulars

Our Trade-Mark is--

DOMINION CANNERS LIMITED HAMILTON, CANADA

"The Seal of Quality"



NEW CARTON—REVISED PACKING

With the advent of the new package design, and to make the packing more in harmony with Sunlight and Lifebuoy, the packing will consist of 50 cartons to a case.

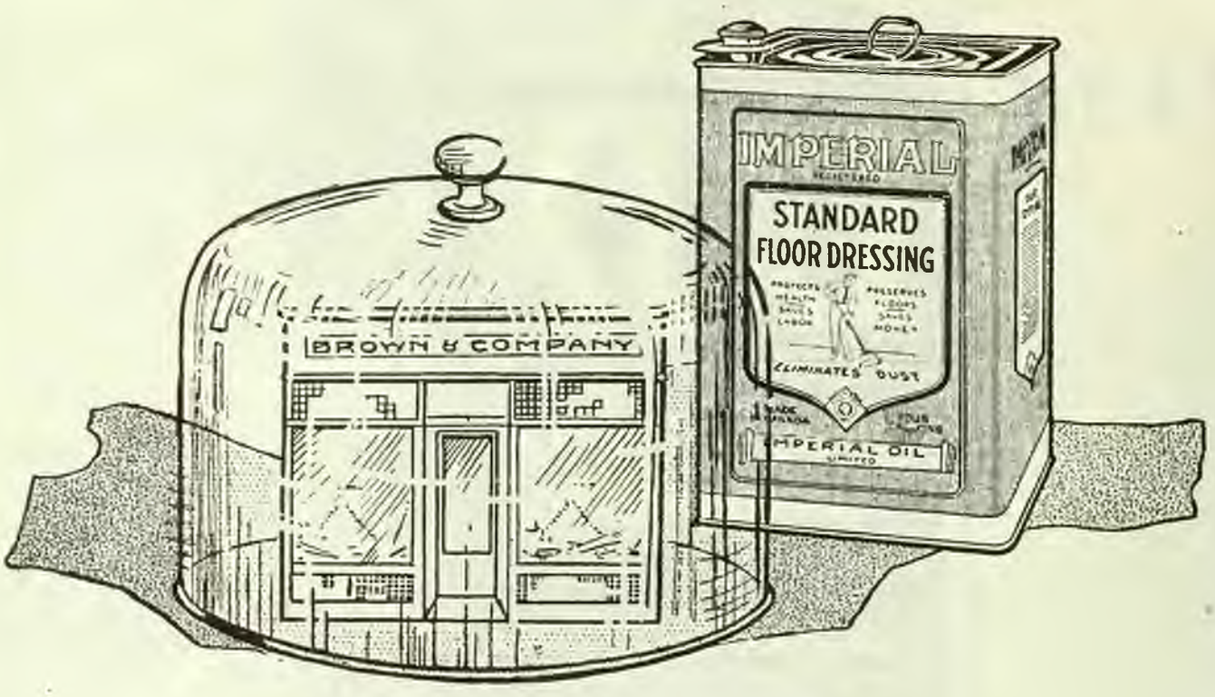
Price $5.10 per case net.

Freight paid in Ontario and Eastern Provinces to nearest Railway Station on direct shipments of 5-case lots and upwards of Lux, or assorted with Sunlight and Lifebuoy. Goods sent to Flag Stations at customers' risk.

This new design will form, we hope, a more harmonious and effective display than the old package.

The quality of Lux remains unaltered — the highest possible efficiency in soap production of the century—that is Lux.

LEVER BROTHERS LIMITED, TORONTO



THE DUST-FREE STORE

DUST can never be kept out of the store, but it can be effectively controlled by the use of

STANDARD Floor Dressing

which when applied to your floors, definitely lays and holds 90% of atmospheric dust. This is a condition of affairs that the old fashioned mop and feather duster can never bring about. They only disturb the dust to settle elsewhere.

Standard Floor Dressing is economical. A single gallon suffices for 500-700 square feet of space or shelving, and lasts for several months. It may be applied with an ordinary floor sprayer. To keep the dressed surfaces in order, all that is necessary is to sweep off the accumulated dust and dirt regularly with a stiff brush or broom.

Floors treated with Standard Floor Dressing help to promote a fresher, tidier store, and cleaner, quicker-selling stock on the shelves.

Supplied in one and four gallon cans, and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

Every Week with the E. B. EDDY COMPANY OF HULL CANADA

Story for Week Dated Sept. 27, 1918. **Being No. 1 in the Series**

The Founder of the E. B. Eddy Company



Ezra Butler Eddy
Born Aug. 22, 1827 ; Died Feb. 10th, 1906

HERE is the originator of the whole vast organization of The E. B. Eddy Company, of Hull, largest manufacturers of matches, paper, paper bags, indurated fibreware, wood pulp, sheathing, and wood or wood-pulp and sulphite products in the British Empire. Here is the man who made and sold the first matches in Canada, who started in a little shack on a rental basis making at most ten cases of matches a day, and driving his own wagon as far as Toronto with his wares for sale. This is the man who faced and fought devastating fire over a score of times, who conquered financial difficulties that would have crippled many less resolute and resourceful, and whose name will go down from generation to generation throughout all the Dominion as one of the great Industrial Builders of Canada. His story will be told in this series of feature stories of the organization he has founded. Every Eddy product, each process in the many wonderful processes of Eddy manufacture, bears the hall-mark of his originating genius for he splendidly inspired those who have followed him and are to-day carrying on the great industrial establishment.



Some Eddy Matches You Know

Eddy's Silent 5 Match
Eddy's Golden Tip Match
Eddy's Buffalo Match
Eddy's Home Match
Eddy's Domestic Match
Eddy's Red Bird Match
Eddy's Sesqui Match
Eddy's Safety Match
Eddy's Comet Safety Match
Eddy's Little Comet Match
Eddy's Safe-light Match
Eddy's Telegraph Match
Eddy's Safeguard Match
The Eddystone Safety Match
Eddy's Capital Safety Match
Eddy's Gas Lighter Match
Eddy's Silent 200 Match
Eddy's Eagle Parlor Match
Eddy's Royal George Match
Eddy's Tiger Match
Eddy's Silent Pony Match
Eddy's Everready Match
Eddy's Flaming Wax Vestas
Eddy's No. 1 Wax Vestas
Eddy's No. 2 Wax Vestas
Eddy's No. 5 Wax Vestas
Eddy's No. 9 Wax Vestas
Eddy's No. 13 Silent Wax Vestas

If any advertisement interests you, tear it out now and place with letters to be answered.

Three Reasons why you should sell

E. D. Smith's Raspberry Jam

1- The "E. D. S." reputation for quality which prompts people to buy "E. D. S." labeled products in preference to any others.

2- Every sale of this Raspberry Jam will be followed by many others.

3- The immediate profit on "E. D. S." Raspberry Jam sales is good—the ultimate profit resulting from increased prestige and increased customers confidence is better still.

Order E. D. S. Raspberry Jam from any agent listed here

E. D. Smith & Son
Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary. Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

CLARK'S SPAGHETTI



With Tomato Sauce and Cheese



Is To-day the Favorite Dish with the Canadian Public

It is prepared from the finest grade Spaghetti, is deliciously sauced, and has a flavour which cannot fail to appetize.

The moderate price to the consumer, combined with the Clark advertising, make it a ready seller. Your margin also is right.

W. CLARK, LTD. Clark's MONTREAL

CANADA FOOD BOARD LICENSE No. 14-216

If any advertisement interests you, tear it out now and place with letters to be answered.

"Riteshape"



THE DISH THAT CARRIES DISTINCTION

The food container is vitally important.

All food economy and conservation measures are affected by the container used.

There are some containers so wasteful and inefficient that to use them is equivalent to throwing good food into the street or garbage can.

There are other containers that approach economy and efficiency.

There is one container that meets the proposition squarely and completely.

That is the Riteshape dish for bulk foods.

There are all sizes of Riteshapes. You can select a dish neither too large nor too small.

The Riteshape protects and saves the food it carries.

The Riteshape serves the housewife in many ways after it reaches the home.

The Riteshape should be part of every retailer's equipment.

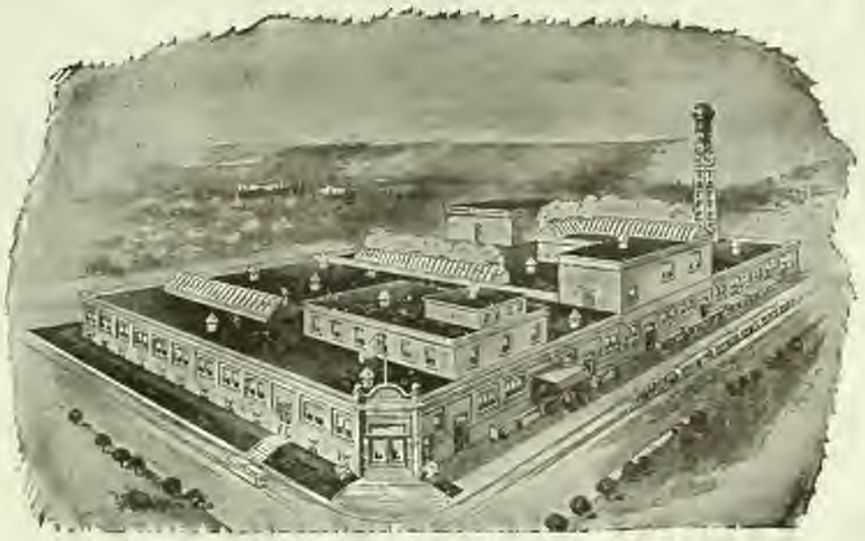
Ask Your Jobber, or

The Oval Wood Dish Co., Inc.
Manufacturers
TUPPER LAKE, N.Y.

Victoria Paper & Twine Co.
Distributors
TORONTO MONTREAL HALIFAX



If any advertisement interests you, tear it out now and place with letters to be answered.



THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

Celebrated Seville Orange Marmalade

containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from your wholesale grocer before the advance

WAGSTAFFE, Limited

PURE FRUIT PRESERVERS

Hamilton - Canada

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.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

Let us connect you with the Western Markets



We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

C. & J. JONES
WINNIPEG - VANCOUVER
Wholesale Commission Brokers
Agents for James Robertson & Sons, Paisley, Scotland, James and Marmalades, and introduced by us. We specialize in high class goods. Write us.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Winnipeg Warehousing Co.
Winnipeg
Prompt and Efficient
SERVICE
Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.
WAREHOUSING
DISTRIBUTING
STORAGE

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents.
Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA
Trackage Storage Distribution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6--450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand Peanut Butter

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

W. L. MACDONALD & CO.
Manufacturers' Agents and Importers
736 Rogers Bldg. VANCOUVER, B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Man Left You, Did He ?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.
Send your advertisement and remittance to

Canadian Grocer Want Ads.
143-153 University Avenue
TORONTO

EL ROI-TAN PERFECT CIGAR

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St., W. Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Foreign and Domestic
FRUITS
AND
VEGETABLES

BUTTER
AND
EGGS
For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

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
Canada Food Board License No. 11-690

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS



EGYPTIAN RAT EMBALMER
WILL ABSOLUTELY RID YOU OF YOUR RAT MENACE.
The price is $3.00 for the big one pound package, enough to destroy all the rats, however numerous, on 2,000 square feet of floor space—IN ONE NIGHT and WITHOUT ODOR.
When used in sufficient quantity, according to directions, we guarantee a thorough riddance.
Used with success by some of the largest wholesalers and manufacturers.
AGENTS WANTED
ALBERT HUGLI
Distributor
1070 BATHURST STREET, TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING, MONTREAL

JOHN E TURTON
Wholesale Grocery Broker
MONTREAL

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.



IT'S THE REAL MACKAY

Are you selling

MacKay's Pearl Barley Flour?

It's the Canadian-made "Barley Food" that everybody is talking about. The ideal, easily-digested food for Infants, Invalids, Aged People and Nursing Mothers.

For flavoring soups and gravies it is without any equal whatever. **Dr. McGill, the Dominion Chemical Analyst at Ottawa, recommends MacKay's very strongly.**

Consumer advertising is boosting the demand. Get your share now. Order from your wholsaler or direct from

John MacKay Co., Limited
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

We help you sell

Marsh's

Write us about our Unfermented Port and Black Cherry Wine, also Raspberry Vinegar. It will pay you to stock these lines.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont.

Rose & Laflamme, Ltd., Montreal, Que.



KLIM
IN POWDER FORM

More use of milk means more Klim sales

Cooler weather means more home baking, more milk puddings, more use of milk and this means Klim nowadays. Arrange a counter display this week. Such space can be well used to remind your customers to give Klim a trial. Trying Klim always results in repeat sales. Klim is the pasteurized, separated milk in powder form, which is fast replacing all other forms of milk for cooking and general house use.

Klim is genuine—the flavor proves it.

Canadian Milk Products Ltd.
Toronto Montreal

Also stocked by
W. H. Escott Co., Ltd., Winnipeg and Edmonton
Kirkland & Rose, Vancouver

Canada Food Board License No. 14-242

An Excellent Soap at a trifling cost



Babbitt's Pure Lye

A line of real war-time economy. The strongest and purest of concentrated Lye in a handy, patent top can. It gives the dealer an attractive profit.

WM. H. DUNN, Limited
General Agents - - MONTREAL
Dunn-Hortop, Limited, Special Representatives, Toronto

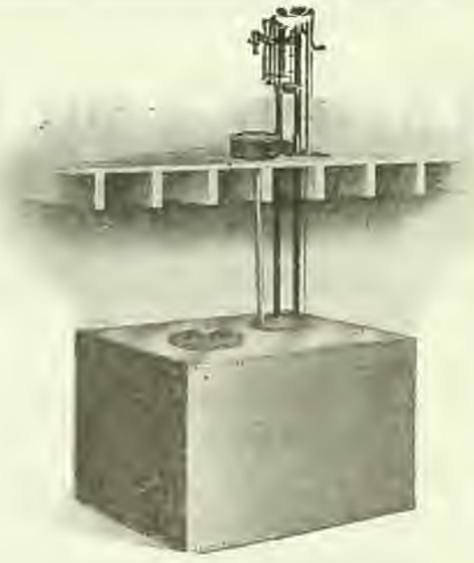
10,000 Gallons
of sweet, sparkling Cider every day!

This is **real** cider made by the latest and most modern manufacturing methods in what is probably the best cider-making plant on the continent.

Caldwell's Pure Apple Cider is put up in 5-gal. tins; 10, 20 and 35-gal. oak casks. A package to suit every family.

Start booking orders to-day and order your supply from your jobber. The demand will surprise you.

The
Caldwell Cider Company
NEW TORONTO



CONSERVE

In order to meet the strenuous demands of the times
EVERYTHING
must be conserved.

For more than thirty years
BOWSER SYSTEMS
have been conserving the nation's oil and gasoline.

Bowser systems are:—
Leak-proof, evaporation-proof, loss-proof, deterioration-proof, convenient, rapid, highly efficient.

A system for every requirement.

S. F. BOWSER AND COMPANY, Inc.
66 Fraser Ave. Toronto, Ontario

Sales Offices in all Centers Representatives Everywhere

If any advertisement interests you, tear it out now and place with letters to be answered.







Bodley's Three Favorites for Home Use or Overseas

There is nothing lacking in the quality and the flavor of these products that would tend to make them more popular with the consumer. That's why Bodley's cake and puddings sell so easily and why keen grocers find them such good feature lines.

Wire at our expense for quotations immediately.

C. J. Bodley, Limited, Toronto

Food Control License No. 5-309

Then it's up to you

When your customer complains of poor results from using the heavy war flours—

Tell her that EGG-O will make light cake with heavy flour—*IF SHE WILL FOLLOW THE RECIPE.*

EGG-O can be used with sweet milk, sour milk, buttermilk or water, SO DO NOT HESTITATE TO RECOMMEND IT.



Egg-O Baking Powder Co., Limited
HAMILTON, CANADA

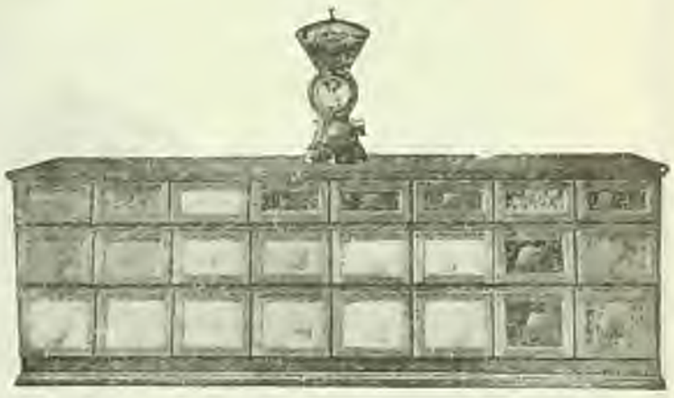
If any advertisement interests you, tear it out now and place with letters to be answered.

Now, Mr. Grocer, just think for a minute!

It's just this way. Either the Walker-Bin Equipment makes possible the serving of more customers with 25% less labor (a proportion of one man out of every four) or it does not. That claim must be either true or not true.

Grocers all over Canada have proved its truth to their own satisfaction. They wrote direct to us for the proofs and this is just what we want you to do.

We want the opportunity of showing you. We want to appeal to your own business sense. We want to convince you once and for all that the shelving and counters of 50 years ago are out of the question to-day—that you need the equipment that saves time, labor fuss and worry.



No. 3 Universal Counter.



Remember, these bins are not drawers. They are Walker Patented Gravity Self-Closing Bins. Air and dust proof.

Write us with floor plan and measurements and let us discuss the matter with you. We'll give you all particulars without obligating you in the least.

The Walker Bin and Store Fixture Company Limited

Kitchener Ontario

Products that sell:

MAPLE BUTTER CHOCOLATE BUTTER
HONEY BUTTER SWEET NUT BUTTER

Ask for *BAINES CONFECTIONS*

Manufactured by

Canada Maple Exchange Limited, Montreal



WHITE SWAN CEREALS

Have been awarded Gold Medals, Diplomas, Testimonials and Recommendations at International Expositions in Europe, Canada and the United States.

PANCAKE FLOUR—(self-rising)). License No. 20006.· Per case of two dozen packages $3.00.

A perfect blending of wheat Flour and Substitutes. Ready for instant use and requires the addition of nothing to make the most delicious Pancakes, Muffins or gems and they will be tasty, healthful and uniformly raised. A healthful nutritious food for all seasons.

BUCKWHEAT FLOUR—(self-rising). License No. 20005. Per case of two dozen packages $3.60.

Economical because it saves the cost of Baking Powder, etc.

DIET FLOUR. License No. 2-051. Per case of one dozen packages $4.50.

Recommended by physicians for dietetics. It is rich in gluten and contains a smaller percentage of starch than ordinary flour.

WHEAT FLAKES—(Breakfast Porridge). License No. 2-024. Per case two dozen packages, $4.80.

This choice product of carefully selected Canadian white winter wheat is prepared under a special process, which includes all the protein, phosphates and bran, and retains the full nourishment of the whole wheat with approximately twenty per cent. Malt Barley added.

Co-operating with the Canada Food Board in their efforts to keep down the price of Food products, it has been necessary to discontinue prepayment of freight in order to equalize the increased cost of raw materials and added freights.

(NET F.O.B. TORONTO)

You are permitted to refund the purchase price of any WHITE SWAN goods that are not found entirely satisfactory.

We know our goods and want none but satisfied customers.

WHITE SWAN SPICES & CEREALS, Limited

TORONTO, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

A Time-Tested Product Is A Safe One To Make A Leader

Red Rose Tea has had 24 years of success



War Conditions

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.



A profitable demand

is always in evidence when dealers display Cow Brand Baking Soda—the old-time favorite.

Its quality justifies the best recommendation you can give.

Church & Dwight, Limited

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Let this Show Card build you Big Sales



Hang this handsome Show Card in your store and note how it will keep your stock of Colman-Keen Products moving.

Your customers know how good Colman-Keen Products are. One of these store hangers will remind them that you carry these quality lines in stock.

We'll send you one of these Cards free on request.

Canadian Agents:

MAGOR SON & CO., LIMITED, 191 St. Paul Street, MONTREAL

TORONTO BRANCH: 30 CHURCH STREET





There's prestige for you in selling

Malcolm Milk Products

because Malcolm Milk Products have got that superiority in taste and flavor that wins the confidence of the hypercritical.

Besides Malcolm Milk Products are Made-in-Canada and are equal in every way to the imported brands.

If you're already stocked try their selling merits to-day in a window or counter display. If you have yet to get acquainted write us now.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

"The Only All-Canadian Milk Company"

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXII. TORONTO, SEPTEMBER 27, 1918 No. 39

Apples Will Reach Record Prices

Production Generally Light—B.C. Only Province Showing Comparatively Normal Yield —N.S. Not More Than Half of Last Year—Ontario and Quebec Light—High Cost of Barrels and Labor Will Probably Induce Shipments in Bulk

THE Canadian apple situation this year is not a particularly encouraging one. The crop in Ontario, which early estimates placed in a very favorable light, has not come up to expectations and will be only slightly better than that of last year. British Columbia and Nova Scotia show a considerable decline, and Quebec is about on a par with last year's production.

Nova Scotia Crop About Half of Last Year

The estimates of the Nova Scotia crop show a very wide variation. The Government estimate places it at 400,000 barrels, while other reports place it as low as 300,000. At the best it is only slightly more than half of last year's crop. In the past the great market for Nova Scotia apples has been in England and Scotland. Their geographical situation has given them peculiar advantages in this market, and consequently the apple growing industry has been largely built up on this export trade. That being the case the prohibition against the export of apples, which was reaffirmed only a short time ago, has been a very serious blow to the growers, and many of them have been inclined to neglect their orchards as a result. This fact has resulted in a fairly large production of low grade fruit that will be marketed with difficulty.

On the other hand, in the orchards that have been systematically sprayed the quality of the fruit will be excellent. The bulk of this year's crop from Nova Scotia will be represented by Gravensteins, which have just commenced to move with a fair amount of freedom, Fallawater, Stark, Blenheim, Baldwin, Russett and Spy.

Quebec Fameuse Almost Wiped Out By Winter Killing

In the Province of Quebec the hardier varieties of fruit promise to produce about the same yield as last year. In the case of the celebrated Quebec Fameuse the severity of the winter was disastrous. Many of the old orchards have been completely killed by the severe weather, and will have to be replanted if the province's premier place in this celebrated variety is to be maintained. Some few orchards of Fameuse escaped injury, but even here there is a great deal of scab. The same thing is true of the McIntosh. In the early fall varieties there is a fairly good yield, especially in the case of Wealthy. Winter varieties as a rule, however, are light.

In Ontario the prospects are not too bright. In the Kemptville section there is a medium crop of fairly clean McIntosh.

All winter varieties are light. The dry weather of August has prevented the proper development of Wealthy and this variety is under size. Reports from Morrisburg state that there is a good crop of Wealthies, which are now moving. Early varieties have been going forward in smaller quantities than last year.

East Ontario and Prince Edward County About 35 Per Cent. of Normal

Along the north shore of Lake Ontario, between Belleville and Toronto, and including Prince Edward county, there is quite a fair crop of some varieties; the quality, however, is below average, and orchards have not been given as much attention as formerly. There are some commercial orchards, however, in which the quality is good. Fruit is generally small on account of prolonged dry weather. The leading varieties are Wealthy, Snow, McIntosh, Greening, Ben Davis and Russet. On these there is about 35 per cent. of a normal crop, or about 25 to 35 per cent. more fruit than a year ago, when the crop in this section was an almost total failure. There is a very light crop of Spy and Baldwin, the latter variety having been severely injured by the severe winter. Pewaukee and Ontario trees suffered from the same cause, and the crop of these varieties is practically a failure.

Much the same condition exists in western Ontario; fall varieties are one-half of a normal crop, and winter varieties 35 per cent. In some districts winter injury to trees is reported to be serious. It is not expected that there will be many apples to be moved after local markets have been supplied. Essex county reports a full crop of apples of good quality. Greenings are about ready.

Georgian Bay District Fair

There is a fairly good crop in the Georgian Bay district. Here again the dry weather has prevented normal development. The best varieties are Snow, Greening, Ben Davis, Baldwin and Russet. Fall varieties are generally better than the later sorts. Well-sprayed orchards have a very fair showing of clean fruit.

Barrel Apples will be High, Poorer Grades Probably Shipped in Bulk

Throughout Eastern Canada there is going to be a very heavy proportion of inferior grade apples. Barrels are practically unprocurable at less than 75 cents and in some instances $1, where only a year or so ago they were sold at 25 to 30 cents, and it is impossible, with present shortage of labor, to get coopers to make these barrels as fast as they are required, nor is it possible to get expert apple gangs in every locality. All these factors are, of course, likely to be reflected in exceedingly high prices for number one fruit in barrels. It is probable moreover that these conditions will also result in a very marked number of bulk shipments. In shipping in bulk it will be possible to dispose of fruit that could not be marketed in barrels to advantage, and to dispose of it at figures within the reach of the general public.

B. C. Conditions Improved

In British Columbia conditions are somewhat better, the apple crop in the inland valleys of British Columbia will average about ten per cent less than in 1917 but is of better quality and size. Weather conditions have been particularly favourable. In the west end of the Kootenay Valley there was considerable injury by frost early in the season, but in other parts of the valley there will

be an appreciable increase over last year's output.

In the Okanagan Valley there is a slight decrease as compared with last year. Jonathans are particularly light, and most varieties are below average. Wealthy and McIntosh are a good crop. On Vancouver Island and the Lower Mainland the fruit is clean, and the yield promising.

Pear Crop Larger

Pears are a very large crop, at least 50 per cent larger than last year. Plums and prunes also show a big increase.

The general effect of these conditions, a short market, heavy charges for barrels and packing, largely increased freight rate, and a comparative scarcity of number one grade, must of necessity result in a high market price for good quality stock.

Canada is a large consumer of Washington and Oregon boxed apples, especially in the east, the production of the north western states however is estimated at three and a half million boxes less than last year. Of the other sources from which Canada gets a portion of her supply, New York state is showing a great improvement over last year when the crop was almost negligible, but the total will not be more than a 65 per cent. production, while the State of Maine is estimated at a 30 per cent production. There seems no reasonable grounds on which to expect anything but costly apples, except that the shipping in bulk that will in all probability be a marked result of present conditions may put some apples of very satisfactory quality on the market at a comparatively reasonable cost.

Serious Damage to Prune Crop

Recent Rains Will Result in Heavy Losses—Efforts to Save Crop Being Made—Government May Take Entire Crop —New Crop Prunes For Canada an Uncertainty

THAT the crop outlook is undoubtedly serious in California, due to the recent rains, seems now quite certain. Latest advices reaching the city from sources of supply indicate that the amount available for civilian use will be materially affected. As the trade well knows, the United States government commandeered the 50's, 60's, and 70's sizes of the California prune crop some time ago. Last week the trade was advised that in Oregon the government would require everything in the 50's, 60's. 70's and 80's sizes. These two orders in themselves were sufficient to reduce the available quantity for civilian requirements. On top of this, very heavy rains in California have resulted in a loss which may well mean that no new crop prunes will be available for this market.

Government Will Get Full Quota

There is no question of doubt that the government will have to get its full quota of prunes. When they have done this there will be very small quantities left over, if any, and undoubtedly the prune growers will undertake to supply their domestic trade rather than undertake to fill export business. The small sizes which have not yet been taken may have to be diverted to army use, so this will certainly mean a fine readjustment of plans for commercial distribution.

In a recent statement given out by officials of the California Prune and Apricot Growers, a very serious condition is shown. An exhaustive survey of the damage caused by the recent storm shows that while for a few days past they had hoped to have been able to save a good portion of the damaged fruit, it now appears that on all mouldy fruit a fermentation had set in, extending clear to the pit, and the result will be a complete loss of the sugar content of the prune. This decision has been arrived at after a thorough investigation, for up to Monday of last week they felt that a great deal of the fruit would be saved. However, after a heavy fog on Sunday night and Monday morning the condition of the dry grounds was extremely serious. Where the prunes have been attacked with fermentation the value of any dried fruit is so problematical that the officials extend no assurance of a return to the grower that would repay him for any further expense on labor.

May Salvage Small Percentage

It is indicated that the principal opportunity of any results from salvage of course now lies in attending the fruit that was packed and kept in a fairly dry condition, also the possibility of a further picking of later droppings in the orchards.

A mouldy condition on the outside of the prune where the skin has not been broken can always be remedied by a redipping. Cracked prunes are still a food product, but fermented prunes cease to be prunes. However hard it may be to make a statement of this kind, still the association feels compelled to do so on the bulk of the product that it finds in the drying yards of the valley.

If the fermented percentage were smaller there might be some hope of absorbing it in a by-product, but with the percentage as large as it is, it will be impossible to develop the necessary machinery to handle it, as no machinery now in the valley would be adaptable for that purpose. It is stated that some growers are attempting to save their cracked prunes on the ground and in the orchard by putting them on trays without dipping. Providing the best of weather develops this might result in some food, as when this fruit is partly dried and the cracks healed up it can be dipped and the drying completed. On the other hand it is possible that growers who dip and handle their fruit over a green grader will attain better results in saving the larger proportion of the firm fruit. However, the principal idea now is to save any absolutely useless expense to the grower. Some excellent results were obtained by sulphuring green prunes. The association feels, however, that it is almost impossible to obtain any further results at this late date by even this method.

From the foregoing it can be readily seen that the position as it concerns domestic trade or rather Canadian trade is by no means bright. It is possible that some old crop prunes may be shipped out, but this will not be permitted for some time until the full extent of the damage done to the new crop is known. The government has already stopped further shipments until the outlook is assured one way or the other.

Owing to government price regulations on prunes the question of supply and demand which is always an important factor would undoubtedly have a tendency to boost prices. Under existing conditions however there has been no upward movement in the market, and none is expected.

Wholesale Grocers on Sugar Cards Oct. 15

Regulation Will be Made Public in Near Future Requiring All Wholesale Grocers to Obtain Sugar Cards Apportioning to Them Their Supplies of Sugar

OTTAWA, Sept. 25.—A new regulation placing all wholesale grocers under a card rationing system, it is stated, will soon be made public. This new regulation will become effective Oct. 15, and after that date supplies will be apportioned to the different wholesalers, probably on a basis of their customary turnover, and it will be possible for them to make purchases only on the presentation of their license card. This, it is thought, will ensure a more equable distribution of sugar and will prevent any tendency on the part of the wholesaler to permit any merchant to buy in quantities greater than normal requirements. While no definite action has yet been taken it is probable that the retailer will in due season also be placed on a card rationing system, and will be able to buy only a certain set proportion of his average requirements.

Whether the consumer will be required to use a sugar license card is a matter that is yet undecided. It is known that the Canada Food Board is seriously considering such a move, but owing to the difficulty of enforcing such a regulation once it was imposed, they have hesitated to act. There is a possibility, however, that the seriousness of the situation will necessitate some such action in the not very distant future.

DEFENDS LEGALITY OF RESALE PRICE

New Jersey Court Sustains the Action of The Ingersoll Watch Co. to Prohibit a Departmental Store Selling Their Products At Less Than the Established Price

The question of the right of a manufacturer to set a resale price, below which no one is permitted to sell his goods, is one that has aroused a great deal of interest among the trade in Canada. Many manufacturers have stoutly championed their right to set such a price, as the only means they have of protecting themselves against the unscrupulous use of their products in keen competitive selling.

A recent decision in courts of New Jersey bearing on this question of a resale price will be of considerable interest.

The decision of Vice-Chancellor Love in Newark, N.J., recently, gave Robert H. Ingersoll & Bro. the right to restrain Hahne & Co., department store owners, from advertising and selling Ingersoll watches at less than the standard price, while the trade name and the manufacturers' guarantee was attached to the article.

The Vice-Chancellor held that the fixing of a standard price through a notice under which the article may be sold by the retailer is neither a violation of the Sherman or the Clayton Acts, and that decisions rendered by the U. S. Supreme Courts in similar cases "did not cover the precise situation" presented under the plan in which Ingersoll watches carrying a condition of resale must be adhered to by the retailer.

This means that the manufacturer who attaches a notice of the condition of resale by the retailer can legally maintain his retail selling price.

Robert H. Ingersoll & Bro. are among the leading officials of the American Fair Trade League organized for the purpose of legalizing price maintenance by the passage of the Stephens Bill now in Congress.

REGARDING THE COCOANUT

The cocoanut palm tree begins to bear fruit at from 8 to 14 years, and continues to do so until it is 60. Cultivation and fertilization increase its productiveness. It thrives over 25 degrees both sides of the equator. It is generally a hardy tree, and well-placed plantations are profitable. When the nuts are ripe they fall to the ground. It is an open question whether it is better to pick them or let them fall, but it is fair to say that more are gathered up from the ground than down from the air. "If Allah causes the nut to fall why should I climb for it?" observes the tropic philosopher.

After the oil is pressed from copra the pulp is used for cattle feed. From the juice of the spathe, sugar, toddy, vinegar and alcohol are made; while from the husks is produced coir or cocoanut fibre.—"The Little Journal."

GEORGE E. BRISTOL DIES IN HAMILTON

Prominent Figure in Wholesale Grocery Trade, and One of the Pioneers in Hamilton Passes Away Suddenly

George Everett Bristol, who for upwards of 40 years has been associated with the business life of Hamilton, died unexpectedly at his home 51 Herkimer street, on Sunday last. The late Mr. Bristol was in his 63rd year, and has for some time past been suffering with an ailment of the heart, that has kept him from very active co-operation in the business. He was apparently however, in his usual health, but was suddenly seized with a serious attack, and died befre medical aid could arrive.



THE LATE GEORGE E. BRISTOL.
From a photo taken some years ago.

Mr. Bristol was a native of Napanee, Ont., a son of the late Dr. George Bristol, and brother of Sir Edmund Bristol, M.P., of Toronto. He came to Hamilton in 1875.

Mr. Bristol spent many years in the wholesale grocery business, practically his entire business life. He was first with Lucas Park & Co., he and Mr. Steele being two of the partners. It is interesting to note that he is the last of that firm to pass away. Lucas Park & Co. later became Lucas, Steele & Bristol, one of the branches of Canada Grocers, Ltd., of which Mr. Bristol was president. When the Canada Grocers, Ltd., dissolved, Lucas, Steele & Bristol purchased back their interest and the firm became Geo. E. Bristol & Co. Some time ago this was again changed to Bristol, Sommerville & Co., under which the business is now operated. Mr. Bristol had not been able to take an active part in the business for the past two or three years.

Mr. Bristol was an active member of the Church of England and was devoted to all its interests, and gave unsparingly of his time and abilities in furthering its good work.

Mr. Bristol was an enthusiastic supporter of clean amateur sports, a follower of Rugby football and a member of the Thistle Club, with which he bowled and curled. He was also a member of the Hamilton Club.

He is survived by his widow, who was formerly Miss White, a sister of the late Dr. James White, one son and two daughters. The son is Major Everett Bristol, C.M.G., who offered his services in the earliest days of the war and went to France. On being incapacitated by wounds from further active service he sought and obtained service in England, where he is now secretary to Sir Albert Edward Kemp, Minister of Overseas Military Forces of Canada, in London. The daughters are Mrs. Renison, wife of Rev. (Capt.) Dr. Renison, chaplain of the Canadian forces in France, and Miss Marjorie Bristol, at home. Sir Edmund Bristol, K.C., of Toronto, is a brother.

Mr. Bristol while he has not been actively engaged in the trade for some few years past, was yet a well known and deeply respected figure in trade circles. To those who knew him most intimately his death is a very real and personal loss, while many who did not know him so intimately will yet feel that with his passing there has gone a great power for kindliness and good.

WAR LOAF FOR CANADA

Food Board Announces the Adoption of War Loaf As Adopted By The Allied Food Council

The Canada Food Board has in a recent announcement made still further changes in the bread that may be used in Canada. Up to the present the regulations have only required the use of 10 per cent. of substitutes in the manufacture of bread. Under this new pronouncement, however, this proportion will be increased to 20 per cent. and Canada will be on a par with the other Allied countries in the quality of the war bread available.

The official memorandum sent out by the Food Board this week reads as follows:

"The Canada Food Board, after full consideration of the matter, has adopted the policy of the Allied Food Controllers' resolution, as far as wheat products are concerned, and will use the allied loaf. This means that 20 per cent. of substitutes must be used with wheat flour. The Government heartily approves this policy. While the crops in Europe and the United States have been, considering everything, excellent this year, and while there is a sufficiency of food in sight to meet our requirements for the next twelve months, nevertheless there is the greatest need for conservation, particularly in flour and wheat, for the purpose of creating a reserve sufficient against widespread unfavorable harvests or other unfavorable food conditions next year. The Government, therefore, hopes the people of Canada will heartily and loyally assist to this end by using in their households the amount of substitutes required under the regulations."

EATON COMPANY WILL EXPAND ON PRESENT SITE

Leases of Two Large Stores Occupying Same Block, Owned By The Eaton Co., Will Not Be Renewed

"The T. Eaton Company has intimated to the Adams Furniture Company and to the Wm. Davies Company that leases to the premises which they occupy on Queen street will not be renewed when they expire," is the statement appearing in the current issue of the "Financial Post." "One of these leases," the article continues, "has about eighteen months to run, and the life of the other is understood to be about the same. This action is taken to indicate that for the time being the company will continue to expand on its present site rather than build a new store, and that in following this policy it is proposed to take in the premises referred to."

Further, it is understood that this will entail the abandonment for the time being of any plans which the company may have had for the erection of a new store at the corner of College and Yonge streets, and that, as reported in the "Financial Post" of June 22, the project for the erection of an immense warehouse for mail order business on Bayside Park will also be left until building conditions are more propitious than at the present time. The requirements for steel for other purposes have no doubt been the deciding factor in this connection.

In connection with the College street property the fact that long-term leases of stores in that block are now being offered bears out the conclusion that the plan to build there has been definitely abandoned.

So far as the property at the northwest corner of Queen and Yonge streets, occupied by the F. W. Woolworth Co., is concerned, no steps have as yet been taken by the Eaton Company to secure possession. The Woolworth Company have a long lease of the land and they own the building. The fact that a new 5, 10 and 15 cent store has been opened by them on the east side of Yonge street has no special significance, according to officials of the company, the development there being in line with their policy in other cities, where branch stores are frequently located in close proximity to each other.

Interviewed regarding the situation Sir John Eaton would not confirm the reports regarding the Adams and Davies stores, intimating that there was nothing for publication. He made the statement, however, that the company had never gotten out definite plans for a store at College and Yonge, and that there were no building plans for either a store or warehouse in the immediate future.

An official of the William Davies Company, interviewed by the "Financial Post," intimated that there was no question but that his company would have to vacate the premises at 24 Queen St. West as soon as the lease expired in May, 1920.

"We have known it all along and are quite prepared to step out as soon as the time arrives," he said.

The same applies to the Adams Furniture Co., who have already secured a site on Yonge street, above Queen street, and will doubtless build there in anticipation of removal from their old location."



C. J. Bodley, of The Canada Food Board

C. J. BODLEY, TORONTO, JOINS CANADA FOOD BOARD

Has Control of Sugar Division As Applied to Confectionery Trade

The CANADIAN GROCER introduces C. J. Bodley who has charge of the Sugar Division of the Canada Food Board:—

Mr. Bodley went to Ottawa in April to assist in the conservation of sugar as applied to the confectionery trade. Owing to the increased shortage of sugar, all concerns using sugar have been brought under license and in many cases restrictions imposed.

Mr. Bodley for the past 15 years has been connected with the cake and biscuit industry, the last four years of which has been in the development of a business under his own name in Toronto.

LEMON SUPPLY FOR 1917-18

The total supply of lemons for the United States and Canada for the year was about 9,000 carloads, or about 20 per cent. less than in other recent years. Of these California furnished 64 per cent. compared with 72 per cent. for the season ending Aug. 31, 1917.

The California lemon production has increased 282 per cent., in the fifteen years ending August 31, 1917, and 45 per cent. in the last five years. The increase has been constant, except where interfered with in 1913 by a severe freeze and this past year by heat, both of which conditions were unprecedented.

Except for California's production, Italy practically supplies the world with lemons. The present yearly consumption of lemons in the United States and Canada, which is 13 lemons per capita, about equals the exports from Italy to all other countries.

BLACKBERRY PRICES FIXED

Jam Makers in England Must Pay More Than Public

The British Ministry of Food has fixed prices for the blackberry crop. Pickers are to be paid six cents a pound, the retail price to the public is to be eight cents a pound, and the price to the jam manufacturers nine cents a pound.

The additional cent imposed on the jam manufacturers, it is claimed, is to influence the business in favor of jam making without unduly cornering the yield.

U. S. CEREAL CROPS

The latest estimate places the corn crop at 2,672,000,000 bushels. Spring wheat yield, 343,000,000 bushels; winter wheat crop, 556,000,000 bushels; total crop 890,000,000 bushels, against 651,000,000 in 1917. Oats 1,477,000,000 bushels. The rye and barley crops show record yields, and enough for all requirements, both domestic and export. There is also record yield of rye in the 767,000,000 bushels harvested last year. The potato crop is disappointing, although totaling 384,529,000 bushels, compared with 442,000,000 bushels last year.

USE SUBSTITUTE CONTAINERS

Three of the large packing houses in Chicago have begun to use paper jars for preserves and similar products with fair success. The jars are sealed with paraffine or a similar wax. The only point to be settled, it seems, is that of durability. In any event the paper container is much cheaper than glass, and in view of the scarcity of the latter the use of paper may be more or less compulsory. Wilson & Company, Armour & Company and Morris & Company are the three who have entered the new field. The glass manufacturers, hampered as they are by labor troubles, fuel restrictions, and lack of raw materials, have been unable to supply the demand for containers made of glass, and something had to be done.

BEET SUGAR TONNAGE SHORT

The United States Food Administration states that its reports indicate a production in 1918-1919 of approximately 725,000 short tons of beet sugar, or 38,000 tons less than last year. The Meinrath Brokerage Company's estimate, made in June, was 664,000 long tons or 743,680 short tons.

TORONTO MILK PRODUCERS WITHDRAW DEMANDS

Further Investigation Has Evidently Convinced the Producers That An Advance Is Not Warranted At This Time

The Toronto Milk Producers' Association, that a week or so ago made a demand on the milk dealers for an increase in the price, have voluntarily withdrawn that demand, and the summer price remains in force for some time at least.

This change of viewpoint was undoubtedly brought about by a more careful study of the situation, and a better understanding of the conditions facing the milk producing industry in other parts of the country.

The contention of the milk distributing companies that the suggested increase was not warranted is manifestly born out by the fact that the general producer who has been delivering his milk to the creameries, cheese factories and the condensed and powdered milk plants has received for his product considerably less than the present price received by the members of the Toronto Association, and has found production profitable at these figures. During the month of September the prices paid by the large milk condensing and powdering companies, which must of necessity be on a level with the prices paid by the creameries and cheese factories, averaged a fraction less than $2.30 a hundred.

During the same period the Toronto Milk Producers were receiving $2.50 per 80 pounds, or $3.00 per hundred. There were, of course, some railroad charges to be deducted from this amount, which would average about 25 cents, and during the summer months some little charge for pre-cooling. The whole charges would not exceed 30 cents a hundred, which leaves the producers supplying the City of Toronto with an average of 40 cents a hundred over and above the producers in other sections of Ontario. As the outside price is generally conceded by the producers as quite satisfactory, it is evident that the Toronto Milk Producers' Association's action in demanding an advance of 30 cents on these prices was hardly within the mark. It is true that costs of production have advanced somewhat, but on the other hand, so has production. One large milk handling concern can prove by its records that the producers who have supplied it for some years averaged a 10 to 15 per cent. higher production during the present season than they did last year, which would more than offset these rising costs.

The decision of the milk producers was unquestionably a wise one. The demands of the association had been brought to the attention of the Canada Food Board and unquestionably they were prepared, had the milk producers refused to supply the city, to phovide for it through other sources. H. B. Thomson, chairman of the board, was in the city last week and evidently was in touch with the association and presented a side of the case which convinced them that their demands were unwise.

THE GROCETERIA

A New System of Grocery with the Motto "We Sell It For Less"

OPENING DAY

Thursday, September 12th

IF YOU ARE INTERESTED IN CLEAN FRESH FOOD PRODUCTS SOLD ON THE NEW ECONOMY PLAN, WHERE EVERYTHING IS MARKED IN PLAIN FIGURES, AND ALL GOODS WEIGHED UP, READY FOR QUICK SERVICE, THEN THE GROCETERIA WILL INTEREST YOU. WE ARE ABLE AND ANXIOUS TO SHOW HOW YOU WILL BE BENEFITTED, SO PLEASE CALL AT THE STORE AND INSPECT GOODS AND PRICES.

BY CO-OPERATING WITH US

YOU save the money it cost for
1—DELIVERY
2—CREDIT
3—BAD DEBTS
4—TELEPHONE
5—BOOKKEEPING

To meet expenses WE take the money it costs to
1—PARCEL UP GOODS

You will admit that this is the only feasible co-operation plan you have ever had presented to you.

SUGAR! SUGAR!

Remember with (80,000,000) eighty million pounds of sugar sent to the bottom of the sea off the American coast during last month, sugar must of necessity be scarce. Most of this sugar was for Canada. Therefore the Food Board asks you to be reasonable. The situation will be relieved in a few days, but nobody must look for an unlimited quantity.

ON OPENING DAYS WE WILL SELL SUGAR during the hours of 8 to 10 a.m., and 2 to 4 p.m., with a limit to each customer of four pounds. Further we are requested as a protective measure, to sell no sugar to children.

THE GROCETERIA, Old Market Arcade, GEORGE ST.

E. F. Mason, Peterborough, in addition to his well-known retail store, has opened a new Groceteria in the Old Market Arcade, George Street, Peterborough. The Groceteria idea is one that has caught the public interest. The advertisement reproduced herewith is a very effective putting of the case for the Groceteria. The sugar selling plan is one that other merchants might imitate. Its presentation of the sugar situation will be a protection against any ill feeling on the part of disappointed customers.

GOOD PROSPECTS FOR U. S. APPLE CROP

Commercial apples will be more plentiful this year than in 1917, according to a recent forecast by the Bureau of Crop Estimates of the United States Department of Agriculture.

This prospect is more especially true for the barreled crop than for the entire commercial crop, because the boxed crop of California and the Pacific Northwest will be below that of 1917. Based on July conditions, the prospective commercial apple crop has the promise of 25,711,000 barrels (boxes being expressed in terms of barrels), or 15 per cent. above 1917. The increase of the crop that is marketed in barrels is estimated at 34 per cent., while for the boxed crop a decrease of 17 per cent. is indicated.

Distinctive apple-producing regions are known to the trade and are becoming known to the general public. This year, the most prominent region for barreled apples is western New York, where a commercial crop of 5,320,000 barrels is indicated, compared with last year's crop of only 1,118,000 barrels. Next in prominence, this year, is the Shenandoah-Cumberland district, extending from Virginia through Maryland into Pennsylvania. The indicated crop is 1,973,000 barrels, a slight relative gain over 1917. The western Michigan crop, this year, will increase to 756,000 barrels from 350,000 in 1917, according to the July estimate; the crop of the Champlain district of New York and Vermont, to 174,000 barrels from 120,000 in 1917; of the Rome beauty district in southern Ohio, to 258,000 barrels from 122,000 in 1917.

Other barreled-apple districts decline in prospect. The New England Baldwin belt declines from 750,000 barrels in 1917 to 651,000 in 1918; the Hudson valley, from 1,074,000 barrels to 826,000; the Piedmont district of Virginia, from 485,000 barrels to 371,000; southern and western Illinois, from 1,320,000 barrels to 836,000; the Ozarks, from 793,000 barrels to 546,000; and the Missouri river region, from 1,239,000 barrels to 882,000.

The commercial apples that are marketed in barrels will amount to 18,601,000 barrels this year, it is estimated, against 13,856,000 barrels in 1917, and of this production 29 per cent. will come from western New York and 39 per cent. from that district and the Shenandoad-Cumberland district combined.

$20,000,000 RAISIN CROP ABOUT READY

The Fresno, California, raisin belt is getting ready to harvest a $20,000,000 crop. Seven thousand or more growers are living with one thought foremost in mind—how to get the biggest crop in raisin history carefully picked and safe in the packing houses before winter. The crop of Muscatels, Thompsons and Sultanas is estimated at considerably over 200,000 tons.

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, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, 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.

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THE BUSINESS PROFITS TAX

THE business profits tax has according to the statement of R. W. Breadner, the Commissioner of Taxation, exceeded the most optimistic expectations. The estimated receipts for the three years ending December, 1917, was set at twenty-five to thirty millions. In actual practice the amount collected in the first year was $13,508,509, in the second year $21,271,083, with a total to date of $43,330,944. There remains yet to be collected for these years two and a half million and for the accounting period of 1918 the sum of $18,000,000 which will bring the total to $63,830,944. There are many encouraging facts to be noted in regard to this large item of revenue. It has been obtained without bearing seriously on anyone, and according to Mr. Breadner in any case of doubt the benefit has always given to the taxpayer. The commissioner also speaks of the hearty co-operation that has always prevailed between the department and the taxpayer. But probably the fact that is of the greatest importance is the fact of the economy of administration, a fact that is not always to be noted in regard to government administration. In collecting this large sum the collection costs for the first year were $58,174 and for the second $80,000, a cost of 46½ cents a hundred for the first year and less than 38 cents a hundred for the second: a truly satisfactory state of affairs.

SUPPRESSING THE WILD CATTERS

A RECENT report from Windsor stated that the manager of the Consumers' Association of that city, who conducted a spectacular campaign of advertising and selling until the Canada Food Board finally suppressed his business, lays the blame for the closing of that business at the doors of CANADIAN GROCER and the Retail Merchants' Association. As far as CANADIAN GROCER is concerned, there is no wish to dispute this statement. The publicity directed against that concern had the definite purpose of pointing out the essential unsoundness of its business methods.

CANADIAN GROCER is published in the interests of the retail grocery trade and any business that is conducted in such a way as to injure that trade without benefiting the public is its natural enemy. We can feel no sorrow over the closing of this concern. Its methods were a constant invitation to just such action.

THE NEW VICTORY LOAN

FROM all sides in these days come news of triumph, everywhere the armies of Democracy are moving forward, and Victory seems just within their grasp. In these days of triumph we are however facing an insidious danger, the danger that we may come to think of the cause as won and relax the high tension that has made these things possible. Victory is within our grasp, but it is not yet ours and any half heartedness may snatch it away. No one knows just when the war will end, all that concerns us now is that it should be fought to a finish that it need never be fought again. Our present triumphs have been built up on a preponderating efficiency in men and materials achieved by generous self-sacrifice and fabulous expenditures. To ungenerously spare ourselves now, to curtail our expenditures, at a time when success means increasing demands, is to prove ourselves unworthy of victory.

In the days approaching Canada will be faced with another appeal for aid in financing this enormous burden of expenditure. Last autumn the Finance Minister asked a loan of $300,000,000, a sum unprecedented in Canadian history. The response of the Canadian people was a loan of $420,000,000. This year the call will be for a still larger amount, and there is no reason to believe that Canadians will not respond as generously as before. What better investment can a man make than an investment in his own ideals of justice and right and law, in his own land and his own people that those ideals and that land and that people may prosper?

GREATER ECONOMY

THERE are many indications that thousands of people in Canada do not even yet understand the vital relation which personal economy bears to the nation's effort in the war. Many are willing to do anything except reduce their personal expenditures. They will give their sons, brothers and husbands to the battle line, but do not see that in order to support them there with the full man-power of the nation, labor must be saved and released from its ordinary pursuits. The limiting factor in our efforts is man-power. We must save labor, save coal, save power, save shop-room, save railway capacity, at every possible turn.

Current Events in Photograph

THE CRUSADERS OF TO-DAY

Over five centuries ago the words that are to-day in the mouths of everyone were commonplace on the lips of the mail-clad warriors for the Holy Sepulchre. The burning sands that they fought over, are being fought over once more; General Allenbuy's advance is over historic ground. The accompanying photo gives some idea of the nature of the natural difficulties that have to be met. A Lewis machine gun crew bringing their gun into action in the swirling sand of the plains of Palestine.



Accurate Accounts Lessen Failures

Financial Interests of Any Merchant Improved by Knowing How His Business Stands From Day to Day—Inventory the Compass of Business

By DANIEL C. ROPER.

The revenue Act now pending in Congress in the United States is expected to produce $8,000,000. This means a tax on the average of more than $76 for every man, woman and child in the United States. The average per family is nearly $340. In many businesses taxes will be one of the largest items of expense. Daniel C. Roper, Commissioner of Internal Revenue, Washington, D.C., points out to retail merchants that they should maintain an exact record of their receipts and expenses, or in other words keep accurate accounts. As his suggestions are applicable to all retailers, we publish them herewith for benefit of Canadian merchants.—Editor.

NO special system of accounts is prescribed by the Internal Revenue Bureau, but the books should show in detail inventories, purchases, sales, capital investments, depreciation, and similar items required in making up the income tax return. Every merchant should study the income tax law and regulations and see to it that his accounts are kept in a manner that will enable him to determine his net income for taxation purposes.

Aside from the necessity of keeping systematic accounts in order to comply with the Government's requirements, every progressive merchant should adopt an approved accounting system for the good of his own business. In no other way can he further his financial interests more effectively. It has been proven time and time again that accurate accounts are absolutely essential to success in business. The merchant who has a good accounting system is able to eliminate waste and unnecessary expense and can so control his purchases and his credits as to greatly lessen the chance of failure. The inventory, which cannot be taken without some form of accounts is the compass of a business. Without it the direction in which the business is heading either for success or failure cannot be determined.

Importance of Knowing Costs

In the complexities of modern business costs must be calculated with certainty in order to determine what the selling price of an article should be in order to yield a reasonable profit. This is impossible without books of account.

The profits of a business or the losses of a business cannot be determined without book records; and now that the nation requires every citizen to contribute to the war budget within his means and income, the returns required by the Government under the revenue laws cannot be made with any degree of accuracy without books of account and annual inventories.

The bad debt loss of the nation, which runs into large figures annually, is due in large measure to inexperience and inability. If merchants would keep even the simplest books of account, the bad debt wastage would be reduced materially, for inability and inexperience are usually marked by the absence of an accounting system.

Owing to the withdrawal of man power from industry it is essential that every business man be more frugal and exert himself more effectively to conduct his business efficiently. Extra effort put forth in carrying on the business so as to increase volume at less expense, will decrease the chance of failure, increase the earnings of the merchant as a reward for his effort, and enable him to share more liberally in the governmental financial program made necessary for the successful prosecution of the war.

The man who knows the exact condition of his business from day to day has an immeasurable advantage over the individual who has no records upon which to base his operations. It is the duty of every citizen in these war times to keep in such close touch with his business through record keeping and otherwise as to maintain the greatest efficiency and render to his government every cent due in taxes.

New Weight Standards Will be Enforced

Bags of Potatoes Must Weigh 90 Pounds—A Standard For All Varieties of Vegetables When Sold Either by Bushel or Bag—Serious Penalties For Infringement of These Regulations

WHILE 90 pounds has been the legal standard for a bag of potatoes in Canada for a number of years, and has been generally adopted in most of the large commercial potato districts, there has not, until this season, been machinery for enforcing this standard. The sections of the Inspection and Sale Act respecting the weight of a bushel, bag or barrel of certain commodities, given below, have now been transferred for administration to the Department of Agriculture, and the Dominion fruit inspectors are charged with seeing that these sections are complied with. Any one, whether grower, jobber, wholesaler or retailer, who sells or offers potatoes in any bag containing less than 90 pounds, renders himself liable to the penalty provided by section 356 noted below.

The lack of uniformity in the weight of bags of potatoes has been a grievance in the trade for years as in many cases bags of potatoes sold as being of standard weight proved, when actually weighed, to contain as little as 74 pounds, and in some cases even less. While in most cases the failure to give the full standard weight has not been with intent to defraud, the effect on the consumer is the same.

Then, again, many retailers, receiving bags weighing less than 80 pounds instead of the 90 required by law, have perpetuated the evil when selling by the peck or gallon. Instead of selling 15 pounds to the peck many purchasers have found that they received only 12 pounds. With the weight of a bushel of potatoes clearly defined as 60 pounds, there is no excuse for a peck of less than 15 pounds or a gallon of less than 7½ pounds being offered to or accepted by any purchaser of potatoes in these measures.

Weight of Vegetables by the Bushel

Every article sold by the bushel must conform with the following weights or render the seller subject to the penalties outlined below:

When Sold by the Bushel Description of Article—		Weight in Dominion Stand. lbs.
Artichokes	lb.	56
Beans	lb.	60
Beets	lb.	50
Bituminous coal	lb.	70
Blue grass seed	lb.	14
Carrots	lb.	50
Castor beans	lb.	40
Clover seed	lb.	60
Hemp seed	lb.	44
Lime	lb.	70
Malt	lb.	36
Onions	lb.	50
Parsnips	lb.	45
Potatoes	lb.	60
Timothy seed	lb.	48
Turnips	lb.	50

Weights of Bags of Vegetables

Any bag of vegetables sold as such shall contain the number of Dominion standard pounds required by the law as shown herewith:

Description of Article—		Weight in Dominion Stand. lbs.
Artichokes	lb.	84
Beets	lb.	75
Carrots	lb.	75
Onions	lb.	75
Parsnips	lb.	65
Potatoes	lb.	90
Turnips	lb.	75



THE LATE H. H. FRED HUGHES, MONTREAL
From a photo taken some years ago.

H. H. FRED HUGHES DEAD

A well-known figure passed away in Montreal on Tuesday, September 17, in the person of H. H. Fred Hughes. This was the culmination of a prolonged illness covering some years.

Mr. Hughes was seventy-two years of age, having been born at Nicolet, Que. His education was received at Three Rivers, and at the age of 14 years he came to Montreal and entered on his long business career. Among the firms with which he was associated was Douglas Kirk and Co.; Kirk, Lockarby and Co., and Lockarby Bros. Later he founded the house of Caverhill, Hughes and Co., this firm eventually dissolving 20 years ago. He then became interested in handling Spratt's Patent, Ltd., of London, Eng., and for nearly 20 years represented this firm for Canada. He also represented Stuart and Foster, Ltd., Toronto, and the Belleville Cider and Vinegar Co. Mr. Hughes was well-known in the commercial life of Montreal and was a past president of the Dominion Commercial Travellers' Association and a life member of the M.A.A.A. A lover of sport, he was for years president of the Kaneron Fish and Game Club.

Official Weight of Barrel

A barrel of potatoes shall mean, unless a barrel of specified size, kind or content by measure is specially agreed upon, one hundred and sixty-five Dominion standard pounds of potatoes.

Penalties for Infringements

Every person who sells or offers for sale by the bag any of the vegetables mentioned above, shall, in case any bag of such vegetables sold or offered for sale by him does not contain at least the number of Dominion standard pounds required by the said subsection, be liable, on summary conviction, to a penalty not exceeding twenty-five dollars for the first offence, and for each subsequent offence to a penalty not exceeding fifty dollars.

Every person who violates any provision of this part, providing that a bushel of any article shall be determined by weighing and specifying the number of pounds such bushel shall contain, shall, for a first offence, be liable, on summary conviction, to a penalty not exceeding twenty-five dollars, and for each subsequent offence to a penalty not exceeding fifty dollars.

COMPARE THESE WITH CANADIAN PRICES

The British Ministry of Food has directed that from and after July 1 dried fruits may be sold at retail in the United Kingdom at prices not exceeding the following:

	Price per lb.
Dried pears	$0.32
Dried apricots	.32
Valencias	.28
Muscatels	.28
Sultanas	.28
Any other variety of raisins	.28
Currants	.28
Dried plums and prunes	.28
Dried peaches or nectarines	.28
Apple rings	.24
Dried apples	.24
Figs	.16

The same order provides that after July 1, 1918, mixtures of the above fruits may not be sold retail at a price exceeding the maximum price of any dried fruit contained in the mixture.

The prices above named may be augmented by a charge of one cent per pound when delivered.

PERMISSION GRANTED FOR EXPORTATION OF SPANISH OLIVE OIL

It is understood that action is being taken by importers to secure an allotment of Spanish olive oil. The government of Spain recently granted permission for the exportation of olive oil until the end of this year to the amount of 20,000,000 kilos, half of which may come to North and South America. As far as can be learned, no shipments have yet been arranged for but every effort is being put forth to secure a portion of this for Canada and hopes are expressed that space may be allotted for its transportation. The market at the present time is practically bare of supplies and any available is very high priced.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

Lewis J. Seidensticker, general manager of the Atlantic Sugar Refinery, St. John, has returned from a trip to New York and Boston, where he has been arranging for further supplies. The St. John refinery has nothing to complain of regarding the demand for its product and the output has been increasing. The local trade is developing steadily and the outside shipments are heavy.

The molasses business handled through St. John, which has attained large proportions owing to the fact that the city is the nearest Canadian port to the West Indies, was threatened rather seriously lately in an unexpected manner. The danger came from an apparently simple proposal to change the location of some railway tracks. It was only when it was realized that the changes would destroy the only convenient waterfront area available for the storage of this product that the seriousness of the situation was realized. The matter was taken up by the wholesale grocers through the Board of Trade and brought to the attention of the common council. The danger to the trade was made clear to the city commissioners and they agreed to undertake an expenditure of about $10,000 in order to avoid the necessity for the proposed changes in the railway tracks.

Quebec

M. Boyce & Son, Quebec city, have sold their assets.

Oza Mortel, Montreal, has registered his grocery business.

Wilfrid Coutin & Cie, grocers, Quebec City, has been registered.

John E. Turton, grocery broker, Montreal, was in Toronto this week.

Eugene Grotton, general store, St. Etienne de Beauharnois, has sold his stock.

Amede Denais, Montreal, has been registered under the firm name of R. Denais & Cie. He will conduct a grocery business.

Alfred Poisson and Eugene Poisson, Gentilly, Que., have been registered under the firm name of Poisson & Poisson and will conduct a general store business under that name.

H. D. Marshall, grocery broker, Ottawa, in company with Charles Jacobs, representing Habicht Braun & Co., New York, is calling on the trade in Montreal and Quebec this week.

Ontario

J. C. Gillam, grocer, St. Thomas, has sold to W. A. Day.

The Veteran Tea Company, Toronto, has dissolved.

Mrs. C. W. Stewart, Hamilton, has sold her King street east business.



John W. Patterson, of St. John, N.B., who was employed with Thomas Gorman, wholesale grocer, in that city until he enlisted early in the war, has been officially reported killed in action. He is survived by his wife and an infant child.

Corp. A. G. Wilkins, 38 Laughton Ave., Toronto, is suffering from gunshot wounds in the right thigh. He went overseas over two years ago. He is 25 years of age, was born in England, is married, and has one little girl. He was formerly employed at Cowan's chocolate factory.

Word was received recently by R. H. Davis, grocer, Strathroy, Ont., that his son, Pte. Oscar Davis, was killed in action on Sept. 2. Pte. Davis was born near Toronto, and came to Strathroy with his parents, Mr. and Mrs. R. H. Davis, about fifteen years ago. He was 24 years of age, and went overseas with the 135th Battalion. For some time he was employed at the grocery store of W. G. Meekison, but joined his father in the grocery business here a few years ago.

W. Burtch, Gormley, Ont., has sold his business to J. T. Johnson.

William Parkhill, Toronto, has been succeeded by H. E. Judges.

W. H. Anderson, president of the Anderson-Langstaff Co., Kemptville, died recently.

Arthur L. Vanstone, grocery and crockery merchant of Brantford, died recently.

Mrs. E. Gordon, groceries and meats, Hamilton, Ont., has sold out to Wm. Colombo.

Joseph Berube has taken over the general store business formerly conducted by the General Supply Co., Jackfish.

Oliver Kinzie, of the Walker Bin and Store Fixture Co., Kitchener, Ont., has left on a business trip to Western Canada.

A. W. Whitehorn, who has conducted grocery stores in Westboro and Ottawa, has closed his Ottawa branch and will devote his entire attention to the Westboro store.

J. W. Smith and his son, I. H. Smith, who have been in partnership in the bakery business in Goderich for some time, dissolve partnership, J. W. Smith continuing the business.

Mr. G. F. S. Garden has purchased the grocery business of H. Livens, Seaforth, Ont. Mr. Garden is well known in Seaforth, having been a resident for some time previous to his removal to Kitchener several years ago.

Walter Hern, who has conducted a grocery business in Goderich for some time past, has sold his business to Robertson & Mair, Kingston street, Goderich. They will remove to the stand at the corner of Hamilton street now occupied by Mr. Hern.

Jas. Lloyd and Son, wholesale and retail fruit merchants, are going out of the retail end of their business and intend to move from their present stand on West street, Goderich, to what was formerly a garage on East street, in a couple of months. This building will be thoroughly overhauled, will have a cement floor laid throughout, a glass front put in, glass office and glass tobacco store room.

F. A. McMurray, manager of the lard and shortening department, Wm. Davies Co., Ltd., Toronto, and Reg Diamond, manager of the fresh pork department with the same firm have enlisted with the C.O.T.C., signing up last Wednesday week. Both Mr. McMurray and Mr. Diamond joined the Davies Company when in their teens, secured their early training there and have kept climbing until reaching the positions held at the time of their enlistment. The best wishes of their fellow workers and employers go with them in their new "work."

An organization to be known as the Dominion Macaroni Company, Limited, has been incorporated in Ontario, to manufacture and buy and sell macaroni and spaghetti, potato flour, tomato paste, cheese, vegetable oil, packed dessicated, evaporated, aerated and cured vegetables, grains and extracts, essences, sauces and relishes, and to carry on any other business that may be conveniently carried on in connection with this company. The company is incorporated with a capital of one hundred thousand dollars, with head offices in Toronto. The provisional directors are Eugene Charles Kidder, St. Catharines, Ont.; J. J. Nairn, Aylmer, Ont., and R. L. Innes, W. R. Drynan, and G. E. F. Smith, of Hamilton, Ont.

Western

W. E. Heard, grocer, Saskatoon, Sask., has sold out.

B. Wolch, general store, Laird, Sask., has sold out.

John Campbellford, St. Vital, Man., has sold to F. A. Blabier.

J. S. Castle, Delisle, Sask., butchers, has discontinued business.

G. Estarbrook, butcher, Ponteix, Sask., has discontinued business.

F. A. Sinclair, grocer, Senloe, Sask., has discontinued business.

Joll Bros., general store, Red Jacket, Sask., have sold to J. Harrath.

Frankel Bros., grocers, Winnipeg, have had their partnership registered.

McHague Trading Co., general store, Hague, Sask., has dissolved partnership.

The Alberta Grocers, Edmonton, Alta., have had their partnership registered.

M. Bricker, general store, Benito, Man., has sold out to the Benito Trading Co

David Black, grocer and confectioner, Winnipeg, has sold to Moses Reisberg.

H. D. McWhirter, grocer and confectioner, Winnipeg, has sold to W. H. Perrin.

Brown & Gathercole, butchers, Broadview, Man., have sold to Knight & Ludwig.

Sam Mendelvitch, general store, Estuary, Sask., has sold his stock to N. Rosenstock.

N. Nelson, grocer and confectioner, Tisdale, Sask., has sold to L. S. Henderson & Co.

Tapper & Kushnerow, general storekeepers of Melville, Sask., have sold to M. Waldman.

Robinson & McAvoy, general store, Boissevain, Man., have dissolved partnership, W. P. McAvoy continuing the business.

Geo. E. Kenny and Edgar A. Ellis, Provost, Alta., have been registered under the name, the Sanitary Meat Market.

SALES MANAGER FOR DAYTON SCALES

J. W. Davidson, better known as "Wylie" amongst his many friends, has just received an important appointment as sales manager for Dayton Scales, a division of the International Business Machines Co.

Mr. Davidson has practically grown up with Dayton Scales, having entered the business over 16 years ago. The territory under his supervision is from Newfoundland to Victoria, B.C., having agencies in all cities. It is covered by a sales force of over 40 representatives, who also handle the Dayton meat slicer and cheese cutter. F. E. Mutton is the vice-president and general manager of the company. Mr. Davidson's headquarters will be in Toronto.

CALGARY R. M. A. HAS GOOD MEETING

In a recent well attended meeting of the Retail Merchants' Association of Calgary, several matters of interest were brought before the attention of the association, among others being those of early closing and that of the workings of the Factory Act.

One of the best evidences of interest on the Executive's part was that of the inauguration of a campaign to increase the memberbership. On motion, the president, W. J. Illsey, was asked to name one from each representative business in Calgary to act as a member of the special Campaign Committee.

The president was strongly of the opinion that Calgary needed a good strong branch of the Retail Merchants organization. In support of this he emphasized the importance of the freer discussion of problems which the war had brought to merchants and expressed his belief that not less than two-thirds of the merchants should be secured to form a strong association.

In replying to a point raised as to what added benefit there was in a purely retail organization as compared with the Retail Section of the Board of Trade, the president stated that as the Retail Merchants' Association was continent-wide, it therefore was much more powerful, and consequently would be better able to deal with various matters effectively.

Fees for the year were agreed upon at $12.00, half of this amount to be apportioned the local and the other half the provincial organization.

Deputy Attorney General Browning was present, but declined to make a speech preferring to answer definite questions. He admitted, however, that the information he was given as to how the merchants felt in the matter of early closing, and as to how closing hours affected the various lines of business, would assist him and his department to a better understanding in formulating further or revising legislation. In this respect he promised his interest and support.

One of the interesting and helpful suggestions made at the meeting was that of having speakers provided from time to time to deal with such important matters as insurance, salesmanship, etc.

The "get-together" spirit of this meeting spoke well for the future of the Calgary Association.

Associate Editor Who Is Going Overseas



LIEUT. H. L. SOUTHALL,

associate editor of CANADIAN GROCER, who is going overseas. It is understood he will be connected with a tank battalion. Forty-one members of the MacLean Publishing Co. staff have volunteered and gone on active service.

ST. JOHN, N.B., TO HOLD MERCHANTS' INSTITUTE

Frank Stockdale, Noted Business Expert, Will Deliver a Number of Lectures

A Merchants' Institute is to be held in St. John, N.B., during the first week in October, under the auspices of the Retail Merchants' Association and the Rotary Club. The executives of these two bodies met early this week to discuss with J. W. Griest plans for the proposed institute, and, as a result of the conference decided to call a mass meeting of city business men to deal with the matter. There was a large gathering of merchants and others in the Board of Trade rooms when the meeting was held, F. W. Daniel, president of the Retail Merchants' Association presiding. Mr. Griest laid before the meeting the proposal as it had been outlined, the proposition being to bring to the city Frank P. Stockdale, of Chicago, the noted business expert. After hearing an account of Mr. Stockdale's work in other cities the meeting decided to extend the invitation, and committees were appointed to complete the preparations.

Committees have been appointed as follows:

General arrangements: A. O. Skinner, H. W. Rising, A. E. Everett, M. E. Grass, William Hawker, T. F Drummie, P. D. McAvity, N A. McLean, H. H. Scovil, A. A. McIntyre, W. H. Emerson, S. E. Fisher, G M. Ross, H. C. Brown, H. C. Page, F. T. Walsh, Atkinson Morrison, J. H. Vaughan, C. H. Smythe, C. E. Lordly.

Finance.—G. M Ross, N. A. McLean, A. E. Everett.

Publicity.—T. F. Drummie, H. H. Scovil, P. D. McAvity.

From St. John, Mr. Stockdale goes to Halifax, N.S., where he will address the meetings of an institute of a similar nature which will open there on October 7.

MORROW CEREAL COMPANY INCREASES PLANT

The Morrow Cereal Co., Toronto, headed by F. K. Morrow and his associates, have materially enlarged the available plant of the company by the purchase of the property and entire business interests of the James Goldie Co., Ltd., Guelph. It is understood that the deal has been under contemplation for some months past, but was only formally concluded on Monday last.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to konw where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

APPLE, GRAPE AND ONION SHIPPERS

Kindly give us the addresses of some Nova Scotia apple shippers, also of shippers in Ontario. Also give us names of Ontario shippers of onions and grapes.

THE CONSOLIDATED PURCHASING CO.,
Winnipeg.

Answer—In Nova Scotia the following are the largest shippers of apples: United Fruit Co., of Nova Scotia, Berwick, N.S.; Nova Scotia Shipping Co., Berwick, N.S.; Herbert Oyler, Kemptville, N.S.; H. Blight & Sons, Halifax, N.S.; W. H. Chase & Sons, Wolffville, N.S. Among Ontario shippers might be mentioned, Ontario and Western: Grimsby, Eleris Casselman, McIntosh, Ont., via Morrisburg, Ont.; S. H. Colliver & W. Whittam, Picton, Ont.

In regard to onion shippers the following might be mentioned: Leamington & Western Co-operative Fruit Growers, Erie Co-operative Fruit Growers and E. E. Adams, all of Leamington, Ont. The Ruthven Cold Storage Co., Ruthven, Ont.; the Kent Farmers' Produce Co., Blenheim, Ont.

Grape shippers:—S. M. Culp & Co., E. L. Jemmett, Chas. Prudhomme, Beamsville, Ont.; Titterington Bros. and St. Catharines Cold Storage Co., St. Catharines; Ontario & Western Grimsby Co-operative and C. W. F. Carpenter, Grimsby, Ont.; C. P. Carpenter & Sons, E. D. Smith & Co. and Winona Fruit Growers, Winona, Ont.

* * *

MAGAZINE ON JAMS AND MARMALADES

Where can I subscribe to a magazine that takes up the manufacture of jam, marmalade, jellies and pickles?

M H. LOW.
Edmonton, Ont.

Answer—"The Canner," Chicago, and "The Canning Trade," Baltimore, both deal in some measure with these matters. They are devoted more definitely, however, to canned goods. Will advise further regarding the matter shortly.

* * *

APPLES AGAIN

Where could I secure to best advantage one or two carloads of apples?

EMILE JULIEN,
Baie Shawinigan, Que.

Answer You could probably purchase to best advantage from some Nova Scotia shipper. Sec list given above.

* * *

SELLING GOODS FROM DOOR TO DOOR REQUIRES A LICENSE

Can a farmer sell his own produce, such as eggs, butter, lamb, beef, potatoes, turnips, in fact all kinds of farm produce and retail from house to house without a license?

JOHN A. McARTHUR,
Upper Grand Meiner, C.B., N.S.

Answer -No. A farmer can sell his own products without a license providing he sells through the usual marketing channels, but to sell from door to door constitutes the seller a retailer and a license would be required.

* * *

WHEN SUGAR CERTIFICATE NEEDED

Do people keeping five boarders and serving three meals each per day come under this ruling, or does the order mean those serving meals to fifteen persons per day besides their own family. Also to whom do the people keeping boarders have to apply to obtain their sugar certificate?

G. W. WHETHOM,
Toronto.

Answer Our judgment is that the sugar certificate rule applies only to licensed public eating places. If less than fifteen meals are served no certificate is needed. These certificates are obtained from the Canada Food Board, Ottawa.

* * *

EUROPEAN METHOD OF SOUP CANNING

Kindly supply us with the names of British Columbia firms manufacturing canned soups according to the European methods?

J. J. MILLIGON,
Chicago, Ill.

Answer--The following firms use this method: Chilliwack Canning & Evaporating Co., Ltd., Chilliwack, B.C.; Dominion Products Co.. Ltd., Standard Bank Bldg.. Vancouver, B.C.; the B.C. Hop Company, Ltd., Sardis, B.C.

POTATO HANDLERS IN ONTARIO AND QUEBEC

Kindly give me the names of some firms handling potatoes in Qucbec and Ontario?

AUGUSTUS McDONALD,
Souris, P.E.I.

Answer Montreal Potato Exchange, St. Antoine Mkt., Montreal; Jos. Wood & Co., Youville Square; Charbonneau Freres, Bonsecours Market, Montreal; Stronach & Sons, Church St.; H. Peters, Front St.; McWilliam & Everist, Church St.; A. A. McKinnon & Wm. Patterson, Colborne St., all of Toronto.

* * *

RAT AND MICE DESTROYERS

Can you tell me where we can obtain "Virus Poison" used for exterminating mice.

JAS. KNOX & SONS,
Delke, Sask.

Answer.—A product known as Ozoa Rat Virus is manufactured by the Parke Davis Co., Walkerville, and can be obtained from Lyman Bros. & Co., Ltd., Toronto. A very effective product for destroying rats and mice is manufactured under the name "Egyptian Rat Embalmer," by Albert Hugli, 1070 Bathurst Street, Toronto.

* * *

MANUFACTURERS OF DRY YEAST CAKES

Can you tell us if there are any Canadian manufacturers offering dry yeast cakes other than the E. W. Gillett Co., Ltd.?

———, St. John, N.B.

Answer.—The White Swan Spices and Cereal Company, Ltd., Toronto and A. MacDonald & Co., Winnipeg, are manufacturers of these goods.

* * *

WHOLESALERS OF PICKLED FISH

Kindly give me the names of wholesalers of pickled fish in Toronto and Montreal.

P. M. NICKERSON,
Spry Harbour, N.S.

Answer. The following Toronto dealers are handlers of these goods: F. T. James & Co., Church and Colborne Sts., White & Co., Front and Church Sts., J. Bowman & Co., 66 Jarvis St., M. Doyle, 26 West Market St. Montreal dealers: Maritime Fish Corporation, Leonard Fisheries, D. Hatton & Co.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following: .....

.....

.....

Name .....

Address .....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

DAMAGE to the crop of prunes in California has been very severe, and the growers face a very serious situation. In fact, the outlook from the grower to the consumer is by no means one which can be considered bright.

The Government has stopped all shipping until complete information as to the extent of the cargo damage can be reckoned. The report when available may result in the Government taking over the entire crop, or at least such a large percentage that none will be released for Canada at all. New crop prunes for Canadian consumption are a decided uncertainty in the light of existing conditions.

Sugar supplies will, it is thought, be somewhat easier in another week or ten days. Shipments now rolling will help materially. Refineries are now compelled to load 40,000-lb. cars as a minimum car shipment. Unshipped orders will be filled on this basis.

MONTREAL—The tea market is strong for Japans and Chinas. Black continue a little quiet because of the stocks of cheap Javas in the country. Prices on Ceylon and Indian blacks are all on high basis and are likely to continue so throughout the winter.

There has been no change in prices on coffee this week. The demand continues steady, and supplies are adequate. Cocoa also holds steady. It is probable that sweetened cocoa in bulk will ere long be discontinued by the manufacturers. One large manufacturer informed CANADIAN GROCER that they were no longer making this line, due to the sugar situation. The demand for cocoa is picking up with the cooler weather.

The market for apples continues to be quite strong. Apples reaching the market are readily absorbed. Nova Scotia apples will likely be on this market next month, and the arrival of these may make for easier prices.

The wet weather prevailing for the most part of this month to date has resulted in a substantial fall in supplies of potatoes reaching the market. The offerings from New Brunswick have been small because the bulk of the supplies coming forward are being bought up for shipment to the United States. Because of the temporary scarcity of potatoes existing, the market has been very strong, and prices have advanced 40c to 50c a bag of 90 pounds ex store. Tomatoes are not quite as plentiful, and have advanced.

TORONTO—Interest in salmon, which has been running high during the past couple of weeks, is rather overshadowed by the latest news on prunes. Some authorities in the trade, in view of the serious damage reported, due to rains in California, do not look for any new crop goods for the Canadian market. The tonnage of prunes is a big factor to the wholesale trade here, and the loss resulting from non-arrival of this food will be a serious blow to the trade. All shipments have been stopped of old prunes until complete reports from investigations on damage to crop are received. The outlook is by no means a bright one.

Salt has undergone a further advance during the week, and higher levels have been reached on paper bags and manila wrapping paper. Cocoanut is in a very firm market, and advances of from 2 to 3c per pound within the next thirty days would not come as any great surprise.

Rolled oats have declined both in packages and in bulk. The weakness of the corn market may bring about a reduction in corn meal in the very near future; the outlook is undoubtedly easier.

Prices on 1918 pack canned beans are out. These usually run on about the same basis as peas, but the light pack has resulted in beans being slightly higher. Prices on strawberry jams in 4-lb. tins have all been advanced in some quarters, the increase on some brands amounting to as much as 10c per tin.

Lima beans have reached lower levels, declines of from 1c to 1½c per pound being made. Lower prices on Canadian white kidney beans have also been made, and Rangoons are down.

Supplies of fruits and vegetables reaching the local market are very good, and no difficulty is being experienced by dealers in selling all that arrives. A big drive is being made on peaches this week, and pears and plums are also prominent. Potatoes continue a scarce article, and little improvement in the supply is expected for another two or three weeks. Onions are selling freely; supplies are good and quality splendid.

Sugar supplies in another week are expected to be somewhat better. There are cars rolling now which should ease the situation somewhat. An advance of 25c per 100 pounds by one refiner and 15c by another has been recorded.

QUEBEC MARKETS

MONTREAL, Sept. 24.—Changes in grocery markets continue to be of an upward nature, and are quite numerous this week. This condition will likely continue as supplies are short in most lines. Trade is fairly good.

Wrapping Paper Up Bags Advance Also

Montreal.

WRAPPING PAPER AND BAGS.—A slight advance has been made in the price of wrapping paper and bags. Grey brown wrapping paper has advanced to 5¾c, and manila has advanced to 6¼c. Heavy kraft paper bags are higher, the discount now being 15 per cent., and on the Standard Automatic bag the discount is now 27½ per cent.

Soap Powder, Lye; Corned Beef Advance

Montreal.

VARIOUS LINES.—Babbitt's soap powder has advanced 20c per case, from $4.80 to $5. Babbit's pure lye has gone up 35c per case, from $5.25 to $5.60. Libby's corn beef in one pound tins has advanced from $5.75 to $6.50 per dozen, the 2-pound tins have advanced from $11.50 to $12.40 per dozen.

Sugar Situation Very Difficult

Montreal.

SUGAR.—The Atlantic Sugar Refining Co. has advanced its price to $9.50 per hundred pounds. This makes but two prices for sugar; Atlantic, Acadia and St. Lawrence selling at the $9.50 basis, and the Canada Sugar Co. remaining at $8.75. The demand for sugar continues just as strong and supplies are very light. Rumors regarding the fixing of price for new raws are unconfirmed.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-920
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

New Pack Bean Prices; Chum Salmon Up

Montreal.

CANNED GOODS.—Prices have been announced on new pack Golden Wax and Refugee beans. These are $1.95 to $1.97½. The canners will only deliver about 25 per cent. of their contracts on these beans. One of the brokers expressed his opinion to CANADIAN GROCER that new pack tomatoes 2's and ½'s will not open under $2. His idea is also that corn will open from $2.15 to $2.20, these prices being to the jobber. Chum salmon in ½ lb. flats has advanced from $1.15 to $1.20.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats		2 45
Sovereign, 1-lb. flats		4 50
Do., ½-lb. flats		2 30
1 lb. flats		4 62½
1 lb. talls, cases 4 doz., per doz.		4 50
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls		2 25
Do., ½s, flat		1 20
Pinks, 1-lb. talls		2 60
Cohoes, 1-lb. talls		3 40
Red Springs, 1-lb. talls		2 70
Red Springs, ½ lb.		2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"		20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.		4 00
Tomatoes, 1s		1 25
Tomatoes, 3s	2 40	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 30	2 60
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s		2 35
Do., fancy, 20 oz.		1 57½
Peas, Morens Ex fine		2 25
Beans, golden wax	1 95	1 97½
Beans, Refugee	1 95	1 97½
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s		3 00
Do., (U.S.), gallons		10 00
Corn (on cob, gal. cans), doz.		8 50
Red raspberries, 2s		4 00
Simcoes		2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s		3 00
Strawberries, 1918 pack (2s)		4 00
Rhubarb, 2½s		2 60
Blueberries, 2s, doz.		1 85
Blueberries, gallons		7 00
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		6 00
Potatoes, Can. Sweet, 2½-lb. tins		2 10
Potatoes, Cal. Sweet, 2-lb. tins		2 75
Carrots, sliced, 2s		1 45
Apples (gallons)		5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)		2 45
Pineapples, 1½s		2 25
Pineapples, 2s		3 10
Pineapples (grated), 2s		2 90
Greengage plums (light syrup)		1 90
Lombard plums (heavy syrup), 2s		1 70

Corn Syrup Active; Molasses Firm

Montreal.

MOLASSES, SYRUPS.—Corn syrup, white in particular, is in good demand, due in part to the propaganda of the Food Board. Corn being in good supply will hold for some time to come. The molasses market is very strong and supplies are meagre.

Corn Syrup—		
Barrels, about 700 lbs.		0 07¼
Half bbls. or quarter bbls., ¼c per lb. over bbls		
Kegs		0 07¾
2-lb. tins, 2 doz. in case, case		4 80
5-lb. tins, 1 doz. in case, case		5 40
10-lb. tins, ½ doz. in case, case		5 10
20-lb. tins, ¼ doz. in case, case		$ 05
2-gal. 25-lb. pails, each		2 25
3-gal. 38½-lb. pails, each		3 40
5-gal. 65-lb. pails, each		5 50
Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case		7 00
Barrels, per 100 lbs.		9 75
Half barrels, per 100 lbs.		10 00

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 03
Barrels	1 06
Half barrels	1 07

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Rice Supplies Ample; Meets Requirements

Montreal.

RICE.—For the time being there are ample supplies of rice in Canada, but due to market conditions in Hong Kong and other large shipping points, and to the conditions evidenced by the recent riots in Japan, stronger prices are looked for before very long.

Rice, fancy, per 100 lbs.	9 75	10 25
Ice Drips—Japan		11 25
Carolina	12 50	15 00
"Texas"		9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon "B"	9 25	9 50
Rangoon CC	9 10	9 50
Mandarin		10 00
Special pickling		9 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15'	0 16

Prune Outlook Poor No Fig Delivery

Montreal.

DRIED FRUITS.—Prunes have suffered heavy damage by rain, estimated at about 50 per cent. of the crop. The American Government had already requisitioned about 60 per cent. of the crop and now in order to secure its requirements it is quite possible that the American Government may find it necessary to take over the entire crop. In the meantime packers have been instructed not to ship any new crop prunes. Peaches are practically off the market as far as new crop is concerned. The American Government has requisitioned about 60 per cent. of the pack, and the pack is far below normal. Figs, too, have been seriously damaged by the rains. The crop of black figs is probably entirely ruined and practically no delivery is anticipated. Adriatic and Calimyrnas figs have also been seriously damaged and one independent packer states that he will only fill 75 per cent. of his orders until the exact damage is known. New crop apricots have already begun to arrive in Montreal.

Apricots—		
Choice		0 26
Slabs		0 23
Fancy		0 30
Apples (evaporated)	0 18	0 20
Peaches (fancy)—		
Faced		0 19
Choice		0 17
12 oz., per pkge.		0 16
Pears		0 16
Drained Peels (old)—		
Citron		0 46
Lemon		0 36
Orange		0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25-$4.00; 4-crown cluster, $5.00; 5-crown cluster, $6.00.		
Muscatels, loose, 2-crown	0 10½	0 11½
Muscatels, loose, 3-crown, lb.	....	0 12½
Muscatels, 4-crown, lb.	....	0 13
Cal. seedless, 16 oz.	....	0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 14
Choice seeded, 16 oz. pkgs.	....	0 13
Valencias, selected	....	0 10½
Valencias, 4-crown layers	....	0 11½
Currants, old	0 24	0 29
Do., new	....	0 32
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary	....	7 92
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	....	0 12
Figs, Portuguese (mats)	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	0 19	0 19½
California, 40-50s	....	0 18
25-lb. cases, 50-60s	....	0 17
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 12½
Oregon, 30-40s	....	0 15½
40-50s	....	0 15½
50-60s	....	0 12½

Nuts Are Higher; Supplies Limited

Montreal.

NUTS.—Nuts in the shell, what lines are procurable, are very high, and prospects are that they will go even higher. It is likely that there will be no new French walnuts either in shell or shelled, although the French Government is permitting some old contracts to be filled with the 1917 crop. Filberts are off the market just now because of the present Spanish embargo. Stocks are very light here and in the States. It is feared that the heavy rains have damaged the California almond crop considerably, and that the shells will be so discolored that the nuts will be unsaleable, necessitating the shelling of the nuts and marketing them unshelled.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 48	0 55
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 23
Filberts, Barcelona	0 19	0 21
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	....
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	....	....
Walnuts (Spanish)	0 30	0 33

Prices Fixed for Standard Flour

Montreal.

FLOUR AND FEEDS.—The price has been set on Government standard flour, 74 per cent. extraction, at $11.50 in car lots, track. This is an advance of 55c over last year's figures, due largely to increased freight rates, the slight increase in the price of wheat and the higher quality of the flour, 74 per cent. extraction as compared with 76 per cent. last year, also to the increased cost of manufacture and to the extra cost of sacks, as result of large increase in the price of jute.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	11 50
Car lots (delivered), Bakers	....	11 65
Small lots (delivered)	....	11 75
Bran, per ton	....	37 25
Shorts	....	42 25
Crushed oats	61 00	70 00
Barley meal	65 00	68 00
Barley chop	65 00	68 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	....	60 00
F.O.B. Ft. William	....	58 00
Feed oats, per bushel	1 03	1 05

Cornmeal Easier; Rolled Oats Firmer

Montreal.

CEREALS, ETC.—Oats have advanced three cents a bushel. This should indicate a slight advance in rolled oats and package oats in the near future. Demand is good in these lines. Corn, rice, rye and oat flour are all in good supply and in active demand. Gold cornmeal has ruled easier, being quoted at $6.75 this week.

Cornmeal, Pure Gold	....	6 75
Cornmeal (Gold Dust)	6 25	6 60
Cornmeal (bolted)	4 25	4 50
Barley, pearl	7 50	8 25
Barley, pot, 98 lbs.	6 00	6 25
Barley flour, 98 lbs.	6 25	6 75
Buckwheat flour, 98 lbs.	....	8 00
Corn flour, 98 lbs.	5 80	6 00
Corn flour (standard)	....	5 45
Rice flour	8 75	9 00
Oat flour	....	6 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 25
Oatmeal (standard-granulated and fine)	6 50	6 60
Peas, Canadian, boilling, bush.	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags	5 20	5 40
Rolled oats (family pack.), case	5 70	5 60
Rolled oats (small size), case	2 00	2 05
Rolled wheat (100-lb. bbls.)	....	6 75
Rye flour (Can.), 98 lbs.	6 75	7 50
Do. (American), 98 lbs.	....	6 85

JAPAN BEANS PLENTIFUL

It has transpired of late that the outlook for a large crop of Japanese beans is better than for a long time. The position of this year's yield is best shown by comparison with last season's and that of 1916 also. The comparative figures are as follows for Kotenashi variety. In 1916, 7,400 tons; 1917, 38,000 tons and in 1918 the yield (estimated) will be about 63,000 tons. This is favorable, thus far. The question of transport is one that worries importers to an extent and it is stated that early delivery will be quite an uncertainty. However, with a good crop in Canada —Quebec promising well—it is expected that the figures will be lower in the coming season than they have been for some time.

Self-raising flour—		
3-lb. pkgs., doz.	....	2 85
6-lb. pkgs., doz.	....	5 60

Plenty of Beans; Market Dull

Montreal.

BEANS.—Recent weather conditions have somewhat impaired the outlook for a large yield of beans in this province. However, there has been a general harvesting in some districts, and it is generally conceded that the yield will be a good one. There is every likelihood of a bumper crop in Japan. Business is very dull, and prices should settle to somewhat lower levels.

Beans—		
Canadian, hand-picked, bush.	8 25	8 40
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia	....	9 00
Brown Beans	....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 25	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Tea Market Continues Firm

Montreal.

TEAS.—Market still is strong for Japans and Chinas. Blacks continue a little quiet because of the stocks of cheap Javas in the country. Prices on Ceylon and Indian blacks are all on high basis and are likely to continue so throughout the winter.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Firm, Demand Good

Montreal.

COFFEE AND COCOA.—There has been no change in prices on coffee this week. The demand continues steady, and supplies are adequate. Cocoa also holds steady. It is probable that sweetened cocoa in bulk will ere long be discontinued by the manufacturers. One large manufacturer informed CANADIAN GROCER that they were no longer making this line, due to the sugar situation. The demand for cocoa is picking up with the cooler weather.

Coffee, Roasted—		
Bogotas, lb.	0 29½	0 33
Jamaica, lb.	0 25	0 29
Java, lb.	0 39	0 42
Maracaibo, lb.	0 28½	0 31
Mocha, lb.	0 34	0 38
Mexican, lb.	0 23	0 27
Rio, lb.	0 24	0 28
Santos, Bourbon, lb.	0 28	0 31
Santos, lb.	0 27	0 30
Cocoa—		
Bulk cocoa (sweet)	....	0 25
Bulk cocoa (sweet)	....	....

Spices Hold Firm, Business Good

Montreal.

SPICES.—Markets are steady and very firm. The local stocks being in very good shape are held firmly with the probabilities of revision being made later for a number of spices that are harder to replace from importing points. Country dealers' stocks have been in good shape and trade from that quarter has been limited, some jobbers state.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	....	....
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk	....	0 70
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 18	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

More Honey Reaching Market

Montreal.

HONEY AND MAPLE PRODUCTS.—Honey has been reaching the market in better quantities during the last few days. Supplies arriving have been ample to take care of the demand. Prices have not changed during the week.

Maple Produet—		
Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 22	0 25
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Honey—Buckwheat, tins or bbls.	....	0 23

Apples High, Supplies Fair

Montreal.

FRUITS.—The market for apples continues to be quite strong. Apples reaching the market are readily absorbed. Nova Scotia apples will likely be on this market next month, and the arrival of these may make for easier prices. There is a very good demand for all classes of fruit in spite of the high prices prevailing.

Apples—		
Duchess (in bbls.), No. 1	....	5 50
Do., (in bbls.), No. 2	....	4 50
No. 1 Alexanders, bbl.	....	5 50
No. 2 Alexanders, bbl.	....	5 00
St. Lawrence (in bbls.) No. 1	....	6 00
Do., Do., No. 2	....	5 00
Wealthy (in bbls.), No. 1	....	7 00
Do., Do., No. 2	....	6 00
Apricots (Cal.) ,box	....	3 00
Bananas (fancy large), bunch	....	4 50
Blueberries, Saguenay (box of 18 quarts)	....	2 75
Canataloupes (45 size), crate	....	6 50
Do., (15 size), crate	....	3 00
Grapes (California fancy), 4 bask	....	3 00
Grapes—		
Tokays	....	2 50
Malagas	....	2 50
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	....	5 00
Grape fruit (fancy Porto Ricos) 54, 46	....	4 75
Lemons (fancy new Messina)	8 00	9 00
Lemons (choice)	....	7 00
Melons, Montreal, Musk (basket of 12)	....	16 00
Melons (musk), crate of 10-12	....	2 25
Do., basket	1 00	1 25
Lemons (California seedless)	....	8 00
Oranges, Valencia lates	10 50	11 00
Oranges, California navels	....	10 00
Oranges (bitter)	4 00	5 00
Plums (Cal.), crates	....	3 00
Do., basket	1 75	2 00
Do., 11-qt. baskets	....	1 25
Do., 6-qt. baskets	0 75	1 00
Do., 11-qt. Pears	....	1 25
Pineapples, Cuban (crate)	....	6 00
Pineapples, Florida	....	6 00
Pears, Cal., eating, small box	....	4 50
Do., Barletts	4 25	4 50
Peaches—		
No. 1, Canadian—		
11-qt. baskets	....	1 50
6-qt. baskets	....	0 90
Crawfords	2 25	2 50
Elbertas	2 00	2 25

Scarcity Boosts Potato Prices

Montreal.

VEGETABLES.—The wet weather prevailing for the most part of this month to date has resulted in a substantial fall in supplies of potatoes reaching the market. The offerings from New Brunswick have been small because the bulk of the supplies coming forward are being bought up for shipment to the United States. Because of the temporary scarcity of potatoes existing the market has been very strong and prices have advanced 40c to 50c a bag of 90 pounds ex store. Tomatoes are not quite as plentiful, and have advanced.

Beans, new string (20-lb. bag)	2 00	2 25
Beets, new, bag	0 75	1 00
Cauliflower (Montreal), doz.	1 00	1 25
Corn (sweet), doz.	0 15	0 20
Cabbage (Montreal), doz.	0 50	1 00
Carrots, bag	0 85	1 00
Celery (Montreal), doz.	....	1 00
Cucumbers (Montreal), doz.	....	0 40
Egg plant, doz.	1 00	2 00
Gherkins, box	....	3 00
Lettuce, curly (doz.)	0 40	0 50
Lettuce (Montreal), head	....	0 75
Leeks	1 00	1 50
Mint	....	0 20
Mushrooms, lb.	....	0 90
Onion, spring doz.	....	0 25
Onions, Can., bag (70 lbs.)	....	2 00
No. 1 Yellow (70 lbs.)	....	2 25
No. 1, Red (70 lbs.), crate	....	2 50
Oyster Plant	....	0 50
Parsnips, new, bag	2 00	3 00
Parsnips, new, doz. bunches	....	2 00
Parsley (Canadian)	....	0 20
Potatoes Montreal new (90-lb. bag)	2 40	2 50
Potatoes (New Brunswick), bag.	2 40	2 50
Pumpkins (doz.)	....	2 00
Romane	....	0 50
Rhubarb, doz.	0 25	0 35
Spinach, box	....	0 75
Squash (Huber), doz.	....	2 00
Turnips, new, per bag	....	1 00
Tomatoes (hothouse), lb.	....	0 25
Do., Red, per box	....	1 50
Tomatoes, Montreal (box)	0 50	1 00
Do., Rose	1 50	2 00
Vegetable Marrow (doz.)	....	0 75
Watercress (Can.)	....	0 40

ONTARIO MARKETS

TORONTO, September 25.—Higher prices have been named on salt, paper bags and manilla paper during the week. The new prices are out on canned beans. They are somewhat higher than peas and the pack is comparatively small. The outlook for prunes is rather serious, severe damage resulting to the crop in California through the recent rains, which may mean that the Government in the States will commandeer the small sizes in addition to those already taken. Business generally is considered very satisfactory.

Sugar Situation May Ease Away

Toronto.

SUGAR.—The feeling exists that another week or ten days may see an easing away in the sugar situation. Supplies now rolling are expected to help and whereas no surplus is looked for, neither is hardship likely to result through scarcity. The railway companies have advised the refiners that 40,000 pounds will constitute a car in future instead of 30,000 pounds and all unshipped orders are being increased to meet new requirements. Acadia is up another 25c and Atlantic 15c per 100 pounds, making Toronto basis $10.04 and $9.79 respectively.

Atlantic, extra granulated	9 79
St. Lawrence, extra granulated	9 79
Acadia Sugar Refinery, extra granulated	10 04
Can. Sugar Refinery, extra granulated	9 04
Dom. Sugar Refinery, extra granulated	9 79

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1

Salt Goes Up; Paper Bags Too

Toronto.

SALT, PAPER BAGS.—A further revision has been made in the price of salt which provides for an advance. The present range of quotations is for bulk, ordinary fine, barrels, $2.75 to $2.90; bags, 50 lbs., 75c ; 100 pound bags, $1.10 to $1.25. Small bags packed in barrels are now quoted at the following figures: 120/2½s, per barrel, $6.25; in dozens, 75c; 100/3s, $6.00 per barrel; in dozens, 85c; 60/5s, $5.50 per barrel; in dozens, $1.25; 42 7s, $5.25 per barrel; in dozens, $1.75.

Paper bags show a sharp advance rang-

ing from 10 to 15 per cent. higher than former levels. Manilla paper is also higher, being quoted at 7c per pound in less than 5 roll lots, and 6½c per pound 5 rolls or over. Sweet cocoanut is in line for an advance of from 2 to 3c per pound during the next 30 days, to-day's price on the swete being 32c. Quaker candy is now up to 23c per pound.

Syrups Selling; Molasses Steady

Toronto.

SYRUPS, MOLASSES.—Sales of corn syrup are being maintained at a splendid volume. The trade as a whole are quite satisfied with the volume of business being handled and orders taken care of promptly. Molasses is also selling quite freely and no particular features otherwise mark the situation. Quotations on all other lines remain firm and unchanged at the following figures.

Corn Syrups—	
Barrels, Crown or Bee Hive, per lb.	0 07¼
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40
Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case	5 10
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90
Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case	5 60
Half barrels, ¼c over bbls.; ¼ bbls.,	½c over bbls.
Cane Syrups—	
Barrels and half barrels, lb.	9 25 9 50
Cases, 2-lb. tins, 2 doz. in case	6 50 7 00
Molasses—	
Fancy, Barbadoes, barrels	1 05 1 10
Choice Barbadoes, barrels	0 95 1 00
West India, ½ bbls., gal.	0 56
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20
Tins, 2-lb., baking grade, case 2 doz.	3 50
Tins, 3-lb., baking grade, case of 2 doz.	4 60
Tins, 5-lb., baking grade, case of 1 doz.	3 90
Tins, 10-lb., baking grade, case of ½ doz.	3 75
West Indies, 1½, 48s	6 80

New Pack Beans Higher; Jams Up

Toronto.

CANNED GOODS.—New prices issued on 1918 pack beans show these comparatively higher than peas. As a usual thing these two items are on a similar scale of quotations, but the small pack of beans is responsible for the higher prices prevailing. Quotations at the factory along with the delivery expected are as follows: Golden Wax Midget beans, 2s, $2.05 to $2.07½ per dozen, 15 per cent delivery; Golden Wax beans, 2s, $1.72½ to $1.75, 25 per cent delivery; Refugee beans, 2s, $1.72½ to $1.75, 25 per cent delivery; Golden Wax beans, gallons, $8.25 to $8.27½ per dozen, 50 per cent delivery; Refugee beans, gallons, $8.25 to $8.27½, 50 per cent delivery. An advance in all grades of strawberry jams is recorded in one source, 4 pound tins which for some makes have been selling as low as 98c being advanced to $1.08 per tin. No further advice in reference to the salmon situation is available at the present time, but some announcement may be looked for at an early date. Indications are however, that with a normal pack of cohoes, the situation will rule as outlined in last week's issue of CANADIAN GROCER.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 55	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½'s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 95	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Prune Situation Considered Serious

Toronto.

DRIED FRUITS.—The outlook in regard to prunes is very serious. As reported in these columns last week the damage to the prune crop in California through the heavy rains is very serious, so much so in fact that some factors intimate that they do not expect any new crop prunes to be released for Canadian consumption. Government needs must be met first of all, and all that will be left over when they have finished are more than likely to be held for domestic trade. The situation is fully covered elsewhere in this issue. Some new crop apricots are looked for during the week, and undoubtedly this fruit will be in greater favor if prunes are unobtainable. The raisin crop is good and full delivery of orders placed is looked for.

Apples, evaporated, Ontario	....	0 19
Do., da., Nova Scotia	....	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	....	0 43
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	....	1 80
Cal., 10 oz., 12s, case	....	1 40
Prunes—		
30-40s, per lb., 25s, faced	....	0 18
40-50s, per lb., 25s, faced	0 16½	0 17½
50-60s, per lb., 25s, faced	0 15	0 16½
60-70s, per lb., 25s, faced	0 13½	0 14
70-80s, per lb., 25s, faced	0 13½	0 14
80-90s, per lb., 25s, unfaced	0 12	0 13½
90-100s, per lb., 25s, faced	0 11	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes.	....	0 22
Extra fancy	....	0 23
Raisins—		
California bleached, lb.	....	0 15
Valencia, Cal.,	0 10½	0 11
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 13½	0 15½

More Enquiries Coming for Tea

Toronto.

TEAS.—The undertone on the market seems to be gaining added strength. Primary points show a stiffening at practically all sources, and when fresh importations are made a sharp advance in present selling prices is looked for. More interest is manifest in the trade generally for these lines, which would indicate that stocks being held by retailers and jobbers are becoming fairly well cleaned up.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Undertone Strong; Stocks Smaller

Toronto.

COFFEE.—The undertone to the market is unquestionably strong. Very little coffee has been coming through and orders are becoming depleted. The demand is fair and orders still being taken care of quite satisfactorily.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	....	0 46
Mocha, Arabian, lb.	....	....
Rio, lb.	0 26	0 32

Santos, Bourbon, lb.	0 32	0 35
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Markets Holding Firm; Fair Demand

Toronto.

SPICES.—The market generally is holding firm and unchanged. Celery seed is very firm whereas coriander is slightly easier in some quarters, 25c being outside figure quoted. Business is considered fair. Range of quotations follows:

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 [illegible]	0 [illegible]
Carraway seed, whole	0 90	1 00
Tumeric	....	0 30
Cream of Tartar		
French, pure	1 00	1 10
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Nuts Selling Well; Very Firm

Toronto.

NUTS.—Sales of nuts are considered very good, orders now on hand for both almonds and walnuts for October 1 shipment representing a splendid total. The markets are very firm and no lower prices are looked for.

Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 19	0 22
Pecans, lb.	....	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	....	7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 45	0 48
Walnuts, lb.	0 78	0 82
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.	....	0 85

Lima Beans Decline; Quiet

Toronto.

BEANS.—A decline in Lima beans has been noted in some sources during the week. Quotations range from 17½ to 18, and from 18 to 19c per pound. Rangoons are being quoted at $6.00 per bushel and the Canadian white kidney beans at $8.40 per bushel. Stocks generally are fairly heavy and little buying activity is noted.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked	....	8 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotenashi, per bush.	....	8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound	0 17½	0 19

Prices Firming Up; Tapioca

Toronto.

RICES.—It is felt in some quarters that the embargo placed on the import of tapioca will have a firming effect on rices. There seems to be a feeling in some quarters that stocks of tapioca are sufficient to meet the demands of the trade for some little time, but when these are cleaned up, if the restrictions are not lifted the effect on rices may be that higher levels will be reached. Present stocks of rices are very good and a very good demand is in evidence.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu	....	13 00
Do., Mujin, No. 1	....	12 00
Do., Pakling	....	11 50
Tapioca, per lb.	0 14	0 15
White Sago	0 14¾	0 16

Rolled Oats Registers Decline

Toronto.

PACKAGE GOODS.—A decline in rolled oats featured the markets during the week. Family size, 20s, are now $5.60 and regular, 18s, $2.00 per case. Quaker corn meal, 24-20c pkgs is being quoted at $3.65 case, or $1.85 per dozen. Good Health breakfast food, 36 pkgs, is selling at $4.20 case. Sales of all lines are very fair, demands of the trade largely being taken care of.

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	....	5 60
Rolled oats, round, regular 18s, case	....	2 00
Rolled oats, square, 20s	....	5 60
Shredded wheat, case	....	4 25
Cornstarch, No 1, pound cartons	....	0 11¾
Do., No. 2, pound cartons	....	0 10¾
Laundry starch, in 1-lb. cartons	0 10¼	0 11¾
Do., in 6-lb. tins	....	0 13¼
Do., in 6-lb. boxes	....	0 13¼
Do., in 100-lb. kegs	....	0 11¼

Honey Selling Freely; Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—Sales of honey continue to be made in very satisfactory volume and supplies now in dealers' hands are able to take care of enquiries. Prices are holding firm though unchanged at levels shown below. Maple syrup is firm and unchanged with sales maintained on satisfactory basis.

Honey—		
Clover, 2½-lb. tins	....	0 29
5-lb. tins	0 28	0 28½
10-lb. tins	....	0 28
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal	....	2 00

Cranberries Arrive; Lemons Easier

Toronto.

FRUIT.—Cranberries have arrived on the local market, and in barrels are quoted at $13, ½ barrels at $7 each. Lemons are slightly easier at $6 to $7 according to size. Box apples are firm at primary points but there is an element of caution in buying owing to uncertainty re local and Nova Scotia barreled stock. Another shipment of Jamaican grapefruit is looked for which will probably be the last for some time as ships now in fruit service have been withdrawn. Range of quotations on the various lines follows:

Apples—		
Early, 11-qt. basket	0 30	0 50
Do., bbls.	3 50	4 00
Do., B.C. Crab, box	....	2 50
Do., Crab, 11-qt. basket	0 60	0 75
Do., B.C. McIntosh Reds, box	3 25	3 50
Bananas, per lb.	0 06	0 06½
Cranberries, bbls.	....	13 00
Do., ½ bbls.	....	7 00
Grapes, Cal., Malagas, crate	2 75	3 00
Do., Cal., Tokays, crate	....	3 50
Do., Canadian, basket	0 40	0 50
Grapefruit—		
Jamaican, 64s, 80s, 96s	....	6 00
Oranges—		
Valencias—		
126s	....	10 50
150s, 176s	....	10 50
200s, 216s, 250s	....	10 50
288s	....	10 50
324s, 360s	6 50	7 00
Jamaicas—		
176s, 200s, 216s	....	7 50
Lemons, Cal., case	6 00	7 00
Pineapples—		
Floridas, 30s, 36s case	5 50	6 00
Peaches, Can., 6-qt. basket	0 90	1 15
Do., 11-qt. basket	1 25	1 50
Do., Colorado, fancy, boxes	....	2 00
Pears, Cal, Howells, box	....	4 75
Do., Can., 6-qt. basket	0 40	0 65
Do., do., 11-qt. basket	0 75	1 25
Plums, Can., 6-qt. basket	0 40	0 50
Do., Can., 11-qt. basket	0 75	1 15
Do., California, box	2 75	3 00

Potatoes Scarce; All Lines Selling

Toronto.

VEGETABLES.—Potatoes are still a scarce commodity, the heavy rains interfering with marketing of these and farmers' activities along other lines. All lines of vegetables are moving forward freely, onions continuing in splendid demand and price very reasonable. Sweet potatoes are coming along quite freely and lower prices may result when supplies are more plentiful.

Cabbage, Can., crate	....	1 35
Do., do., doz.	0 75	0 90
Cantaloupes—		
Do., Can., 11-qt. basket	0 40	0 50
Do., Can., Salmon Flesh, 16-qt. basket	0 75	0 85
Carrots, doz. bdles.	0 20	0 30
Corn, doz.	0 12½	0 17
Cucumbers, Can., basket	0 30	0 35
Gherkins, 6-qt. basket	0 35	0 65
Do., do., choice small	0 75	0 85
Do., 11-qt. basket	0 75	1 00
Do., do., choice small	1 25	1 50
Egg Plant, basket	....	0 35

(Continued on page 43)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 25.—There is still a marked scarcity of sugar on this market with no present indication of any improvement. There is a general feeling also that higher prices are to be expected before the end of the year. There have been a number of changes noted also in various other lines of goods as follows:

Shredded wheat has advanced 25c, Fels naptha soap 25c case; Holbrook's vinegar 10c a dozen. Vinegar is up 5c gallon. Belly bacon again goes higher, this time 1c per pound. Castile soap is 20c to 60c a case higher according to size. Kraft wrapping paper is now selling at 12c in small lots. Chase and Sanborn coffee advanced 1c per pound. Tomatoes 2's and ½'s $4.10 and $4.20. Golden wax and Refugee beans slightly higher.

CALGARY:		
Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.	....	10 80
Rye flour, 49s, per bbl.	....	12 20
Cornmeal, 24s, per bbl.	....	12 30
Molasses, extra fancy, gal.	....	1 15
Rolled oats, 80s	....	4 80
Rice, Siam, cwt.	10 00	11 00
Rice, Japan	11 00	12 00
Rice, China, per mat, No. 1	....	5 10
Do., No. 2	....	4 70
Tapioca, lb.	....	0 14
Sago, lb.	....	0 14
Sugar, pure cane, granulated, cwt.	....	10 92
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 49
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	19 90
Eggs, new-laid ,case	13 50	14 00
Candied peel, lemon, lb.	....	0 36
Tomatoes, 2½s, stand. case, spot	4 10	4 20
Corn, 2s, standard case	....	5 50
Do., new	3 35	3 60
Peas, 2s, standard case	....	3 60
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	7 50	8 10
Do., new pack	....	8 50
Raspberries, 2s, Ontario, case	....	....
Do., new pack	8 50	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 21
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated ,lb.	0 16	0 19
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	17 75
Do., halves	....	18 25
Potatoes, per ton	....	37 00
Oranges, Valencias, case	....	10 75
Lemons, case	....	10 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 25.—There has been quite a sharp advance in all grades of butter on this market during the past week, due to light supply and a good demand. Creamery is quoted at 46c to 48c, dairy 41c to 42c, tubs 40c to 42c. Cheese has also shown an advance and is now selling 26c to 26½c. Other products remain unchanged.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Man.	....	12 70
Cornmeal, gran., bags	....	7 00
Cornmeal, ordinary, bags	3 90	3 95
Corn flour, white, 98-lb. bag	....	7 75
Do., yellow, 98-lb. bag	....	5 60
Rye meal, 98 lb. bag	....	8 00
Rye flour, 98 lbs.	....	6 65
Rice flour, per pound	....	0 11
Potato flour, per pound	....	0 18
Oatmeal standard, per bbl.	....	12 75
Molasses, extra fancy, gal.	0 96	1 00
Rolled oats, bbl.	....	11 75
Beans, yellow-eyed	9 25	9 30
Beans, Canadian, white	8 25	8 50
Rice, Siam, cwt.	10 25	10 35
Sago and tapioca, lb.	0 18	0 19
Sugar—		
Standard, granulated	9 85	9 90
No. 1, yellow	9 35	9 40
Cheese, N.B., twins	0 26	0 26½
Eggs, fresh, doz.	0 50	0 55
Eggs, case	0 47	0 48
Breakfast bacon	0 35	0 38
Butter, creamery, per lb.	0 46	0 48
Butter, dairy, per lb.	0 41	0 44
Butter, tub	0 40	0 42
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	56 00	66 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont, case	....	6 20
Peaches, 2s, standard case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	15 00
Pinks	....	11 00
Cohoes	....	14 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	2 75	3 00
Onions, Can., 100-lb. bags	2 85	3 00
Lemons, Cal., Messina	8 00	9 00
Oranges, Cal., case	10 00	12 00
Grapefruit, case	7 50	8 00
Bananas, per lb.	....	0 07
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	....	3 00

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C., Sept. 25.—The force which last season was responsible for the maintainance of potato prices seems to be getting in power again this year. Prices, which have been very uncertain for the last week or so, are growing firmer. The big Chinese growers have been induced to stop unloading, while the report that the evaporators are looking for big contracts has also had a strengthening effect.

Apples are selling well, partly due, no doubt, to the high prices of oranges which are now selling at $11.00 a box.

The cheese demand is increasing and lard is firm. Butter and shortening are inclined to be weaker, while the latter shows tendencies toward a further decline.

The market here is very unsettled, and quotations are fluctuating beyond any possibility of accurate record. It seems at the present to be a matter of the merchant trying to get what he can without much consideration of price.

VANCOUVER, B.C.:		
Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	....
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 89
Do., Japanese	2 10	2 15
Beans, Japanese, per lb.	0 09	0 15
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	28 00	32 00
Do., new, per lb.	....	0 02½
Lard, pure, in 400-lb. tierces, lb.	....	0 32½
Lard compound	0 26	0 26¾
Butter, fresh made creamery, lb.	....	0 52
Cheese, Canadian	....	0 26½
Margarine	....	0 32½
Eggs, new-laid, in cartons, doz.	....	0 70
Oranges, box	....	11 00
Lemons	....	8 50

LETTERS TO EDITOR

Dear Sirs,—I think it is in the public interest to write to you and ask your co-operation to persuade the cake manufacturers to abandon the practice of putting glass fronts in their cake tins.

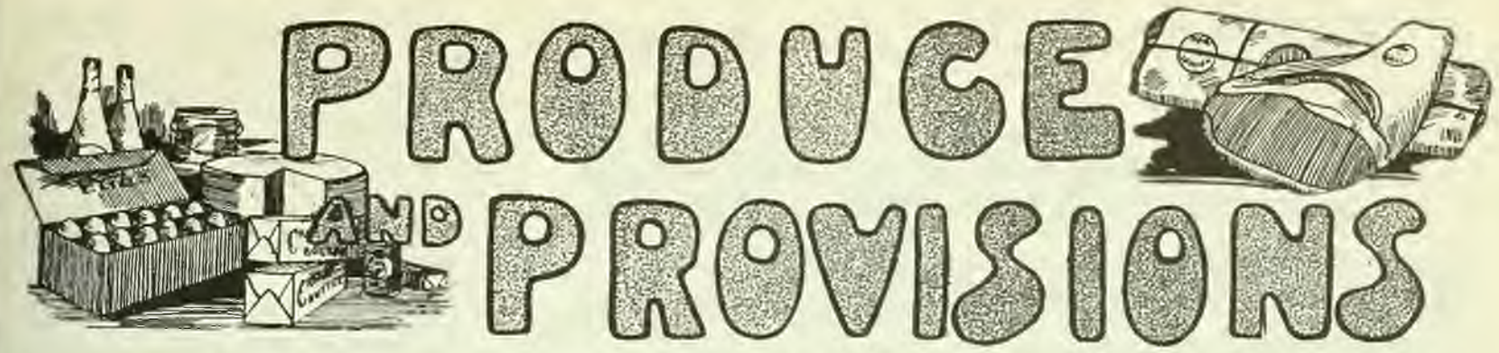
As you are aware a great many glasses arrive to us in a broken condition and sometimes are badly shattered. I opened a case of biscuits some days ago and nearly all the glasses were broken in the fronts and one box was very badly shattered and as it was at night as the light fell upon the front of the cakes there appeared hundreds of pieces of minute particles of glass upon the cakes, which was impossible to get off. I had to throw them away.

I could not help thinking how dangerous small particles of glass are when eaten with food, so I thought I would write to you in the public interest. One firm I notice use lithographed tin for fronts or picture fronts, which is much cheaper, also more healthful, and in my opinion should be universally adopted as the cakes keep better also.

Ed. A. Kellaway, Belleville, Ont.

ALASKA PRODUCES BIRCH SYRUP

Syrup made from the sap of birch trees is a foodstuff rivaling in substance and flavor the syrup derived from maple trees, in the opinion of D. M. Lynch, owner of a marl deposit north of Anchorage, Alaska. Samples of his product have been pronounced excellent.



Why is Butter so High?

Government Reports of Stocks in Storage Give Erroneous Impression of Plenty—Much of Storage Stock is Owned in England and is Awaiting Shipping Space

WHY is butter so high? The latest Government report on storage stocks shows that the amount now in dealers' hands exceeds by many thousand pounds the same quantity held last year. The Government report indicates that these stocks are excessive. In spite of this fact, however, prices are high, and the market looks very much as though it will go even higher. Is Government control working out in the reduction of prices which has been expected?

What are the facts? The Government report for September 1 contains the information that there were 24,323,289 pounds of butter in store at that date. The Government report in commenting on this indicates that these stocks are excessive. However, there are some points which the report does not give enlightenment on and for this reason adverse criticism of the produce men has resulted.

Much Stock in Storage Held For Foreign Purchasers

Last year there was a big export demand and big shipments for export account throughout the entire season. This year whereas comparatively big sales have been made, it is to be noted that comparatively few shipments have gone forward. The result is that there are very large quantities of butter held in storage for export shipment. This butter is sold awaiting space, but the Government report includes this amount in the total which they show as being in the produce dealer's hands.

Production Falling Off

The production to-day shows a marked falling off from the same period of last year, and as a matter of fact produce dealers have already been compelled to draw on their storage stocks to take care of the demand. This is a decidedly unusual condition and should production continue along restricted lines, which it may be expected to do during the next six months, it is doubtful if storage stocks now held will be any too great to take care of requirements.

Some months ago the Government undertook to regulate the profit being made by the produce dealers and the average individual was under the impression that this would mean low prices or at least lower prices than had prevailed during the corresponding period last year. The facts, however, are the reverse. To-day butter and eggs also are selling at higher figures than obtained last year, and indications are that prices will go even higher. Fresh made creamery prints were selling to the retail trade last year at this time at 44 to 46 cents per pound; to-day the price is 48 to 50 cents. Dairy prints, fresh separator, were being quoted at 40 to 42 cents per pound, and to-day the price is 45 cents. New laid eggs, in cartons, were quoted last year at this time at 51 to 52 cents per doz.; to-day the price is 58 to 59 cents. Extras, which a year ago sold at 48 cents per dozen, are now quoted at 53 to 55 cents. The facts are that in spite of the apparently heavy stocks of butter held in storage at the present time, decided inroads are being made on holdings owing to marked falling off in production; stocks of eggs now are considerably less than last year, and production from now until April next will fall away below consumption.

24 Million Pounds In Storage

There seems to be a great tendency on the part of many people to criticise unduly the produce dealer. These men have made a careful study of the market situation and invest their money in stocks during the season of plenty, so that when production reaches a level far below demand, they will have available supplies to carry the country through. Were all available sources of securing butter and eggs shut off for a period of 2 or 3 weeks, storage stocks would look pretty slim at the end of that time. There are slightly over 24 million pounds of butter in storage, there are about 8 million people in Canada. Does this stock look excessive when compared with the number of consumers?

There is no question of doubt that every one is quite willing to uphold the Food Board and the Government in any regulations of a constructive nature. When, however, they inaugurate measures which threaten to prove destructive or disturbing to the business of the country, they should be open to criticism. When the export orders for butter have been filled, and this amount taken from the figures shown as being held in Canadian dealers' hands, it is not likely that figures will prove too large. By the first of April, when production will again be fairly heavy, it will be found that storage stocks have been practically cleaned up.

U.S. Government Asks Option on 60 Per Cent. Storage Butter

A Practical Requisitioning of More Than Half of the Available Stocks of Butter in Storage That Are Already Very Light

THE United States Government is making very large demands upon all manner of supplies to meet the need of its million and three quarter men in France, and its other millions in training at home. The latest bomb shell of this nature is in the form of a notice to the butter trade that 60 per cent of the butter in storage must be held in reserve for the use of the army and navy. As stocks in storage in the United States are very materially lighter than they were at the same time last year, the knowledge that but 40 per cent. of these reserves will be available for domestic consumption is sure to result in a rapid advance unless the government steps in to regulate prices. Already the notice has resulted in a five cent advance in price, and when the public generally becomes aware of the possible restrictions that will have to be imposed on the consumption of butter if this limited amount is to meet the requirements, this state of affairs is sure to materially increase the demand for butter substitutes, and make more difficult the task of obtaining adequate supplies for Canada, a matter that was serious enough during the months of last winter.

The Present and Future Fish Outlook

Production Reported Above Normal From Many Points—Greater Consumption Everywhere—U.S. Big User Now—Prices at Producing Points 20 to 30% Higher Than Year Ago—Will Prices Continue High?

"FISHING, according to latest reports received, has been good in many places the past season, so much so that there has been a better production than in normal seasons. This is true of what is known as 'North Shore' fishing in the St. Lawrence River and affects the cod and Gaspe salmon varieties of fish."

The above statement of J. A. Paulhus, one of the newly-elected vice-presidents of the Canadian Fisheries Association, is reassuring news to those interested in the sale of fish. At the same time there are other facts that have had their effect on the available supply and have made for a maintenance of prices.

"Stormy weather," Mr. Paulhus continued, "interfered with what would have resulted in a larger catch of Gaspe salmon. This bad weather came, unfortunately, just at the time when the season was at its height and this variety of fish was in so great demand that the available supply was insufficient.

Lower Provinces Results

"Advices indicate that the output of the fisheries of the Lower Provinces and even in Newfoundland was, up to the time when submarine activity became a menace, better than that of last year. In many of the producing points here prices were good and showed increases of twenty, twenty-five and even of thirty per cent. over the prevailing quotations of a year ago. It is well that this was the case for there has been a greater use of fish, due to the educational campaigns of the government, and all that could be caught was readily marketed at good prices.

Producers Explain Advances

"Those producing fish account for higher fish prices by saying that labor is costing them more and that costs for all kinds of necessary fishing gear are much more than they formerly were. There are few, if any, requirements of the fishermen, that are not higher priced than they were even a year ago. The greatest reason for enhanced prices is a generally-increased demand from domestic and foreign trade for supplies. The producer, realizing the situation, is quick to take advantage of it to increase prices. In some instances the increased overhead charges confronting the producer do not seem to justify the prices asked.

"Then there is another big reason for advancing prices, that of a ready market with many bidders. This competition has served to boost prices and our near neighbor, the United States, has become a great user of fish. With firming of markets here as well as across the border, consequent upon these conditions, there is no question but that fish producers are passing through very prosperous times, and might well be classed with the munition makers and the farmers in the great prosperity that is attending this trio.

The Lakes and Far West

Speaking of the Great Lakes fishing and that of the Manitoban and Albertan lakes as well as of the Pacific Coast fishing, Mr. Paulhus states that his advices indicate on the whole a production somewhat above normal.

"This is due to the close proximity of such large consuming centres as Buffalo, Rochester, New York, Albany, etc. The patriotic duty of using more fish has taken a real hold on the people in the United States and has resulted in a ready absorption of stocks offering. The Manitoban and far western lakes have been called upon to produce as much fish as possible and in this respect they have not failed to make good.

Will Be Banner Year

Mr. Paulhus was of the opinion that this would be a banner year in so far as production was concerned and he believed that the basis was now being laid for a larger and more permanent fish business in the future. As prices cannot continue to soar indefinitely, Mr. Paulhus was of the opinion that a period of stabilization may have arrived. "There are heavy stocks in cold storage" he states, "to take care of a good demand and recent advices indicate that producers have many thousands of barrels of fish ready for the markets of the coming season. Already in some large markets the price of pickled herrings has declined, and this, to my mind, may be taken as an indication of which way the wind will blow with regard to future quotations."

POULTRY IN AMERICAN STORAGE EXCEPTIONALLY LIGHT

U. S. Government Report Shows a Pronounced Falling Off in Holdings of Poultry in Storage

The United States Government's report on storage eggs and poultry continues to show substantial declines from the figures of stocks in storage at a similar date last year. Especially is this the case in poultry. There seems to have been a little better movement of eggs into storage of recent date, and stocks at present are not behind to any very serious extent. In the case of poultry however there is a very marked and serious decline that totals for 234 storages the surprising figure of upwards of 12 million pounds. This shortage of storage supplies has already in the earlier months of the season involved fairly heavy buying of Canadian stocks that has further depleted the supplies available here. These conditions are certainly serious enough to be a factor in the produce trade of this country during the coming winter.

The following is the United States government storage report, September 1:

	Cases
Eggs—	
1918—Sept. 1st—499 storages	6,237,118
1918—Sept. 1st—468 storages	6,202,239
1917—Sept. 1st—468 storages	6,369,312
468 storages this year show decrease	167,073
	Lbs.
Poultry—	
1918—Sept. 1st—286 storages	22,912,429
1918—Sept. 1st—234 storages	8,598,570
1917—Sept. 1st—234 storages	20,756,168
234 storages this year show decrease	12,157,598

U.S. SETS LIMIT OF PROFIT ON POULTRY AND EGGS

The United States Food Administration has set a very definite limit of profit in eggs and poultry; the limitations are as follows:

"On sales by original packers and storers to wholesale dealers not more than 6 per cent.; to jobbers or suppliers of hotels and institutions, not more than 10 per cent.; to retailers in original packages at market, not more than 11 per cent.; on eggs candled after removal from storage, not more than 16 per cent.; to hotels and institutions on eggs candled after removal from cold storage, not more than 18 per cent."

With reference to candled eggs the ruling is: "In selling candled eggs the actual net candling loss may be included in the cost, but the expense of labor and materials in candling and all repacking expenses cannot be so included.

"On storage poultry on sales by original packers to wholesalers not more than 6 per cent. profit; to jobbers or suppliers of hotels, etc., not more than 11 per cent. profit, and to retailers not more than 16 per cent. profit."

FEWER EGGS IN TORONTO STORAGE

A recent bulletin of the Department of Agriculture gives some interesting figures regarding stocks of eggs in storage in Toronto. These figures show a decline of stocks going into storage in that city.

The figures are as follows:

	1918 Cases	1917 Cases
August 1st	107,638	.....
July 1st	106,687	100,887
June 1st	57,416	73,104
May 1st	15,766	10,635
April 1st	.....	.....
March 1st	520	.....
February 1st	6,983	1,685
January 1st	20,059	13,973

CANADIAN CURED FISH AND SHELLFISH MAY BE EXPORTED TO UNITED STATES

The United States War Trade Board announces that the privilege of importing fresh fish, including fresh shellfish, from Newfoundland and Canada under general license, Rule No. 216, has been extended to include cured or preserved fish and shellfish when said fish are products of the fishing industries of Newfoundland and Canada.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

HIGHER price levels have been reached on butter again during the week. Reports indicate a sharp falling off in production, and already many dealers have been forced to draw on their storage stocks to take care of the demand.

Lard and shortening are both slightly higher and supplies considered light in view of active demand. The next two months are particularly active as a selling period, and the feeling prevails that lard supplies will not be any too plentiful.

Declines in buying prices of ducklings and chickens have been registered. Selling prices on chickens, dressed, are also down as much as 10c, and ducklings 5c per pound in some quarters.

Eggs have held firm and unchanged at advances recorded last week. Production has fallen off materially, and supplies consequently are none too heavy.

Live hogs have remained at unchanged levels, with a very light run reported. This has resulted in a marked scarcity of backs and hams, though prices have held unchanged.

Supplies of fresh fish are unequal to the demand, and a greater percentage of the frozen varieties is being offered.

Hogs Strong, Prices Steady

Montreal.

PROVISIONS.—There has been no important change in conditions affecting the live hog market this week and prices remain unchanged, with a very firm undertone. The trade in dressed hogs was rather more active this week on account of the cooler weather, which has tended to increase the consumption to some extent. A remarkable steady feeling continues to prevail in the market for all lines of smoked and cured meats and prices remain unchanged.

Hogs, Dressed—		
Abattoir killed, small	29 00	29 50
Do., heavy, 225-275 lbs.	26 50	27 00
Hogs, live	20 25	20 50
Hams—		
Medium, smoked, per lb.—(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.	....	0 54
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$58 00
Clear fat backs (bbl.)	....	60 00
Short cut clear pork (bbl.)	....	58 00
Heavy mess pork (bbl.)	....	55 00
Bean pork (bbl.)	....	54 00

Lard Advances; Half Cent Higher

Montreal.

LARD.—The demand for lard throughout the week has been steady and good trade has been done. The tendency of the market has been slightly upward, half cent a pound advance being recorded.

Lard, pure—	
Tierces, 400 lbs., per lb.	0 31¾
Tubs, 60 lbs.	0 32¼
Pails	0 32½
Bricks, 1 lb., per lb.	0 33¾

Shortening Up; Advances Quarter Cent

Montreal.

SHORTENING.—There is quite a strong tone to the market, and a quarter cent. a pound advance all around has been made. Supplies continue adequate for present requirements.

Shortening—	
Tierces, 400 lbs., per lb.	0 26¼
Tubs, 50 lbs.	0 26¾
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 28

Margarine in Good Demand; Advances Slightly

Montreal.

MARGARINE.—The demand for margarine has been much better during the week, and from now on this should continue. The strengthened demand has firmed up the market somewhat and advances have been recorded.

Margarine—			
Prints, according to quality, lb.	0 30	0 32	0 34
Tubs, according to quality, lb.	0 29	0 31	0 33

Butter Continues in Strong Demand

Montreal.

BUTTER.—In spite of the good receipts of butter the demand is very keen and the market is strong. The receipts of butter for the week ending September 21 were 1,123 packages, which shows an increase of 771 packages, as compared with the previous week, and a decrease of 305 packages with the same week last year. The total receipts from May 1, 1918, to date, show an increase of 56,242 packages as compared with the corresponding period of last year. The high prices prevailing in New York is another factor which tends to strengthen the firming tendency of the market here.

Butter—		
Creamery prints (fresh made)		0 48
Creamery solids (fresh made)		0 47
Dairy prints, choice	0 40	0 41
Dairy, in tubs, choice		0 40

Cheese in Demand; Prices Tend Up

Montreal.

CHEESE.—There is a good demand for cheese and a slightly upward tendency is noticeable. The trade on spot has been active owing to the fact that supplies for export account have been moving forward freely. The prices paid for cheese at the boards in the country have been somewhat irregular, the range being from 22⅜ to 22 9-16 per pound, f.o.b. At one cold storage there were 9,000 boxes offered during the week, which sold at 22¼c to 22⅜c per pound f.o.b. country points.

Cheese—	
Large, per lb.	0 23½
Twins, per lb.	0 25
Triplets, per lb.	0 25
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

New Laid Eggs 60c; Receipts Light

Montreal.

EGGS.—The continued good consumptive demand for eggs and the lighter receipts have resulted in new laids advancing to 60c per dozen, and No. 2's have advanced 2c to 47c. Storage eggs are already being used to some extent to meet the strong demand. The trade in a wholesale jobbing way here has been active, both for immediate consumption and future delivery.

Eggs	
New laids	0 60
Selects	0 53
No. 1	0 49
No. 2	0 47

Poultry Easier; Movement Freer

Montreal.

POULTRY.—Last week there was a little freer movement of poultry. Prices are a shade easier on broilers and old fowls. The demand is good, and all supplies reaching the market are readily absorbed.

	Live	Dressed
Young ducks, lb.		0 45- 0 50
Old ducks (fat)	0 25	

Broilers, 3 to 4 lbs., pair	0 28-	0 29	0 39- 0 42
Broilers (milk fed spec'l)	0 31-	0 32	....- ....
Turkeys (old toms), lb..	....	0 28	0 38- 0 38
Turkeys (young)	....-	....	....- 0 40
Geese	....-	....	....- 0 30
Old fowls	0 26-	0 28	0 34- 0 35

Fish Scarce; Demand Good

Montreal.

FISH.—The demand for fish continues to be very strong and it is difficult to get sufficient supplies to cover the requirements of the trade. Large quantities of salmon and halibut have been distributed lately, and though prices are very high demand is maintained. This week one carload of salmon and one of halibut arrived from the Pacific coast. The arrivals from the Eastern coast continue to be comparatively light owing to the submarine scare. Live lobsters are very scarce and a few of these imported from Portland and Boston sold at 60c a pound. Green cod has advanced from $20 to $21 per bbl.

SMOKED FISH.

Haddies (fresh cured)	0 15	0 16
Haddies, fillet	0 19	0 20
Smoked herrings med.) per box	0 23	0 24
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	2 25
Kippers, per box 40/50	2 25	2 50

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	....	16 00
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)	....	6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	....	37 00
Salmon (B.C. Red)	....	26 00
Sea Trout, red and pale, per bbl.	20 00	22 00
Sea Trout (½ bbls.)	10 50	12 00
Green Cod, No. 1, per bbl. (med.)	....	21 00
Green Cod (large bbl.)	....	22 00
Mackerel, No. 1, per bbl.	....	32 00
Mackerel (½ bbl.)	....	16 50
Codfish (skinless), 100-lb. box.	....	16 00
Codfish, 2-lb. blocks (24-lb. case)	....	0 18
Codfish (skinless), blks. "Ivory" Brand, lb.	....	0 16
Codfish, boneless, lb. (arcording to package)	0 16	0 20
Codfish, shredded, 12-lb. box	....	2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	16 00	17 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 18
Cod, dry (bundles)	....	14 00

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb..	....	0 60
Prawns, lb.	....	0 30
Shrimps, lb.	....	0 30
Scallops, per gallon	....	4 00
Oysters—		
Ordinary, No. 1, gal.	....	2 75
Cape Cod shell oysters, bbl.	....	15 00
5 gal. (wine) cans	....	13 00
1 gal. (wine) cans	....	2 75
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	9 00

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 08	0 09
Halibut	0 22	0 23
Halibut (medium)	....	0 24
Haddock	0 07½	0 09
Mackerel	0 14½	0 15
Cod—Toms, bbl.	....	4 00
Cod Steak, fancy, lb.	0 10	0 11
Salmon, red	0 21	0 22
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 11	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	....	0 12
Doree	0 13	0 14

FRESH FISH

Haddock	0 09	0 10
Steak cod	0 12	0 13
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	....	0 45
Pike	0 12	0 13
B.C. Salmon	0 25	0 27
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	....	0 06
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	....	0 23
Eastern Halibut (med.)	....	0 25
Flounders	0 07	0 10
Perch	....	0 09
Bullheads	....	0 12
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	....	0 15
Mackerel, lb.	0 14	0 15
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	....	0 25

Light Run of Live Hogs; Meats

Toronto.

PROVISIONS.—The run of hogs continues very light and little improvement is looked for during the next three or four weeks. Farmers are busy on the land and will not be marketing their product for some little time, it is thought. This explains the steadiness of the market so noticeable during the past two or three weeks, and it looks as though $19.50 per cwt. fed and watered basis will hold throughout the week.

The light run of hogs has resulted in a marked scarcity of hams and backs. No change in prices of dressed meats is noted for the week and the demand for all lines is very good.

Hams—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 45	0 47
Trimmed, with rib in	....	0 47
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, per lb.	0 40	0 46
Roll, per lb.	0 35	0 36
Wiltshire (smoked sides), lb.	0 37	0 40
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 31	0 32
Do., aver. 70-100, lb.	0 28½	0 29½
Fat backs	0 32½	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 54	0 55
Hams, roast, without dressing, per lb.	0 51	0 55
Shoulders, roast, without dressing, per lb.	0 45	0 50
Barrel Pork—		
Mess pork 200 lbs.	50 00	54 00
Short cut backs, bbl., 100 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00
Hogs—		
Dressed, 70-100 lbs. weight	28 50	29 00
Live, off cars	....	19 75
Live, fed and watered	....	19 50
Live, f.o.b.	....	18 75

Lard in Light Supply; Prices Firm

Toronto.

LARD.—Lard is in light supply owing to the small run of hogs and a stiff tone to the market is in evidence. The price range has narrowed and under existing conditions even higher figures may be reached. The demand shows up well and is expected to be heavy from now on. To-day's prices follow:

Lard, pure, tierces, 400 lbs., lb.. $0 31 $0 32½
In 60-lb. tubs, ¼-½c higher than tierces. pails ½-¾c higher than tierces, and 1-lb. prints. 1½-1¾c higher than tierces.

Half Cent Advance in Shortening; Active

Toronto.

SHORTENING.—An advance of ½c per pound has been made in shortening prices during the week. The demand is very active and in view of this the matter of supply shows up none too well. A continuance of and even a better demand is looked for during the next couple of months.

Shortening, tierces, 400 lbs., lb. $0 26 $0 27
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints. 1½-1¾c higher than tierces.

Movement Margarine Good; Prices Hold

Toronto.

MARGARINE.—A steadily improved situation is shown in regard to margarine. Supplies are coming through quite freely and sales are showing considerable activity. There has been no change in prices and the high prices of butter now obtaining are undoubtedly influencing the demand toward oleo. Quotations to-day are:

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Butter Climbing; Make Falling Off

Toronto.

BUTTER.—An advance has been registered again in prices applying on creamery butter. It is indicated that a noticeable falling off in the make is in evidence and dealers in a great many cases have been compelled to draw on their storage stocks. This is an unusual condition at this time of the year, and whereas the latest government report on stocks held in storage shows a surplus over the same time last year, there is a decrease in the make which offers an explanation for the high price ruling on butter to-day.

Creamery prints (fresh made)	0 48	0 50
Creamery solids (fresh made)	0 47	0 49
Dairy prints, fresh separator, lb.	....	0 45
Dairy prints, No. 1, lb.	0 41	0 43

Eggs Hold Firm; Supplies Smaller

Toronto.

EGGS.—Supplies reaching the market are by no means too heavy. Prices have been firmly held at advances recorded last week, and no recession is looked for for some little time. As a matter of fact even higher prices would not

come as any surprise to a great number in close touch with the situation.

Eggs—		
New-laids, in cartons, doz.....	0 58	0 59
Do., extras, doz.	0 53	0 55
Do., No. 1, doz.	0 48	0 51
Do., splits and No. 2, doz.	0 43	0 45

Supplies Cheese Meet Requirements

Toronto.

CHEESE.—The situation generally remains without any interesting features. Supplies are reaching the market in very good quantities and the demand is considered quite satisfactory. Prices hold at the following levels:

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Ducklings, Chickens Easier; Supplies Fair

Toronto.

POULTRY.—A reduction in prices being paid by the dealers for ducklings and spring chickens is noticeable in quotations for the week. Lower prices on the dressed fowl to the trade have also been named amounting in some cases to as much as 10 cents per pound. Spring chickens are quoted at 32 to 38 cents per pound dressed, ducklings are selling at 30 to 33 cents. Supplies show a slight improvement and it looks as though the market may get down to a more normal basis. The range of quotations this week follows:

Prices paid by commission men at Toronto:	Live	Dressed
Ducks	$0 16-$....	$ ....-....
Ducklings	0 20-	....- ....
Turkeys	0 25- 0 28	....- ....
Roosters	....- 0 18	....- ....
Hens, over 4½ lbs.....	0 25- 0 28	....- ....
Hens, under 4½ lbs...	0 23- 0 25	....- ....
Chickens, Spring, 2 lbs. or over	0 28- 0 30	....- ....
Squabs, dozen	....- 4 50	....- ....
Prices quoted to retail trade:		Dressed
Hens, light	....	0 33
Do., heavy	0 33	0 35
Chickens, spring	0 32	0 38
Ducklings	0 30	0 33
Turkeys	0 36	0 40

More Frozen Fish Coming; Fresh Scarce

Toronto.

FISH.—Dressed herring have advanced to 11½ to 12 cents per pound and indications are that these are very scarce. A greater percentage of frozen fish is now being offered and the list this week includes qualla, haddock, market cod and steak cod. The demand for all lines is very good and that for fresh fish exceeds the supplies. Quotations today are as follows:

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 11½	0 12
Do., market, lb.	0 09½	0 10
Flounders, lb.	0 10	0 11
Flukes	....	0 15
Halibut, medium, lb.	0 22½	0 23
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 08	0 08½
Do., dressed, lb.	0 09	0 09½
Mackerel, lb.	....	0 16
Plaice, dressed, lb.	0 10	0 11
Soles, dressed, lb.	0 09	0 11
Salmon, B.C., fresh, headless, dressed, lb.	....	0 25

FRESH LAKE FISH

Herring, dressed, lb.	0 11½	0 12
Trout, lb.	0 15	0 16
Whitefish, lb.	0 16	0 17

SMOKED FISH

Ciscoes, lb.	....	0 18
Haddies, box	....	2 50
Do., fillets, lb.	....	0 18
Do., Finnan, lb.	....	0 14
Herring, Kippered, box	....	2 75
Shrimps, can	....	1 75

FROZEN SEA FISH

Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Haddock, lb.	0 08½	0 09
Halibut, lb.	0 22½	0 23
Mackerel, lb.	....	0 15
Quella, lb.	0 14	0 15
OYSTERS, per gallon	....	3 10

MARKET REPORTS

(Continued from page 37)

Onions, Can. Yellow, 100-lb. bag	....	3 00
Do., 75-lb. bag	....	2 50
Do., Pickling, 11-qt. basket. ..	0 75	1 50
Parsley, basket	0 40	0 50
Peppers, green, basket	0 40	0 60
Potatoes, New Jersey sweet, hamper	....	3 50
Potatoes, Canadian, bag	....	2 35
Tomatoes, 6-qt. basket	0 22½	0 25
Do., 11-qt. basket	0 35	0 50
Turnips, basket	....	0 30
Vegetable Marrows, crate	0 25	0 30

Western Mills Shipping Flour

Toronto.

FLOUR.—Western mills as a whole are operating on new crop wheat and some shipments of flour are reported in transit to this market. Operations on Western wheat in the Eastern mills are expected in a week or ten days. No announcement as to result of conference being held in Winnipeg over disposition of wheat crop is yet forthcoming but is expected at an early date.

FLOUR

Government Standard, 74% Extraction.

Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 50

Sales Feeds Fully Maintained

Toronto.

MILL FEEDS.—No difficulty in disposing of mills feeds is reported but there is difficulty in keeping up with the demands of the trade. All lines are particularly active. Prices hold at new figures:

MILL FEEDS

	In carlots, track
Bran, per ton	$37 00
Shorts, per ton	42 00

Rolled Oats Easier; Corn May Decline

Toronto.

CEREALS.—Rolled oats have undergone a general revision to lower levels and $5.25 for 90's is now quite freely quoted. The corn market has developed an easier tendency and a decline in corn meal would not come as any great surprise. The general use in Canada of the Allied war loaf will result in a more active demand for substitutes. This provides for the use of 20 per cent. substitutes with wheat flour.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	6 75
Buckwheat Flour, 98s	....	....
Cornmeal, Golden, 98s	6 00	6 75
Do., fancy yellow, 98s.....	....	5 40
Corn flour, white, bbl.	11 00	13 00
Do., Government standard, bbl..	....	10 00
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 25	5 50
Oatmeal, 98s	6 00	6 50
Potato Flour, lb.	....	0 [illegible]
Oat Flour	....	6 20
Rolled wheat, 100-lb. bbl.....	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 25	7 75
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

SUGAR ACREAGE IN U.S. FOR YEAR 1918

The area of the sugar-cane crop of 1918 in the United States is estimated at 533,880 acres, or 12 per cent. greater than the census reported for 1909. No estimates of the cane area of the United States as a whole have as yet been made for the years between 1909 and 1918. The above figures refer to ribbon cane only, which is usually produced by planting stalks. Sorghum and other canes which are produced from seed are not included in this estimate; they are, however, common in the States which produce ribbon cane, and in some parts of those States they are the only kinds of sugar cane grown.

The four States of Louisiana, Mississippi, Alabama, and Georgia have in 1918 a total of 480,900 acres in ribbon cane, or 90 per cent. of the United States total. These four States had about 483,500 acres in 1917. Of the total ribbon-cane area in 1918, about 53 per cent is intended for sugar; while the remainder 47 per cent. is mostly intended for syrup and for planting part of the 1919 crop.

PROPOSES LIMITATION OF SALE OF FLAVORING EXTRACT IN N.B.

The trouble experienced with purchasers of lemon extract, who since the introduction of prohibition have insisted on using this commodity as a beverage instead of a flavoring, has led to a radical proposal in St. John. The president of the Prohibition Enforcement League has publicly advocated the limitation of sales of all liquids containing a sufficient quantity of alcohol to be intoxicating. He recommends the establishment of dispensaries for the purpose of placing the business in the hands of the licensed vendors and his suggestions are being placed before the government. On account of the problems which have arisen in connection with these sales, the grocers as a rule are not anxious for the business and many of them are inclined to support the proposal.

More Fish, Less Meat

Save the Meat for our Soldier Boys in the Trenches

Encourage the Government in the good work of solving the food question. This can only be done by installing a good FISH BOX for storage of same.

FREEMAN'S FISH BOX



Complies with the Government requirements. Easily moved and an attractive fixture, finished in WHITE ENAMELLED or MISSION. Built on the same STANDARD as our REFRIGERATORS. We can build them CHEAPER, but we won't. We would build them BETTER, but we can't.

Do not neglect to write to-day for CATALOGUE showing FISH BOXES, sent free.

Manufactured by

The W. A. Freeman Co., Limited

HAMILTON, ONT.

MONTREAL — David H. H. Neil, 16 Notre Dame St. E. Uptown 8547

TORONTO—114 York Street, near King

RELEG

Pronounce "REAL EGG"



A Boon to every thrifty housewife

The prohibitive price of eggs for baking purposes made the production of a real egg substitute vitally necessary.

Hence "Releg"—the most satisfactory egg substitute on the market. By following the simple instructions on the package the housewife can always get 100% satisfaction in her baking from the use of "Releg" and at a fraction of the cost of eggs.

Show "Releg" in your store.

RELEG COMPANY, Regd.

34 King Street, Quebec, Canada

The VINEGAR SEASON IS ON

We make all strengths in both Spirit and Cider

Write us for prices.

Taylor & Pringle Co., Ltd.

Owen Sound, Ont.

P. E. I. PRODUCE

We solicit your enquiries for

POTATOES
FULL COOKED DINNERS
SEED POTATOES
P. E. I. CLAMS

Carvell Bros.

Wholesale Grocers and Produce Merchants

CHARLOTTETOWN - - P. E. I.

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St., Montreal, Que.



Give Davies Pure Lard a prominent place in your store—and watch the result

YOU will find it creates a "rolling snowball" demand—a demand that grows bigger all the time.

It's just *pure lard*—nothing but extra-fine purified pork fat, scientifically processed and rendered, with nothing added and with every undesirable characteristic taken away.

The result—a pure, white, smooth lard of even texture—a lard which never fails to give the utmost satisfaction wherever it is used.

This is a product it will pay you to sell, because, being a quality line it not only establishes a good reputation for the dealer, but ensures a constant run of *repeat orders* gratifying alike to the merchant and to us.

If you haven't tried *Davies Pure Lard* we suggest you order a trial shipment right away—either through our Traveller when he calls—or by mail.

For family use Davies Pure Lard is put up in 1 lb. Sanitary Cartons and 3 lb., 5 lb. and 10 lb. Blue and Gold Pails

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packer's License No. 13-50

If any advertisement interests you, tear it out now and place with letters to be answered.



INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces.

Why not order a trial supply to-day?

SHAW & ELLIS

POCOLOGAN, N.B.



The kind that pleases the discriminating

If you wish to build up the Fish Department in your business, beware of handling goods of doubtful quality.

Stock only the kind whose wholesome, appetizing qualities will appeal to the taste of the discriminating.

Brunswick Brand signifies wholesome quality sea foods at a moderate price.

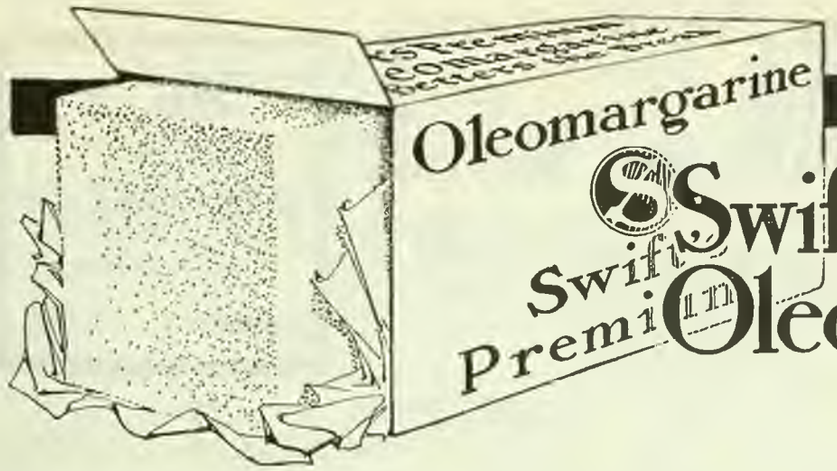
Replenish that depleted stock with Brunswick Brand — the kind that gives satisfaction.

Our Chief Sellers:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies (Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.



Good to use—
Profitable to sell

Nothing experimental in handling Swift's Premium Oleomargarine—thousands of families now use it every day.

On bread and biscuits—for baking and frying—its pure, wholesome, delicious flavor quickly wins the approval of everyone.

You have a splendid opportunity for profit in selling Swift's Premium Oleomargarine.

Order a trial shipment from our salesman, or write direct.

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

(Canada Food Board License No. 13-170, 13-171, 13-172)

If any advertisement interests you, tear it out now and place with letters to be answered.



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.

THE GROCER

handling

COPELAND'S

Diamond C Brands

Corn Flour and Corn Meal

has a product he can recommend with every confidence of having a satisfied customer.

Milled from the highest grade American Corn.

G. COPELAND & SONS

MIDLAND and PENETANG, ONT.

HEAD OFFICE. MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874



---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

THE DOMINION SALT Co LIMITED

SARNIA. ONT.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal - George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Dealers will make no mistakes in regularly displaying their stocks of Furnivall's Fine Fruit Pure Jams.

These jams have that superior degree of excellence which appeals to every discriminating housewife.

The 1918 Pack is up to the usual Furnivall quality standard.

FURNIVALL-NEW, Limited

Hamilton, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

CHICKEN A LA KING

Blue Seal Brand

Put up in handy attractively labelled containers this delicious food gets instant attention in any dealer's store.

It is wholesome and economical and its goodness always brings the user back for more.

Try Chicken a la King in your next displays.

E. W. Jeffress, Limited

Walkerville, Ontario

RICE FLOUR

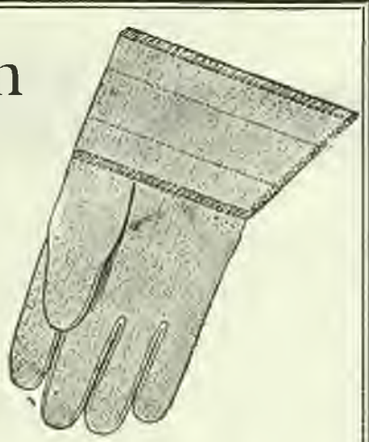
THE QUALITY SUBSTITUTE

Mount Royal Milling & Mfg. Co., Limited

Montreal, Que. Victoria, B.C.

Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED TRADE MARK
BRAND



Ask Your Jobber

TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and Textile Company
Chatham, Ontario

Y & S STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

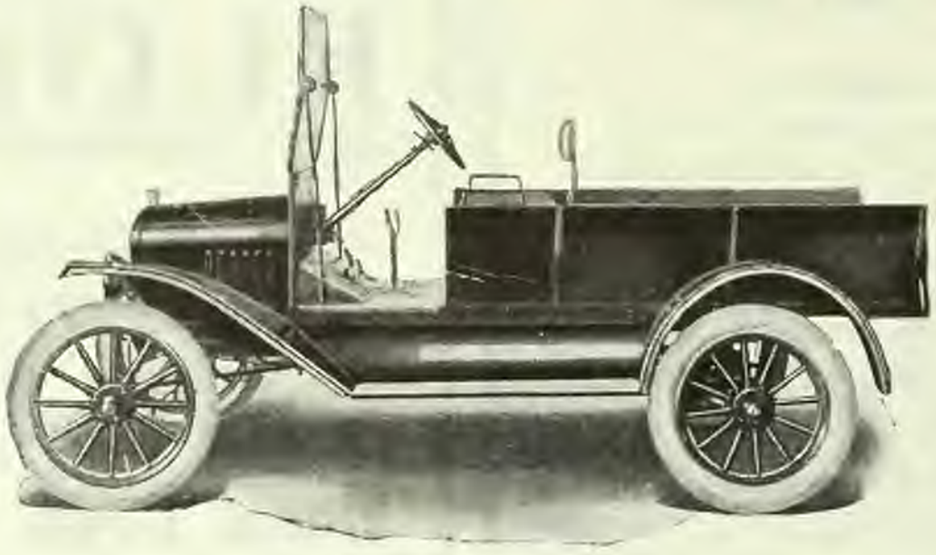
in any form.

Made in Canada by

National Licorice Company
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Grocers and Provisioners



The Base Unit for Clear Weather, $67.75.
With Top, Side Curtains and Side Screens, $135.50.

The most perfect, the strongest and most adaptable Motor Delivery Bodies for the Grocery and Provisioning Business, are the

Babcock Commercial Bodies

They combine **STRENGTH, BEAUTY** and **DURABILITY.** Steel skeleton construction —patented—is the secret of their unequalled rigidity and lasting powers. You can buy the No. 3 Base Unit, and by adding standardized parts, you can have the top, side curtains, screens or full panel bodies added. The most serviceable and economical Motor Delivery Body made. Name the chassis you want to put it on and we will send it to you, ready to fit, so you can do it yourself without the help of an expert mechanic. Can be shipped in "Knock down" style, saving freight charges.



Write for full particulars, prices and terms.

CARRIAGE FACTORIES, LIMITED

Head Office: Excelsior Life Building, Toronto. Sales Offices: Montreal, Winnipeg, Toronto

As a Substitute

for wheat flour, PURITY OATS stands first among the cereals we must use in order that our armies may be fed.

PURITY OATS

is high in food value, low in cost. This carefully milled product of the world-famous Alberta oats enables the housewife to bake palatable and nutritious food, and at the same time releases a portion of her wheat flour for shipment overseas.

Grocers who recommend PURITY OATS for baking purposes are doing their country a service.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.



The Purity Kid.



Worth featuring at any time

MATHIEU'S NERVINE POWDER

A grand remedy for Neuralgia, Headache, Sleeplessness and other nerve complaints.

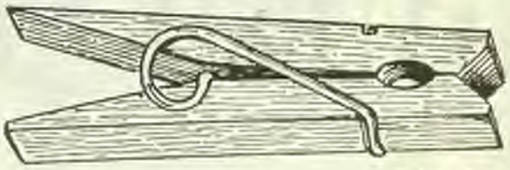
Free from morphine, chloral, opium or any harmful drug.

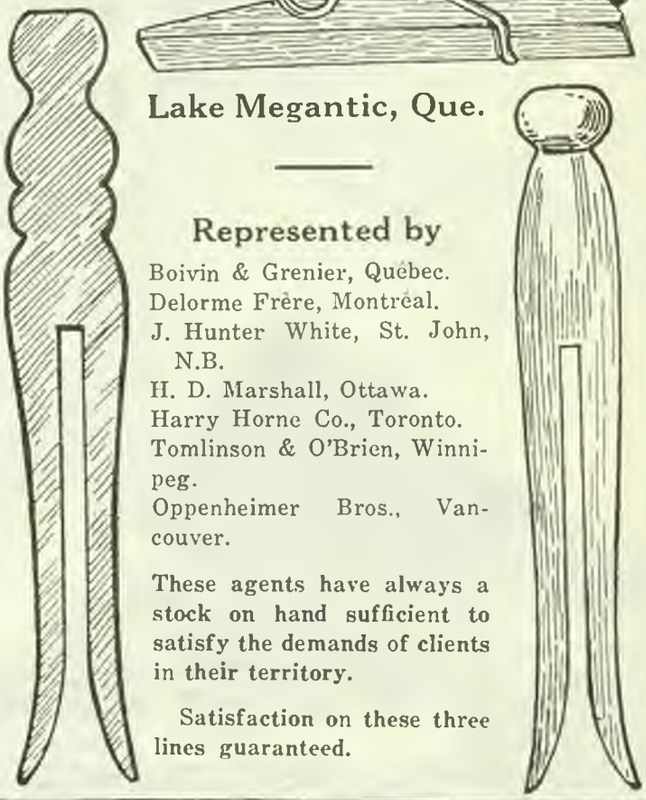
A dandy little line to recommend. A line that always satisfies and always repeats.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE QUEBEC

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.

Represented by

Boivin & Grenier, Quebec.
Delorme Frère, Montreal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

If any advertisement interests you, tear it out now and place with letters to be answered.

QUALITY
PEANUTS

Roasted *Salted*

Bulk and Package Goods

This is an easily handled line that pays you a

Good Steady Profit

and will satisfy your customers, thus assuring you repeat sales.

Write to-day for our prices.

MONTREAL NUT AND BROKERAGE CO.
30 Jurors Street **MONTREAL**

Selling Agents

LOGGIE SONS & COMPANY
32 Front Street **TORONTO**

KING GEORGE'S NAVY

CHEWING TOBACCO

Will prove one of your "best sellers"

Because the excellent texture and flavor of King George's Navy Chewing Tobacco wins instant approval with the most critical chewers.

Stock King George's Navy now for easy, profitable tobacco sales and satisfied customers.

Order your supplies from your wholesaler.



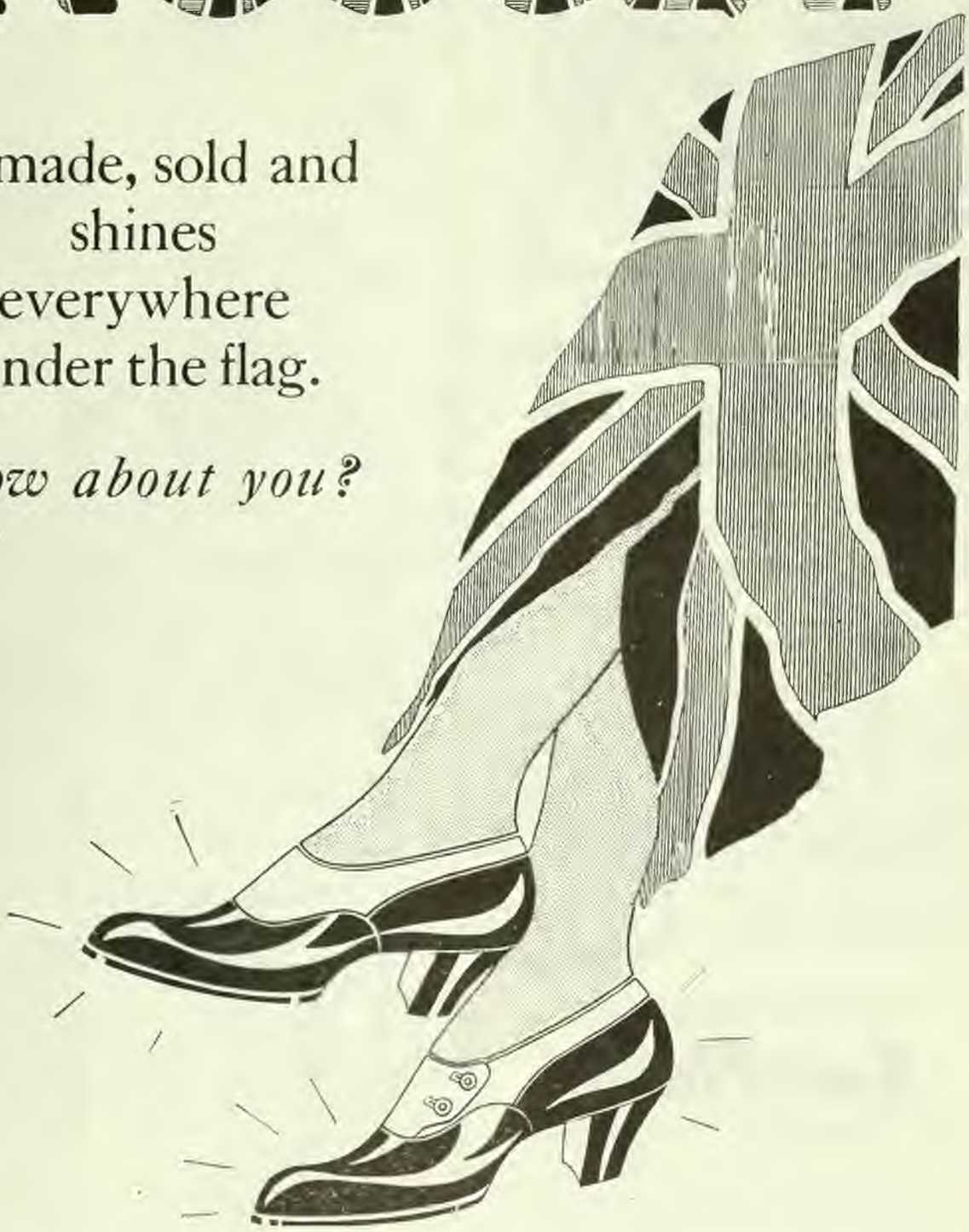
Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

NUGGET

Is made, sold and shines everywhere under the flag.

How about you?



THE NUGGET POLISH CO., LIMITED
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

The *Sani-Flush* can itself is a good advertisement. It is colored attractively to catch the eye, and tells the whole story



ALWAYS KEEP CANS OF

Sani-Flush

WHERE CUSTOMERS CAN SEE THEM

Your display of Sani-Flush will make an immediate connection with the manufacturer's magazine advertising. It will enable your customers to buy Sani-Flush without any embarrassing questions.

Harold F. Ritchie & Co., Limited

10-12 McCaul Street, Toronto, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, ¼s,, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

6c. LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1.05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in boxe, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

Great Forces at Work Behind POSTUM



A discriminating public, approving and demanding this pure, healthful beverage;

An energetic sales policy;

National advertising;

Dealer co-operation;



All these, with sale guaranteed, emphasize the fact that

"There's a Reason" for POSTUM

Canadian Postum Cereal Co., Ltd., Windsor, Ont.



"KEYSTONE"

The name for Quality in

STABLE BRUSHES

Stable men appreciate the point about Keystone stable brushes—the bristles stick in, and the backs won't break.

Further than that, the bristles resist hard treatment in a remarkable manner—that's quality, and a stable man appreciates it.

Are you handling the "Keystone" Line?

Write for prices, etc.

STEVENS-HEPNER CO., Ltd.
PORT ELGIN, ONTARIO

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying insist on this brand

If any advertisement interests you, tear it out now and place with letters to be answered.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

"McCASKEY" ACCOUNT SYSTEMS



For Every Business.

Send for booklet —

"A Credit Plan That Works."

McCASKEY SYSTEMS, LTD.

245 Carlaw Avenue

TORONTO



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We always have a few carloads of

2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO



ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Ottawa, Ont.	Montreal, Que.
Edmonton, Alta.	St. John, N.B.	Quebec, Que.
Halifax, N.S.	Vancouver, B.C.	Toronto, Ont.
London, Ont.	Victoria, B.C.	Winnipeg, Man.
	Hamilton, Ont.	

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO, CANADA.



GET READY FOR CHRISTMAS TRADE

The increasing demand for TOBIN'S "PEERLESS OVERSEAS BOXES is causing us some unrest, for we are forcibly reminded that raw materials are going up and the supply nothing near the demand.

So grocers of wisdom get in your orders at once—or the other fellow who has stock will coin the money you should have. The three sizes are the embodiment of strength, lightness and convenience in packing for France and England.

All prices will be withdrawn on the 15th Sept. That's the situation to-day. Now get busy if you want stock, while it's here. Prices mailed on application.

J. TOBIN & SONS - OTTAWA, ONT.

Please Mention this Paper when Writing to Advertisers

If any advertisement interests you, tear it out now and place with letters to be answered.

Chamberlain's Family Remedies

are splendidly reliable



When you recommend any of Chamberlain's lines you are backing a certainty—their reputation for results is a guarantee to you of pleased customers and profitable extra business.

Lots of your customers need just such dependable remedies as Chamberlain's. The men in the trenches would appreciate them, too.

So display Chamberlain's Remedies. They profit and repeat.

Chamberlain Medicine Co., Limited

TORONTO, CANADA

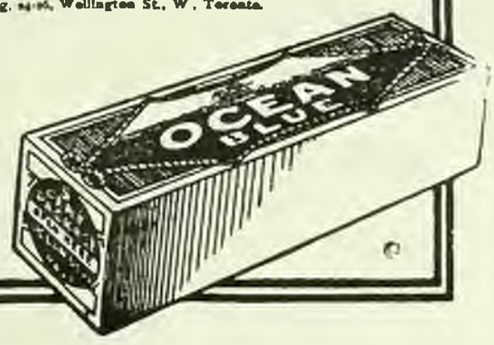
Don't hide the fact that you sell

OCEAN BLUE

You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Gray Building, 24-26, Wellington St., W., Toronto.



FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

MALTBRU

Has a life and snap that invigorates and refreshes you.



Buy from your jobber or direct from

Blackwoods Ltd.
WINNIPEG

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can....
No. 16 Jar .....
No. 4 Jar .....
No. 10 Can .....

YUBA BRAND

2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can....
No. 10 Can .....
Picnic Can .....

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 00
Reindeer Brand, each 48 cans	8 70
Silver Cow, each 48 cans	8 15
Gold Seal, Purity, each 48 cans	8 00
Mayflower Brand, each 48 cans	8 00
Challenge Clover Brand, each 48 cans	7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 00
Reindeer Brand, small, each 48 cans	6 25
Regal Brand, each 24 cans	5 65
Cocoa, Reindeer Brand, large, each 24 cans	6 00
Reindeer Brand, small, 48 cans	6 25

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per Case
Carnation, 16-oz., talls (48 cans per case)	6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—¼s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75; 14s, $80.
Lunch Ham—1s, $6.45; 2s, $13.50.
Ready Lunch Beef—1s, $4.45; 2s, $9.
English Brawn ½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 1s, $9.90.
Ready Lunch Veal Loaf—¼s, $2.10; 1s, $4.45.
Ready Lunch, Beef-Ham Loaf—¼s, $2.40; 1s, $4.45.
Ready Lunch Beef Loaf—¼s, $2.40; 1s, $4.45.
Ready Lunch Asst. Loaves ½s, $2.45; 1s, $4.50.
Geneva Sausage—1s, $4.95; 2s, $9.45
Roast Beef—½s, $2.90; 1s, $4.45; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.45; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.45; 2s, $9.
Cooked Tripe—1s, $2.45; 2s, $4.45.
Stewed Ox Tail—1s, $2.45; 2s, $4.45.
Stewed Kidney—1s, $4.45; 2s, $8.95.
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4, 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.70; 2s, $5.45.
Beef Steak and Onions—½s, $2.90; 1s, $4.45; 2s, $8.45.
Jellied Hocks—2s, $9.95; 6s, $29.80;
Irish Stew—1s, $3.45; 2s, $6.75.
Cambridge Sausage—1s, $4.45; 2s, $8.45.
Boneless Chicken — ½s, $5.90; 1s, $8.95.
Boneless Turkey — ½s, $5.90; 1s, $8.95.
Ox Tongue—¼s, $3.85; 1s, $7.95; 1½s, $12.45; 2s, $15.95; 2½s, $17.50; 3½s, $27; 6s, $45.
Lunch Tongue—½s, $3.45; 1s, $6.75; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85.
With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, 1s, $1.25; Consommé, 1s, $1.25; Green Peas, 1s, $1.25; Julienne, 1s, $1.25; Mulligatawny, 1s, $1.25; Mutton Broth, 1s $1.25; Ox Tail, 1s, $1.25; Pea, 1s, $1.25; Scotch Broth, 1s, $1.25; Vegetable, 1s, $1.25; Chicken, 1s, $1.65; Mock Turtle, 1s, $1.65, Tomato, 1s, $1.65; Vermicelli Tomato, 1s, $1.35; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $12.50.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, flats, $2.95; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (flats), $2.50; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s (flat), $2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s. $2.35; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.85; 1s, $2.50; 2s, $4.30.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.25.
Smoked Vienna Style Sausage—½s. $2.45.
Pate De Foie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $2.45.
Potted Beef Ham—¼s, 75c; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40.
Potted Game (Venison)—¼s, 75c.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Asorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40
Devilled Meats (Assorted) ¼s, 80c, ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $17.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef — ¼s, $1.75; ½s, $2.85; 1s, $4.15.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.35.
Ham—¼s, $2.35.
Tongue—¼s, $2.35.
Venison—¼s, $2.35.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.25; 12s, $2.80; 16s, $3.50.
Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s, 30c.

The Story of War Under The Earth

THE German sappers had discovered and broken into a Canadian tunnel. They had planted a machine gun at their end and sent a shower of bullets down the dark, narrow passage whenever the Canadians made any effort to enter their underground galleries. The story of how two Canadians nailed steel snipers' shields to the front of a push cart and shoved it ahead of them up to the very teeth of the gun, and how they dropped a can of deadly explosive, hopped on to the cart, and let it coast back down the tunnel, while bullets rattled on the shield like hail and, finally, how the explosive blew up the machine gun and its crew and blocked the passage again—this remarkable story is told by Lieut. C. W. Tilbrook (who was one of the two) in the course of an article, "An Underground Tank," in October MACLEAN'S.

Recently a Toronto newspaper declared editorially that the public was tiring of war books and war stories because of the sameness of them. The newspaper was right. But the public literally devours any story of the war that is new. The series of articles that Lieut. Tilbrook has done for MACLEAN'S has been read with an astonishing amount of interest *because they are different from anything that the public has yet read.*

Warfare in the tunnels is a terrible business—grim, silent, cruel. It is a strangely technical phase of warfare and the "sappers" go about their business with queer instruments that might have figured in a Jules Verne phantasy. To read of underground fighting, as Lieut. Tilbrook tells of it, is to get a vision of a new kind of war altogether —something gripping, fearsome and mystifying.

"An Underground Tank," is the best of his series. But, after all, it is only one feature in a long array that makes the October issue of MACLEAN'S one of unparalleled interest.

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The new status of women, arising out of the war, is treated in the powerful style of this famous writer, who came from the Canadian West. It introduces a new thought.

CONSCRIPTION AFTER THE WAR. By Brigadier-General A. C. Critchley.
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THE FOUR FACTIONS AT OTTAWA. By J. K. Munro.
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Black Watch, 9s, lb.	$1 08
Bobs, 11s	0 92
Currency, 11s	0 90
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Forest and Stream, tins, 10s, 2-lb. cartons	1 20
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 20
Forest and Stream, 1-lb. glass humidors	1 50
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Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	1 10
Derby 8s, 4-lb. boxes	0 95
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Old Kentucky (bars), 7s, boxes, 7 lbs.	2 10

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Pure Lye, case of 4 doz.	5 25

If any advertisement interests you, tear it out now and place with letters to be answered.

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ELBERTAS

Fine Quality on Now. Crop Short, will soon be over. We have cars arriving daily. Order Now.

Also

Pears, Plums, Grapes,
Tomatoes and all other Vegetables.

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The House of Quality.

HUGH WALKER & SON

Established 1861 **Guelph, Ontario**

New Cranberries

McIntosh Red Apples

Pears Tokay Grapes

Sweet Potatoes

All the early Autumn lines now arriving.

Also

Full list of

Fish and Oysters

WHITE & CO., LTD.

Phone Main 6243
TORONTO

Canada Food Board License No. 277

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

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B.C. Macintosh, Cox's Orange Pippins, and California Gravensteins in boxes.

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Ontario, Duchess, Alexanders, Culverts, St. Lawrence, etc., in barrels and baskets.

Write us for prices of all winter varieties—Oct.-Nov. delivery.

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Best domestic kind now ready. Crop is short. Order early.

California Tokays in crates, extra fancy quality.

Peaches, Pears, Plums, Cantaloupes.
Tomatoes, Cucumbers, Corn.

Everything in Fruits and Vegetables.

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NORTH BAY, ONT.

Branches: Sudbury Cobalt Timmins

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Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ltd., Dolcoaland, Watford, England. 893

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

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Latest Editorial Market Information and Guide to Buyers.

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Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only $1.25 per insertion if used each issue in the year.

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(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

PRUNE CROP HURT

Serious damage to the prune crop in California is reported—so severe in fact that the opinion has been expressed that no new crop prunes may be released for Canadian trade. Government needs must be met and it looks now as though the entire crop may be taken over for the army and navy. The amount left over when the Government is through is not likely to be great at any rate and these will more than likely be held by the growers for domestic trade. The outlook for Canadian users is not encouraging at time of writing.

* * *

BEAN PRICES NAMED

Prices have been named on canned beans which represent an advance over those recently issued on peas. These two are usually on a nearly level basis but the small pack of beans has brought about high prices. Quotations at the factory are for the Golden Wax Midget, 2's, $2.05-$2.07½ with 15 per cent. delivery; Golden Wax, 2's, $1.72½-$1.75 with 25 per cent. delivery; Refugee, 2's, $1.72½-$1.75 with 25 per cent. delivery; Golden Wax, gallons, $8.25-$8.27½ with 50 per cent. delivery; Refugee, gallons, $8.25-$8.27½ per dozen with 50 per cent. delivery.

* * *

Rolled oats have declined, family size packages, 20's, now being generally quoted at $5.60 and regular, 18's at $2.00 per case. In bulk, $5.25 for 90's is usual figure.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

All these ads will have position on a live page each week containing reading matter.

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

DRING SAUSAGE

Montreal and Quebec Province Grocers, attention—We are the only manufacturer of this most delicious sausage. We deliver in lots of 5 lbs. or more, to all Montreal Grocers and Butchers.
KAVANAGH PROVISION CO.
372 Bleury Street, Montreal
Telephones: Uptown 4620-4621. Night Up. 1980

SUGAR BAGS
With or Without Liners
E. Pullan, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

SALESMAN WOULD LIKE HIGH GRADE lines for Quebec city and district. Address, Box 65, St. Rochs, Quebec.

EXPERIENCED GROCERY CLERK WANTED for general store in Saskatchewan. State salary and experience in first letter. Matthewson Bros., Strassburg, Sask.

SITUATIONS WANTED

BETTER PROPOSITION WANTED BY EXperienced man. 25 years in wholesale grocery, produce, packing house, fruit. Thoroughly practical, capable and enterprising. Highly competent accountant. Just the man for manager, broker agent. Box 431, Canadian Grocer, Toronto.

WANTED — POSITION AS MANAGER FOR general store. Sixteen years' experience. Best references. Open October first. French and English. Box 436, Canadian Grocer, Toronto.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

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FOR SALE OR RENT.

BRICK STORE 24' x 60' TWO STOREYS HIGH. Ideal location for a general business. Situated in a rich agricultural district village, population 340. Proprietor has sold his stock and retired. Possession at once. Apply E. Richards, Melbourne, Ontario

CASH GROCERY BUSINESS AVERAGING $450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.



PAPER BALERS

Turn Waste Into Profit

Made in 12 sizes.

Send for catalog.

Climax Baler Co.

Steel "Fireproof" Hamilton, Ontario

Cash in on Your Book Debts

Get that which is rightfully yours.

WE CAN TURN THOSE BOOK DEBTS OF YOURS INTO MONEY if you'll just authorize us to do so.

Our organization is big enough to collect quickly anywhere. Ask to see our special forms. They'll be mailed you free.

The Nagle Mercantile Agency

Westmount (Montreal) Que.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

Del Monte

CALIFORNIA CANNED FRUITS & VEGETABLES, DRIED FRUITS & RAISINS

Patriotic Business Builders— Every One of Them

Every DEL MONTE Product that you sell today is a demonstration of business patriotism—as well as a proof of your practical business sense.

Your customers are using more fruits and vegetables today than ever before because they are savers of other war needed foods, and they are demanding quality products to keep the menu healthful and appetizing.

The DEL MONTE Shield on canned fruits and vegetables, dried fruits, prunes, raisins and other food specialties, is *their guarantee* of quality. And it is *your guarantee* of better business, easier sales and quicker turnovers because the consumer knows and has confidence in the DEL MONTE Brand.

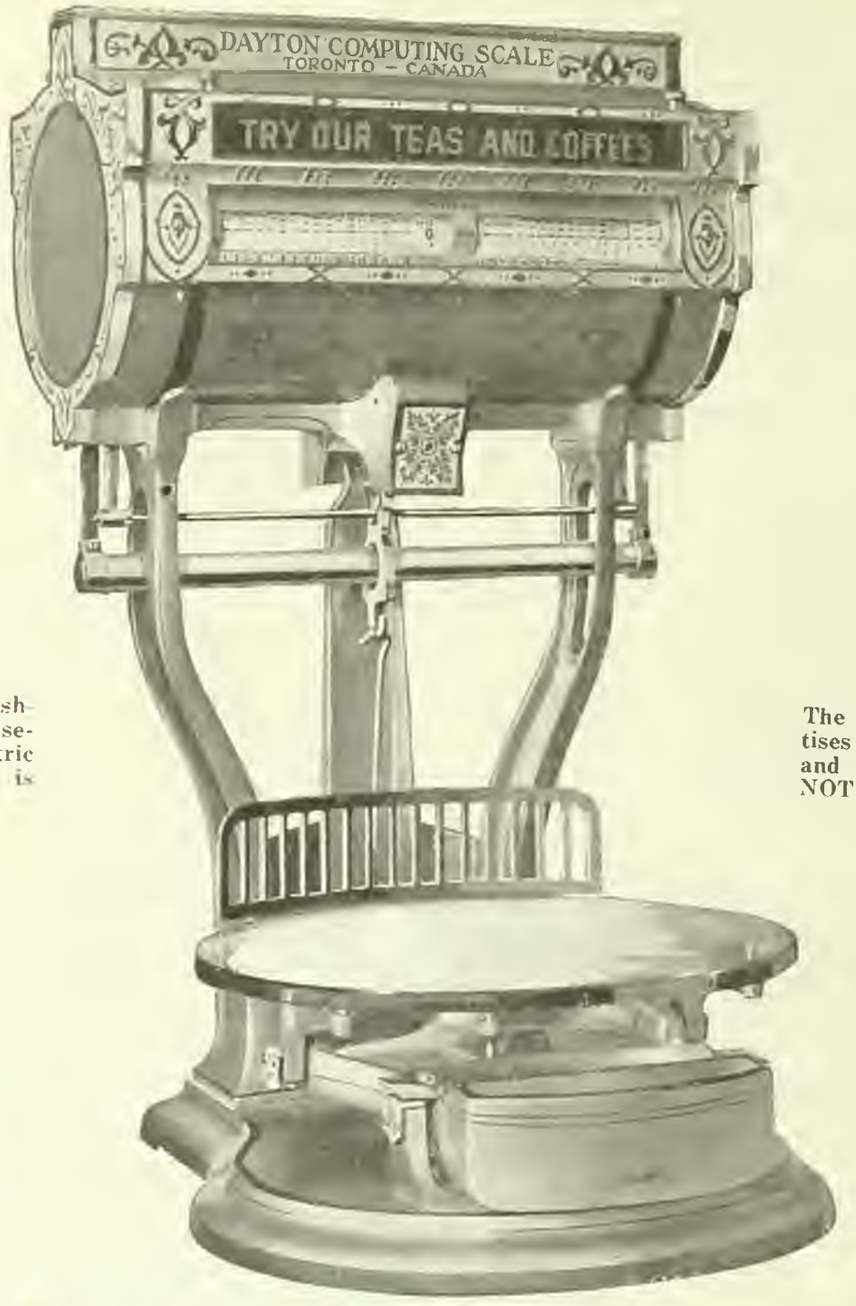
Are you ready to go "over the top" with DEL MONTE? It's just a case of preparedness on your part. The demand is there. *Order through your jobber.*

CALIFORNIA PACKING CORPORATION
San Francisco, California

The DEL MONTE Brand covers a wide line of fruits, vegetables and food specialties, including all varieties of California Canned Fruits and Vegetables; Jellies, Jams, Preserves, Catsup, Olives, etc.; Hawaiian Pineapple; Dried Fruits and Raisins—all famous for their goodness and purity—all of the same high DEL MONTE quality.



THE DAYTON COMPUTING SCALE IS MADE IN CANADA.



Automatically flashes your advertisement by electric light when scale is used.

The Dayton advertises the merchant and his wares—and NOT the scale.

A Tried and Trusted Partner

It's a beauty. In mere looks alone, it is the handsomest scale ever built. In utility—it has the endurance of the pyramids and the cold-blooded equity of British law. Its price calculations and its hairsbreadth weighing accuracy guarantee you all your profits—and that's all you are in business for.

Let us send you our latest catalogue just off the press.

DAYTON COMPUTING SCALES

Royce and Campbell Avenues, Toronto

FRANK E. MUTTON
Vice-Pres. and General Mgr.

Division International
Business Machines Co. Ltd.

Also makers of International Time Recorders and Hollerith Electric Tabulators